Relocate, Consolidate & Simplify

A longtime client of ours happened to be picking up her mail when she met her new neighbors, a retired professional and his partner who just moved to the Coachella Valley from the East coast. During their conversation, the new neighbor asked our client if she knew of a Financial Advisor in Palm Desert, who works with LGBT people, and who understands the issues and challenges they face, financial and otherwise. Our client immediately gave her neighbor our contact information. It wasn't long after that he called us, and both he and his partner came into our office.

This professional had worked hard building his wealth, and was looking forward to his new life in the desert. The first meeting was focused on learning more about him and his partner, a younger man who had little interest in finance. The professional first and foremost wanted to make sure his partner was taken care of, should something ever happen to him. (Neither wanted to feel any stress about their finances.)

We began our planning process, adapted specifically for our LGBT clients. We gathered all of the information regarding the estate, including mortgages, life insurance, wills, trusts, and legacy goals. In the process, we uncovered an IRA the professional had ignored, and an annuity policy that had been forgotten. Once we pulled everything together, we were able to devise a plan that required the help of a local CPA and attorney, who also specialize in the issues inherent with LGBT clients. After a few months, the newly retired professional and his partner returned to our office from vacation to pick up their completed plan. Tanned and smiling, they related to us how they were able to enjoy their new life so much more for all the work we did for them. They were "living the dream," they said, and invited us to their home for a celebration with many of their new friends: a pleasant reminder of our team's core belief – relationships first!

The Relationship Group at Morgan Stanley