

MARINER WEALTH ADVISORS EVENTS FOR THE SCHWAB ADVISOR NETWORK



Building Your Financial Plan First, Investment Strategy Last

This presentation is focused on opportunities that can be created by starting with a customized and comprehensive financial plan in areas of estate, tax, and insurance, and ultimately how it equates to the investment solution. This might be a good starting point to engage your clients, as we have specific examples in each of the categories that display how value is created with real dollars behind it.



Cash Secured Equity Puts for Income

Do you have high-net-worth clients that are sitting on large cash positions, starved for income but not enamored with current yields on bonds, comfortable with owning stocks but not at their current levels? If so, utilizing Cash Secured Equity Puts to generate income might be the solutions they are looking for.



Income and Estate Tax Planning Under the Biden Administration

This event is centered on income and estate tax planning opportunities for individuals. We will discuss some of the key components of the current tax legislation, such as the TCJA of 2017, SECURE Act, and Cares Act. We will then shift to some of the potential changes that might occur, with new tax plan proposals and how we utilize tax planning to add value that can be quantified in real dollars. Below are some of the topics discussed with examples of the strategies:

1. Intentionally Defective Grantor Trusts
2. Spousal Lifetime Access Trusts
3. Grantor Retained Annuity Trusts
4. Roth Conversions
5. Charitable strategies and from an estate perspective



Introduction to Wealth Planning

This presentation breaks down the components of a wealth plan into manageable, actionable steps. It helps clients begin to think about the process of planning for their financial future and illustrates to prospects the value of working with Mariner Wealth Advisors. During this presentation, we highlight several planning topics to consider, including:

- Risk Management
- Retirement
- Investments
- Education
- Long-term care
- Tax, trust and estate planning



Social Security Overview

Social Security is a federal insurance program that provides benefits to retired people and those who are unemployed or disabled. While simple in its goals, Social Security can be difficult to navigate, causing stress and confusion for many retirees. Here, we debunk some of the common myths and misconceptions surrounding Social Security, with a goal of providing clarity to help navigate the program's various benefits.



Estate and Retirement Planning Panel

Regardless of whether retirement is right around the corner or years away, it is important to begin the planning process. This presentation discusses valuable considerations when going through retirement and estate planning.



Wealth Planning Considerations - Top 10 Things Lurking In Plans

This presentation helps navigate the difference between being effective with finances vs. being efficient. It was created based on the top 10 issues we see lurking in plans of prospects we meet with, including self-sabotage, poorly executable estate plan, lack of protecting, charitable inefficiency, lack of organization and communication, and much more. The presentation discusses why each of these examples are, indeed, a problem and walks you through action items to take to help make sure it doesn't happen to you.



Long-Term Care Decisions – Your Family's Most Difficult Conversation

In this interactive discussion, we address various long-term care options, provide strategies for how to begin this difficult conversation with your loved ones and highlight the most important issues to consider as you begin to plan. This event includes two versions – one for caregivers and one for care recipients.



Succession Planning (Business Owners)

Transitioning ownership and/or leadership of a company may be the single most important business decision business leaders make. This event covers topics such as unexpected economic downturns, business heirs, estate planning, sentimental value of the business and buy-sell agreements.



Real Women. Real Conversations. Real Solutions

A series of events created specifically for women that focus on personal and professional topics. By sharing solutions to common challenges such as:

- How to foster and encourage talent in kids
- Tips for becoming involved with community and professional organizations
- Planning for retirement beyond finances
- Widows supporting widows

These events are a great way to strengthen and build relationships.



Protect Your Data to Protect Your Future

Chris Cook, senior vice president of information technology at Mariner Wealth Advisors, discusses cybersecurity challenges and practical tips to help clients protect their information, including:

- Preventing online fraud
- Digital footprint/online presence
- Vetting household help
- Residential safety and security
- Preventing elderly exploitation
- Travel security



Economic and Capital Market Updates

One of Mariner Wealth Advisors' senior investment professionals will provide insight into today's economic environment and capital markets, including the impact it could have for your clients.

Options carry a high level of risk and are not suitable for all investors.

The views expressed at these events are for commentary purposes only and do not take into account any individual personal, financial, legal or tax considerations. As such, the information contained herein is not intended to be personal legal, investment or tax advice. Nothing herein should be relied upon as such, and there is no guarantee that any claims made will come to pass. The opinions are based on information and sources of information deemed to be reliable, but Mariner Wealth Advisors does not warrant the accuracy of the information that this opinion and forecast is based upon.

Mariner Wealth Advisors ("MWA"), is an SEC registered investment adviser with its principal place of business in the State of Kansas. Registration of an investment adviser does not imply a certain level of skill or training. MWA is in compliance with the current notice filing requirements imposed upon registered investment advisers by those states in which MWA maintains clients. MWA may only transact business in those states in which it is notice filed or qualifies for an exemption or exclusion from notice filing requirements. Any subsequent, direct communication by MWA with a prospective client shall be conducted by a representative that is either registered or qualifies for an exemption or exclusion from registration in the state where the prospective client resides. For additional information about MWA, including fees and services, please contact MWA or refer to the Investment Adviser Public Disclosure website (www.adviserinfo.sec.gov). Please read the disclosure statement carefully before you invest or send money.