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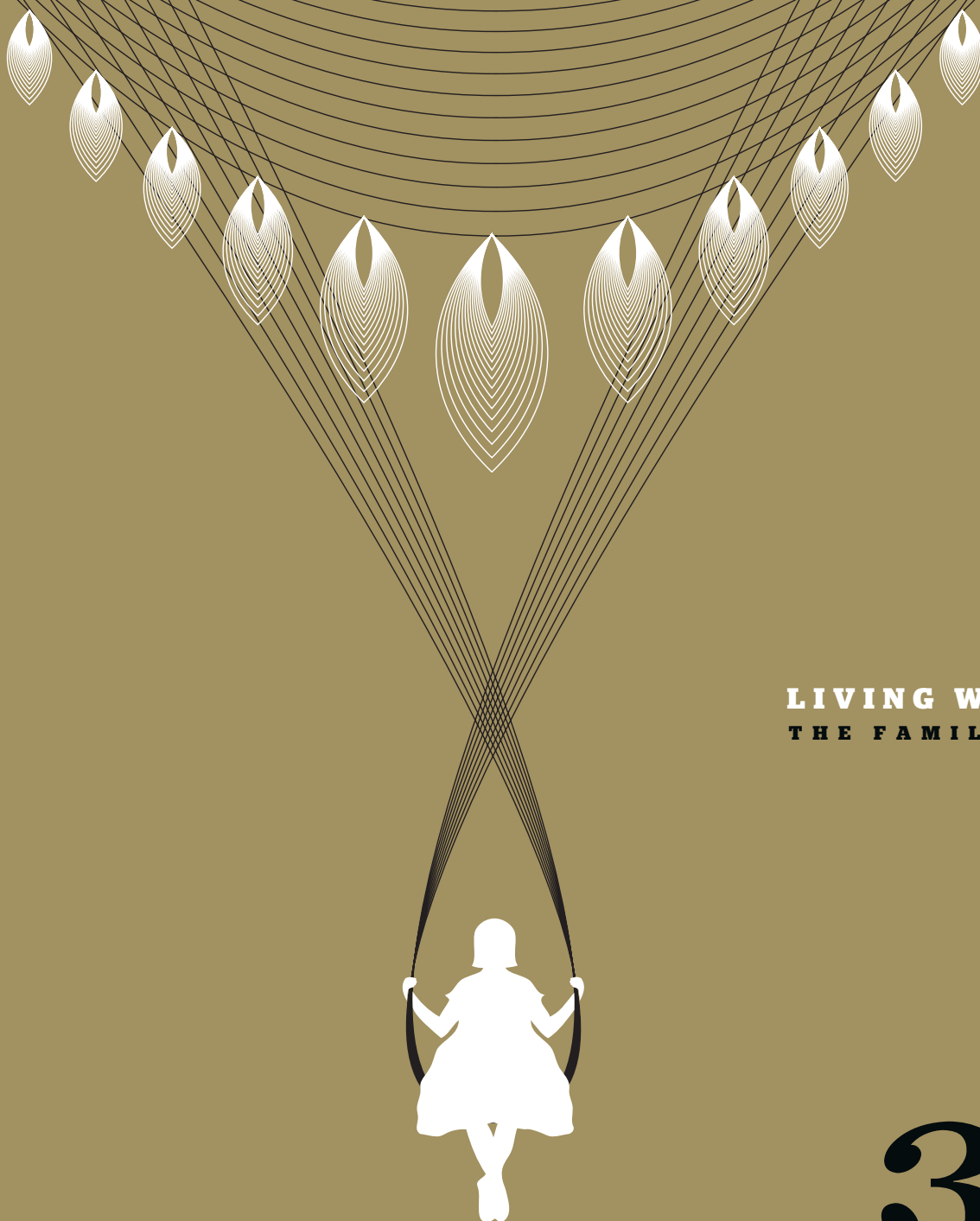
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Richard P. Slaughter Associates Inc.

Bob Tabor, AWMA®, AIF®, Vice President

“How do I ensure my financial team implements a ‘victorious’ wealth game plan?”

By Bob Tabor

Life is complicated. Life with wealth is extraordinarily complicated. That is why most wealthy individuals and families need multiple professionals with distinct areas of expertise.

Having a group of hand-selected financial professionals work in concert toward your common financial goals is great. But they must also be a true wealth management *team*, maintaining a symbiosis in their relationships that raises the value of each team member and increases the chances of a successful overall financial strategy.

Wealth advisors include financial planners, asset managers, insurance and tax experts and legal and estate professionals. Each plays an important role in your long-term financial success, and in the lives of those you leave behind. Ideally, each advisor understands your unique needs and works in a coordinated fashion to effectively nurture and protect your wealth.

SELECTING THE TEAM

Financial services professionals come in many different forms and serve different client types. Be sure you employ the appropriate advisors for your circumstances and goals, preferably from different backgrounds. This diversity allows you to select the “best in breed”; generates more creative ideas; provides checks and balances; and allows you to change individual team members without changing everything.

To find those who will meet your needs:

- Look for fee structures that are a good fit. Do you prefer a commission-free environment or payments by transaction?
- Understand what credentials are valuable and what matches your needs. Do you require a certified financial planner (CFP) for your planning needs? Or a certified public accountant (CPA) to prepare your taxes and develop a tax strategy?
- Find advisors willing to share information and work with other professionals.

THE IMPORTANCE OF COORDINATION

Once you’ve chosen the professionals you believe will serve you best, make sure that they work together. You are more than the client here; you’re the “coach.”

As such, ensure that each member of the team understands the common goal, which is your definition of success. Without this uniform strategy, your professionals may actually work against one another and your best interests.

We have seen investment strategies implemented without consideration of the financial plan, which can lead to an allocation design that does not match the risk and return needs the plan dictates.

This can sabotage long-term strategies: If the work done with an estate planning attorney is not shared with your financial planner and asset manager, the result may be account types

and investment strategies that work against the wealth protection designs in the estate plan.

SYNCHRONIZING FINANCIAL EXPERT EFFORTS

Since each team member works for you, make sure each knows your expectation that they work together.

So keep your team in sync; first, understand each member’s role on the team and how his or her efforts can positively or negatively impact your goals.

Then ensure all members are communicating effectively. We have found that charging one professional as your team coordinator works well. Make sure this individual can effectively evaluate your needs, communicate them to service providers and then coordinate efforts to ensure all involved are working cohesively.

Finally, recognize that wealth management is an ongoing, organic process. Once your team is communicating, hold regular all-hands meetings to review any significant changes in your life. Make sure your advisor professionals are aware of the changes and on board with the new directions.

Once you pick your team, establish the goal that each member is working toward and make sure they regularly communicate their efforts with you and one other. By following these steps, you can rest assured that you have a victorious wealth management game plan. 🏆

“Without this uniform strategy, your professionals may actually work against one another and your best interests.”

—Bob Tabor

How to reach **Richard P. Slaughter Associates**

You can reach any member of our team at 512.918.0000.
We look forward to speaking with you.



WHAT MAKES A GOOD WEALTH ADVISOR...

A good wealth advisor has passion to help others achieve their financial goals and the expertise to deliver the service in a holistic manner.

OUR FIRM'S COMMUNITY INVOLVEMENT...

Is determined by where our employees and clients volunteer and are most engaged. We select nonprofits, such as The Christi Center and Texas Parent to Parent, that are doing extraordinary things with limited budgets. I'm proud to be working with these organizations.

MY GOALS FOR THIS YEAR INCLUDE...

Continuing to improve the services we deliver and how we deliver them to great clients

About Richard P. Slaughter Associates

Richard P. Slaughter Associates is a leading wealth management and financial planning firm which specializes in working with high net worth individuals, entrepreneurs and families. Slaughter Associates cultivates a comprehensive financial relationship with its clients by delivering expertise in financial planning and asset management and coordinating with tax, insurance and estate professionals. The result is a holistic approach that is unique in a financial industry that is often segmented and outsourced. By committing to these important components, Slaughter Associates charts a path to reach the individual financial goals of its clients. Founded in 1991 in Austin, Texas, by Richard Slaughter, Slaughter Associates is one of the original fee-based firms in the nation. With offices in both Austin and the Dallas-Fort Worth Metroplex, Slaughter Associates has been recognized by NABCAP as a Premier Advisor and given exemplary status for expertise in personal risk management.

Assets Under Management
\$370 million (as of 3/31/14)

Largest Client Net Worth
\$20 million

Minimum Fee for Initial Meeting
None required

Minimum Asset Requirement
\$500,000 (investment services)

Website www.slaughterinvest.com

Compensation Method **Asset-based and hourly fees**

Professional Services Provided
Planning, investment advisory and money management services

Primary Custodians for Investor Assets **Charles Schwab & Co., Pershing, a BNY Mellon Company and TD Ameritrade**

Association Memberships
CFA Institute, CFA Society of Austin, Financial Planning Association, The National Association of Personal Financial Advisors

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