

I hope this letter finds all is well with your practice and clients. In my endeavor to help divorce professionals with their client's financial planning needs, many have asked me to give them an example of exactly how I can help their clients. The long answer is there are many ways but here is a situation that represents how we can help.

Investment Assets

Mrs. Smith was referred to a financial advisor via her current attorney. As part of her divorce settlement, Mrs. Smith was to receive half of the assets of the marriage, which represented a significant sum of money. These assets would provide the retirement income for Mrs. Smith as she was 70 years old. Most of the investments were high risk growth stocks and junk bonds that the client's former spouse had invested through his financial advisor. The client had never dealt with the ex-spouse's advisor nor felt comfortable with the assets that she was receiving.

The new financial advisor analyzed the portfolio for the client and helped educate her as to the type of investments that she was to be receiving and what income she could continue to draw from the principal. Mrs. Smith was then able to get a clearer picture as to how her divorce settlement would affect her long term. The financial advisor decided to make some adjustments to her account to reduce her risk, create a budget and automate her monthly income. They were able to minimize the fear and stress of her divorce settlement to give her the confidence and trust in having her own financial planner. Mrs. Smith had always wanted to be involved in making financial decisions when she was married.

Conclusion

Clients need active financial help during a divorce and post divorce to help them make the right financial decisions. This is just one scenario that I have found is quite common among divorcing couples. The situation could have gotten worse if the client in this scenario had not worked with a financial advisor. This is a very common problem that happens during many divorces.

Clients can receive the most equitable settlement in a divorce whereby the attorney has helped negotiate the best settlement possible. It can be completely unwound because of a lack of follow through to make sure the financial details are completed correctly. This is where there is a big disconnect between the end of the divorce, as it pertains to a settlement, and the actual end of having all the paperwork processed post divorce. This is my job to facilitate helping a client to make sure this follow through is done correctly.

Remedy

Let us help your clients navigate through this financial process. They do need this help. Give me a call to go over any particular case or in the next week let's get together for 15 minutes for coffee or maybe lunch. Let me know what possible 2 times that you would have available to fit your schedule.

If you have any questions, please feel free to e-mail me at rich.hendry@raymondjames.com or call us at 678-578-2430 or toll free at 877-811-9090. Visit us at www.richardhendry.net.

Sincerely,



Richard P Hendry, CDFA
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