



JOHNSON FINANCIAL GROUP

THE BIGGER CONVERSATIONS®

The Value of Adopting a 100-year Mindset

In our culture today, we tend to tip our heads down a bit. We look to the relative short term – one year, five years or ten years out. This vantage point compresses things. It disallows room for the incredible impact one can have on life, business and family if our mindset reaches farther forward – 100 years or more.

For highly successful people, adopting a 100-year mindset can have impact in two areas. The first is on your planning. Consider the work you've done on your affairs. How might it shift, expand or become enhanced if you consider the impact of your assets 100 years out?

The next is the opportunity to record family traditions and history. Consider any unanswered questions you may have regarding your ancestors. It is a natural human tendency to have this sense of inquiry about your roots. If the grandchildren of your grandchildren are to carry the baton of the family forward, they'll want to know the people and stories that came before.

Hindsight is indeed 20/20

Highly successful people often don't see themselves as particularly glamorous or noteworthy. However, the people who follow in your footsteps in family in business actually do. Think of your family members 100 years from today. If they know the stories, struggles, relationships and events that formed your life, consider the wisdom they will inherit.

Here are some starting points for adopting a 100-year mindset:

▲ Sit down with a notebook and note each decade of your lifetime. Document the three to five most significant successes, failures, joys or struggles that occurred

during that decade. Consider personal events such as marriage or birth of children, moves to a different geographic location and major education, business or career milestones. Note how the events impacted your decisions or your thinking.

▲ Consider documenting your favorite cliché, author, historian or quotation. These simple things can be invaluable to future generations that never get to experience you in person.

▲ Meet with your advisors regarding the enhancement of your current planning or estate documents. What valuable tools could be used to impact your family even farther out than you may have considered in the past?

▲ When addressing or revisiting your estate affairs, consider the motivations behind past and future decisions. If structures were put in place to reduce or eliminate taxes, consider the additional impact they can have. Many legal structures can actually come alive as teaching tools for current and future heirs. More and more advisors are beginning to recognize that without some planning around family relationships, the planning around family financial assets may quickly fall to the wayside. Heirs without personal passions and motivations, or without connection to the family, can be negatively impacted by inheritance.

▲ Remember that your lifetime of achievements and experiences will indeed impact your family 100 years out. The question is whether it will be done by default or with all the power and control of intentionality.

As always, please feel free to call with any questions regarding this or other important topics.

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