This is certainly not one-size-fits-all planning and can only be done on an individual, case by case basis. It is good for the team of advisors to discuss this important planning option with their clients.

* Lance Like is a *Board Certified Indiana Trust & Estate Lawyer by the Trust & Estate Specialty Board.* He is the founder of the Like Law Group LLC and his practices focuses on estate planning, wealth transfer planning, elder law (including Medicaid and VA benefits), probate and trust administration and the representation of businesses. Lance is also a two-time past President of the Hoosier Hills Estate Planning Council and was one of its "original" founding members. Lance can be reached at (812) 323-8300 or at LDLike@LikeLawGroup.com

John Laughlin, CPA/PFS, CFP® is founder and president of **Laughlin Financial LLC**, a registered investment adviser. John started the firm in 2012 to provide true financial planning and investment advice on a platform that is not only honest, independent, and transparent but flexible to handle the needs of clients. This starts first by taking an entire view of a client's financial situation, often bringing organization, process, and simplification into a comprehensive financial plan. In the marketplace today, there has been not been enough emphasis on the goal of providing clients the best possible advice and service.

John launched the firm in 2012 and has seen significant growth since inception, now managing over $50m in assets under management and advising on well over $100m of client net worth. With growth comes opportunities and after evaluating a number of opportunities, John has decided to maintain independence and organically grow the firm to support this community's needs. To this end, John has purchased a standalone commercial office building on Bloomington's east side (4151 E. 3rd Street, currently being renovated) and Laughlin Financial will hire its first employee at the start of 2019.

John and **Laughlin Financial LLC's** goals are simple: provide comprehensive financial advice in a way that the client both understands and has their interests placed first. The combination of these two goals is rare in this industry, but desperately needed, and John/LF is here to provide it.