

Important Questions for Grantors

Creating a compelling and meaningful letter of wishes is a *process* and the process itself has transformational power. By thinking through big questions, grantors can begin to be catalysts for creating a culture in their trust ecosystems that support beneficiary thriving.

Some questions that we have used to engage with grantors:

- ***Who should be our Trustee(s) and why? —what skills do they need?***
- ***How do we invite them and thank them for taking on this big responsibility?***
- ***What is the purpose of our trusts? And why do we want our financial resources or ownership of our enterprise to pass on to another generation?***
- ***What are our thoughts on how you can build and maintain a meaningful relationship with our beneficiaries, so you can fulfill the role of trustee fully in our system?***
- ***What are our hopes for beneficiaries in relationship to our trustees, our Family Enterprise System and in relationship with each other?***
- ***How do we envision supporting our beneficiaries to realize the blessings while guarding against the significant challenges and risks associated with being the beneficiary of substantial financial assets?***
- ***What are the developmental phases of our beneficiaries' lives, and what skills/values should be growing in each? How might your role as a trustee change in each phase? What questions/issues may come up for beneficiaries in each phase that would be helpful for you to be prepared to address?***
- ***As our trustee, there may be certain very unique and unfortunate circumstances where you will need to exercise your discretion. How would we like you to think about your discretion in the distribution function?***
- ***How do we envision you working together with other members of our family enterprise system?***
- ***How will successor trustees be chosen and what are our hopes for the succession process?***
- ***What other questions do you have that we can answer while we are still here?***