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Course Information

Course Title: *The M Word: The Money Talk Every Family Needs to Have About Wealth and Their Financial Future* #195124

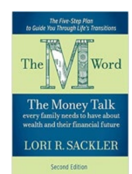
Recommended CPE credit hours for this course

In accordance with the standards of the CFP Board and the IDFA, CE credits have been granted based on a 50-minute hour.

CFP® **7.5** (Registered with the CFP Board (course ID 323406), sponsor #1008)
CDFA® **7.5** (Registered with the IDFA)

Course Description

The M Word: The Money Talk provides advisors with the tools to help families communicate about money matters through all of life's transitions--changes in financial circumstances, remarriage and merging families, retirement, preparing heirs, and transferring wealth.



Course content

Course Text: *The M Word: The Money Talk Every Family Needs to Have About Wealth and Their Financial Future* by Lori R. Sickler (Copyright ©2023 by Lori R. Sackler).
Final Exam (online): Thirty-eight multiple choice questions.

Subject Codes

CFP Board, General Principles of Financial Planning; NAPFA: Communications.

Level of Complexity

CFP Board: Overview (programs that provide a general review of a subject from a broad perspective or dive into basic knowledge on a specific skill or topic. Best suited for CFP® professionals seeking knowledge in an unfamiliar subject area and with entry level experience.)

Learning Objectives

As a result of studying the course-book, you should be able to meet the following learning objectives:

1. Recognize the importance that money plays in the family in terms of wealth and the family's financial future.
2. Identify the conversations with respect to money that need to take place at each stage of life that a family goes through.
3. Identify the times when discussing money is particularly important for a family.
4. Describe the important family financial issues that relate to divorce and other life transitions.
5. Describe the important family financial issues that relate to the elderly and long-term care.
6. Describe the important family financial issues that relate to estate transfers and business successions.
7. Understand the "covert factors" in life and the "subtexts in the text"—that make conversations about money particularly difficult for families.
8. Identify the most important considerations with respect to planning for discussions about money both for the near term and over the long term.
9. Define the roles that professionals can and should play in a family's discussions about money.

Instructions for Taking This Course

- **Log in to your secure account at www.bhfe.com. Go to "My Account."**
- **You must complete this course within one year** of purchase (If the course is "Expired," contact us and we will add the latest edition of the course to your account (no charge).
- **To retain the course-PDF after completion (for future reference) and to enable enhanced navigation:** From "My Account," Download and save the course-PDF to your computer. This will enable the search function (Menu: Edit>Find) and bookmarks (icon on left side of document window).
- **Complete the course by** following the learning objectives listed for the course, studying the text, and, if included, studying the review questions at the end of each major section (or at the end of the course).
- **Once you have completed studying the course** and you are confident that the learning objectives have been met, answer the final exam questions (online).

Instructions for Taking the Online Exam

- **Log in to your secure account at www.bhfe.com. Go to "My Account."**
- A passing grade of at least **70%** is required on the exam for this course.
- You will have three attempts to pass the exam (call or email us after three unsuccessful attempts for instructions).
- The exam is not timed, and it does not need to be completed in one session.
- For a printed copy of the exam questions, open the exam and press "Print Exam."
- Once you pass the exam, the results (correct/incorrect answers) and certificate of completion appear in "My Account." A confirmation email is also sent.
- CFP Board and IRS credit hours, if applicable, are reported on Tuesdays and at the end of the month.

Have a question? Call us at 800-588-7039 or email us at contact@bhfe.com.

LORI R. SACKLER is a financial advisor, senior vice president and family wealth director at Morgan Stanley where she leads Evergreen Lane Wealth Management Group. Her team is dedicated to helping individuals and families keep up with change, satisfying their financial security, addressing lifestyle and legacy concerns, and successfully guiding them through life's transitions. Sackler is a certified investment management analyst, a certified financial planner and non-practicing certified public accountant. She is the author of *The M Word: The Money Talk,* published in 2013 by McGraw Hill and the *M Word: How to Have the Money Talk* released in 2016. She is the creator and former host of the radio show "The M Word" on WOR in New York City.

Praise for The M Word

"Lori Sackler's advice on overcoming the money taboo will not only help families successfully transfer wealth and deal with all of life's transitions, but actually become happier in the process."

—**Shawn Achor,** *New York Times* bestselling author, founder of Good Think, Inc., his lecture "The Happy Secret to Better Work" is one of the top 25 TED Talks of all time

"Lori Sackler masterfully delivers honest, timeless, and highly useful guidance that will help investors and their families successfully navigate crucial life transitions and financial decisions."

—**David M Darst, CFA,** managing director/chief investment officer American Partners and former chief investment strategist, Morgan Stanley Wealth Management

"Lori Sackler provides many insights about how families can cope with the financial dimensions of what she calls 'life transitions.' "

—**Richard Marston,** James R.F. Guy Professor Emeritus of Finance at the Wharton School of the University of Pennsylvania and faculty director of Wharton Executive Education's Private Wealth Management Program

"*The M Word* for today, great information for helping families navigate the psychological impact money can have on your relationships."

—**Dr. Gail Saltz,** Clinical Associate Professor of Psychiatry at the New York Presbyterian Hospital, Weill-Cornell Medical College, and a psychoanalyst with the New York Psychoanalytic Institute

"Families for generations have struggled communicating appropriately about finances with no 'manual' to help, until now. Lori does an extraordinary job helping us navigate these discussions by giving us actionable ideas using stories so we can relate."

—**Tim Wilkinson,** CIMA® ACC®, executive director and senior business consultant, Invesco Global Consulting

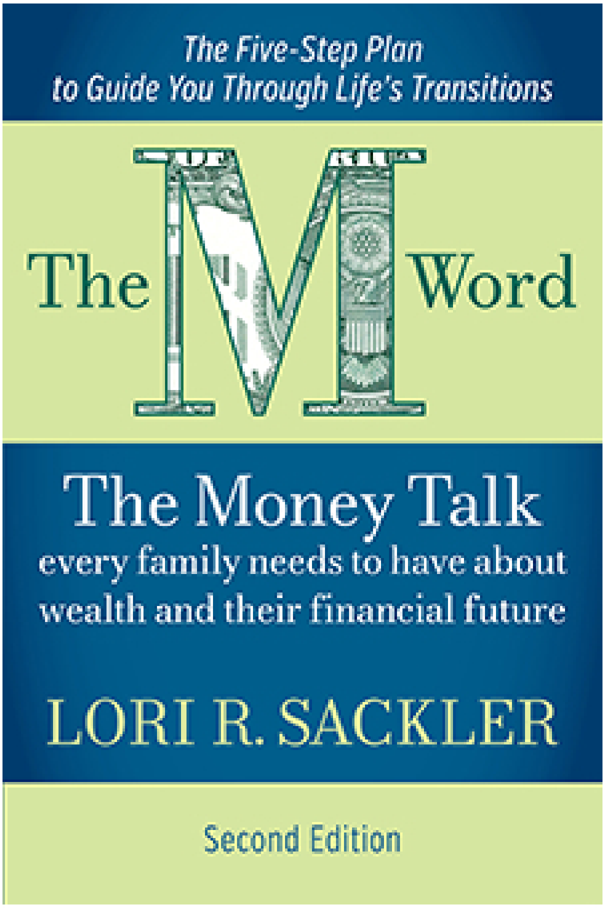
"Lori Sackler's new edition of *The M Word: The Money Talk* gives families exactly what they need: practical, actionable strategies for raising successful, money-smart kids."

—**Charlene Scholtes Margot, MA,** Parent Venture, co-founder and CEO

"Ms. Sackler tries to answer one of the most complicated personal-finance questions of all: How do you talk to your family about money? . . . The writing is straightforward, and makes a compelling argument for having the money talk."

—**Paul Brown,** *The New York Times*

Contents


The Five-Step Plan
to Guide You Through Life's Transitions
The M Word
The Money Talk
every family needs to have about
wealth and their financial future
LORI R. SACKLER
Second Edition

The M Word

THE MONEY TALK EVERY FAMILY NEEDS TO HAVE ABOUT WEALTH AND THEIR FINANCIAL FUTURE

SECOND EDITION

LORI R. SACKLER

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