

**PROGRAM: FINANCIAL PROTECTION  
JANE AND MARGUERITE LORENZ**



Gloria Foote introduced the speakers, **Jane Lorenz** and her daughter, **Marguerite Lorenz**, partners in Lorenz Fiduciary Services, who provide private trustee and executor services. Jane has been a practicing CPA since 1975 and began acting as a fiduciary (definition: "Of or relating to a holding of something in trust for another") in 1987.

Marguerite joined the business as partner in 2003 and Jane's son **Clay Spiegel** also joined the practice in 2009 as a CPA and is continuing to train in individual and trust tax preparation. They combine business excellence with personal care and concern.

The overall point of the presentation was about how important having an Estate Plan is to the financial protection of both you and your family. Jane's focus was to provide the Club with "Things I Have Learned From My Clients". She used examples from real life to point out:

- The importance of making the right choice in who will manage your estate, your finances, your "business of life" when you no longer can or should. She used the example of a client who originally appointed a family friend of a similar age. When needed to serve, the friend was not capable of handling the duties any more than the client was. A trustee is often family or friend, but if none of these are truly qualified, a trustworthy professional can provide asset protection and good planning, and allow family to just be family.
- The need for self-awareness to know when to resign responsibilities and bring in someone else to help.
- The benefit to cleaning up an estate while still living, such as deciding what to do with "Indivisible Property" like precious family heirlooms, and a list of other troublesome situations that can cause arguments, hurt feelings or worse if left until after death or disability when the client can no longer convey intention.

Marguerite also emphasized the point that Trustees are not only for handling finances after someone is gone, but are often needed well before that to manage advanced health care and many other important decisions. She referenced her favorite type of client, the "Curmudgeon Marshmallow" (which we all recognized examples of in our Club), someone hard and crusty on the outside, but sweet on the inside. One specific man retained her when he was 90, but didn't really need her help until he started having serious physical problems at 92 and a half. He didn't expect to need her until he was 106, but he was prepared! Brochures and checklists of things to keep in mind were available on the tables, but if you missed them and want more information, see the Lorenz Fiduciary Services website at [www.MyTrustee.net](http://www.MyTrustee.net).

Jackpot for November 29, 2010: \$260

**Responsibilities for December 6, 2010**  
**Opportunity Drawing:** Travis Burleson  
**Words:** Mary Fritz-Wilson  
**Pledge:** Mike Holland  
**Roto-Rooter:** Pat Hurley  
**Bulletin:** Dave Dana

NOVEMBER 29, 2010

# HI-JINX

Official Publication of the  
**CARLSBAD HI-NOON ROTARY CLUB**  
P.O. Box 741, Carlsbad, CA 92018

**President:** Al Wanamaker  
**Editor:** Mary Fritz-Wilson  
This Week's Reporter: **Mary Fritz-Wilson**  
Photographer: **Eric Lodge**  
Printing Courtesy of CDS Printing, **Farah Douglas**



## Hi-Noon Rotary Officers and Directors 2010-2011

**President:** Al Wanamaker  
**Pres-Elect:** Jim Brubaker  
**Secretary:** Wendy Wiegand  
**Treasurer:** Ann Collins  
**Past-President:** Susan Toft

**Dir-Club Service:** Yvonne Murchison Finocchiaro  
**Dir-Community Service:** Juliet Cunningham  
**Dir-International Service:** Ken Clark  
**Dir-Vocational Service:** Richard Wheeler  
[www.carlsbadhinoonrotary.org](http://www.carlsbadhinoonrotary.org)

**District Governor, District 5340:** Dave Breeding  
**President, Rotary International:** Ray Klinginsmith