

# Estate Planning

Wills go through the cost, delay and stress of Probate.

## Situation

Do any of the following concern you about your estate plan?

- I would like my estate plan to avoid the cost, delays and stress of probate.
- I would like the assets of the estate to transfer smoothly, tax efficiently to accomplish the family's goals.
- I understand that my will must go through the court probate process. My understanding is the cost of probate can range up to 7% of the probate estate.
- I am also concerned, if I or my spouse become incapacitated, who would manage my affairs and make financial decisions? I don't want the courts to be making these decisions.
- I have given more to one of my children and would like to equalize at my death the amount going to my children.
- One of my children does not manage their financial affairs very well.
- I would also like to give a percentage of my estate to various charities.
- Is there a better way to plan my estate by reducing the cost, delays and stress to my heirs?
- Are the beneficiaries, executor, guardians, trustees and power of attorneys correct? Are they willing and capable of serving?
- Are the assets in my estate properly titled to pass in the manner desired?

## Win-Win Strategy of Estate Planning

- A properly designed estate plan can help minimize the stress, delays and costs associated with estate settlement and distribution.
- This is a win to the family, children and beneficiaries of your estate because it will remove stress, cost and delays.
- This is a win for you bringing peace knowing the estate plan is in place.
- The following are some of the Legal documents associated with most estate plans:

- Pour over wills
- Revocable Living Trusts with successor trustees and incapacity clauses
- Sub trusts for special need situations
- Power of Attorney
- Health Care
- Good list of assets, tax returns, titling of all the assets and beneficiary review of insurance, annuities, IRA's and retirement plans.

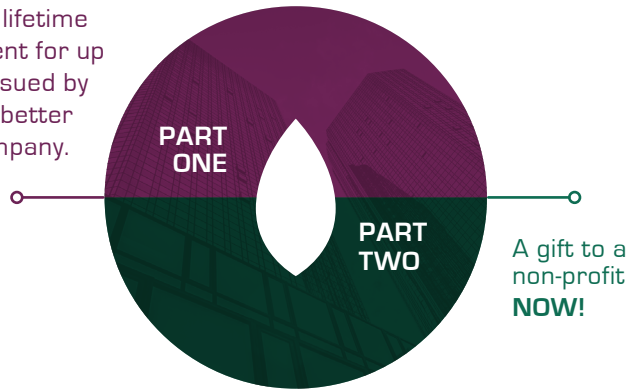
# Gift and Insured Income Program™

Unbundled Gift Annuity

## What

This is a program composed of two parts:

A guaranteed lifetime income payment for up to two lives, issued by an A rated or better insurance company.



## Benefits

- Guaranteed Lifetime Income
- Tax Deduction
- Gift to Charity Now
- Insurance Company is Guarantor
- No Risk to Charity
- Mortality Credits\*
- Refund Options to Beneficiaries

\* Pool of Annuities — mortality credits are passed on to those who live a long time

The rate of payment will be based upon the **American Council of Gift Annuities** for the total amount of money. The major advantage of the GIIP is the charity receives a current gift now and the Donor's income is guaranteed by a major insurance company.



### Sample Rate For One Person

Amount	Age	Rate	Insure Income	Tax Deduction and Gift	Avg. SPIA** Premium
\$100,000.00	55	4	\$4,000.00	\$19,440.49	\$80,559.51
\$100,000.00	60	4.4	\$4,400.00	\$20,244.22	\$79,755.78
\$100,000.00	65	4.7	\$4,700.00	\$24,925.51	\$75,074.49
\$100,000.00	70	5.1	\$5,100.00	\$29,682.88	\$70,317.12
\$100,000.00	75	5.8	\$5,800.00	\$32,606.96	\$67,393.04
\$100,000.00	80	6.8	\$6,800.00	\$35,056.54	\$64,943.46
\$100,000.00	85	7.8	\$7,800.00	\$40,282.24	\$59,717.76



### Sample Rate For Two People

Amount	Age	Rate	Insure Income	Tax Deduction and Gift	Avg. SPIA** Premium
\$100,000.00	55/55	3.5	\$3,500.00	\$22,856.28	\$77,143.72
\$100,000.00	60/60	3.9	\$3,900.00	\$21,151.69	\$78,848.31
\$100,000.00	65/65	4.2	\$4,200.00	\$23,796.57	\$76,203.43
\$100,000.00	70/70	4.6	\$4,600.00	\$26,574.94	\$73,425.06
\$100,000.00	75/75	5	\$5,000.00	\$31,941.96	\$68,058.04
\$100,000.00	80/80	5.7	\$5,700.00	\$35,944.29	\$64,055.71
\$100,000.00	85/85	6.7	\$6,700.00	\$39,614.81	\$60,385.19

\* Average of two companies as of 7/5/2017

\*\* Single Premium Immediate Annuity