PRE-FLIGHT REVIEW

Executive Summary — A Diagnostic System for Private Wealth Advisors

The Challenge

Most advisory practices operate reactively — waiting for client problems to surface before responding. This reactive cycle commoditizes your services, compresses margins, and leaves your best clients vulnerable to proactive competitors. When another advisor surfaces what you didn't, loyalty shifts.

The Pre-Flight Review

The Pre-Flight Review is a systematic diagnostic that surfaces planning opportunities before competitors do. It covers 7 categories spanning your client's entire financial architecture — and takes just 10 minutes per client before each meeting. It's not a product pitch. Gaps discovered become conversations that lead to high-value cases.

Seven Diagnostic Categories

#	Category	Key Focus Areas
1	**Retirement & Generational Wealth**	IRA distribution planning, Roth conversions, 10-year rule modeling
2	**Nonprofit Executive Compensation**	Deferred comp alignment, IRC §4960 excise tax, forfeiture risk
3	**Annuity Optimization**	Tax efficiency arbitrage, rider utilization, legacy transfer strategies
4	**Concentrated Wealth Positions**	Diversification via CRTs, Wealth Replacement Trusts, tax-cost analysis
5	**Trust & Estate Modernization**	Grantor trust review, asset swaps for step-up, exemption alignment
6	**Business Ownership & Succession**	Buy-sell funding, Connelly implications, Synthetic Mega Roth / Cash Balance
7	**Life Insurance Audit**	Policy performance, lapse risk, 1035 exchanges, LTC rider opportunities

Why It Matters

Proactive planning delivers higher differentiation, higher average case value, and lower client retention risk — with similar resource requirements. Margin scales faster than effort. The Pre-Flight Review positions you to lead conversations rather than react to them.

Next Step

Pick one UHNW client with complex planning needs. Walk through the 7 categories below before your next meeting. Note what hasn't been addressed. If you check 3 or more boxes, the client may benefit from a full Pre-Flight diagnostic.

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PRE-FLIGHT REVIEW CHECKLIST

Check each item you should review with your client. Every checked box is a planning conversation waiting to happen.

1	**Retirement & Generational Wealth**
☐	Client has $1M+ IRAs ultimately intended for non-spouse beneficiaries
☐	Review whether pre-retirement years present Roth conversion opportunities
☐	Model what heirs will actually net after taxes under the 10-year rule
☐	Explore CRTs, QCDs, or DAFs for charitably inclined clients
2	**Nonprofit Executive Compensation**
☐	Client is an executive at a hospital, university, or credit union
☐	Review whether deferred comp is aligned with retirement income goals
☐	Address potential 21% excise tax on compensation over $1M
☐	Stress-test early separation or forfeiture risks
3	**Annuity Optimization**
☐	Client holds annuities purchased 5+ years ago
☐	Evaluate whether annuity income is needed — or creating unnecessary taxable events
☐	Review whether income riders are being utilized or just adding cost
☐	Explore converting taxable distributions to tax-free death benefits for legacy
4	**Concentrated Wealth Positions**
☐	30%+ of client's net worth is tied to a single stock, business, or property
☐	Quantify the actual tax cost of selling — and the cost of NOT selling
☐	Evaluate whether a CRT could enable tax-free diversification with lifetime income
☐	Consider a Wealth Replacement Trust to restore asset value for the family
5	**Trust & Estate Modernization**
☐	Client has irrevocable trusts created before the OBBBA
☐	Review whether grantor trust pass-through is creating personal wealth drag
☐	Evaluate asset swaps to recapture step-up at death
☐	Confirm trusts align with today's $15M/$30M permanent exemption
6	**Business Ownership & Succession**
☐	Review whether buy-sell agreement is funded and valuation is current
☐	Assess whether structure (cross-purchase vs. entity) is tax-efficient post-Connelly
☐	Explore Synthetic Mega Roth or Cash Balance plans for wealth conversion
☐	Evaluate whether business value is transferable — or tethered to human capital
7	**Life Insurance Audit**
☐	Review whether policies are performing as originally illustrated
☐	Assess whether any policies are at risk of lapsing due to underfunding
☐	Identify lazy capital in outdated contracts that could be redeployed tax-free via 1035
☐	Explore modern policies with LTC/Chronic Illness riders for aging clients

Ready to take the next step? If you checked 3 or more items, your client may benefit from a full Pre-Flight diagnostic. Contact us to schedule a confidential review.

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