FREE E-BOOK

CAROLINA SOLÍS | TRUST & ESTATE ADVISOR

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The 5 Mistakes That Destroy Your Family's Wealth

And how to avoid them before it's too late

Free guide for families, entrepreneurs and investors across Latin America and beyond

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WHY THIS E-BOOK

What nobody told you about protecting your wealth

After 15 years advising families, entrepreneurs and investors in wealth planning, I've seen a pattern repeat itself over and over: smart, hardworking, successful people who lose part or all of what they built — not through bad luck, but through mistakes that could have been avoided.

The most painful part isn't the mistake itself. It's realizing that clear, accessible legal solutions existed all along — and nobody had explained them in time.

This e-book is the conversation you should have had earlier. No legal jargon, no fine print, no hidden agendas. Just the information you need to make smart decisions about what matters most: the future of your family and everything you've built.

80%	**60%**	**1 in 3**
of people die without a will	of trusts in Latin America are never reviewed	family businesses don't survive the 2nd generation

1 Having no will — or an outdated one

The most common and most costly mistake

Without a will, the law decides for you. And the law doesn't know your wishes, your circumstances, or your family. Civil codes establish an order of inheritance that may have nothing to do with what you actually want.

■ **REAL CASE (anonymized):**

A client wanted to leave her apartment to her youngest daughter. Without a will, her three daughters inherited equal shares. The other two wanted to sell. The result was a three-year conflict — and the sale of the apartment.

"A will is not a document about your death. It's a document about your wishes."

✓ THE SOLUTION:

A properly drafted will, coordinated with the rest of your wealth structure. The process is faster and more affordable than you think — and can prevent conflicts that last decades.

✓ CHECK YOUR SITUATION:

- ■ Do you have a current, updated will?
- ■ Does it include all your assets, including digital ones?
- ■ Is it coordinated with your trust or private foundation if you have one?
- ■ Have you named a trusted executor?

2 Mixing personal and business assets

The trap that destroys businesses and fortunes at the same time

Using the company card for personal expenses. Paying employees from your personal account. No clear contracts with your own company. These seemingly minor habits can have devastating consequences.

■ **REAL CASE (anonymized):**

If your company faces a lawsuit and funds are mixed, a judge can pierce the corporate veil and go after your personal assets — your home, your accounts, your investments.

"Having a corporation is not enough. The protection depends on how you maintain it."

✓ THE SOLUTION:

Clear, documented separation between personal and business assets. A well-designed holding structure can protect you in both directions.

✓ CHECK YOUR SITUATION:

- ■ Do you have separate bank accounts for business and personal use?
- ■ Are valuable assets held outside the operating company?
- ■ Is your corporate structure documented and up to date?
- ■ Have you personally guaranteed any business debt?

3 Skipping a prenuptial agreement when you need one

The uncomfortable conversation that could save you from a catastrophe

In Panama, without a prenuptial agreement, the law establishes a community property regime by default. Everything either spouse acquires during the marriage belongs equally to both — including debts.

■ **REAL CASE (anonymized):**

A business owner who married without a prenup watched his spouse's pre-existing debts directly affect his company's cash flow. Creditors had rights over his share of the marital community.

"A prenuptial agreement is not a sign of distrust. It's an honest conversation about what each person brings."

✓ THE SOLUTION:

A clear, fair, and well-drafted prenuptial agreement — one that protects both parties and establishes the rules before the game begins.

✓ CHECK YOUR SITUATION:

- ■ Do you have a business, property, or savings predating the marriage?
- ■ Does your partner have significant pre-existing debts?
- ■ Do you have children from previous relationships?
- ■ Do you have assets in more than one country?

4 Ignoring succession planning until it's too late

When the inheritance becomes the worst gift possible

Succession planning is not just writing a will. It's designing a complete system to ensure your wealth reaches the right people, at the right time, in the most efficient way possible — without lengthy court processes, family conflicts, or unnecessary losses.

■ **REAL CASE (anonymized):**

A family with properties in three countries took 4 years to resolve the estate without prior planning. Legal costs consumed 30% of the inherited wealth.

"The goal isn't to avoid death — it's to ensure your passing doesn't become the worst financial moment of your family's life."

✓ THE SOLUTION:

A well-structured trust or private foundation (FIP) can transfer assets to beneficiaries without probate proceedings — privately, quickly, and in a coordinated manner.

✓ CHECK YOUR SITUATION:

■ Would your heirs know what you have and how to access it?

■ Do you have assets in multiple countries requiring special planning?

■ Are there minors among your intended beneficiaries?

■ Have you considered the tax impact of your estate?

5 Keeping outdated or unreviewed structures

The silent mistake nobody sees until it explodes

Many people set up a trust, foundation, or corporation — and never review it. Laws change. Family circumstances change. Assets change. A structure that was perfect 10 years ago may be a liability today.

■ REAL CASE (anonymized):

A client had a trust set up 12 years prior. When we reviewed it, the document excluded assets purchased over the last 8 years, named a trustee that no longer existed as an entity, and failed to comply with current FATCA/CRS regulations.

"A wealth structure is not a product you buy once. It's a living system that needs maintenance."

✓ THE SOLUTION:

Periodic professional review of all your wealth structures — at least every 2–3 years, or whenever a significant life event or regulatory change occurs.

✓ CHECK YOUR SITUATION:

- ■ When was your trust or private foundation last reviewed?
- ■ Are all your current assets included in your structure?
- ■ Have you had family changes (births, divorces, deaths) since it was established?
- ■ Does your structure comply with current regulations (FATCA, CRS, AML)?

WHERE DO YOU STAND?

FINAL CHECKLIST — My Wealth Diagnostic

If reading this e-book made you recognize any of these situations in your own life, you're not alone. Most wealth planning mistakes are easy to correct when caught in time — and very difficult to resolve after the fact.

- I have a current, updated will
- My personal and business assets are clearly separated and documented
- I have a prenuptial agreement if I need one
- I have planned how my wealth will transfer to my heirs
- I have reviewed my structures (trust, foundation, corporations) in the last 3 years

How many boxes could you check?

If any box is unchecked, that's exactly your starting point.

Schedule your free 30-minute diagnostic session

We'll analyze your specific situation and I'll tell you exactly what you need. No commitment. Response within 24 hours.

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About Carolina Solís | Trust & Estate Advisor

Independent consultant in wealth planning, business optimization, and applied technology. With over 15 years of experience advising high-net-worth families and investors in Panama and international jurisdictions — including managing fiduciary portfolios exceeding USD 700M. She combines top-tier legal and financial expertise with advanced analytical tools to deliver more precise solutions in less time.

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