

Chapter 15. Answers To 10 Common Estate Planning Objections

Sometimes a spouse or family member may offer some objections to Estate Planning, with the result that nothing gets done. Below are our Answers to 10 of the more common objections we've heard:

1. **"I Don't Have Time"**. An appointment takes only about 1½ to 2 hours.
2. **"I Don't Want To Assemble A Lot Of Information"**. A short information summary is used to prepare your basic Estate Plan. Most people can answer this off the top of their head.
3. **"I'm Too Young"**. You are old enough unless you can predict when you will die or become disabled.
4. **"It's Too Confusing For Me"**. Your Estate Planning Attorney will spend the time to explain Estate Planning simply and understandably.
5. **"I Don't Know What To Do"**. Most people aren't sure what to do either. Your Estate Planning Attorney will explain and suggest exactly what you should do.
6. **"I Don't Know The Cost"**. Your Estate Planning Attorney can normally quote you a fee up front.
7. **"My Family Doesn't Need This"**. A well done Estate Plan is the best way to maintain peace in the family after a disability or death.
8. **"The Government Will Take Care Of Us"**. The government doesn't provide you with a good Estate Plan.
9. **"My Family Will Get Everything Anyway"**. Minus unnecessary Estate and Income Taxes, Probate costs, Estate dispute costs, creditor claims, and inheritance misspending.
10. **"I Already Did An Estate Plan Years Ago"**. Are you sure it was done right? Is it up-to-date? Have your adult children protected the property you are giving them by doing their own Estate Plan?