

COMMODITIZING COLLEGE • WEARABLE TECH: BE WARY

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# Forbes

**SPECIAL  
ISSUE**

**RETIRE  
RICH!**

DODGE  
TAXES

**TAKE  
(SMART)  
RISKS**

CASH IN  
ON MUSIC

**PLUS**  
SECOND-ACT  
SECRETS  
FROM SPORTS  
LEGENDS

**JACK  
NICKLAUS,  
CHRIS EVERT  
AND MORE**

PAYPAL'S  
DAVID MARCUS

"WE WANT TO  
REDEFINE MONEY"

## THE \$15 TRILLION GOLD RUSH

PAYPAL WANTS TO CONTROL EVERY TRANSACTION ON THE PLANET.  
SO DO APPLE, GOOGLE, AMAZON  
(AND CARL ICAHN).



As Seen In... *Forbes*, March 3, 2014

# Multigenerational, Fee-Only Wealth Management Strategies for Families and Family Businesses

*Castle Wealth Advisors, LLC*

*“Lawyers rarely ask about your financial situation, and accountants seldom ask if you and your spouse have an Estate Plan and Durable Powers. We, on the other hand, know about both. You can’t possibly act 100 percent in a client’s best interest without that degree of knowledge.”*

— Gary Pittsford, CFP®, President and CEO  
Castle Wealth Advisors

Across the U.S., millions of baby boomers are struggling over what to do with their businesses when they retire. Should they sell? Or is there an interested—and capable—family member to take the reins? Of the roughly 32 million closely held family businesses in the U.S., between 6 and 7 million are owned by baby boomers looking toward retirement, according to Gary Pittsford, CFP®, President and CEO of Castle Wealth Advisors. The Indianapolis-based company is a fee-only wealth management firm on the leading edge of succession planning for family businesses nationwide. It excels at helping successful business owners with “complicated business and family asset” decisions.

With 40 years’ experience advising high-net-worth families and their businesses, Castle Wealth Advisors is comprised of three distinct companies: Castle Financial Group, Inc.; Castle Investment Advisors, LLC; and Castle Valuation Group, LLC.

## Family Office Concept

“Over the years,” says Pittsford, who began in the business in 1973, “we have evolved into a ‘family office’ organization.” Castle Wealth Advisors helps families with a net worth of \$2 million or more by devising a comprehensive financial blueprint to help them manage their wealth. “Oftentimes,” he notes, “our team provides financial, wealth transfer and investment management services for as many as four generations in the same family.

“Lawyers rarely ask about your financial situation, and accountants seldom ask if you and your spouse have an Estate Plan and Durable Powers. We, on the other hand,” continues Pittsford, “know about both.”

“We do not even want to engage a client before we know everything about them, their families, their businesses and their goals. I want to know not just what they want next month or next year, but

## Innovation and Preparation: Training the Next Generation of Managers/Owners

With succession planning for family-held businesses always a top priority, last July, Castle Wealth Advisors President and CEO Gary Pittsford participated in a pilot certificate program he helped design at Butler University for future retail hardware store managers and owners. The program is a partnership between the North American Retail Hardware Association and Butler University’s corporate education division. Seventeen students received certificates in December after reporting on the implementation of business plans they developed through the course.

what do they want to accomplish in the long run before they retire. You can’t possibly act 100 percent in a client’s best interest without that degree of knowledge.”

