

October 2013

Dear Clients and Friends:

There's an old English proverb that says "there's nobbut three generations atween a clog and a clog." One translation attributed to Andrew Carnegie is "shirt sleeves to shirt sleeves in three generations." In poetic fashion, the Italian version is "dalle stalle alle stelle alle stalle," or "from stalls to stars to stalls."

When we leave an estate to our heirs, what are our expectations? Your own views about thrift, saving and investing -- the qualities that enabled you to cobble together a fair amount of assets -- may not mean anything to the next generation.

I love the expression "found money." Picture yourself walking one day when all of a sudden you come across a big bag of money. You open it up, look inside at all those hundred dollar bills, and your first thought is how you'll be able to add this cash to your investment account at Crown Capital Securities. Right?

I don't think so. Your first thought will be about fun things to buy. A new car, a trip to Europe, something expensive. Because when you're spending "found money," it's not really costing you anything. Even if you spend all of it and have a great time, the worst is you'll be right back where you started.

Stalls to stars to stalls. That's how a family's wealth comes and goes. But with good communication, education and estate planning, you can improve the odds your own family will preserve some of what you pass on to them. Don't assume your heirs are going to get good advice when you're gone. They may not seek any advice at all.

If this is a concern for you, give me a call and we'll talk about solutions.

Regards,



Charles M. Shackelford