



COMPANY NAME
LOGO

Estate **Sample** Planning

2025 Guidelines



Who we are

We teach these courses based on years of learning combined with real world experience working with retirees everyday.

We aim to help you better understand how taxes may impact your retirement savings.

Sample

"Quick Bio"

Today's
Speaker



Joe Smith
CPA, CFA, CEO, Co-Founder



Our “Day Job”

Quick Bio – Accomplishments

Sample

Disclosure:

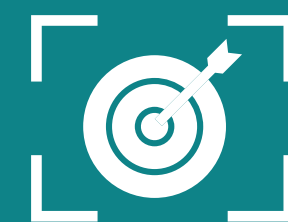


Two-Part Process



General Education

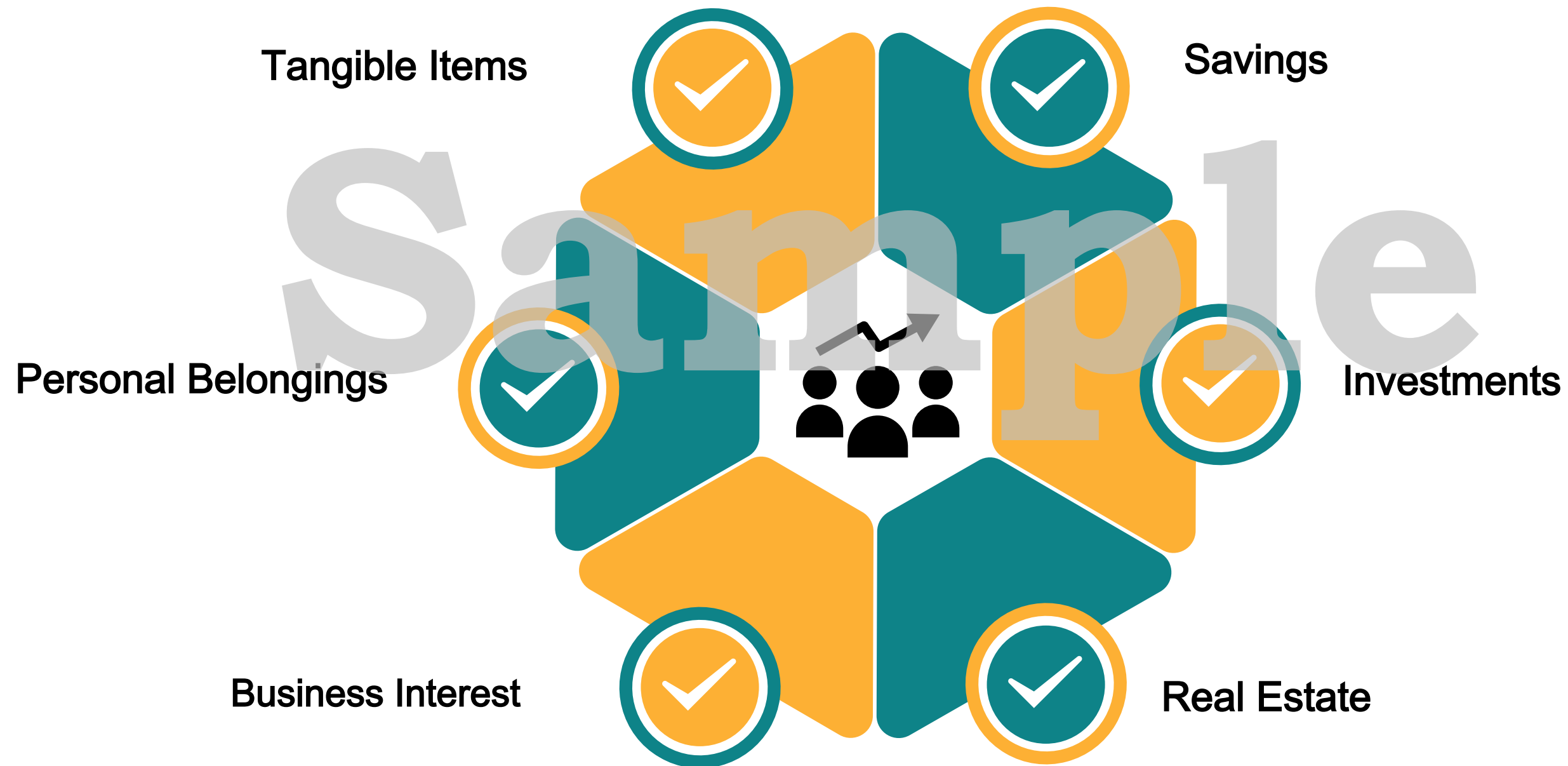
We aim to cover the most common mistakes we see families make when it comes to taxes in retirement. While we cannot cover everything you need to know in the next 90 minutes, we aim to make it the most beneficial time you can spend learning this year.



Deeper Dive

Some topics will require more understanding of your specific situation to provide guidance. You will have an option to receive a complimentary deeper dive if you have questions that stand out.

What makes up your Estate?





**What makes up
your Legacy?**

Parts of an effective Estate Plan



Powers of Attorney



Avoiding Probate



Beneficiary Designations



Trusts and Wills



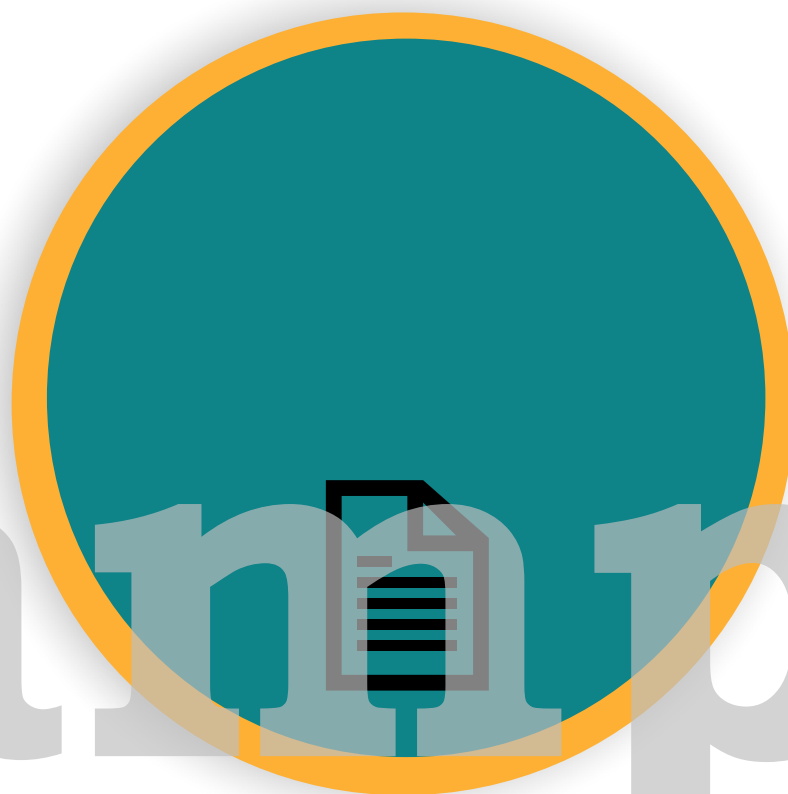
Tax Planning

Types of Financial Powers of Attorney



General

These are the most common types of POA. These do NOT continue if the grantor becomes incapacitated, medically or mentally.



Limited

These are put in place for a specific timeframe or limited scope.



Durable

These carry through incapacitation and are often used during Estate Planning

Medical Documents



Medical POA

Grants a person the ability to make medical decisions on your behalf.



Healthcare Directive

Gives specific instructions to physicians about procedures and conditions.

Estate Value: \$80 million

Probate Costs: \$5.6 million

Time Taken: Over 6 years

Taxes Paid: \$27.5 million





Probate

Courts have the final say

Typically takes 6–24 months

Costs range from 3–7% of the entire estate

Court filings and decision are public record



Beneficiary Designations

Beneficiary designations allow account holders to name individuals or entities (e.g., trusts, charities) to receive assets directly upon death, avoiding the probate process.

Retirement Accounts: 401(k), IRA, Roth

Life Insurance

P.O.D. Bank and Investment Accounts

Annuities



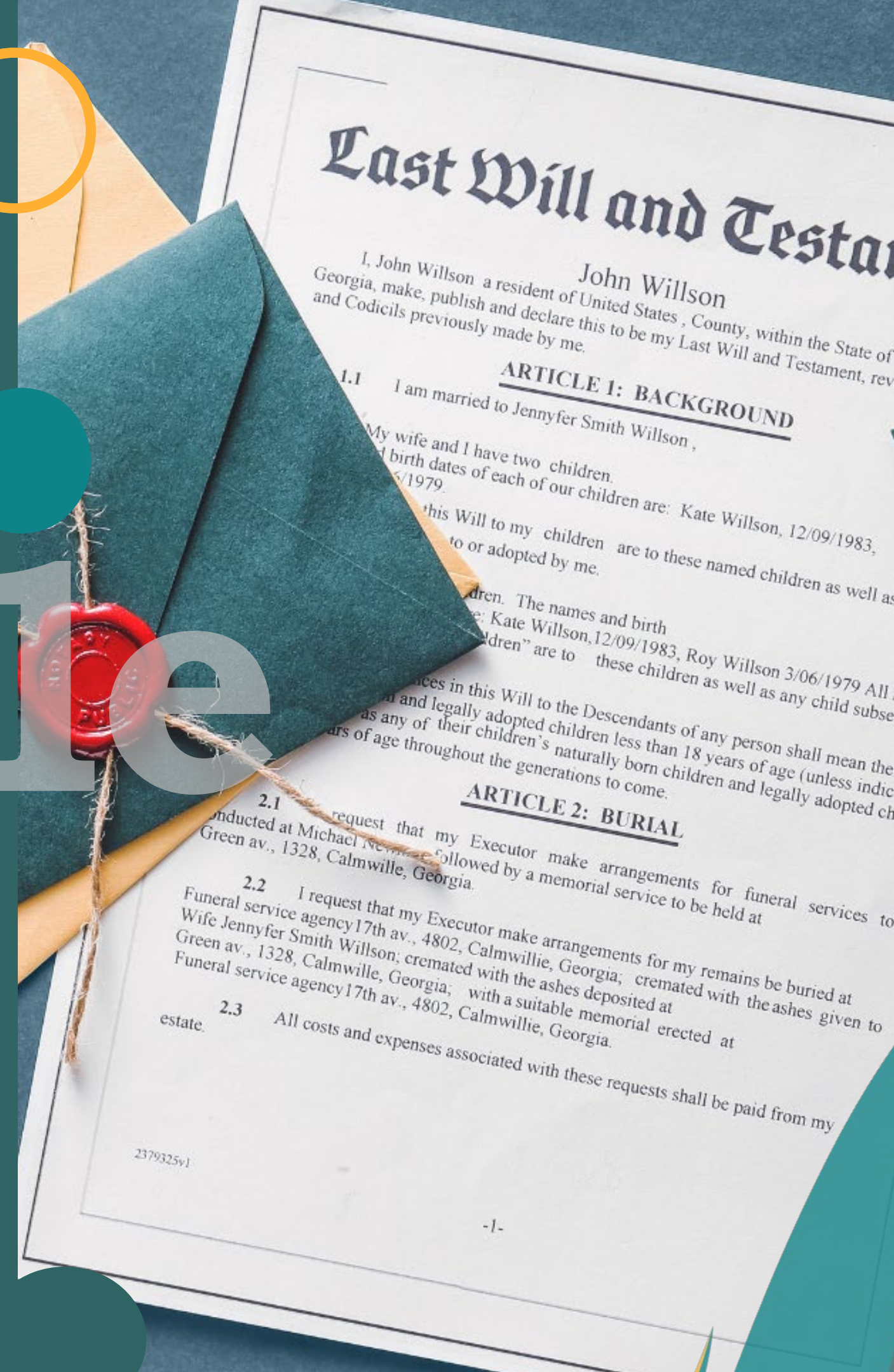
A Last Will and Testament

Directs Asset Distribution: A will specifies how your assets (e.g., home, savings, personal items) are distributed to chosen heirs, ensuring your wishes are followed rather than default state laws.

Appoints Executors and Guardians: It names a trusted person (executor) to manage your estate and, if applicable, guardians for minor children, preventing court decisions or family disputes.

Reduces Probate Complications: A clear will streamlines the probate process, minimizing delays, costs, and conflicts, unlike Aretha Franklin's case with conflicting handwritten wills.

A will alone does NOT avoid probate.



Types of Trusts



Revocable

"Living Trust"
You still own the Assets Inside
Can be updated or changed
Not protected from creditors
Counts as an Estate asset



Irrevocable

The Trust owns the assets
Removes assets from the Estate
Cannot be altered or changed
Tax Benefits
Protection from creditors/debtors

**66% of Americans worry
they will run out of money
in Retirement, leaving
nothing for their Estate.**

Taxes can be one
of the most
powerful eroders
in your retirement.

Sample





Sample

Can you name this place?

- Save
- Grow
- Invest

How do
I make it
last?



What do taxes impact?



Estate Tax

Both Federal and State taxes may apply based on the total value of your estate



Estate Value

Taxes can erode your estate during your lifetime, reducing what is left for your beneficiaries



Estate Value

Calculate your required distributions as well as the tax bill that comes with RMDs



Beneficiaries Income

SECURE Act 2.0 changes that have changed how and when you have to take out of your 401(k) or IRA. Leading to lasting tax changes for your beneficiaries.

Estate Tax

Based on the
value of the
entire Estate



Changes with
legislation



Federal Estate Taxes
PLUS potential
State Estate Taxes



Understanding Taxes means understanding taxable INCOME



Pensions



Social Security



401(k) / IRA



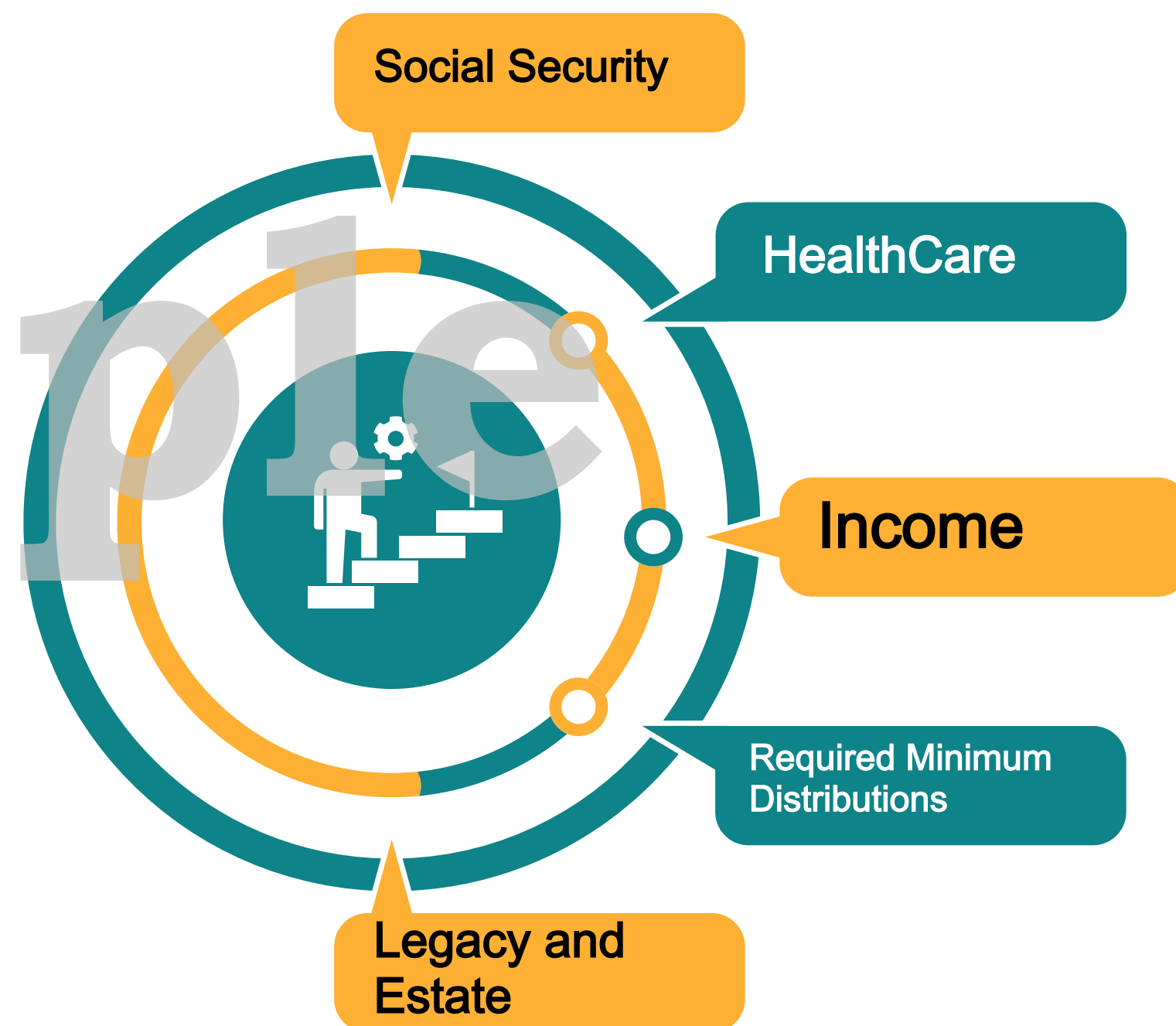
Capital Gains



403b , 457 , TDA

Taxes may erode your entire estate plan

WHERE you keep your retirement assets will determine what taxes might **erode** your estate.



Capital Gains

Long-term Capital Gains
(assets held > 1 year):



Sample

Step Up in Basis

Types of taxes on Estate Savings



Capital Gains

Tax on the profits of selling an asset, such as a home or stocks.



Tax Deferred

Individual Retirement Accounts
401(k)
Pension
403b
Tax Deferred Annuity



"No" Tax

Taxes have already been paid on these accounts, example being a Roth IRA



Capital Gains

Long-term Capital Gains
(assets held > 1 year):

0%:

Single filers: Taxable income up to \$48,350

Married filing jointly: Up to \$96,700

Head of household: Up to \$64,750

15%:

Single filers: \$48,351–\$533,400

Married filing jointly: \$96,701–\$600,050

Head of household: \$64,751–\$566,700

20%:

Single filers: Above \$533,400

Married filing jointly: Above \$600,050

Head of household: Above \$566,700

Step up in basis

Passing down real estate, homes, and the family house

Step-up: means they inherit the property at its current value

Without a Step-up: they inherit the property valued at its original purchase price

If inherited at the original purchase price, they are subject to capital gains tax on the growth.



Step up in basis

Example:

Scenario: Your father bought a house for \$100,000 (the original cost basis). At the time of his death, the house is worth \$500,000 (FMV).

Quick Claim Deed Without a step-up: If you inherit and sell the house, you might owe capital gains tax on the \$400,000 gain (\$500,000 - \$100,000).

Trust With a step-up: The basis is adjusted to \$500,000. If you sell the house for \$500,000, there's no gain, so no capital gains tax is owed.



What is tax deferred?



Tax- advantaged



Deferred Taxes

Taxes are still owed

Required
Minimum
Distribtuions





R

Required

M

Minimum

D

Distributions



Once these start they do
not STOP until...





Sample

Legislative Risk



SECURE Act 2.0 RMD Changes

Changed the Age you're required to start

Updated Rules on Fees

Created the 10-year rule for beneficiaries

Eliminated "stretch IRA" Estate tool

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"No" Tax

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“NO” TAX



No Tax Hikes

When you withdraw funds from the “no tax” bucket it does not count towards income tax.

Reduced Legislative Risk

Protect your accounts from rate increases and congress

No Additional SS Tax

Doesn't bump up the taxes on your SS when you withdraw.

Already Paid Taxes

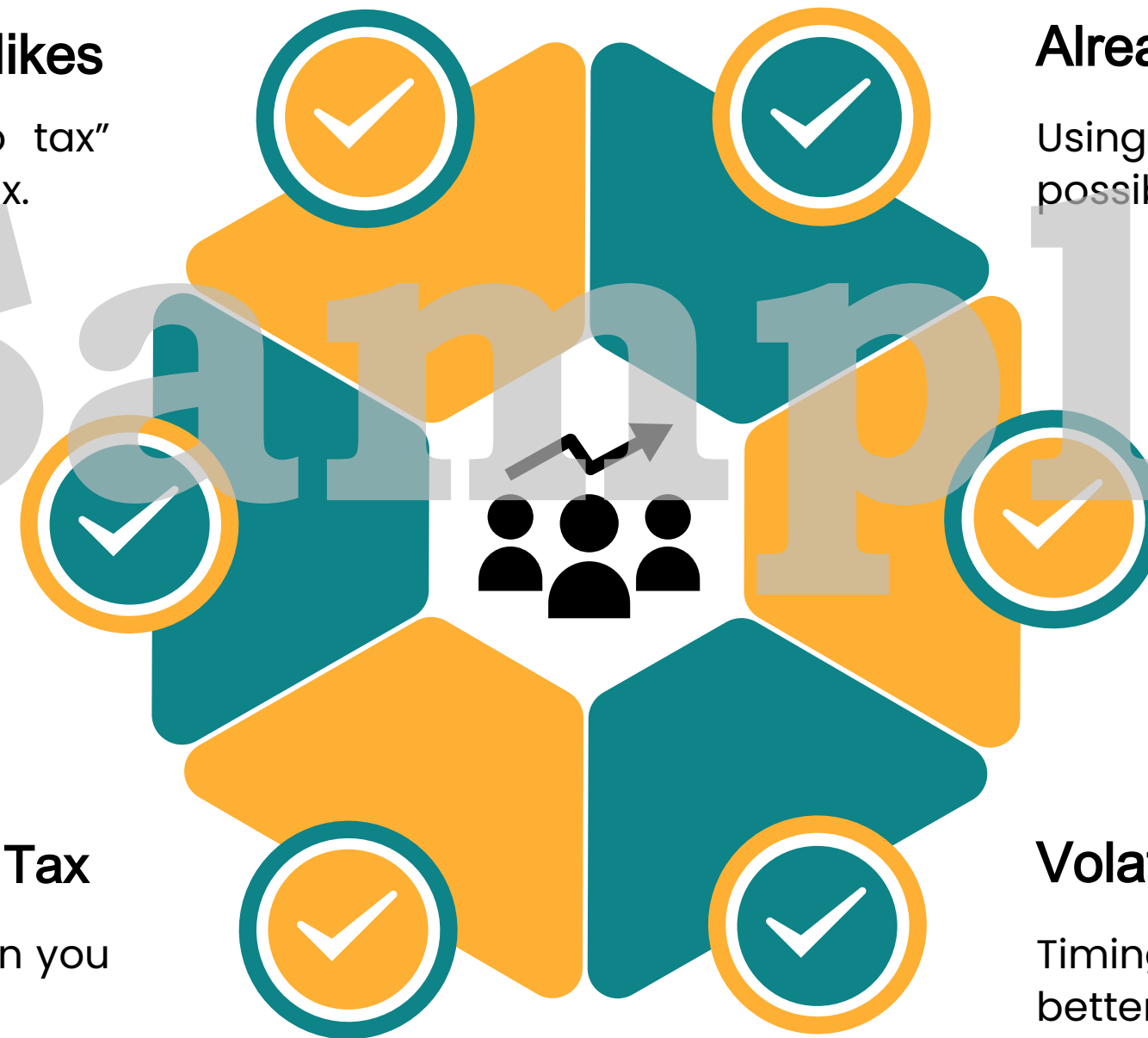
Using strategies you can pay the LOWEST tax possible for your situation

Avoids “10 yr rule”

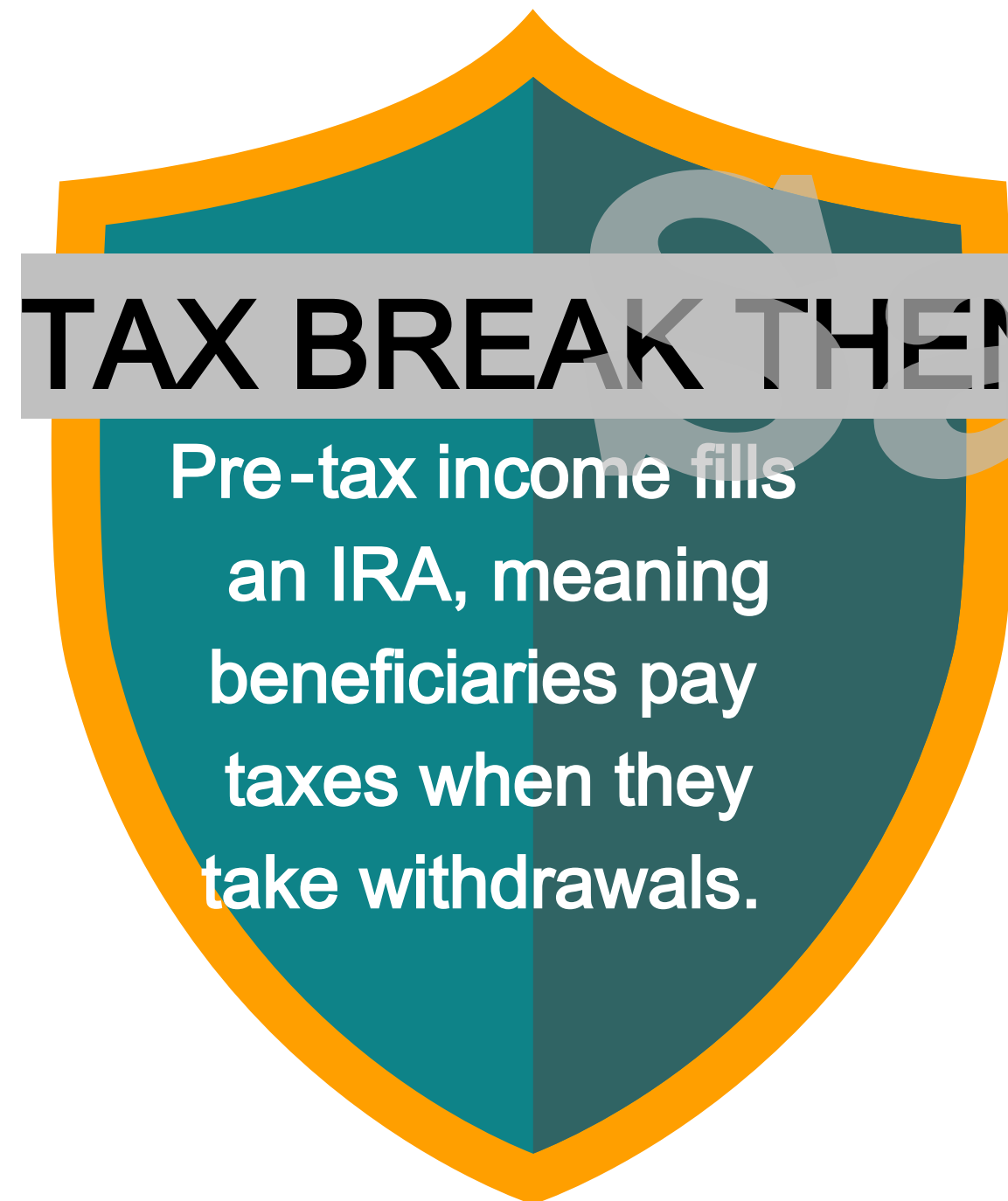
Protect your legacy without passing down a tax bill.

Volatility Protection

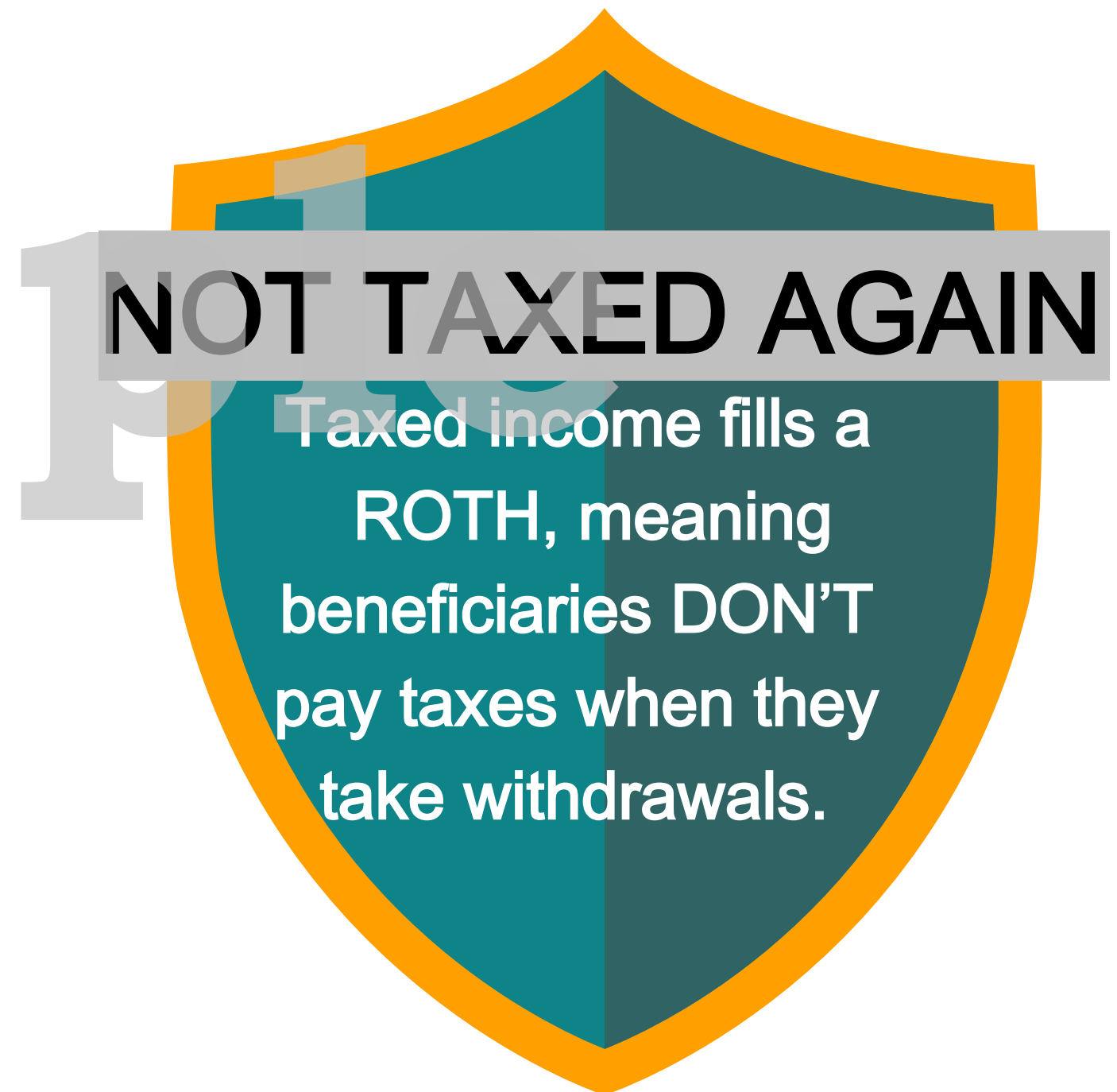
Timing your withdrawals may allow you have better control during volatility



Traditional IRA



ROTH IRA



Will it last past Retirement? Station 1e



What is a

margin?

Sample



3%



5%



7%

Market Volatility



Sequence of Returns

Retiring at the Beginning of an up market

Year	Investment Value	Withdrawals	Return
0	\$100,000	N/A	N/A
1	\$103,000	\$5,000.00	8.00%
2	\$109,330	\$5,000.00	11.00%
3	\$124,009	\$5,000.00	18.00%
4	\$136,371	\$5,000.00	14.00%
5	\$147,735	\$5,000.00	12.00%
6	\$156,031	\$5,000.00	9.00%
7	\$168,195	\$5,000.00	11.00%
8	\$178,332	\$5,000.00	9.00%
9	\$185,816	\$5,000.00	7.00%
10	\$190,106	\$5,000.00	5.00%
11	\$177,502	\$5,000.00	-4.00%
12	\$158,302	\$5,000.00	-8.00%
13	\$129,557	\$5,000.00	-15.00%
14	\$116,783	\$5,000.00	-6.00%
15	\$105,944	\$5,000.00	-5.00%

Average Return: 4.0%

Retiring at the Beginning of a down market

Year	Investment Value	Withdrawals	Return
0	\$100,000	N/A	N/A
1	\$90,000	\$5,000.00	-5.00%
2	\$79,600	\$5,000.00	-6.00%
3	\$62,660	\$5,000.00	-15.00%
4	\$52,647	\$5,000.00	-8.00%
5	\$45,541	\$5,000.00	-4.00%
6	\$42,818	\$5,000.00	5.00%
7	\$40,816	\$5,000.00	7.00%
8	\$39,489	\$5,000.00	9.00%
9	\$38,833	\$5,000.00	11.00%
10	\$37,328	\$5,000.00	9.00%
11	\$36,807	\$5,000.00	12.00%
12	\$36,960	\$5,000.00	14.00%
13	\$38,613	\$5,000.00	18.00%
14	\$37,860	\$5,000.00	11.00%
15	\$35,889	\$5,000.00	8.00%

Average Return: 4.0%

Over the last 20 years, healthcare costs for retirees have roughly doubled.

Estimated \$157,500 per retiree in 2024. This increase is driven by factors like inflation, longer lifespans, and advancements in medical technology.



Purchasing Power

Then



Now





Navigating Withdrawal Risk

Tax increases

Inflation

Market Volatility

Healthcare Costs

Outliving your Savings

Smooth Sailing

Sample



Do you have a



Danger
Deep water



**No
swimming**



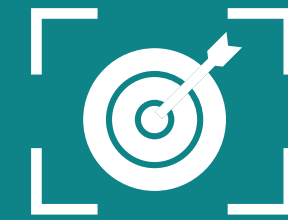
Danger
Strong currents

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Thank You

For Your Attention

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