lth Inheritors

Eaton Vance

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Run Better First Meetings With Wealth Inheritors

Let's talk first meetings with wealth inheritors. Running better first meetings with this type of prospective client means being able to understand their expectations.

Here are three questions to start the conversation:

One: How do you hope your inheritance will impact your future?
This open-ended question can help you uncover the degree to which they have a distinct vision for their newfound wealth.

Two: Do you know how you will receive the inheritance?
Knowing whether an inheritance is received outright or in trust will determine how much control clients have over the assets. If assets are held in trust, seek to understand the terms.

Three: Are you familiar with the tax implications associated with this inheritance?
While estate and gift taxes are generally paid by the grantor, ongoing taxes are typically paid by the recipient and, when received in trust, the tax consequences can be further nuanced.

Incorporate these three questions in first meetings with wealth inheritors to gain a deeper understanding of your prospective clients, and position yourself as a valuable resource.

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