

#### **Estate Planning**



Presentations are intended for educational purposes only and do not replace independent professional judgment. The information discussed is basic and general in nature and is intended for educational purposes only. No specific product or companies are being solicited. It is recommended that you consult the advice of certified professionals regarding your specific situation. Please understand that laws and regulations are subject to local variations and may have different interpretations. Therefore, should legal advice be required, it is recommended that you seek the advice of a qualified attorney in your state of residence. No specific investment advice is ever intended. Financial products can vary, therefore, always examine the detail of the product structure, provisions and features. Any discussions regarding interest rates, rates of return, and tax rates are purely hypothetical and not intended to represent assurances or guarantees. The presenters of this information are not related to, endorsed by, nor connected with and not approved by any Government Agency or organization. Before investing or using any strategy, individuals should consult with their tax, legal, or financial advisor. All information contained in this presentation has been derived from sources deemed to be reliable but cannot be guaranteed.

#### **Estate Planning**

**Having a Will** 

**Doing Nothing** 

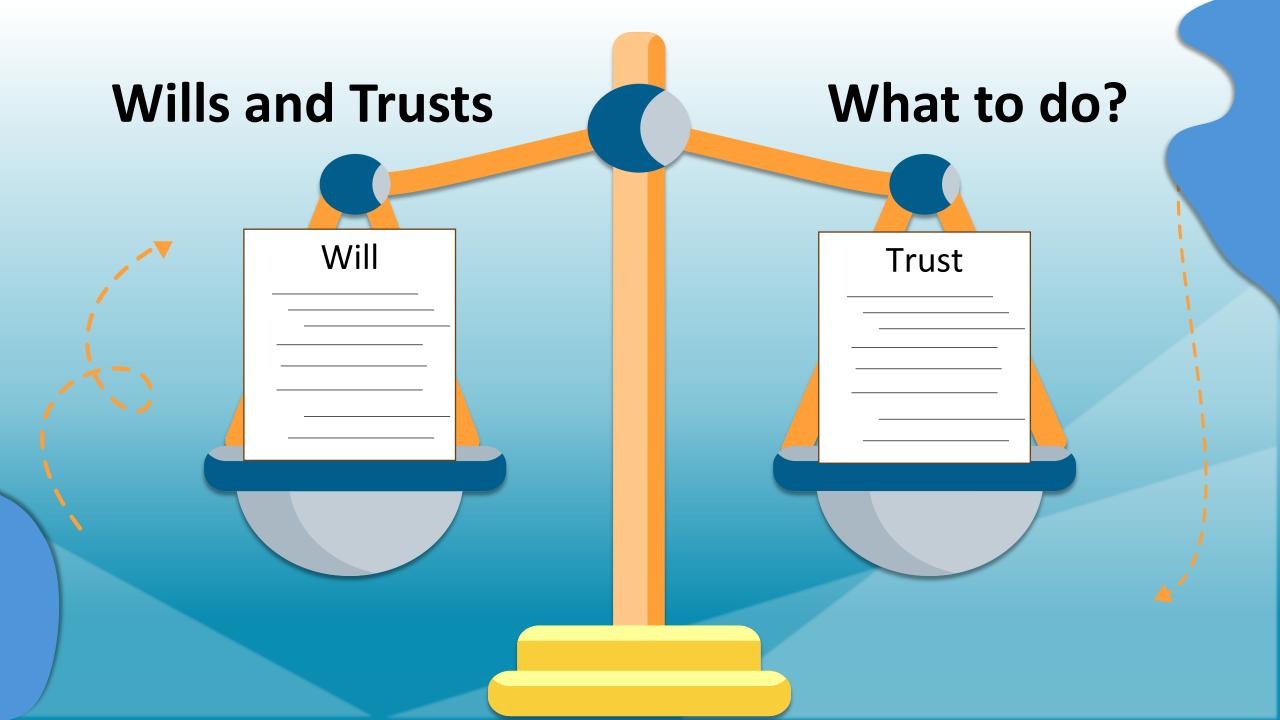
Joint Ownership



**Gifting** 

**Beneficiary Designations** 

Revocable Living Trust



#### **Estate Planning Documents Durable Power of Advance Attorney Directive** Health **Living Will Care Proxy Last Will** ××0

#### **How do You Feel about Probate?**

Groucho Marx Case Study

Was found incompetent...And LOST....



Personal Decisions





**Privacy** 







#### What is Probate

**Legal Process**The ONLY Legal way to Change Title

- **≻**Will Validated
- ➤ Debts Paid
- ➤ Assets Distributed According to the Will

- > Court:
  - 1. Appoints Guardian
  - 2. Controls Finances
- Child Inherits All at Legal Age

Wills and Minor Children

#### **How to Avoid Probate**





**Property Passing Outside a Will** 

**Community Property** 

**T.O.D.** 

P.O.D.

**Beneficiary** 

Life Insurance

**Joint Ownership** 

#### **Step Up in Basis**



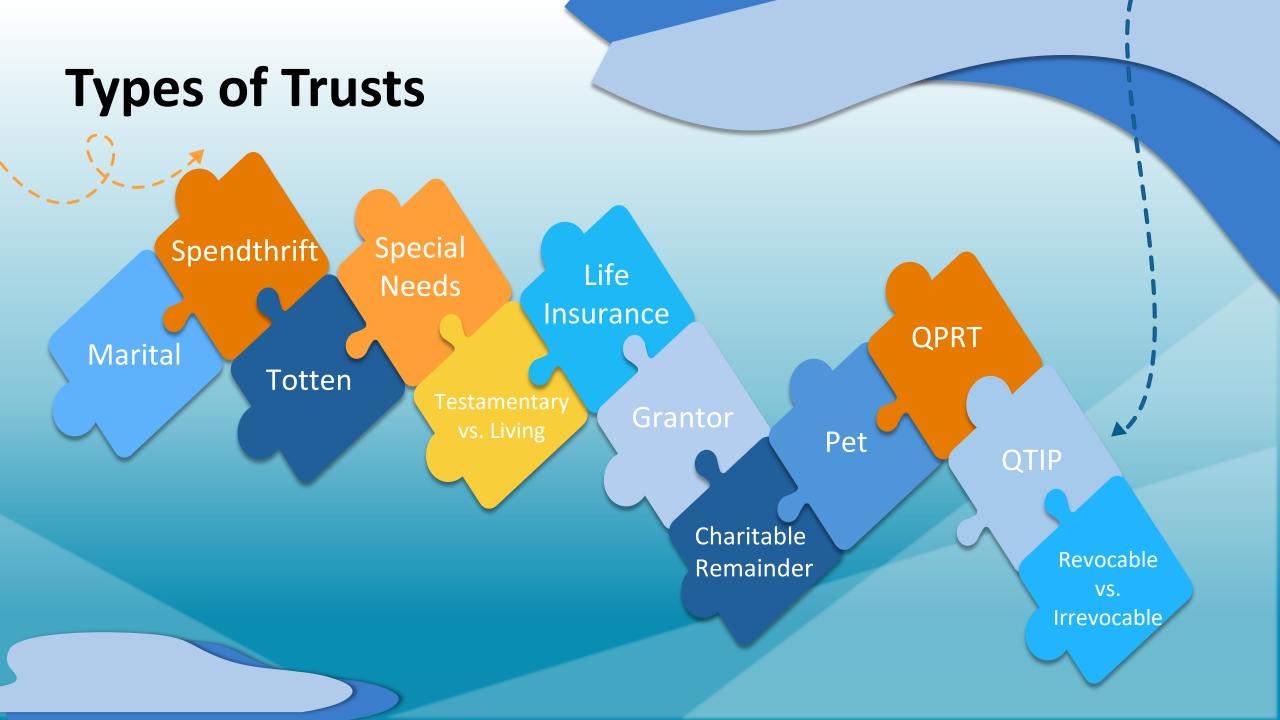
### Does Your State Have an Estate or Inheritance Tax?





**Both** 

State	Estate Tax	Inheritance	<b>Estate Tax Rate</b>	Inheritance
	Exemption	Tax		Tax Rate
		Exemption		
		•		
Maryland				
7.0	5,000,000.00 \$		0.8% - 16.0%	0-10%
Washington				
	2,193,000.00 \$		10.0% - 20.0%	
District of				
Columbia	4,715,600.00 \$		11.2% - 16.0%	



#### **Living Trust Summary**

Avoid Probate at Death Prevent
Court Control
of Assets at
Incapacity

Provide Maximum Privacy Allow Quick
Distributions
of Assets to
Beneficiaries

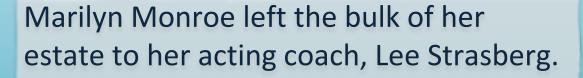
Keep Assets in Trust

Prevent
Unintentional
Disinheriting

Reduce or
Eliminate
Estate Taxes
if Married

#### Divorce Protection for Your Children

### Marilyn Monroe Case Study



Lee and his wife, Paula, also one of her acting coaches, were like surrogate parents to Monroe.

When Strasberg died in 1982, his second wife, Anna, inherited the Monroe estate

#### **AFTER DEATH**

- Control Who Receives Assets
- Minimize Legal
   Fees and Taxes

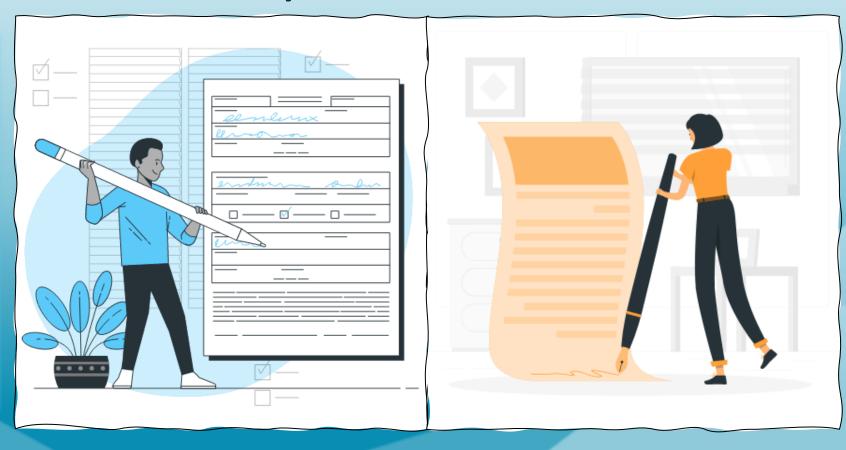
#### **AT INCAPACITY**

- Control Assets
- **Medical Decisions**

#### TWO Documents Every 18-Year-Old Should Sign

Health Care Agent or Health Care Power of Attorney

- Authorizes someone to make medical decisions on your behalf.
- Automatically gives that agent legal access to your medical records.
- In the same
   document, or a
   separate one called
   the living will, you
   can express your
   preferences about
   end-of-life care.



**Power of Attorney** 

- May be effective at time of signature OR activated by specific event, i.e., when determined incompetent.
- The problem with the "specific event" approach (known as a springing power), often requires a medical opinion.

#### **Trusted Contact Authorization**

The Advisor may be required to share, personal, financial, account and other related information, including, but not limited to account positions, transaction history, and other personal Client information.

The Client may set limitations, if any.

#### **Trusted Contact Authorization**

Effective as of the date below in Section 5,

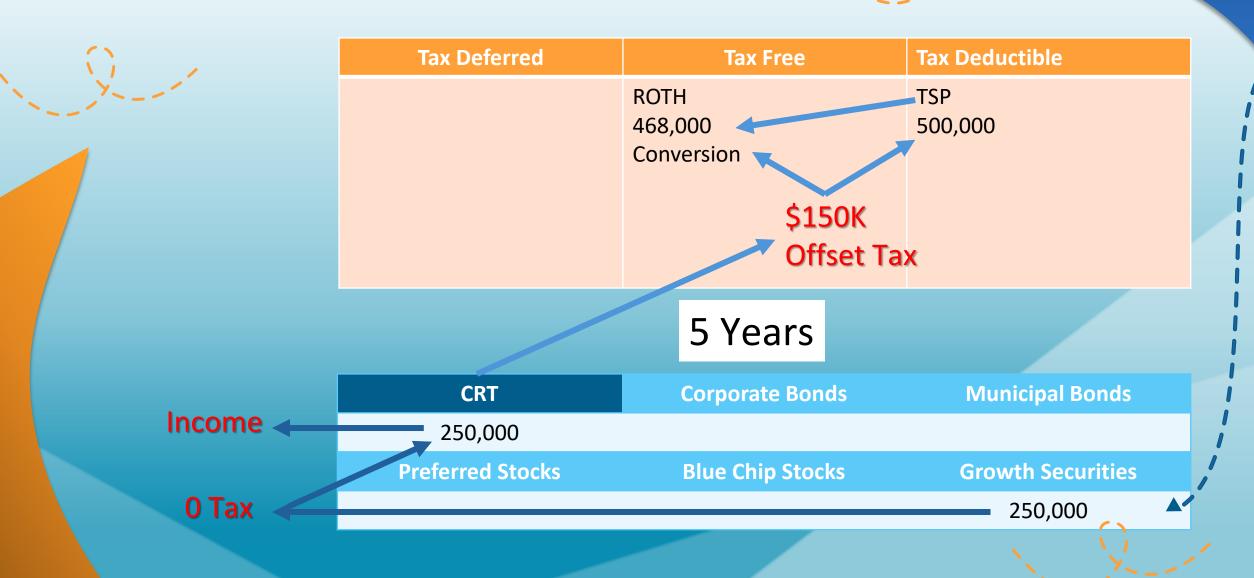
\_\_\_\_\_(the "Client") authorizes (FIRM NAME) to disclose information about the Client and their Account[s] to the individual named herein (the "Authorized Individual").

#### 1. Authorization Level

Client grants Advisor authority to contact the Authorized Individual via, phone, email, fax or in person to address the following:

- concerns that the Client may be victim of financial exploitation
- a temporary hold on a disbursement of Client funds or securities
- current contact information
- whereabouts and/or physical and mental health status
- identity of legal guardians, beneficiaries, trustees, executor, power or attorney or other person who may be acting on your behalf
- circumstances regarding potential financial harm
- other limited circumstances when permitted by law

#### **CRT Model**





Any gift is taxable

However...
there are
EXCEPTIONS

Make \$18,000/year gifts pp per donor.

Make unlimited direct medical cost gifts.

Make unlimited direct educational cost gifts.

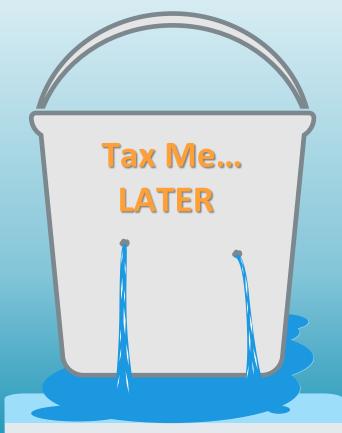
Give to a political organization.

Make a gift to your spouse.

#### Three "Buckets" of Money



Cash, Savings, CD's, Stock, Bonds, Real Estate, etc.



**TAX-Deferred** 

TSP, 401(k)s, IRAs, 403(b)s, Qualified Money, etc.



**TAX-FREE** 

Roth IRA, Municipal Bonds, Life Insurance

#### **Benefits of Roth Conversion**

Tax-free
Distributions

Immunized
Against Future
Tax Law Changes

Immediate
Access to
Funds

If over 59 ½/tax-free/no penalties/principal only/wait 5 years

Spouse can do a rollover

Tax-free
Inheritance to
Beneficiaries

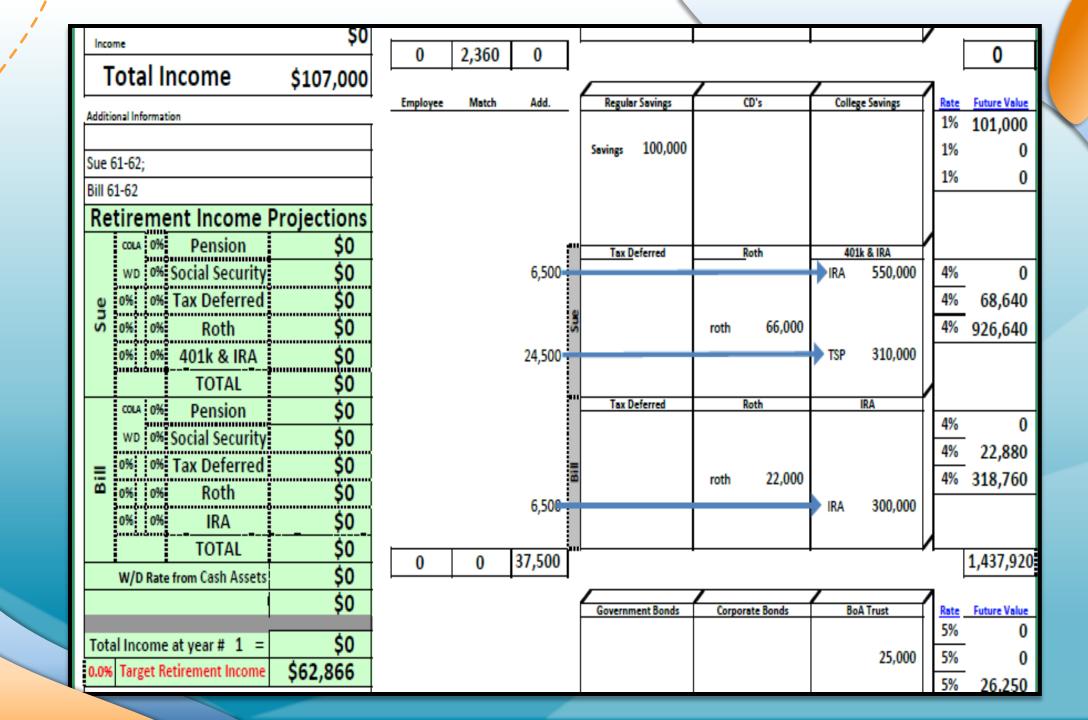
No Required Minimum Distributions

Freedom of Choice

## Target Retirement Income



Gross Income - Sue Gross Income - Bill	\$107,000 \$0
Total Gross Income	\$107,000
Less	
TSP/401(k)	\$24,500
IRA	\$6,500
Social Security	\$6,634
IRA	\$6,500
Mortgage	<b>\$0</b>
College	<b>\$0</b>
Credit Cards	<b>\$0</b>
Debts	<b>\$0</b>
Tax Equivalent	<b>\$0</b>
Non/Qualified IRA	<b>\$0</b>
Roth	<b>\$0</b>
Total Payments	\$44,134
Target Retirement Income	\$62,866



# **Sue Retires**

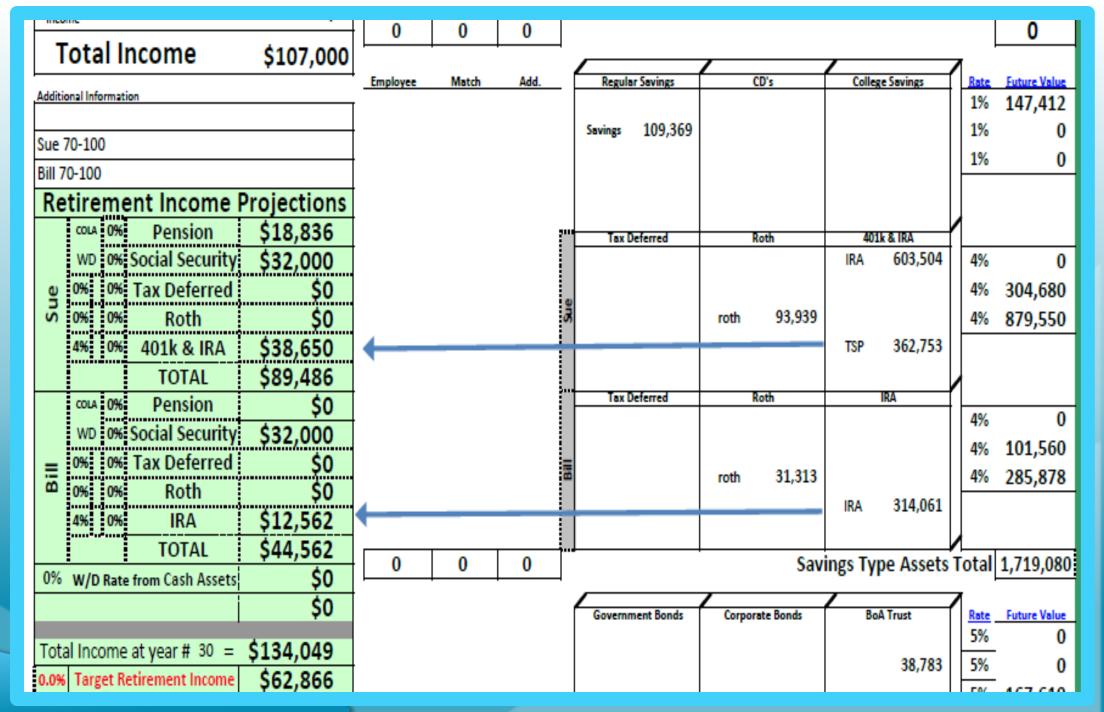
			_				0	0	0									0
	T	ota		nco	ome	\$107,000		'			_		,		,		7	
	Additio	nal lefe	nemati	ion			Employee	Match	Ac.	d	Regula	ar Savings		CD's	Colle	ge Savings	Rate	
	Additio	mai inii	omac	ion													1%	109,369
	Sue 6	2-70									Savings	101,000					1%	0
	Bill 6																1%	0
			m	ont	Income	Drojections												
	NE		0%			Projections	•											
					Pension	\$18,836				ľ	Tax l	Deferred		Roth		1k & IRA		
			dd	<b>1</b>	ial Security										IRA	578,760	4%	0
	ē	0%	0%	Tax	c Deferred	<b>\$</b> 0					a						4%	93,939
	S	0%	0%		Roth	<b>\$0</b>				(	3		roth	68,640			4%	966,258
		3%	0%	40	1k & IRA	\$31,506				_					TSP	347,880		
					TOTAL	\$50,342												
		COLA	0%	١	Pension	\$0	•			ì	Tax	Deferred		Roth		IRA		
		WD	0%	Soc	ial Security	T -											4%	0
	_					\$0											4%	31,313
	Bil	0%	0%		Roth	Š0					<b>5</b>		roth	22,880			4%	314,061
			āā	j		612 750									IRA	318,760		
		470		•	IRA	\$12,750												
					TOTAL	\$12,750	0	0	0	ľ				Sav	ings Ty	pe Assets	Total	1,514,938
	0%	W/D	Rate	e fron	n Cash Assets		ļ	-					,		,	<u> </u>	7	
						\$0					Governr	ment Bonds	Corpo	rate Bonds	Во	A Trust	Rate	Future Value
	Tota	line	omo	atv	ear#8 =	\$63,092											5%	0
																26,250	5%	0
L	0.0%	Targ	et N	etire	ment Income	\$62,866											5%	20 702

#### **Tax Bracket 2025**

Projected Retirement Income \$160,000. What tax bracket does it fall into?

Tax Rate	For Single Filers	For Married Individuals Filing Joint Returns	For Heads of Households
10%	\$0 to \$11,925	\$0 to \$23,850	\$0 to \$17,000
12%	\$11,925 to \$48,475	\$23,850 to \$96,950	\$17,000 to \$64,850
22%	\$48,475 to \$103,350	\$96,950 to \$206,700	\$64,850 to \$103,350
24%	\$103,350 to \$197,300	\$206,700 to \$394,600	\$103,350 to \$197,300
32%	\$197,300 to \$250,525	\$394,600 to \$501,050	\$197,300 to \$250,500
35%	\$250,525 to \$626,350	\$501,050 to \$751,600	\$250,500 to \$626,350
37%	\$626,350 or more	\$751,600 or more	\$626,350 or more

# RMD & SS



#### **Tax Bracket 2025**

Projected Retirement Income \$160,000. What tax bracket does it fall into?

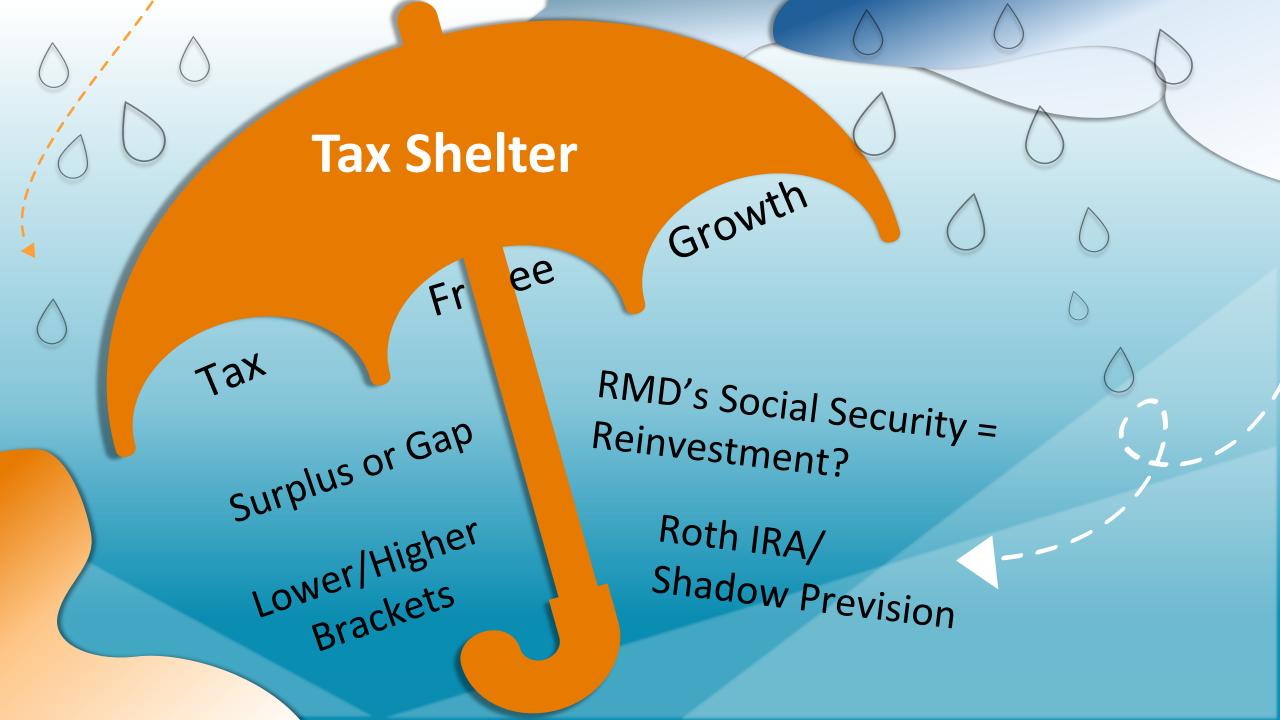
Tax Rate	For Single Filers	For Married Individuals Filing Joint Returns	For Heads of Households
10%	\$0 to \$11,925	\$0 to \$23,850	\$0 to \$17,000
12%	\$11,925 to \$48,475	\$23,850 to \$96,950	\$17,000 to \$64,850
22%	\$48,475 to \$103,350	\$96,950 to \$206,700	\$64,850 to \$103,350
24%	\$103,350 to \$197,300	\$206,700 to \$394,600	\$103,350 to \$197,300
32%	\$197,300 to \$250,525	\$394,600 to \$501,050	\$197,300 to \$250,500
35%	\$250,525 to \$626,350	\$501,050 to \$751,600	\$250,500 to \$626,350
37%	\$626,350 or more	\$751,600 or more	\$626,350 or more

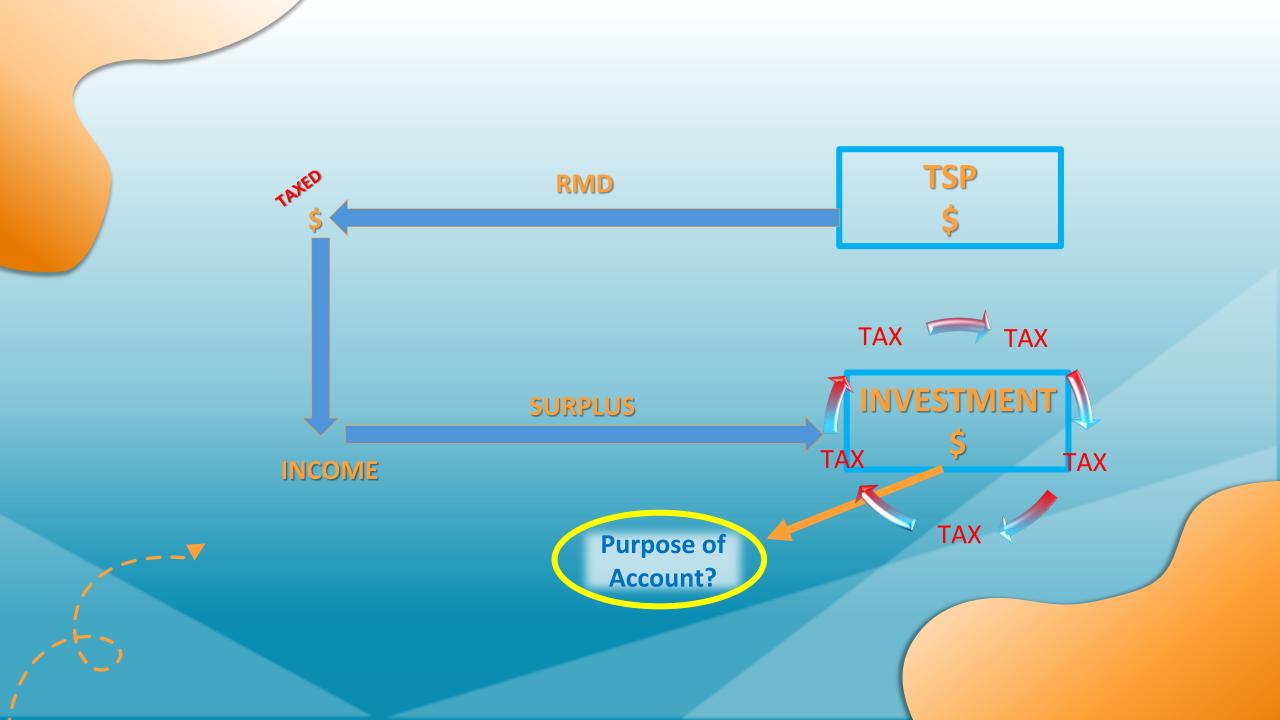
# **Sue Retires**

			_				0	0	0									0
	T	ota		nco	ome	\$107,000		'			_		,		,		7	
	Additio	nal lefe	nemati	ion			Employee	Match	Ac.	d	Regula	ar Savings		CD's	Colle	ge Savings	Rate	
	Additio	mai inii	omac	ion													1%	109,369
	Sue 6	2-70									Savings	101,000					1%	0
	Bill 6																1%	0
			m	ont	Income	Drojections												
	NE		0%			Projections	•											
					Pension	\$18,836				ľ	Tax l	Deferred		Roth		1k & IRA		
			dd	<b>1</b>	ial Security										IRA	578,760	4%	0
	ē	0%	0%	Tax	c Deferred	<b>\$</b> 0					a						4%	93,939
	S	0%	0%		Roth	<b>\$0</b>				(	3		roth	68,640			4%	966,258
		3%	0%	40	1k & IRA	\$31,506				_					TSP	347,880		
					TOTAL	\$50,342												
		COLA	0%	١	Pension	\$0	•			ì	Tax	Deferred		Roth		IRA		
		WD	0%	Soc	ial Security	T -											4%	0
	_					\$0											4%	31,313
	Bil	0%	0%		Roth	Š0					<b>5</b>		roth	22,880			4%	314,061
			āā	j		612 750									IRA	318,760		
		470		•	IRA	\$12,750												
					TOTAL	\$12,750	0	0	0	ľ				Sav	ings Ty	pe Assets	Total	1,514,938
	0%	W/D	Rate	e fron	n Cash Assets		ļ	-					,		,	<u> </u>	7	
						\$0					Governr	ment Bonds	Corpo	rate Bonds	Во	A Trust	Rate	Future Value
	Tota	line	omo	atv	ear#8 =	\$63,092											5%	0
																26,250	5%	0
L	0.0%	Targ	et N	etire	ment Income	\$62,866											5%	20 702

# Wealth Transfer: Pre-Tax Retirement Accounts

Ret.	To	Pre-Tax Accounts	Level B.o.Y.	Rate of Return	Total of	Federal+State
Age	Age	Initial Balance	Withdrawals	(Avg. Annual)	All Fees	Income Tax %
72	100	\$1,000,000	\$0	5.00%	0.00%	24%
						_
			Gross	Balance	All-Inclusive	Net of
Age		Balance	Withdrawal	Net of Fees	Tax Liability	Fed+State
D.u.T.	Year	B.o.Y.	B.o.Y. ✓ RMD	E.o.Y.	E.o.Y.	Income Taxes
72	1	\$1,000,000	\$39,063	\$1,008,984	\$0	\$766,828
73	2	1,008,984	40,850	1,016,542	243,970	772,572
74	3	1,016,542	42,712	1,022,521	245,405	777,116
75	4	1,022,521	44,652	1,026,763	246,423	780,340
76	5	1,026,763	46,671	1,029,097	246,983	782,113
77	6	1,029,097	48,542	1,029,582	247,100	782,482
78	7	1,029,582	50,718	1,027,807	246,674	781,133
79	8	1,027,807	52,708	1,023,854	245,725	778,129
80	9	1,023,854	54,752	1,017,557	244,214	773,344
81	10	1,017,557	56,847	1,008,746	242,099	766,647
82	11	1,008,746	58,991	997,243	239,338	757,905
83	12	997,243	61,181	982,865	235,888	746,978
84	13	982,865	63,411	965,428	231,703	733,725
85	14	965,428	65,232	945,206	226,849	718,356
86	15	945,206	67,036	922,078	221,299	700,780
87	16	922,078	68,812	895,930	215,023	680,907
88	17	895,930	70,546	866,653	207,997	658,657
89	18	866,653	72,221	834,154	200,197	633,957
90	19	834,154	73,171	799,032	191,768	607,264
91	20	799,032	73,984	761,300	182,712	578,588
92	21	761,300	74,637	720,996	173,039	547,957
93	22	720,996	75,104	678,186	162,765	515,422
94	23	678,186	74,526	633,843	152,122	481,721
95	24	633,843	73,703	588,148	141,155	446,992
96	25	588,148	72,611	541,314	129,915	411,398
97	26	541,314	71,225	493,593	118,462	375,130
98	27	493,593	69,520	445,276	106,866	338,410
99	28	445,276	66,459	397,758	95,462	302,296
		,	,		,	,





**Purpose of Surplus** 



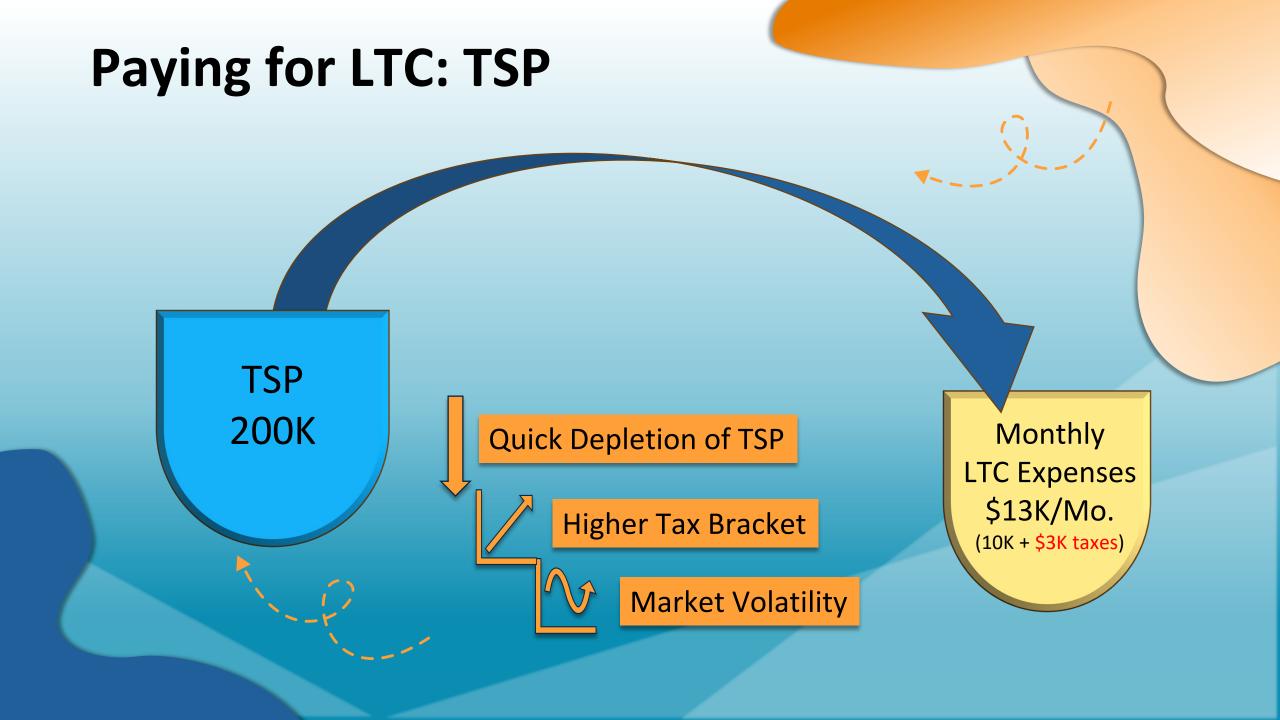






#### Life Insurance with LTC Rider

I,	Year	Age End Year	Contract Prem for Gtd Values	Guaranteed Cash Value End Year	Guaranteed Death Benefit End Year	Contract Premium	Net Dividend End Year	Cash Value of Additions End Year	Total Cash Value End Year	Paid-Up Additions End Year	Total Death Benefit End Year	Total Paid-Up Insurance End Year
	1	60	10,000	0	229,197	10,000	1,494	1,494	1,494	3,482	232,679	3,481
1	2	61	10,379	676	229,197	10,000	1,680	3,221	3,897	7,277	236,474	8,805
	3	62	10,379	6,310	229,197	10,000	1,772	5,092	11,402	11,160	240,357	24,988
	4	63	10,379	12,037	229,197	10,000	1,963	7,211	19,249	15,334	244,531	40,931
	5	64	10,379	17,848	229,197	10,000	2,197	9,626	27,474	19,870	249,067	56,712
	- 6	65	10,379	23,816	229,197	10,000	2,386	12,297	36,113	24,654	253,851	72,398
	7	66	10,379	29,890	229,197	10,000	2,633	15,289	45,179	29,782	258,979	88,004
	8	67	10,379	36,053	229,197	10,000	2,912	18,641	54,694	35,296	264,493	103,559
	9	68	10,379	42,312	229,197	10,000	3,204	22,373	64,685	41,194	270,391	119,099
	10	69	10,379	48,665	229,197	10,000	3,472	26,472	75,138	47,413	276,610	134,575
	11	70	10,379	55,110	229,197	10,000	3,837	31,039	86,149	54,100	283,297	150,156
	12	71	10.379	61,629	229,197	10,000	4,197	36,078	97.706	61.222	290,419	165,803
	13	72	10,379	68,191	229,197	10,000	4,597	41,633	109,823	68,821	298,018	181,544
	14	73	10,379	74,778	229,197	10,000	5,060	47,772	122,550	76,975	306,172	197,463
	15	74	10,379	81,365	229,197	10,000	5,558	54,534	135,899	85,711	314,908	213,590
п	16	75	10,379	27,934	229,197	10,000	6,016	61,884	149,818	94,940	324,137	229,845
п	17	76	10,379	94,484	229,197	10,000	6,432	69,786	164,270	104,580	333,777	246,171
п	18	77	10,379	101,023	229,197	10,000	6,857	78,253	179,276	114,624	343,821	262,602
п	19	78	10,379	107,560	229,197	10,000	7,258	87,268	194,828	125,022	354,219	279,115
п	20	79	10,379	114,106	229,197	10,000	7,633	96,811	210,917	135,723	364,920	295,692
п		-	10.350	100.000	222 122	10.000		102.002	222 122	1	202.22	222.22
п	21	80	10,379	120,207	229,197	10,000	8,113	106,986	227,193	146,860	376,057	311,868
п	22	81	10,379	126,255	229,197	10,000	8,348	117,548	243,803	158,088	387,285	327,886
п	2.3	82	10,379	132,233	229,197	10,000	8,645	128,547	260,780	169,487	398,684	343,832
п	24	83	10,379	138,139	229,197	10,000	9,033	140,073	278,213	181,170	410,367	359,838
ы	25	84	10,379	143,894	229,197	10,000	9,512	152,184	296,078	193,249	422,446	375,972
	2.0	0.5	10.370	140 460	220 107	10.000	10.050	144.000	224 200	205 702	424.000	202 202
	26	85	10,379	149,469	229,197	10,000	10,052	164,920	314,388	205,792	434,989	392,303
	27	86	10,379	154,820	229,197	10,000	10,568	178,231	333,051	218,763	447,960	408,792
	28	87	10.379	159,906	229,197	10,000	11,109	192,112	352,018	232,190	461.387	425,456
	29	88	10,379	164,694	229,197	10,000	11.642	206,524	371,218	246,061	475,258	442,284
	30	89	10,379	169,154	229,197	10,000	12,192	221,447	390,602	260,398	489,595	459,304



### **Inheriting Retirement Accounts**



Will my beneficiaries owe taxes?

Are all retirement accounts treated the same?

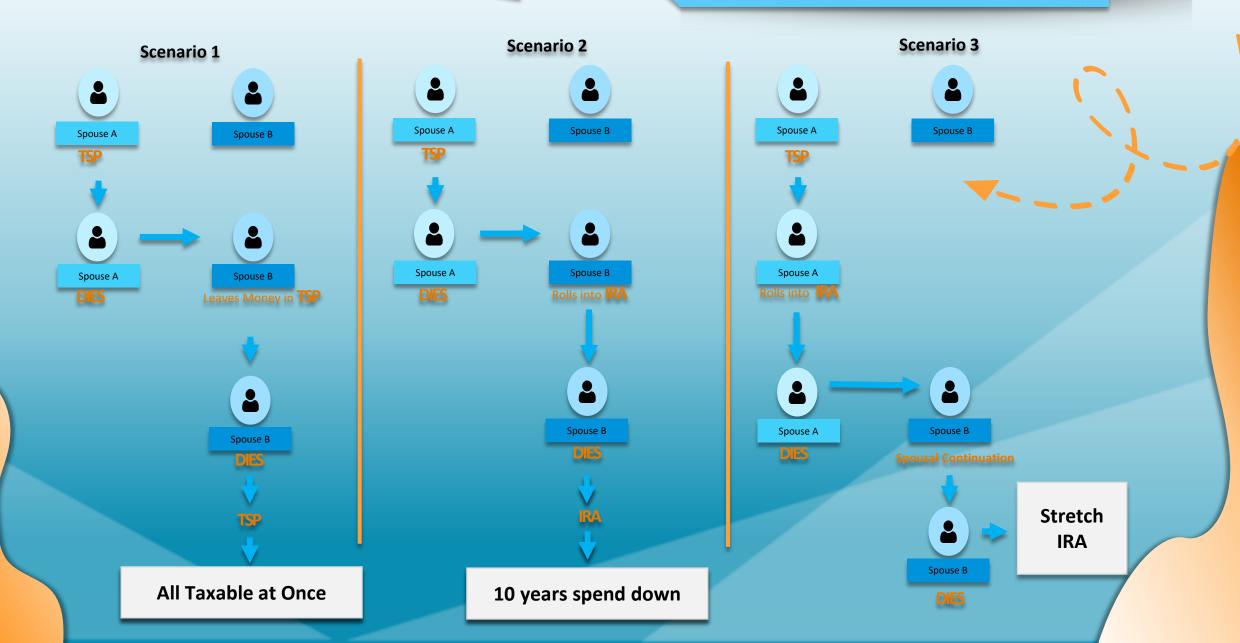
Who should I designate as beneficiary?

Should I use a trust?

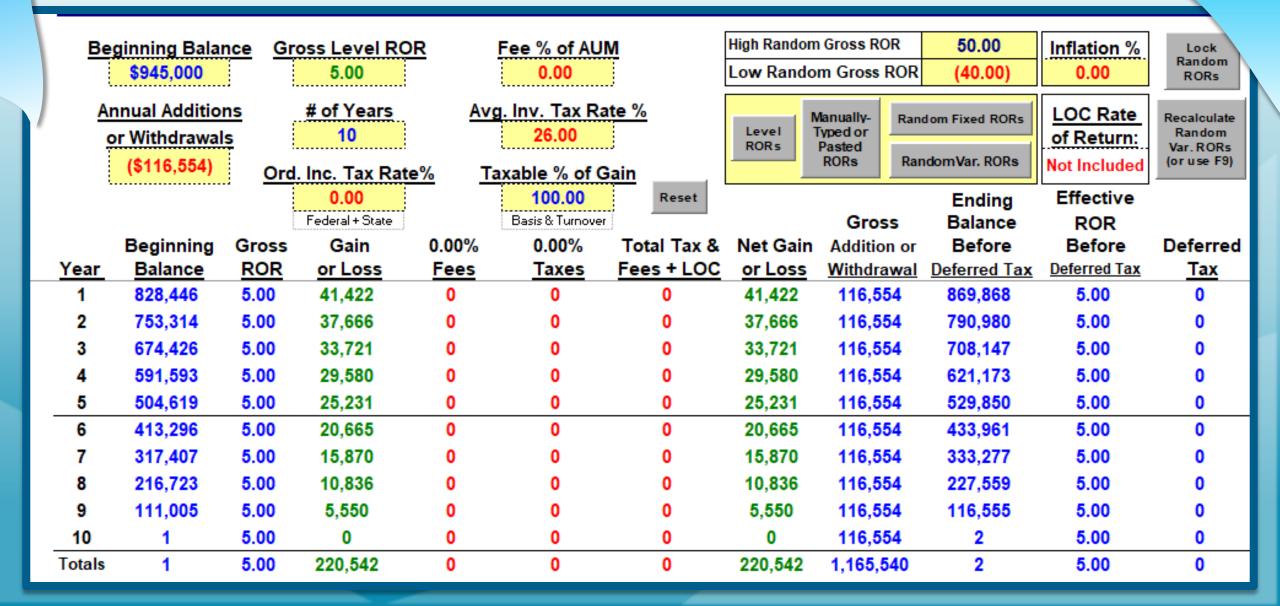
#### **Stretch IRA is Back**



#### **SECURE ACT 2.0**



#### **Versatile Calculator**



Tax and **Convert** Set up a **Check Your** Step-up in **Traditional Estate Beneficiaries Trust** Retirement **BASIS Strategies** Accounts to **ROTH Benefits of** Insurance **Gift Your Maximize Living Gifts** Trusts/Gifts of Money while **Spousal** and Life Life Insurance You're Alive **Exemption Insurance** Gifts to Gifts to **Gifts for** Charities -**Education Spouses CRT** (charitable remainder trust)



### Thank you for your time today. Kindly fill out our feedback survey: <a href="https://www.surveymonkey.com/r/DCSOFASURVEY">https://www.surveymonkey.com/r/DCSOFASURVEY</a>



Presentations are intended for educational purposes only and do not replace independent professional judgment. The information discussed is basic and general in nature and is intended for educational purposes only. No specific product or companies are being solicited. It is recommended that you consult the advice of certified professionals regarding your specific situation. Please understand that laws and regulations are subject to local variations and may have different interpretations. Therefore, should legal advice be required, it is recommended that you seek the advice of a qualified attorney in your state of residence. No specific investment advice is ever intended. Financial products can vary, therefore, always examine the detail of the product structure, provisions and features. Any discussions regarding interest rates, rates of return, and tax rates are purely hypothetical and not intended to represent assurances or guarantees. The presenters of this information are not related to, endorsed by, nor connected with and not approved by any Government Agency or organization. Before investing or using any strategy, individuals should consult with their tax, legal, or financial advisor. All information contained in this presentation has been derived from sources deemed to be reliable but cannot be guaranteed.