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MEMBER PROFILE - AUGUST 2002

Jamie S. Lapin

Who's taking care of your money while you're taking care of your business? Jamie Lapin, CFP, has been a specialist in wealth management and the economics of life transition for over 25 years. Jamie helps local business owners and their families find the best means to deal with the complex issues of benefits, elder care, retirement, education, estate planning and divorce.

Jamie's ability to give clients clear and specific advice on allocation of resources allows them to best accomplish their objectives. She believes that, "Planning without implementation is a waste of time and money." Jamie works with her clients from the development of clear goals through full implementation, with regular monitoring to insure that the plan continues to be timely and in the clients' best interest.

One of the first Certified Financial Planners in the nation, Jamie pioneered as a Certified Divorce Planner. Through personal experience, she learned that the stress of divorce often disables even fiscally proficient participants to the point that they feel incompetent to make prudent financial decisions. Also, the rules are not fair, consistent or clear-cut, and what looks good as a snapshot may create a terrible outcome in the long run.

Jamie helps her clients understand the marital estate -- what money is included and what is not, pensions, and analysis of settlement options with regard to clients' current and future needs. Working with clients and their attorneys, she helps to create a settlement that everyone can live with, considering tax ramifications of possible choices, incomes, the asset base to be split and the future lifestyle changes.

Studies have shown that 80% of windfall recipients (including, but not limited to, divorcees) are insolvent within 5 years due to unfortunate choices and bad decision-making. Jamie believes in empowering clients to take stewardship of their wealth, rather than encouraging them to turn over the reins to another life manager, a dangerous but typical practice. Pro-active planning is key, she believes, whether in a financial settlement or a new life. Jamie's investment focus is based on client needs. Post-settlement planning generally focuses on preservation of capital, as a financial settlement is often an irreplaceable base, sometimes barely sufficient for lifestyle maintenance.

In addition to divorce planning, Jamie is a recognized authority on investments, taxation and the economics of life transition. Jamie is a planner, educator, and speaker. Her clients have come to recognize the wisdom of her company's philosophy: "It's not just your money; it's your future."