



of Wells Fargo Advisors

CLIENT PROFILE: INHERITED WEALTH CLIENT

OVERVIEW

This client has recently received a meaningful financial inheritance—often from parents, grandparents, or other family members. While grateful for the legacy, they may feel overwhelmed by the responsibility, uncertainty, and emotional weight that accompanies managing inherited wealth. They recognize the need for a trusted advisor who can provide structure, education, and long-term strategies to help ensure the assets are stewarded wisely.

DEMOGRAPHICS

- Age Range: 25–60 (varies widely based on timing of inheritance)
- Life Stage: Early career to mid career professionals, or established families
- Household: Individuals, young families, or multi-generational households
- Net Worth After Inheritance: \$2.5 million+
- Primary Wealth Source: Inheritance of investment accounts, real estate, trusts, or business/proceeds

BACKGROUND & IDENTITY

Inheritance Context

- Sudden or expected inheritance due to passing of a parent or family member
- May involve complex assets: trusts, real estate, taxable portfolios, retirement accounts
- Often emotionally connected to the wealth due to family legacy

Financial Experience

- Varied levels of financial literacy
- Many lack experience managing large sums of money
- May have previously relied on parents or other relatives for financial direction

FINANCIAL CHARACTERISTICS

Strengths

- Motivated to honor family values and legacy
- Open to guidance and eager to “do the right thing”
- Assets often come with low or no debt
- Potential for multi-generational impact when managed properly

Challenges & Needs

- Limited understanding of tax implications/rules around inherited assets
- Discomfort making decisions under emotional stress
- Risk of lifestyle inflation or misaligned spending
- Disorganized financial accounts or unclear estate documents
- Need for integrated planning across investments, estate, and tax strategy

BEHAVIORAL TENDENCIES

Mindset & Emotions

- Grieving the loss of a loved one while navigating new wealth
- Desire to preserve the assets entrusted to them
- Fear of making mistakes that would dishonor the inheritance
- Feeling overwhelmed by new responsibilities

Behavioral Risks

- Impulsive decisions driven by emotion or lack of experience
- Overly conservative investing due to fear of “losing what family built”
- Mis-estimating tax obligations (capital gains, inherited IRAs, estate taxes)
- Difficulty balancing personal goals with perceived family expectations

PRIMARY MOTIVATIONS

- Stewarding wealth responsibly
- Building long-term financial security
- Honoring the values of the person who left them the inheritance
- Avoiding irreversible mistakes during a period of transition
- Learning how to invest and plan with confidence

TOP CONCERNS

- “I don’t want to mess this up.”
- “What should I do first?”
- “How do taxes work on what I inherited?”
- “How do I manage these accounts I’ve never dealt with before?”
- “Can I now retire?”
- “How do I integrate this inheritance with my existing financial life?”

IDEAL ADVISOR RELATIONSHIP

This client values an advisor who can help:

- Bring calm, clarity, and structure during a stressful transition
- Provide education without judgment
- Coordinate investments, tax and estate planning strategies, and cash flow strategy
- Guide them from emotional or rushed decisions
- Align inherited wealth with personal longterm goals
- Act as a thoughtful steward of the family legacy

SERVICE NEEDS

- Tax-efficient inheritance integration
- Investment management tailored to new wealth
- Education around financial fundamentals and best practices
- Trust and estate planning strategies in coordination with legal partners
- Cash-flow planning to prevent lifestyle creeping
- Purpose-driven planning to align inherited wealth with personal goals
- Long-term financial strategy and timely review

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