Managing your clients **Financial Windfall**

StrategIQ® Financial Group specializes in managing large settlements for your clients.

You have done an exceptional job earning a fair settlement for your clients. They have endured pain and suffering and waited patiently for justice and a chance at a new life filled with peace of mind and financial dignity. However, most people that experience a financial windfall are not prepared to financially manage the post-settlement stage of their newfound wealth.

Statistics show that 30% of individuals who receive a financial windfall from an injury settlement will spend it all within 2 months and that 90% of individuals will spend it all in just 5 years.

Larger settlements may be at more risk of spend down. People who do not fully understand money and its purchasing power often relate the word million or millionaire to an unlimited amount of money they can never completely spend. Our culture portrays millionaires as the milestone of wealth. Though this may have been true in the 1940's and 50's, today a million dollars is hardly enough money to retire comfortably.

We start with **pre-settlement education**. Giving them the tools to manage their money before any settlement is received is critical to them retaining the settlement long term. StrategIQ® Financial Group provides a series of private educational meetings that educate the client on the basics of money management. We help define their goals, educate them on investment basics, budgeting, the effects of inflation, and more. Clients are much more patient and clear-minded prior to having the settlement or even knowing the amount they will receive.

The **Psychology of Materialism** is discussed along with our theory of declining enjoyment. The purchase of possessions vs. experiences are also examined. We teach about the temporary euphoria from a new material purchase and how it declines over time. This is in part because the initial joy of acquiring a new object, such as a new car, fades over time as people become accustomed to seeing it everyday. Experiences, on the other hand, continue to provide happiness through memories long after the event occurred. Techniques to curb materialism are taught, such as making smaller purchases with longer intervals in between rather than going on a "spending spree." Other issues, such as handling family requests to borrow money or friend's requests to enter "money making" business ventures, are examined along with many other dynamics that few are prepared to manage without our professional guidance.

STRATEGIQ®
FINANCIAL GROUP, LLC

With newfound wealth at the time of settlement, a client's financial situation doesn't get simpler; it gets more complex. We incorporate our StrategIQ Wealth Management Solution to serve as their financial butler.

- **Aggregation**
  The system provides our clients with a personal financial webpage that consolidates and automatically updates all their investments and financial data on a daily basis. Assets and liabilities held at any institution are uploaded directly to the system. The client's entire net worth can be tracked, and fluctuations monitored over time.

- **Financial Planning**
  With this comprehensive data, we provide "real time" ongoing financial projections for all their financial goals. Clients know at all times if they are staying on pace to fund education goals for their children or if the proceeds from their settlement continue to successfully meet their expense needs.

- **Vault**
  Our system also provides an on-line vault where they can store all their critical documents in one place, completely secure, but always accessible. Our staff will scan tax returns, wills, and trusts, insurance policies, or any other important documents to help keep the client organized.

- **Alerts**
  Our system also has an alert function that will automatically alert us for multiple client-related issues. The alerts can be specifically set for each client. For Example, if we are worried about a client withdrawing large amounts of capital for an irresponsible purchase, we can set the system to alert us if an account drops by more then $5,000. We can then contact the client immediately and advise them before a financial mistake has been made.

StrategIQ® Financial Group's team of investment managers has developed investment portfolios that are defensive in nature geared to help provide stability and income. This is critical for those clients that will rely on their settlement for income production to remain financially independent.

All other financial planning issues are also addressed from tax planning strategies to estate planning techniques. Each Client is assigned both an experienced financial advisor and accountant to anchor their financial planning team. Our integrated planning approach includes an alliance with your firm and allows for collaboration and recommendations that will best suit the specific needs of the client.

You provide a valuable service to your clients and, in many cases, provide them with a financial settlement that can be life-changing. StrategIQ® Financial Group, LLC, can be your partner to help ensure that the anticipated hopes and dreams of your clients are met for a lifetime.

For more information, contact us at:
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