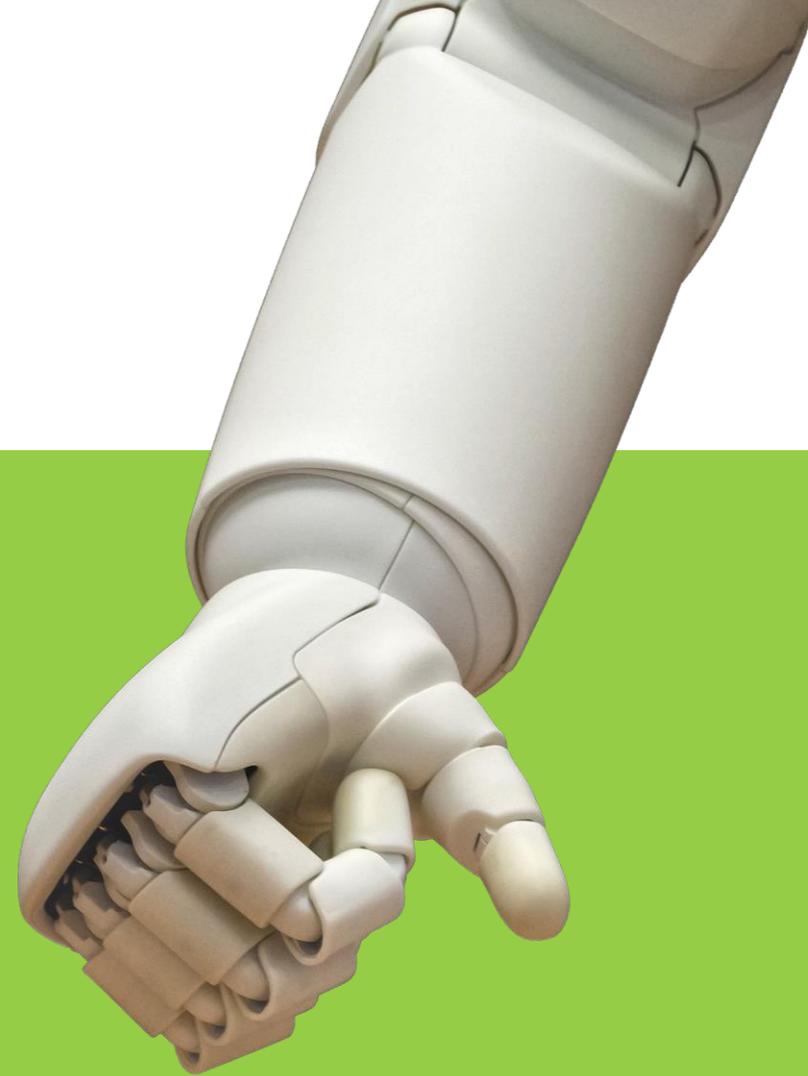




LightYear Wills – the Client Interview

Covid brings a new world to advising with the LightYear Docs system

This webinar will commence at 12.30pm AEDST. Please use the chat feature to ask any questions throughout the webinar.



16 September 2020

Australia needs you help



Justice Jeremy Curthoys, who was scathing of lawyers' "indefensible" legal fees. Credit: WA News

Perth

Legal fee scandal: Lawyers 'feast' on Perth family estate

The COVID19 attack on our society and economic, personal and financial freedoms has brought estate and life planning into sharp focus. How many Australians do not even have an enduring power of attorney or a Will? How many a newsagency Will? And how many a Will constructed by a lawyer many years ago that is not specific enough or really is not up to scratch in terms of trustee companies, shareholdings and protection from family provisions claims?

It is time to step up and with the LightYear Docs and Abbott & Mourly Lawyers solution you can control the process, build great Wills and EPOAs in a single client meeting without breaching any legal professions laws, charge premium fees and look after a client's family.

ESTATE PLANNING ROADMAP FOR ADVISORS



01 Preparation of Data Capture Sheet

Advisor collects the information from the client and then inputs that information via the LY Estate Planning platform. Cost agreements prepared any other ancillary documents

02 LY Generates the Estate Planning Documents

LY system produces the Will, EPOA & any other Estate Planning Documents as required by the client



04 Zoom with Advisor & Client (45-60Mins)

Advisor arranges a Zoom Conference with the client to obtain any final instructions relating to any amendments to the documents.



03

Estate Planning Documents Reviewed by Abbott Mourly.



05 AM finalizes the documents

AM finalizes the documents and documents are sent back to Advisor & client. Another Zoom is then arranged for signing and Witnessing

The Process



- Make the client aware with the Client engagement letter and email. This can include a data capture but there may now be a better way thanks to COVID 19
- Is it a single or double will?
- Enter data, finish the interview and get the PDF document. Put into a PDF software such as Nitro and watermark with draft then send to client with a time frame for execution – *Book it in*
- Execute using a Zoom and if need be get Tony Anamourlis from Abbott & Mourly to sit in and sign off on both of the Wills and EPOAs for \$495 for LYD Will and EPOA.
- For previously married testators, problem children, threat of a legal challenge or if testamentary trusts are desired then use LYD Will and testamentary trust. For this you need sign off from Abbott & Mourly



The Financials for the LYDWill and EPOA

Number of LYDClient Wills + EPOA pm	Fees \$ \$1,600 per couple	Time per Will and EPOA - 2 hours	Per Annum Fees \$
2	\$3,200	4 hours	\$38,400
4	\$6,400	8 hours	\$76,800
6	\$9,600	12 hours	\$115,200
10	\$16,000	20 hours	\$160,000

Number of LYDClient Wills + EPOA with Protector per month	Fees \$ \$4,500 per couple	Time per Will and EPOA 3 hours	Per Annum Fees \$
2	\$9,000	6 hours	\$108,000
4	\$18,000	12 hours	\$216,000
6	\$27,000	18 hours	\$324,000



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