

# STONE BARN TIMES

2024 | Issue 1

CELEBRATING THE  
**200 YEAR**  
ANNIVERSARY  
OF THE STONE BARN

1824 — 2024



## INSIDE:

- Navigating The Wealth & Values Transfer Conversation
- Ward Kever Recognized In Fortune Magazine
- People & Places
- Recent Events & Upcoming Events
- The Benefits Of Working With An AIF® Designee



# Navigating The Wealth & Values Transfer Conversation

Having conversations with the next generation about wealth transfer and leaving a legacy is a complex and sensitive endeavor. Each family is unique, and there's no one-size-fits-all approach to legacy planning. These discussions can profoundly impact your family's financial future and the values you hold dear.

To navigate this important topic effectively, it's essential to approach it with empathy, openness, and a genuine desire to understand your heirs' perspectives and values. We've assembled an outline to help you have these conversations.

## 1. Choose The Right Time And Setting

Setting the stage for a successful conversation begins with selecting an appropriate time and setting. Pick a time when everyone involved can be relaxed and focused, without the pressure of other commitments or distractions. Create a comfortable and private environment where open dialogue can occur without interruptions.

## 2. Active Listening

The foundation of a productive conversation is active listening. Start by asking open-ended questions that encourage your heirs to express their thoughts, concerns, and aspirations. Listen without judgment, and strive to comprehend their point of view. This demonstrates your respect for their perspectives.

## 3. Educate

Engage your financial advisor in the conversations to help provide your heirs with comprehensive education on estate planning, inheritance, taxation, and sound financial management practices. We can support by providing resources such as books, articles, or making introductions to estate planning attorneys to deepen their understanding of these topics.

## 4. Share Your Values And Intentions

Explain the values that have informed your financial



decisions and the legacy you aspire to leave behind. Discuss how you've utilized your wealth to make a positive impact, whether within the family, the community, or the causes you hold dear. These stories will provide context and meaning to your intentions.

## 5. Discuss Their Aspirations

Engage in conversations about your heirs' goals, dreams, and how they envision using their inheritance. By aligning your intentions with their aspirations, you can work together to create a legacy plan that resonates with their values and desires.

## 6. Involve Them In Planning

Consider including your heirs in certain meetings that involve your financial planning and estate planning, especially if they express interest. Their involvement can help them feel more connected, responsible, prepared and invested in the family's legacy.

## 7. Facilitate Family Meetings

Organize family meetings or discussions that include all relevant parties. These gatherings can help foster understanding, unity, and the development of a shared vision for the family's wealth and legacy. Encourage open dialogue among family members.

## 8. Use Real-Life Examples

Share real-life stories of other families, both positive and negative, to illustrate the importance of responsible wealth management and the potential impact of financial decisions. These anecdotes can make the concepts more relatable and provide valuable lessons.

## 9. Address Questions

Anticipate questions that may arise, such as matters related to the unequal distribution of wealth, taxation, or other potential topics. Address these items openly and provide clarity wherever possible.

## 10. Regular Check-Ins

These conversations should not be isolated events but rather ongoing dialogues. Regularly check in with your heirs to update them on any changes in your plans, your financial situation, or evolving family dynamics. This helps maintain transparency and adaptability.

The ultimate goal is to create a legacy plan that aligns with your family's values, nurtures open communication, and ensures a secure and harmonious financial future for generations to come. It may take time for everyone involved to fully process the information and come to a shared understanding.

By following these steps and maintaining a respectful approach, you can lay the groundwork for productive and meaningful discussions with the next generation to preserve your financial wealth, values and principles that matter most to your family.

## Legacy Financial Planning Fee

To support your efforts, our team at Covenant Wealth Strategies offers a discounted, non-recurring Legacy Financial Planning Fee for family members of existing clients because we believe multi-generational planning is so important. Our team can provide support with hosting family meetings to facilitate the wealth and values transfer conversations.

Together, we can empower multiple generations to embrace family values, make wise financial choices and enjoy a future filled with financial freedom and opportunities. We encourage you to contact us to learn more and to get started.

# Ward Kever Recognized in *Fortune* Magazine



We are excited to announce that G. Ward Kever IV, CLU, ChFC, RHU, AEP, CFS, AIF, CKA,<sup>®</sup> President and CEO of Covenant Wealth Strategies has recently made an appearance in *Fortune* Magazine and has been recognized by the Five Star Program<sup>1</sup> as one of Delaware's Five Star Wealth Managers.

**By earning this honor, Ward and his team have demonstrated a high standard of quality service and commitment to clients of Covenant Wealth Strategies.**

The Five Star Wealth Manager award program is the largest and most widely published wealth manager award program in North America. The award is based on in-depth research methodology that includes ten objective criteria, which incorporates input from peers, firm leaders, along with client retention rates, industry experience and a thorough regulatory history review. The Five Star program can assist consumers in selecting financial services professionals that show a commitment to clients and have been evaluated on the quality of their current practice.

"I am honored to receive this award. We all know that such recognition is not possible without a team. I am very thankful for our dedicated team that goes above and beyond to serve the needs of our clients who place their confidence in us," said Kever.

In addition to receiving this honor, Ward with the help of his team at Covenant Wealth Strategies, has also been recognized as a Top Advisor by LPL Financial in their Executive Council.<sup>2</sup> This elite award is presented to less than 0.5% of LPL's 21,000+ advisors nationwide. Ward and the team are also recognized by *Forbes* as a Best-in-State Advisor.<sup>3</sup>

Education, financial literacy, and continuous improvement are the cornerstones of Ward's leadership as he strives to empower his team and clients and cultivate their financial understanding.

Please contact our office if you are interested in learning more about how we can serve your financial well-being.

1-Five Star Wealth Managers do not pay a fee to be considered or placed on the final list of 2014, 2015, 2016, 2018, 2019, 2020, 2021, 2022 2023 Five Star Wealth Managers. 2-LPL Executive Council is based on annual production. 3-The Forbes Best-In-State Wealth Advisor ranking, developed by SHOOK Research, is based on in-person and telephone due diligence meetings and a ranking algorithm that includes: client retention, industry experience, review of compliance records, firm nominations; and quantitative criteria, including: assets under management and revenue generated for their firms. Portfolio performance is not a criterion due to varying client objectives and lack of audited data. Neither Forbes nor SHOOK Research receives a fee in exchange for rankings.

# People & Places



## Covenant Team Celebrates with Annual Team Dinner

The team at Covenant Wealth Strategies recently gathered at Deerfield Country Club to reflect upon and celebrate the successes from the past year. We are so thankful that we get to do meaningful work with people we care about, for people we care about!



## Michelle & Minks Spread Joy

Michelle and Minks (AKA "GCHS CH Turning PT Inconceivable Hildisvin CGC") earned their **Canine Good Citizen** certification! This certification is a 10-skill test that teaches good manners to dogs. Additionally, Minks tested at the advanced level in his **STEX** (Standard of Excellence Exam). Michelle and Minks now volunteer with **Paws for People** with the mission of spreading joy!

# Recent Events

## Cybersecurity

Watch the video replay of our interactive discussion on cybersecurity, fraud trends and best practices that can be put in place to help you better protect yourself, your family and your business.

Scan the QR code or click the link below to view the video replay:



View Video Replay:  
<https://qrco.de/beiaOt>



**Cybersecurity Video Replay**

Join us for an interactive discussion on cybersecurity, fraud trends and best practices that can be put in place to help you better protect yourself, your family and your business.


## Social Security

When should you begin taking social security? What if you continue to work? What about taxes? Social Security is likely very important to you—and we want to help you see the big picture as you prepare for it. Watch our video replay to learn more about options and implications for taking Social Security benefits and how to maximize them.

Scan the QR code or click the link below to view the video replay:



View Video Replay:  
<https://qrco.de/beiaIJ>



**Social Security Video Replay**

When should you begin taking social security? What if you continue to work? What about taxes?

Social Security is likely very important to you—and we want to help you prepare.

# Upcoming Events

View events and register online at [www.covenantwealthstrategies.com/events](http://www.covenantwealthstrategies.com/events).




## Multigenerational Prosperity Plan: *Helping Families Successfully Transfer Wealth*

Passing on wealth goes beyond transferring the value of an account - it's about passing along important family values.

Join us to learn more about...

- Why Wealth Transfers Fail
- Planning to Avoid Mistakes
- Communication & Education
- Helpful Values-Based Resources



 SCAN ME

*Featured Guest Speaker*  
Emily Dupre, Managing Director  
MFS Investment Management

*Date/Time:*  
Wednesday, March 27th  
4:00 pm ET  
Zoom

## Retain Your Brain

### *How To Age Proof Your Most Valuable Asset*

Thursday, April 25th  
4:00 pm ET  
Zoom



Guest Speaker: Ryan Sullivan, VP & Managing Director  
Hartford Funds

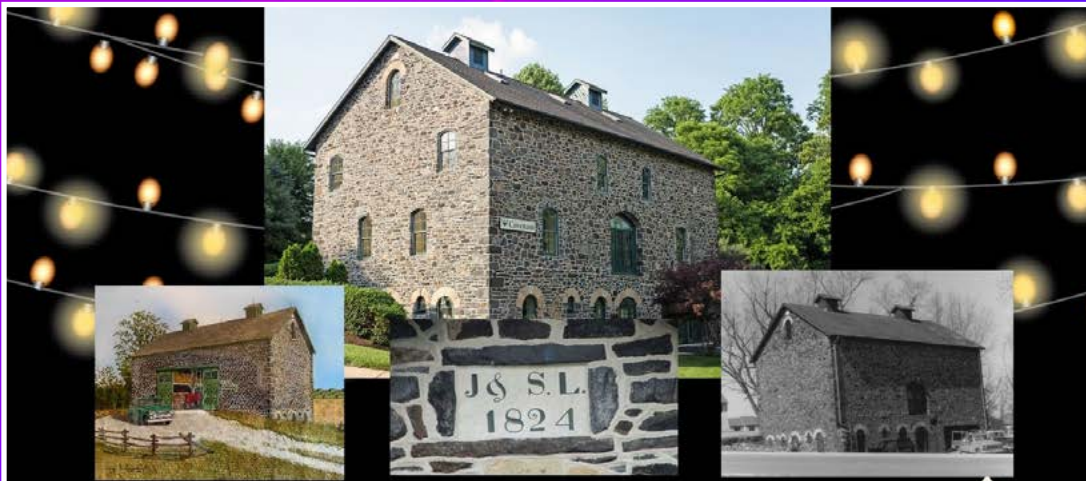


 SCAN ME



Securities and advisory services offered through LPL Financial, a registered investment advisor, member FINRA/SIPC. Hartford Funds, Ryan Sullivan, Covenant Wealth Strategies and LPL Financial are not affiliates and do not represent each other.

# Upcoming Events



PLEASE JOIN US FOR OUR

## *Bicentennial* AT THE BARN

Featuring live music from the sensational  
*Syde Two Band!* Catering by *Food For Thought*  
and ice cream from *Woodside Creamery!*



 **Covenant**  
Wealth Strategies, LLC

TUESDAY JULY 16TH | 6 - 8:30 PM  
15 MIDDLETON DR. WILMINGTON, DE 19808  
(RAIN DATE 7/17)



RSVP: [WWW.COVENANTWEALTHSTRATEGIES.COM/EVENTS](http://WWW.COVENANTWEALTHSTRATEGIES.COM/EVENTS)



# The Benefits Of Working With An AIF<sup>®</sup> Designee

Not all financial planners are the same, including when it comes to providing fiduciary services. There are advisors who can consistently operate in a fiduciary capacity, others who only act as a fiduciary when providing certain services, and some who are not allowed to take on fiduciary obligations at all. When you work with an Accredited Investment Fiduciary<sup>®</sup> (AIF<sup>®</sup>) designee, you can be certain that you are working with an advisor who has the necessary training to follow the standard fiduciary process. Our team at Covenant Wealth Strategies operates in the fiduciaries capacity at all times to work in the best interests of our clients.



*"When you work with an Accredited Investment Fiduciary<sup>®</sup> (AIF<sup>®</sup>) designee, you can be certain that you are working with an advisor who has the necessary training to follow the standard fiduciary process. Our team at Covenant Wealth Strategies operates in the fiduciaries capacity at all times to work in the best interests of our clients."*

AIF<sup>®</sup> designees have been certified specifically to follow a fiduciary process with their clients' best interests at heart. Designees must provide documented industry and educational experience to qualify for the designation, as well as complete AIF<sup>®</sup> training covering Prudent Practices<sup>®</sup> for managing fiduciary assets for wealth, nonprofit and retirement clients. After passing the necessary examination, designees showcase their professionalism by committing to follow the AIF<sup>®</sup> Code of Ethics and Conduct Standards and completing the continuing education requirements to maintain their designation.

## How an AIF<sup>®</sup> Designee Can Help You

An AIF<sup>®</sup> designee can provide you an array of specialized services. For instance, they can:

- Create and maintain a comprehensive investment plan, strategy or policy statement documenting the processes and procedures used to manage your plan and portfolio.
- Analyze and optimize asset allocation strategies and investment menus.
- Apply objective standards for evaluating and recommending appropriate investment options and products.
- Evaluate your current fiduciary practices and recommend actions to help mitigate compliance and mitigate risks.

Education and professional development are top priorities among team members at Covenant Wealth Strategies. With over 12 different designations on our team, we are proud to share that we have 3 AIF<sup>®</sup> designees. As a team, we collectively work together to empower our clients so that they can be in a position to make well-informed and educated financial decisions.



15 Middleton Drive  
Wilmington, DE 19808  
302.234.5655

[www.covenantwealthstrategies.com](http://www.covenantwealthstrategies.com)

Securities and advisory services offered through LPL Financial, a registered investment adviser, member FINRA/SIPC.