

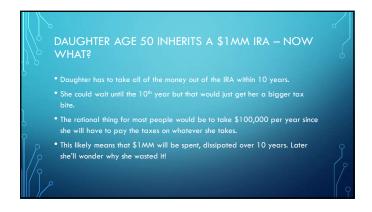


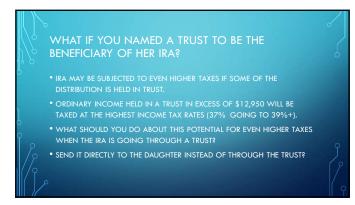
## WHY WAS THE STRETCH SO GOOD? (CON'D) Suppose the IRA was \$1 MM dollars. The daughter's 2.77% RMD amounts to \$27,700. She can take as much as she wishes. But she will pay taxes on whatever amount she takes. If the daughter is sensible this inherited IRA was a terrific benefit to inherit.











WHY DID YOU CREATE AN IRA TRUST FOR YOUR KIDS IN THE FIRST PLACE?

• ASSET PROTECTION IN THE EVENT KIDS ARE SUED.
• DIVORCE PROTECTION

• LET'S YOU NAME THE CONTINGENT BENEFICIARY IF DAUGHTER DIES: GOES TO YOUR GRANDKIDS, NOT SON-IN-LAW.

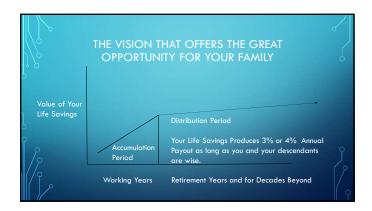
• KEEP ASSET IDENTIFIED AS PART OF INHERITANCE

• CARRIES OUT YOUR FAMILY TRADITION OF STEWARDSHIP AND PERMANENT RETENTION OF FAMILY ASSETS.











## 26 YEARS CLIENTS ACHIEVE MEDIOCRE OR TERRIBLE RESULTS! • THAT'S WHY I CREATED BOND WEALTH PLANNING, PLLCI • YOU PROBABLY HAVE SOME CONFIDENCE ABOUT YOUR HANDLING OF YOUR LIFE SAVINGS. YOU ARE PROBABLY SADLY MISTAKEN! • THE CLASSIC WAY TO GET MEDIOCRE OR TERRIBLE RESULTS IS TO KEEP DOING WHAT YOU ARE DOING! • LET'S TALK, LET ME SEE IF I CAN SHOW YOU A BETTER WAY!

WHAT DID THAT HAVE TO DO WITH THE IRA PROBLEM AT HAND?

• CAUSING THE DISTRIBUTION OF ONE OF YOUR MAIN ASSETS:

• OVER TEN YEARS

• CREATING ADDITIONAL TAX EXPENSE,

• CAUSING INVESTMENT CONFUSION FOR YOUR BENEFICIARIES

• CANNOT BE A GOOD THING!

• WHAT IS THE GOAL?

## WHAT'S YOUR FAMILY GOAL? • HAVE CONFIDENCE THAT YOU CAN GROW YOUR LIFE SAVINGS AT 6% OR 7% OR MORE EACH YEAR ON AVERAGE. • CREATE A FAMILY TRADITION OF WISE STEWARDSHIP OF FAMILY ASSETS. • DISTRIBUTE 3% EACH YEAR FOR YOUR LIFETIME AND FOR YOUR CHILDREN'S AND GRANDCHILDREN'S LIVES. • THIS IS THE BEST GOAL AND THE CENTER OF YOUR FAMILY TRADITION FOR FAMILIES WITH CHILDREN AND GRANDCHILDREN.

THE 10 YEAR DISTRIBUTION RULE AND YOUR FAMILY GOAL DON'T FIT - WHAT'S THE STRATEGY?

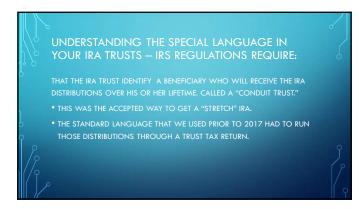
• REDUCE YOUR TRADITIONAL IRA DURING YOUR LIFE.

• USE IT.

• CONVERT IT TO A ROTH.

• MAKE A DECISION ON HOW TO HANDLE A BAD SITUATION.





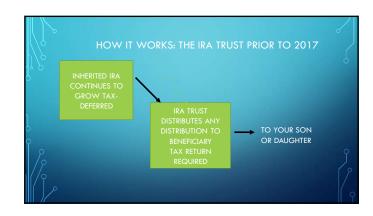
TYPICAL LANGUAGE PRIOR TO 2017

STATED THAT THE TRUSTEE WOULD PAY ANY DISTRIBUTION MADE FROM THE INHERITED IRA DIRECTLY TO THE BENEFICIARY.

SO THE TRUSTEE HAD TO TAKE AT LEAST THE RMD EACH YEAR AND COULD TAKE MORE, BUT WHATEVER THE TRUSTEE TOOK FROM THE IRA HAD TO BE IMMEDIATELY DISTRIBUTED TO THE BENEFICIARY.

SO THE TRUST TAX RETURN HAD TO SHOW THAT AND THE BENEFICIARY THEN PAID THE TAX AT HIS OR HER TAX RATE.

TRUST TERMS DID NOT ALLOW ACCUMULATION OF DISTRIBUTIONS.



WHAT IS THE PROBLEM WITH THE OLD PROVISION AND THE SHORT 10 YEAR DISTRIBUTION?

• YOUR WANT YOUR SON OR DAUGHTER TO RETAIN THEIR INHERITANCE FOR THEIR LIVES AND BEYOND BECAUSE IT IS BEST FOR THEM BUT

• STEP 1 – TAKE 10% DISTRIBUTION EACH YEAR INTO IRA TRUST

• STEP 2 – DISTRIBUTE THE 10% INTO THEIR ACCOUNTS

• STEP 3 – PAY THE TAX

• STEP 4 – SPEND 3%

• STEP 5- REINVEST THE SURPLUS INTO THEIR OWN INVESTMENTS ACCOUNTS

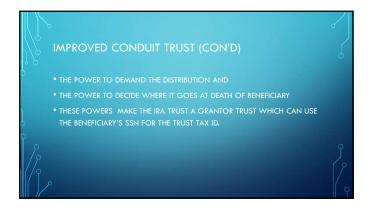
IMPROVED CONDUIT TRUST

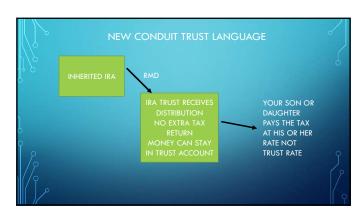
BEGINNING IN 2017, THE AMERICAN ACADEMY OF ESTATE PLANNING ATTORNEYS CAME UP WITH A BETTER APPROACH.

TRUST DID NOT REQUIRE THE TRUSTEE TO DISTRIBUTE THE RMD COMING FROM THE INHERITED IRA

INSTEAD THE LANGUAGE GAVE THE BENEFICIARY THE POWER TO DEMAND THAT THE TRUSTEE DISTRIBUTE IT TO THE BENEFICIARY.

AND IT GAVE THE BENEFICIARY THE RIGHT TO SAY WHO GETS IT AT HIS OR HER DEATH – CALLED A GENERAL POWER OF APPOINTMENT.





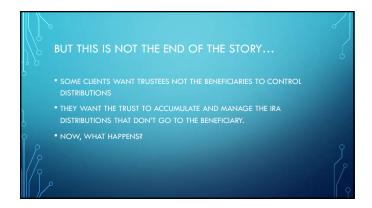


CONCLUSION ABOUT THE IMPROVED IRA CONDUIT TRUST

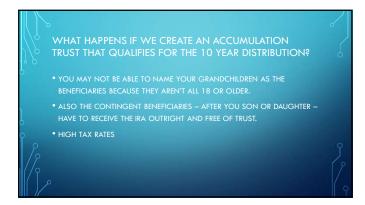
• BECAUSE OF THE SHORTER DISTRIBUTION AND HIGER TAXATION —

• CLIENTS WITH THE OLD LANGUAGE NEED TO AMEND THEIR TRUSTS.

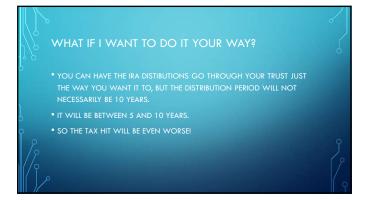
• BUT...









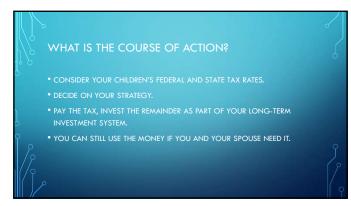




















## ROTH CONVERSION — WHAT ABOUT THE 5 YEAR RULE? • IF ROTH OWNER IS OVER 59 1/2, THE IS NO REAL PENALTY - • YOU PAY INCOME TAX ON THE EARNINGS, NOT ON THE AMOUNT YOU CONVERTED. • ONCE THE 5 YEAR RULE IS SATISFIED ON THE FIRST CONTRIBUTION, ALL SUBSEQUENT CONTRIBUTIONS QUALIFY (SATISFY THE RULE).



FIRST ACTION: CONSIDER DOING ROTH CONVERSIONS
SECOND ACTION: UPDATE YOUR TRUST PROVISIONS

UPDATING YOUR ESTATE PLANNING #1

• IF YOUR TRUST WAS DONE BEFORE 2017, YOU NEED TO AMEND YOUR IRA TRUST IF YOU WANT TO CONTINUE TO USE THE CONDUIT TRUST FOR YOUR BENEFICIARIES.

• THE AMENDMENT MEANS ALL IRA DISTRIBUTIONS WILL BE TAXED TO YOUR BENEFICIARY WITHOUT INVOLVING A TRUST TAX RETURN.

• YOUR BENEFICIARY CAN HOLD THE PART TO BE HELD FOR INVESTMENT IN HIS/HER IRA TRUST ACCOUNT. (FEWER STEPS, EASIER TO MANAGE)

UPDATING YOUR ESTATE PLANNING #2

ON THE OTHER HAND IF YOU WANT YOUR BENEFICIARIES TO ACCUMULATE THE IRA DISTRIBUTIONS AND DISTRIBUTE UNDER YOUR PLAN, YOU WANT TO CONTROL THE CONTINGENT BENEFICIARIES.

YOU WANT THE TERMS OF YOU LEGACY TRUST TO GOVERN THEN YOU DO NOT WANT THE CONDUIT TRUST, AND IT NEEDS TO BE REMOVED AND YOU INTENTION DESCRIBED.

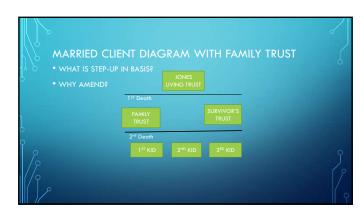
DECISIONS, DECISIONS...

• WE HAVE PROVIDED A DECISION MEMO FORM WITH THE WORKSHOP MATERIALS, YOU NEED TO CHOOSE ONE OF THE FOLLOWING:

• UPDATE MY IRA TRUST PROVISIONS TO PROVIDE THE CONDUIT TRUST THAT CAUSES ALL DISTRIBUTIONS TO BE TAXED TO THE BENEFICIARY, OR

• UPDATE MY IRA TRUST TO REMOVE THE CURRENT CONDUIT TRUST LANGUAGE AND STATE THAT THE LEGACY TRUST GOVERNS IRA DISTRIBUTIONS.







LAST ITEM — YOUR MAIN GOAL

CREATE A FAMILY LEGACY AROUND THE STEWARDSHIP OF FAMILY ASSETS

DISTRIBUTE 3% PER YEAR FROM YOUR LIFE SAVINGS, WHILE IT GROWS INTO THE
FUTURE FOR YOU AND YOUR DESCENDANTS

LET'S HAVE A DISCUSSION ABOUT HOW TO DEVELOP AN INVESTMENT SYSTEM
BASED ON THE NOBEL PRIZE WINNING PRINCIPLES AND THE SCIENCE OF
INVESTING.

SEIZE THE OPPORTUNITY: CHECK THE BOX SAYING YOU WOULD LIKE TO MEET.

YOUR CHOICES:

• IF YOUR TRUST WAS DONE BEFORE 2017, UPDATE YOUR CONDUIT LANGUAGE OR SWITCH TO ACCUMULATION. CHECK ONE OF THOSE BOXES.

• IF YOUR TRUST WAS DONE BEFORE 2017 AND YOU HAVE A FAMILY TRUST, UPDATE YOUR TRUST TO ADD THE "STEP-UP" PROVISION. CHECK THAT BOX.

• IF YOUR TRUST WAS DONE IN 2017 OR LATER AND YOU WANT TO ACCUMULATE THE IRA, CHECK THAT BOX.

• IF YOU ARE NOT A BOND WEALTH CLIENT ALREADY, CHECK THE BOX TO TALK TO ME ABOUT ACHIEVING YOUR FAMILY GOALS!

