

GRASSI

HIGH NET WORTH INDIVIDUALS PRACTICE



With greater wealth comes greater responsibility and more concerns. Clients rely on Grassi & Co. as their trusted advisor to help them protect, preserve and grow their wealth. Through a collaborative planning process and continuous monitoring and communication, we help clients feel comfortable that their assets are allocated properly, their heirs are protected and they are saving the maximum amount in taxes. Ultimately, our goal is to ease clients' worries and help them sleep better at night.

The firm features a suite of services for high-net worth clients, including:

Trust & Estate Planning: Among the most vital services our clients utilize, building a personalized, strategic trust & estate plan gives clients the confidence that their assets are protected. After assessing their specific needs and unique situation, we build a plan, allowing the maximum amount of their estate to be passed on to the next generation. A quality trust & estate plan is regularly reviewed and monitored and readily updated as a client's situation evolves over time.

Tax Planning: There's nothing wrong with paying taxes—in fact it's required—but paying more than you legitimately owe in taxes is as much a crime as not paying them at all. As a client acquires additional assets and wealth (businesses, real estate, complex investments), their tax situation grows more complex. The ability to manage tax liability increases as each client's life evolves. Our tax department works closely with clients to analyze their entire professional and personal position to make sure that we are cognizant of any recent changes to the client's situation and aware of any developments in the tax code that will help us better manage and minimize our clients' tax burden wherever feasible.

Insurance Planning: An important part of the entire financial picture, proper insurance planning can serve several functions. At its most basic level, life insurance provides protection for the insured's family, ensuring that the family is not unduly burdened with financial stress in an already stressful time. Insurance also comes into play as a strategy in estate planning, business key man insurance and in business succession planning, issues where we often consult with our clients.

Investments: Every individual's needs are different; some investors are looking for maximum growth of principal, others are seeking slow, steady income. Our team works with clients based on their own personal needs to develop a plan to preserve and grow their wealth, utilizing a strategy that they are comfortable with.

Retirement Planning: Planning for the future is more important now than ever. With the bleak future of Social Security and the continued reduction of employer-sponsored retirement plans, planning for retirement is crucial. Grassi helps individuals design and manage customized retirement plans. Through the analysis of various program alternatives, our team designs programs that allow clients to retain more of their assets. Our professionals help with setting up and planning defined benefit plans as well as qualified plans. We assist clients to ensure their retirement plans meet current and projected lifestyle needs.

Charitable and Gift Giving Strategies: Our professionals regularly review the latest tax laws and regulations to help plan financial strategies. These services include preparation and review of annual income, estate and gift tax returns. Our team develops life-long gifting programs that use appropriate vehicles such as family limited partnerships, charitable trusts, and qualified personal residence trusts.

Financial Administration: In addition to planning clients' personal wealth, we help manage assets on a day-to-day or yearly schedule. Our services include bill paying, bookkeeping, cash flow management, budgeting, and personal financial statement preparation. Where necessary, we act as a "personal CFO" and provide all functions necessary to oversee clients' finances. We also provide contract and royalty reviews, insurance coverage analysis and oversight, and assistance with major purchases.



GRASSI & CO.

HIGH NET WORTH INDIVIDUALS PRACTICE

HEADQUARTERS: JERICO 516-256-3500 OTHER OFFICES: MANHATTAN AND NORTH CAROLINA

www.grassicpas.com