GLENWOOD financial partners

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A **Better** Path to Your Goals

Glenwood Financial Partners is a wealth management firm that serves individuals, families, and business owners who seek a lifelong financial steward.

1 **The Challenge:** Sudden Wealth Creates Complexities

A married couple with a modest income and rural roots experienced the joy of a newborn son. Shortly after his birth, however, complications arose, and after receiving care, they tragically had to amputate his legs above the knee due to medical malpractice. To add to their stress, their lack of financial sophistication created further complications and worries.

After three years of legal pursuits and new life challenges, their son received a substantial financial settlement. But with no wealth management experience – and needing thoughtful, lifetime strategies to support their son – the family didn't know what to do next.

The amputation created various disability challenges for the family that they could now afford but were unsure how to manage. Ongoing out-of-state medical care required flights and car rentals that were difficult to navigate. Further, they had to quickly learn how to provide the ongoing specialized care their son required. Responsibilities such as selecting medical providers and prosthetics became confusing, stressful obstacles.

2 **The Opportunity:** Disciplined Life- and Wealth Management

With the son's financial settlement in place, the family's attorney referred them to our Financial Advisor Rick McElroy. He soon realized they required deeper help than simply knowing where to invest their son's sudden wealth.

They needed a financial ally who could manage the various, complex moving pieces – while providing the family with forethought for the road ahead.

FOCUS 1 – STREAMLINE: Rick's first step was to help streamline the complexities and identify how to move forward. He helped make medical appointments for their son, including their travel and lodging arrangements, as well as guided important housing decisions for their family. Rick further helped them navigate burdensome legal challenges as they arose by finding outside legal help.

FOCUS 2 – STRATEGIZE: Our client needed to make sure his newfound wealth would last. The costs of prosthetics varied widely – and without prudent, forward-looking strategies – he risked outspending his money over his lifetime. Further, needing lifelong medical care, his ability to afford and support his needs greatly hinged on how well he structured and managed his assets.

FOCUS 3 – SUPPORT: As our client's advocate, we have worked closely with him and his family for many years to simplify and strengthen their various responsibilities. Over the years, we invested his money in a way that could support growth and income for life. And we have continued to help coordinate their various medical care and financial needs, while educating the family on their available opportunities. By their side, we helped their son manage his wealth and his family care for their son – while creating clarity for their future.

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Building the **Right** Relationships

Today and tomorrow, our goal is to help you live your best life.

3 **The Outcome:** A Path of Prosperity

Today, the family no longer worries that their son is on the right financial and life path. He is a high school graduate who has completed advanced education in far-off cities and lives an independent lifestyle.

With our team looking out for him, he was able to build goals-based strategies for managing his money while soundly navigating lifelong medical needs. He's had ongoing access to our team as financial mentors who advise and guide him, a critical factor in his independence. Through our relationship, he was able to fund a trust to provide for his future financial needs while building an income stream he can rely on today – and for the rest of his life. And along the way, we supported his family with the life guidance they needed to care for their son and find clarity at every step.

4 Want a better path to your goals? **We're ready to help.**

Richard McElroy, III, AWMA®
Managing Partner
Financial Advisor

Michael Hakerem, CFA®
Managing Partner
Chief investment officer

We think you deserve true financial advocates who provide proactive, personalized support that helps you live your best life. So, we formed Glenwood to fill this industry gap and help each client preserve and grow their wealth with care – while gaining the clarity they need to know they're on the right financial path.

We're your full-service financial partner.

» Personalized Financial Plans
» Goals-Based Wealth Management
» Portfolio Management
» Consultative Guidance
» Proactive Support