



FAQs

What services do you provide?

We provide Independent Fiduciary and LifeCare Management Services to individuals and families who would like an experienced neutral third-party to assist them either alone or in conjunction with a family member or friend. Our Fiduciary Services include acting as Trustee or Successor Trustee of a Revocable or Irrevocable Trust, Trust Protector, Personal Representative (Executor), Curator, Agent under a Durable Power of Attorney, and Healthcare Surrogate.

What qualifies you (your firm) to serve as Trustee / Agent under POA / PR?

The principals of the firm, Shelley R. Perry and Linda O. Flores have served in various fiduciary roles. Shelley has served as or represented trustees, personal representatives, agents under a power of attorney and guardians as part of a law firm and corporate trust department. Linda was in banking for 25 years, most recently as the Naples Private Client Group Manager for a large bank. In addition to Shelley and Linda, we have team members who are qualified to act in fiduciary roles.

What qualifies you (your firm) to serve as Healthcare Surrogate?

Our team of case managers and professional guardians collaborate closely with medical professionals and is well-versed in the inner workings of hospitals, rehabilitation facilities, and community resources. We conduct a comprehensive intake and estate plan summary to ensure we fully understand our clients' wishes for their end-of-life care.

Are you regulated by any governmental entity?

Shelley is a Florida licensed attorney, and the Florida Bar Association provides oversight of her legal and non-legal actions in Florida. Linda Flores, and two other team members are Florida registered Professional Guardians regulated by the Florida Department of Elder Affairs and the Office of Florida Public and Professional Guardians. In addition, Fiduciary Associates is a Florida LLC, with oversight by the Florida Division of Corporations.

How long have you been in business, and do you have employees?

Shelley founded Fiduciary Associates, LLC (formerly known as Lasting Links, LLC) in 2016. Fiduciary Associates has 6 full-time employees. Shelley and Linda co-founded Senior Advocacy Group in 2020 to provide additional fiduciary and LifeCare Management Services.

Why do you have two different firms?

Fiduciary Associates was founded to offer Independent Trustee and Personal Representative Services. Senior Advocacy Group is focused on providing Healthcare Surrogate and Agent under a Durable Power of Attorney services integrated with LifeCare Management. Both firms have the same management and employees.

Is Fiduciary Associates considered a Corporate Trustee?

Fiduciary Associates is not a chartered corporate trustee. We do not custody or manage investments and are not regulated by the Florida Office of Financial Regulation. We offer independent third-party trustee and personal representative services to individuals and families.

How do you work with Corporate Trustees?

We are part of the trusted client advisor team that often includes a corporate trustee. When we serve as Agent under a Durable Power of Attorney, we coordinate the transfer of funds needed for bill payment that is held in trust by the corporate trustee. The corporate trustee is a valuable partner and provides additional oversight to help us care for a client.

How do you protect your client's assets from fraud or theft?

Although we are not able to be bonded for our work, our firm and employees have the highest level of Professional Liability insurance coverage, comparable to that of a law firm. Our coverage extends to all fiduciary positions, and includes coverage for the actions of directors, employees and independent contractors. Please see our Client Protection Policy for more details on how we protect our clients.

How do you bill?

We bill by the hour at the current rate of \$185 to \$400 per hour depending on the service. Fiduciary services are currently billed at \$275 to \$400 per hour. LifeCare Management and Administrative Services are currently billed at \$185 per hour. For ongoing engagements, we try to quote a set monthly fee once we understand the scope of the representation. Please see our Fee Disclosures for more details on billing.

How many clients are you currently serving in a fiduciary role? In LifeCare Management?

The number of clients does not relate to the amount of work we are doing for them – which is why we bill hourly instead of a percentage of Assets Under Management. We could have one client who requires more of our attention than ten other clients. The same is true with LifeCare Management Services. We could have extensive hourly services for a one-month period if a client has health issues or goes into the hospital, but then when the client recovers, the need for our services is reduced. Our current limit is no more than ten active clients per employee.

How many individuals have named you in their estate planning documents?

Currently we have 75 clients enrolled in our Future Fiduciary Services Program. We also know we are named in estate planning documents by attorneys who have not contacted us or shared their clients' documents.

What is the succession plan for leadership at Fiduciary Associates and Senior Advocacy Group?

Continuity is very important to us. Unlike other individual fiduciaries, we have a team in place to provide comprehensive services, not dependent on one individual. We are always bringing on new team members to ensure our firm will be there ten years from now when a client might need us. In all estate planning documents, we specify an individual director of the company. If the selected director is no longer able to perform, a current acting director of the company will step in.

How do you work with other Advisors?

We are part of a client's trusted advisor team. We complement, not replace, a team already in place. We seamlessly collaborate with Care Managers, CPAs, Financial Advisors, Estate Planning attorneys and real estate professionals. If a client does not have one or more of these advisors in place, we can recommend highly qualified individuals to provide specific services.