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CREAMER WEALTH MANAGEMENT

Advisor with D.A. Davidson & Co. member SIPC

Your Trusted Partner for Life's Key Moments

SUMMER 2025 | 111 E. Roanoke St. | Blacksburg, VA 24060 | (540) 554-7050 | dadavidson.com

More Than Advice - We Help Families Talk About Money

According to a Wells Fargo study, "nearly half of Americans say the most challenging topic to discuss with others is personal finances (44%), whereas death (38%), politics (35%), religion (32%), taxes (21%), and personal health (20%) rank as less difficult."

Talking about money with family – especially with your children – can feel deeply uncomfortable for many people. Perhaps this is because money isn't just about dollars and cents – it can symbolize so much more. For some, it represents control or independence; for others, it can bring up feelings of embarrassment and insecurity.

Our relationship with money is often shaped by our experiences, values, and even past struggles, which makes it deeply personal and sometimes an emotional topic to talk about. While it can be difficult, having open conversations about your financial situation is a powerful way to help your children build a healthy, informed relationship with money. On the other hand, avoiding these important discussions can lead to confusion, missteps, or unintended consequences down the road. In fact, 68% of inheritances in the United States fail, largely because families don't engage in honest, open conversations about money with the next generation.

Part of the challenge is that the concept of wealth varies from person to person. While for some it represents security or opportunity, for others it may evoke images of luxury and material abundance, making the topic even more sensitive to approach. True wealth goes far beyond possessions – it includes meaningful relationships, the love of family, and the gift of good health. All of which are elements that



suggest financial education and communication isn't just helpful, it's essential.

So how do we start the conversation, and make it a meaningful one?

Whether you are planning for the future, navigating a transition, or simply looking to stay informed, we encourage all clients to engage in this process. The longer you wait to be transparent with your wealth, the harder the conversation can become. We're here to help you define what wealth truly means to you – and we believe a family wealth meeting is the essential first step. For many of our clients, especially mass affluent individuals and families, we help bridge those difficult gaps, offering not only financial expertise but also guidance that brings clarity, connection, and confidence to your financial life, and your family conversations.

As your financial advisor, our role in the Family Wealth Meeting is to serve as:

FACILITATOR – Creating safe space for dialogue. We create an environment for you to engage in open, respectful, and constructive conversations about money.

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OBJECTIVE VIEWPOINT – We are a neutral, trusted voice. We serve as a neutral third party who brings clarity and fairness to complex decisions.

EDUCATOR – Empowering your family through knowledge. We go beyond managing assets; we focus on building financial capability within the family and provide guidance that supports lasting generational wealth.

What steps can you take to lay the groundwork for a productive Family Wealth Meeting?

Start by gathering relevant financial documents to get a clear picture of your overall situation, which will help set the scene.

This might include bank statements, insurance policies, wills, investment account summaries, and a simple overview of your assets and any outstanding debt.

Think about how you'd like to share your family's story – how the wealth was built and what it represents for future generations. Fostering a sense of unity will help reinforce your values and beliefs around charitable giving, asset planning, saving, and your children's overall attitudes toward money. Understand this initial conversation is just the first step in an ongoing dialogue. Not every detail will be covered in one meeting – and that's completely okay.

LAST STEP: Take control of your family's future by starting the conversation today. We are here to help!



SAVE THE DATE - YOU ARE INVITED TO
A Shred + Ice Cream Social

Wednesday, August 6, 2025 | 11 a.m. - 1 p.m.

111 Roanoke Street, E | Blacksburg, VA

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Have years and years of personal documents accumulated in your house?

When it comes to your personal information, you want to protect it properly. Make shredding old documents a part of your summer cleaning checklist. We can help!

THIS EVENT IS FOR PAPER ONLY! Materials such as metal, plastic and cardboard can damage the shredders and will not be accepted. Please remove metal binder clips beforehand.

WE ACCEPT THE FOLLOWING:

- Financial Documents
- Old mail
- Photos
- Magazines/Newspapers

Stop by our shred party and enjoy complimentary ice cream from Sugar Magnolia!



Important Note on Account Titling and Named Beneficiaries

Creating your estate documents – like a will or trust – is an important step to make sure your assets are passed on according to your wishes. But it is only one piece of the puzzle. How your accounts are titled and who you’ve named as beneficiaries are just as important as your estate documents, and in some cases, they can even take precedence. Making sure everything is aligned can also help minimize estate taxes.

If you’ve recently established or modified a trust, please inform us so we can ensure that the appropriate accounts are properly titled. Only two types of accounts need to be retitled in this way: individual and joint tenant. To keep your plan up to date, consider setting a reminder to review these details every three to five years and after life’s key moments such as a birth, loss of a loved one, marriage, or divorce.

It is essential that the three key components of your estate plan – **your will, account titling, and beneficiary designations** – are implemented in a coordinated manner to ensure a smooth and efficient administration of your estate.

D.A. Davidson Trust Company

One of the reasons we chose to move our practice to D.A. Davidson 3 years ago is the fact that D.A. Davidson has their own full-service Trust Company in-house. Our clients can utilize these services while still retaining our team in Blacksburg to continue providing the financial planning and investment management they currently receive. Established in 1975, D.A. Davidson Trust Company specializes in all facets of trust management, offering comprehensive trust services tailored to help you meet your needs and ensure your hard-earned success is protected and transferred as you intend.

WHAT IS A TRUST?

Put simply, a trust is a legal arrangement that allows you to define how and when your assets – including those with personal or sentimental value – are passed on to loved ones or charitable causes. Incorporating a trust into your estate plan helps preserve your wealth, honor your legacy, and provide peace of mind knowing your assets are protected and distributed according to your wishes.

WHY CONSIDER A TRUST?

Trusts can offer a number of advantages beyond what a traditional will provides. When thoughtfully incorporated into your estate plan, a trust can help you:

- **Preserve Privacy**
Avoid the public probate process by keeping your assets and intentions confidential.
- **Simplify and Expedite Asset Distribution**
Transfer wealth to loved ones more efficiently, often bypassing the delays and costs of probate court.
- **Maintain Control and Flexibility**
Clearly define not just who inherits your assets, but how and when they receive them-on your terms
- **Reduce the Risk of Disputes**
Trusts are generally harder to challenge in court, helping minimize potential family conflict.
- **Protect Your Loved Ones**
Ensure care and continuity for those you cherish, especially in unforeseen circumstances.
- **Safeguard Assets**
Provide protection from potential creditors, lawsuits, or other claims.
- **Optimize Tax Efficiency**
Certain trusts can help reduce estate, gift, and income taxes, preserving more of your legacy for future generations.

DO YOU NEED A TRUST?

If one or more items is marked, you may benefit from a trust solution to meet your unique needs.

Trust Company - continued on Page 4

• **Complexity of Estate**

- ◇ Estate value greater than federal and state exemption amounts
- ◇ Real estate held in multiple states
- ◇ Family vacation home that is not easily divisible between heirs
- ◇ Unique assets: mineral interests, farmland, art/antique collections, and/or closely held business interests
- ◇ Family business

• **Family Dynamics**

- ◇ Desire to limit children's access to their inheritance
- ◇ Heirs with any of the following: poor spending habits, substance abuse issues, and/or special needs
- ◇ Surviving spouse who may need income/expense management support
- ◇ Second marriage
- ◇ Stepchildren

• **Desire to Leave a Legacy**

- ◇ Active philanthropic engagement
- ◇ Desire to leave a legacy to multiple generations
- ◇ Heirs with professions more susceptible to lawsuits (ex. doctors)

• **No Direct Heirs**

- ◇ No plan in place for incapacity and/or elder care

We dedicate the full breadth of D.A Davidson's resources to deliver a comprehensive, concierge-level experience for our clients. We recognize that your needs are unique, shaped by your story, your values, and your vision for the future. That is why we work hand-in-hand with our trust company, specifically Will Crews and Cary Edwards, to offer best-in-class service through a highly personalized approach. If you're considering whether a trust might be the right fit for your family, we invite you to schedule a meeting with us.

D.A. Davidson Team Spotlight

D.A. DAVIDSON TRUST CO.



William S Crews III,
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Will has nearly 20 years of experience in estate and trust planning and administration. He has had a progressive career as a trust advisor, senior trust manager, and as a director of privately held investments. Will holds a bachelor's degree from the University of North Carolina Wilmington and a master's degree in trust and wealth management from Campbell University, as well as the Certified Trust and Fiduciary Advisor and Accredited Wealth Management AdvisorSM designations. He serves on the American Bankers Association Advisory Board for the CTFA designation. He and his wife, Sarah, have two daughters and enjoy going to the beach and spending time outdoors with family and friends.



Cary Edwards
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Cary has been in the business for nearly 20 years and has a passion for helping clients achieve financial success. Originally from Wilmington, she attended Cape Fear Community College. Cary is married and has two children. She loves spending time with her family and being outdoors.

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