

# Thoughtfully Navigating The Great Wealth Transfer

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The Great Wealth Transfer refers to the massive intergenerational transfer of assets, primarily from Baby Boomers (born 1946–1964) to their heirs and charitable organizations. In the United States alone, over \$100 trillion is expected to be transferred over the next 20 years.

This isn't just about money moving from one generation to the next. It's about the role money plays in supporting a meaningful life. It presents an opportunity for families to pass along their values and priorities related to money. It's probably a safe assumption that almost everyone reading this article will be a part of the Great Wealth Transfer, in one way or another, and I encourage you to give as much thought to the communication surrounding the transfer as to the financial impacts.

For those in the Baby Boomer generation, one of the most important opportunities is simply creating openness. This doesn't mean that you have to hand over your personal financial statement to your children, but it might mean sharing your general intentions: The "why" behind your decisions, what feels important to you, and what you are hoping the money will support. These conversations can provide context that likely couldn't have been conveyed through your will or trust documents. It is also an opportunity to be sure your heirs have a sense of their own goals and values before the transfer occurs.

For Gen Xers, Millennials, and Gen Zers, receiving wealth can be both a privilege and a responsibility. There isn't necessarily a specific way to be prepared, but it may be as simple as developing a basic comfort with financial concepts and trying to gain an understanding of how your parents think about money. It can also mean being willing to engage in conversations, even if those discussions feel uncomfortable or uncertain at first.

In some cases, families use lifetime gifting to gradually transfer wealth while also having the opportunity to see the impact of their giving. These gifts can make a meaningful difference for the next generation, whether helping them purchase a home, covering education expenses, or simply giving them a financial cushion. The lifetime giving strategy isn't right for everyone, but it may be useful to think about whether



giving earlier might align with your family's goals. (Note that the 2026 annual gift tax exclusion is \$19,000 per person, per recipient.)

There isn't a single "right" way to approach the transfer of wealth and ultimately the decisions are very personal and unique to your family. What often matters most is the thought and intention behind the decisions, along with the willingness to communicate along the way. We have helped many families successfully navigate this transition and we are here to help you and your family with these decisions and conversations at any time.

As always, please keep us in mind if you have friends or family that we might be able to help. We would love to get connected with them.

*Content in this material is for general information only and not intended to provide specific advice or recommendations for any individual. AM 2026-13092*