

FLORIDA BAR NUMBER: 2401176N

IMPLEMENTING AND MANAGING WEALTH PLANNING STRATEGIES

Saturday, February 10, 2024

From 11:00 AM to 12:00 PM EST

(60 minutes)

Presented By:



Chris Roe, CPA, PFS
croe@rxwealthadvisors.com



Alan Gassman, JD, LL.M. (Taxation), AEP®
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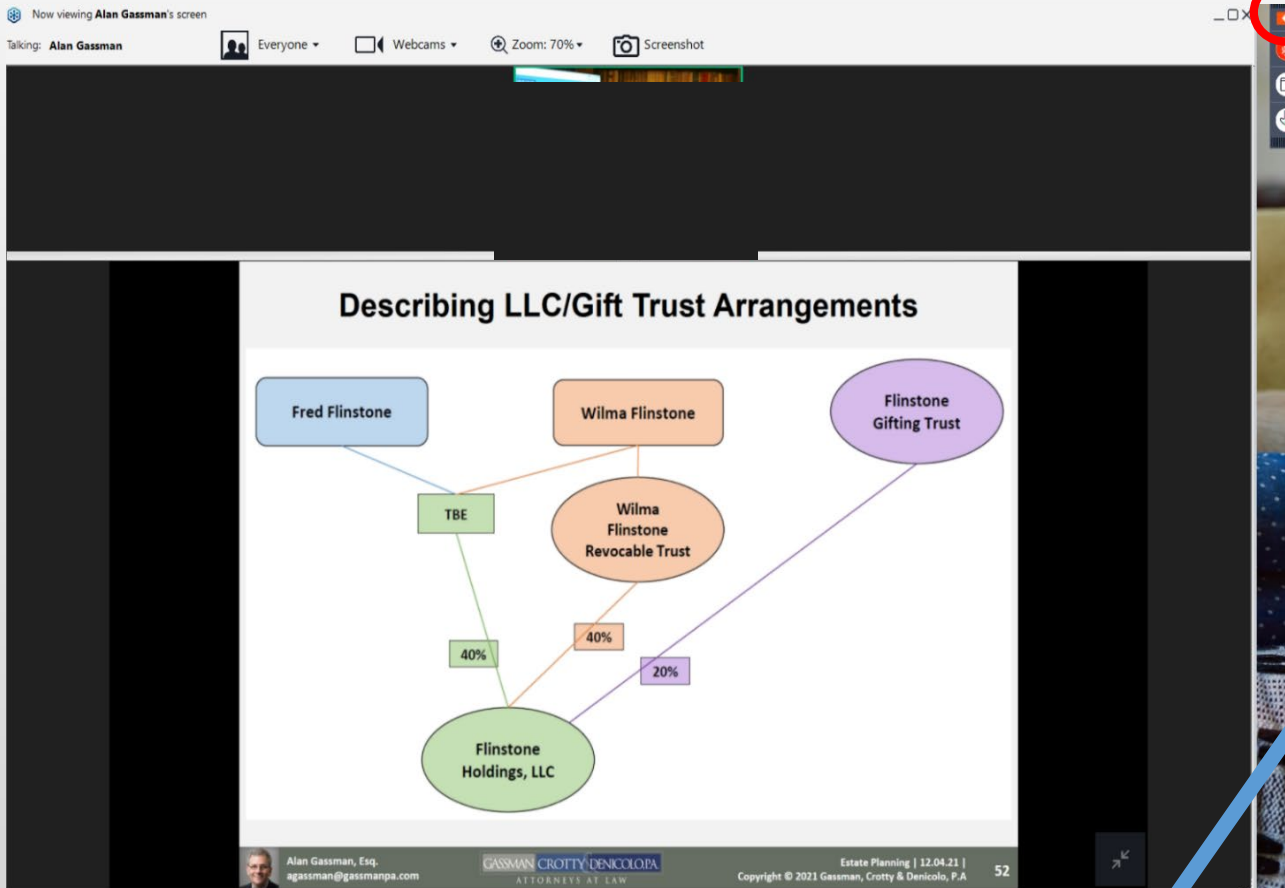
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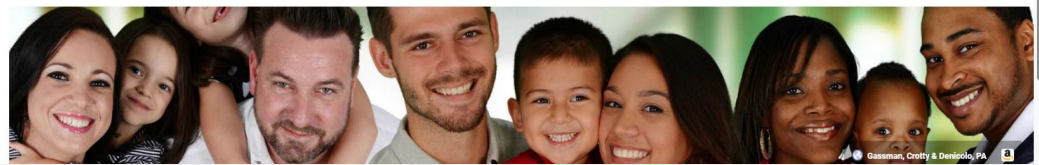
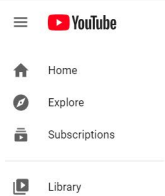
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Part 4: Wealth Planning Strategies With Math and Beyond | Saturday | 2.2.24

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Estate Tax Planning ▶ PLAY ALL

Alan S. Gassman focuses on the representation of high net worth families, physicians and business owners, and their companies in estate planning, taxation, and business and personal...

<p>Asset Protection Meets Estate Tax Planning Saturday, April 6, 2022 From 12:00 PM to 12:30 PM EDT (Recorded) Presented by Alan Gassman 1:38:14</p>	<p>Fiscal 2023 Revenue Proposals - How They Impact High-Earnings And Estate Tax Planning Wednesday, March 30, 2022 From 12:00 PM to 12:30 PM EDT (Recorded) Presented by Alan Gassman 36:54</p>	<p>Spousal Limited Access Trusts ("SLATS") From A To Z Saturday, March 26th, 2022 From 12:00 PM to 12:30 PM EDT (Recorded) Presented by Alan Gassman 1:39:16</p>	<p>Your Advisor's Guide to The New IRA Distribution Proposed Regulations Saturday, March 21, 2022 From 12:00 PM to 12:30 PM EDT (Recorded) Presented by Alan Gassman 37:54</p>	<p>WHAT ESTATE PLANNERS NEED TO KNOW ABOUT FLORIDA LAW FOR THEIR SNOWBIRD CLIENTS Saturday, March 19, 2022 From 12:00 PM to 12:30 PM EDT (Recorded) Presented by Alan Gassman 1:33:40</p>	<p>Planning With 199A, 678 Trusts And Complex Trusts Saturday, March 19, 2022 From 12:00 PM to 12:30 PM EDT (Recorded) Presented by Alan Gassman 1:04:32</p>
<p>Asset Protection Meets Estate Tax Planning Alan Gassman 185 views • 5 days ago</p>	<p>The Biden Administrations Fiscal 2023 Revenue... Alan Gassman 174 views • 8 days ago</p>	<p>Spousal Limited Access Trusts From A To Z & Estate... Alan Gassman 199 views • 12 days ago</p>	<p>Your Advisor's Guide to The New IRA Distribution... Alan Gassman 118 views • 2 weeks ago</p>	<p>What Estate Planners Need To Know About Florida Law... Alan Gassman 118 views • 2 weeks ago</p>	<p>PLANNING WITH 199A, 678 TRUSTS AND COMPLEX... Alan Gassman 177 views • 1 month ago</p>

Guest Speakers On Estate Tax Planning Topics ▶ PLAY ALL

<p>NEW S-CORPORATION REPORTING RULES: FORM 7203 - WHY ME? Wednesday, March 30, 2022 From 5:30 PM to 5:45 PM EDT (Recorded) Presented by Alan Gassman 42:03</p>	<p>Larry Stein: Income Tax Tips and Strategies - Form 1041... Alan Gassman 470 views • 1 month ago</p>	<p>Professor Jerry Hesch: Basic Charitable Lead Annuity Tru... Alan Gassman 13 views • 3 weeks ago</p>	<p>JONATHAN BLATTMACHR ON ESTATE TAX AVOIDANCE Alan Gassman 132 views • 4 months ago</p>	<p>John Fixl: Business Success And Customer Diversity Alan Gassman 57 views • 1 month ago</p>	<p>Jonathan Gassman: Charitable Planning... Alan Gassman 71 views • 3 months ago</p>
<p>NEW S-CORPORATION REPORTING RULES - FORM... Alan Gassman 163 views • 7 days ago</p>	<p>Larry Stein: Income Tax Tips and Strategies - Form 1041... Alan Gassman 470 views • 1 month ago</p>	<p>Professor Jerry Hesch: Basic Charitable Lead Annuity Tru... Alan Gassman 13 views • 3 weeks ago</p>	<p>JONATHAN BLATTMACHR ON ESTATE TAX AVOIDANCE Alan Gassman 132 views • 4 months ago</p>	<p>John Fixl: Business Success And Customer Diversity Alan Gassman 57 views • 1 month ago</p>	<p>Jonathan Gassman: Charitable Planning... Alan Gassman 71 views • 3 months ago</p>

Charitable Planning ▶ PLAY ALL

<p>Nuts, Bolts And Innovative Strategies For Charitable Planning Saturday, March 13, 2021 From 12:00 PM to 12:30 PM EDT (Recorded) Presented by Alan Gassman 1:13:31</p>	<p>Innovative Charitable Planning Techniques Presented by Alan Gassman 1:13:16</p>	<p>Charitable Remainder Trust Planning By: Brandon Ketron Alan Gassman 364 views • 5 months ago</p>	<p>Charitable Planning for the Business Owner Wednesday, July 14th, 2021 From 12:00 PM to 12:30 PM EDT (Recorded) Presented by Alan Gassman 1:03:29</p>	<p>Life Insurance Planning, Including Term Life Insuran... Presented by Alan Gassman 1:01:35</p>	<p>A Survey of Charitable Gifting Vehicles - 04.21.2021 Wednesday, April 21, 2021 From 12:00 PM to 12:30 PM EDT (Recorded) Presented by Alan Gassman 56:13</p>
<p>NUTS, BOLTS AND INNOVATIVE STRATEGIES... Alan Gassman 118 views • 3 weeks ago</p>	<p>Innovative Charitable Planning Techniques Alan Gassman 376 views • 5 months ago</p>	<p>Charitable Remainder Trust Planning By: Brandon Ketron Alan Gassman 364 views • 5 months ago</p>	<p>Charitable Planning for the Business Owner Alan Gassman 184 views • 8 months ago</p>	<p>Life Insurance Planning, Including Term Life Insuran... Alan Gassman 104 views • 9 months ago</p>	<p>A Survey of Charitable Gifting Vehicles - 04.21.2021 Alan Gassman 44 views • 9 months ago</p>

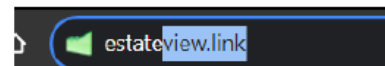
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Part 1: Wealth Planning Strategies With Math and Beyond | Saturday | 2.2.24

How to Access EstateView

1. Open your browser and type estateview.link



2. Use the following credentials to **Log In** to EstateView.
(You do not need to Create a new Account.)

In the email section, type in test@test.com.
For the password, type in the word test.

Email:

Password:

Log In

Create new account

This is a preliminary version we are still developing. Additional techniques will continue to be added. We are providing this version at no charge so that you can evaluate the program for a technique and provide comments that can improve the ability to use EstateView.

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Jerry Hesck



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PREVIOUS SLIDES

PART 1: THE CPA'S GUIDE TO DESIGNING AND BUILDING A FAMILY'S COMPLEX WEALTH STRUCTURE

Saturday, October 28, 2023

From 11:00 AM to 12:00 PM EST

(60 minutes)

Presented By:



Chris Roe, CPA, PFS
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Alan Gassman, JD, LL.M. (Taxation), AEP®
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Where Do We Start

- Our “Purpose”
 - To compile a complete picture of the family’s current wealth structure
 - Identify risks the family faces and opportunities they have available to enhance their wealth based on their priorities.
- To meet our purpose, we need “DATA” & information from many sources and the cooperation of the family’s current advisors
- We sort through and analyze the data to organize & build a complete picture of the family’s current wealth structure



Where Do We Start

Understand and address the family's needs in the following areas:

- Family Tree
- Current Assets & Liabilities
- Current Cash Flow
- Income, Gift & Estate Taxes
- Businesses
- Asset Protection
- Insurances – Life, Property & Casualty and Disability
- Estate Plan
- Philanthropy & Philanthropic Structures
- Children's finances
- Investments



Understand & Refine Family's Priorities

- Wealthy families have “Priorities”, not “Goals”
- We seek to understand the family's current priorities regarding:
 - Themselves
 - Their Children & Grandchildren
 - Their Business
 - Their Community
- Priorities change over time.
- These priorities set the framework and benchmark by which all family financial decisions are made.



Approach to Designing a Family's Wealth Structure

- Understand the Family's priorities.
- Evaluate and mitigate all risks the family face; be it with legal structures, insurance, behavioral counseling or diversification.
- By mitigating risks, family can now focus on compounding their wealth over time without fear of a large risk loss.
- Educate family to help with better decision making going forward.
- Educate family and help make decisions with respect to who will be on the team.

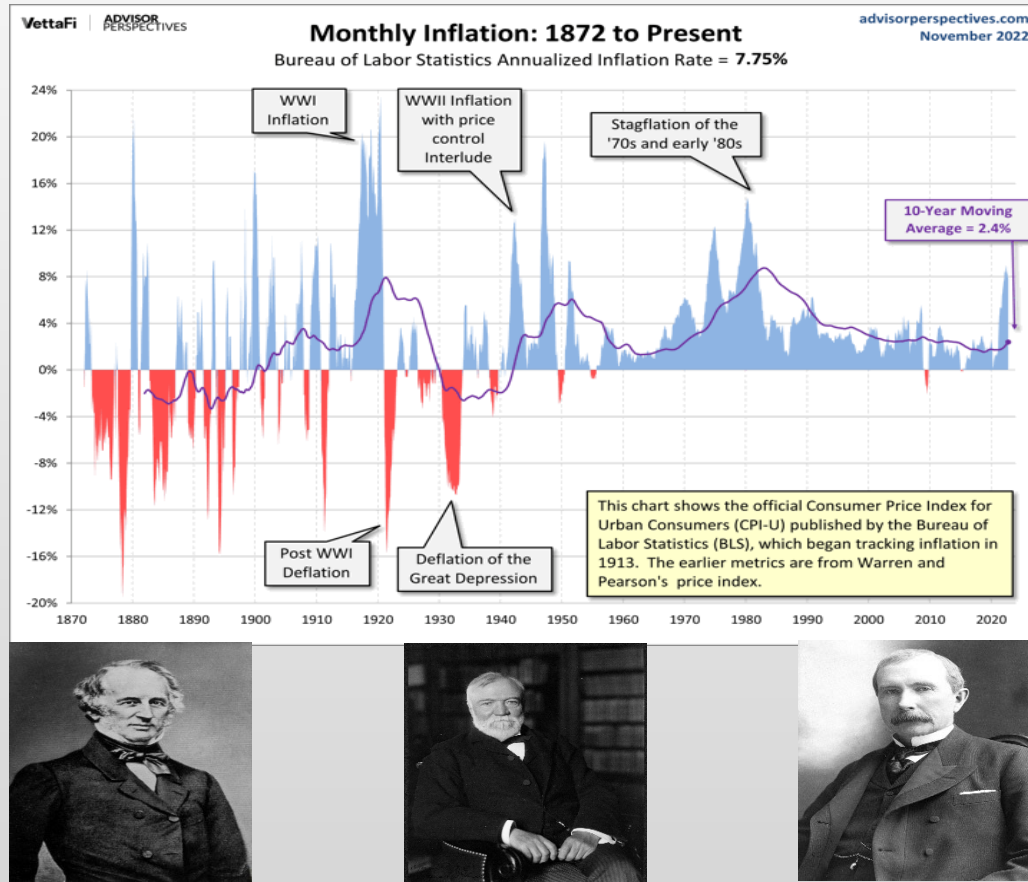


Risks Wealthy Families Face

- Inflation
- Spending
- Income & Estate Taxes
- Family Division
- Variance Drain
- Investment Costs
- Bad Decision Making
- 2nd Marriages & Children Spouses
- In-Laws becoming Out-Laws (Divorce)
- Lawsuits
- Cybercrimes
- Reputation



Inflation



Inflation & Investment Returns



- The *nominal* investment return on \$100 is \$56m, or 56m%. In 2023, the family would have \$56m. Avg Return = 9.13% over 151 years.
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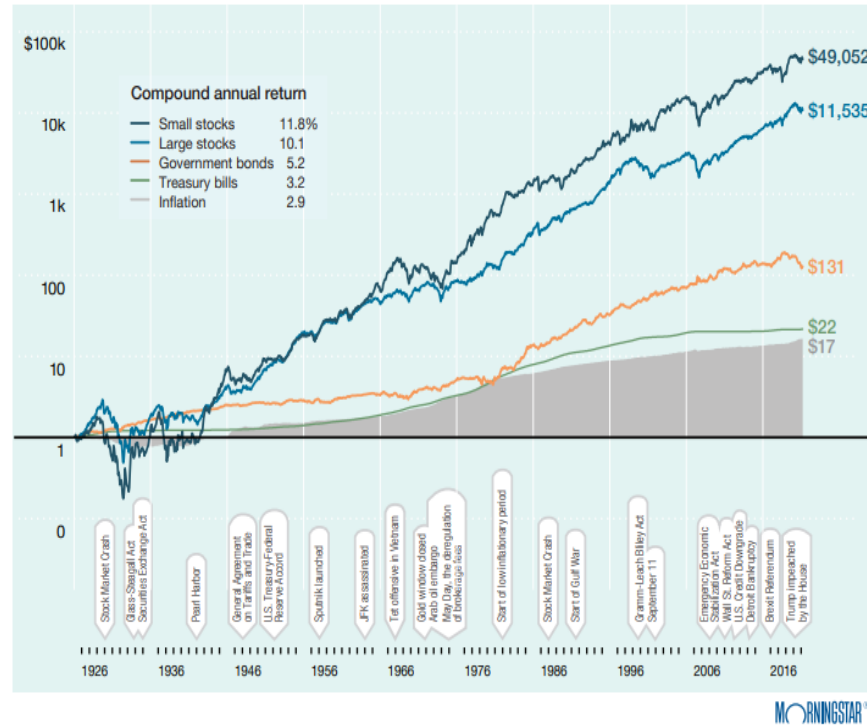
Inflation & Investment Returns

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Why invest?

If you have financial goals, such as a secure retirement or paying for a college education, investing makes sense. As you can see here in the growth of \$1 over the past 97 years, small-cap stocks, large-cap stocks, government bonds, and Treasury bills should all have a place in a properly allocated long-term investment strategy.



Past performance is no guarantee of future results.

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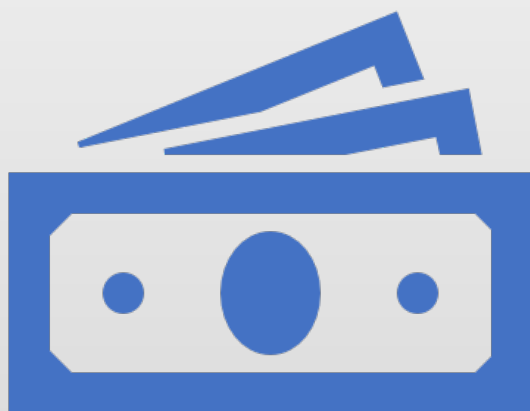
Part 4: Wealth Planning Strategies With Math and Beyond | Saturday | 2.2.24

Spending/Divorce, Bad Decision

- More family's wealth is lost to overspending, bad behavior & divorce than to market losses, overpaying your advisor or investment costs or not earning enough investment return.
- “If only we can make a higher return”, says the family. Investment returns can not be controlled; spending, decision making, and behavior can.
- Do not operate your family's decision making & spending like:



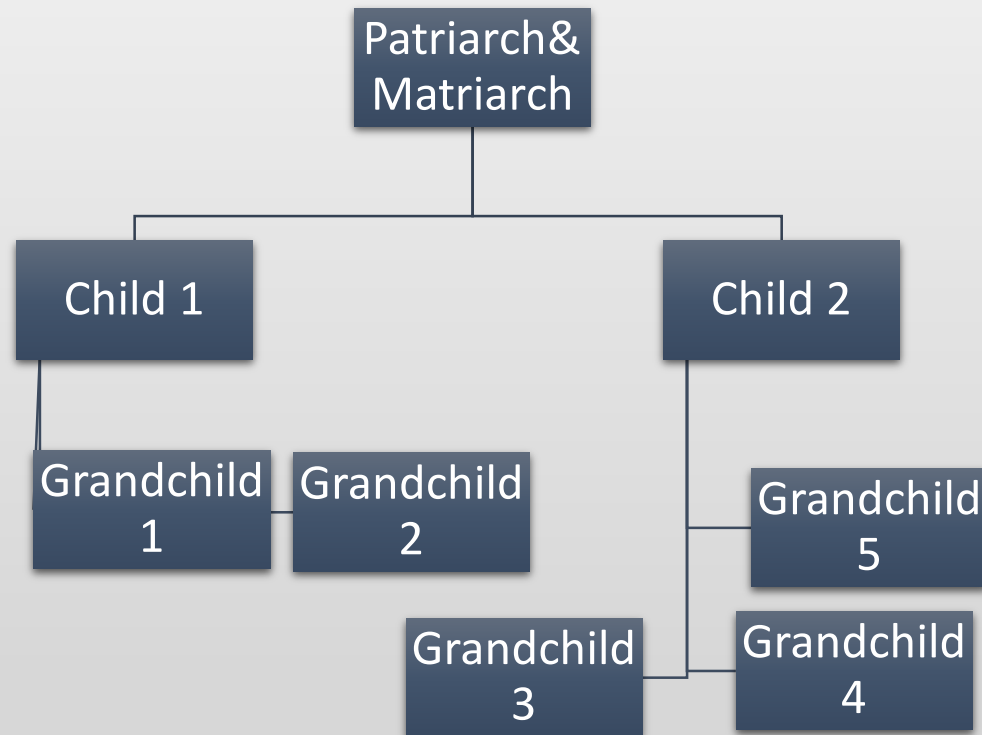
Taxes - Income & Estate



- Each year, the family's earnings from wages, business and investments are subject to income, sales tax and other taxes. Can be as high as 40.8% for income tax.
- Families do not operate as a foundation or non-profit.
- The wealth accumulated gets taxed on your way out of this world @ 40%



Family Division



Volatility & Draw Down Risk

- ***Investment Return Variance*** - Owing investments are inherently price volatile and will profoundly impact a family's terminal wealth. This is often referred to as the “Volatility Tax” or Sequence of Return Risk.
- ***Drawdown Risk*** – When a family funds lifestyle from investments, having a portfolio with potentially large drawdowns magnifies portfolio losses



Volatility & Draw Down Risk (Continue)

- Investment Return Variance & Draw Down Risk**

Hypothetical Example (Past performance in not indicative of future results)

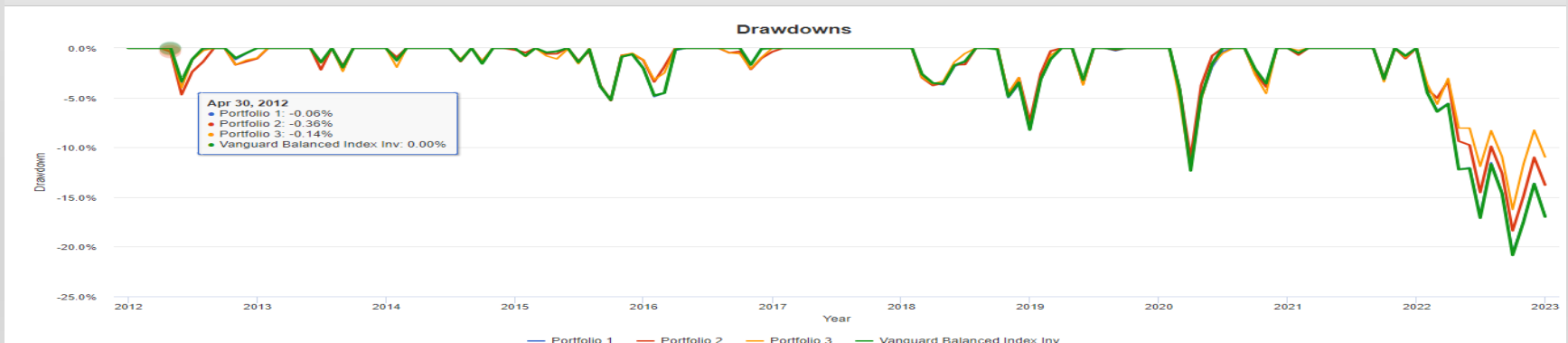
From Jan 1, 2012 to December 31, 2022: P(1), 60%/40% VTI/AGG, P(2) 60% VTI, 20% AGG, 20% Gold, 20% Commodities, P(3) 70% VTI, 5% AGG, 5% Gold, 5% Commodities; 5% Uncorrelated Diversifying Strategy. Includes Fee Withdrawal quarterly at .25%.

Performance Summary

Portfolio	Initial Balance	Final Balance	CAGR	TWRR	MWRR	Stddev	Best Year	Worst Year	Max. Drawdown
Portfolio 1	\$10,000,000	\$21,198,922 ⓘ	7.07% ⓘ	8.15%	8.27%	9.33%	21.78%	-16.92%	-20.64% ⓘ (-21.23%) ⓘ
Portfolio 2	\$10,000,000	\$22,540,072 ⓘ	7.67% ⓘ	8.75%	8.83%	9.13%	21.28%	-13.78%	-18.38% ⓘ (-18.99%) ⓘ
Portfolio 3	\$10,000,000	\$24,311,906 ⓘ	8.41% ⓘ	9.50%	9.57%	9.09%	22.65%	-10.97%	-16.25% ⓘ (-16.87%) ⓘ
Vanguard Balanced Index Inv	\$10,000,000	\$20,827,762 ⓘ	6.90% ⓘ	7.97%	8.09%	9.37%	21.67%	-16.97%	-20.85% ⓘ (-21.44%) ⓘ

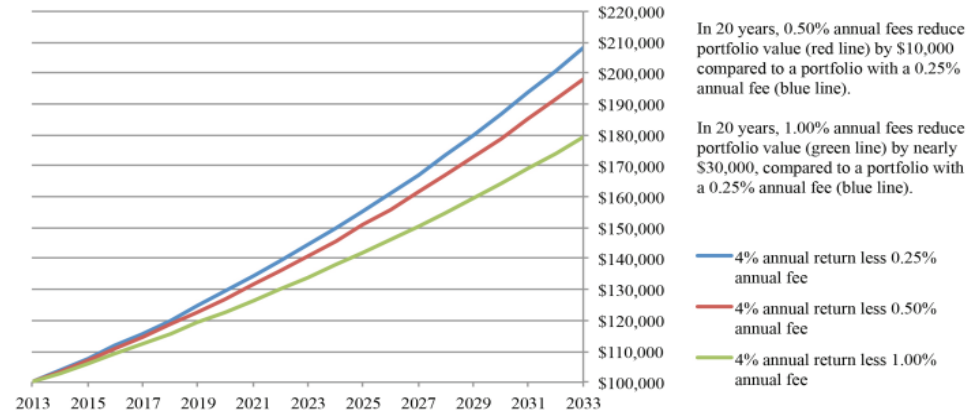
* The number in parentheses shows the calculated value taking into account the percentage based periodic withdrawals.

Drawdowns



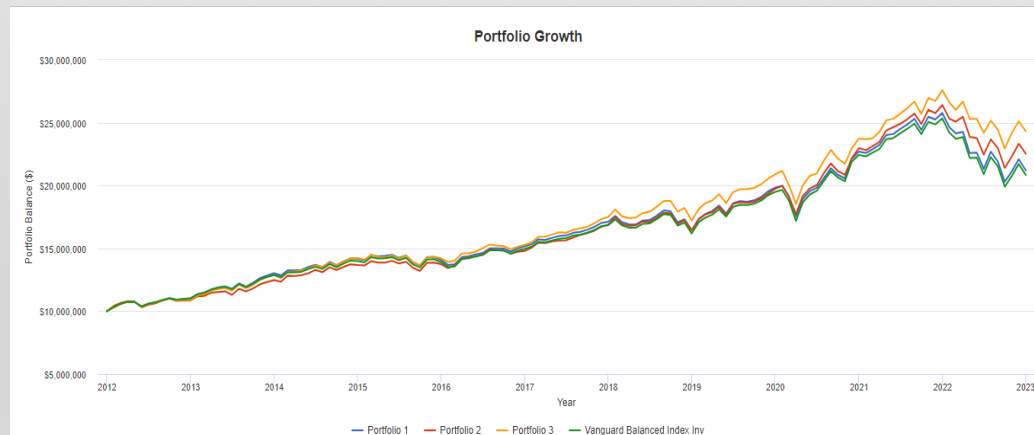
Investment Costs

Portfolio Value From Investing \$100,000 Over 20 Years



Source: https://www.sec.gov/investor/alerts/ib_fees_expenses.pdf

Portfolio Growth



Investment Costs

- What are the family's overall investment costs?
- Are they paying too much for investment "Beta"?
- Are their private investments appropriately priced? Or are they paying too much for "Access"?
- Where do they own their investments? Are they tax efficient?

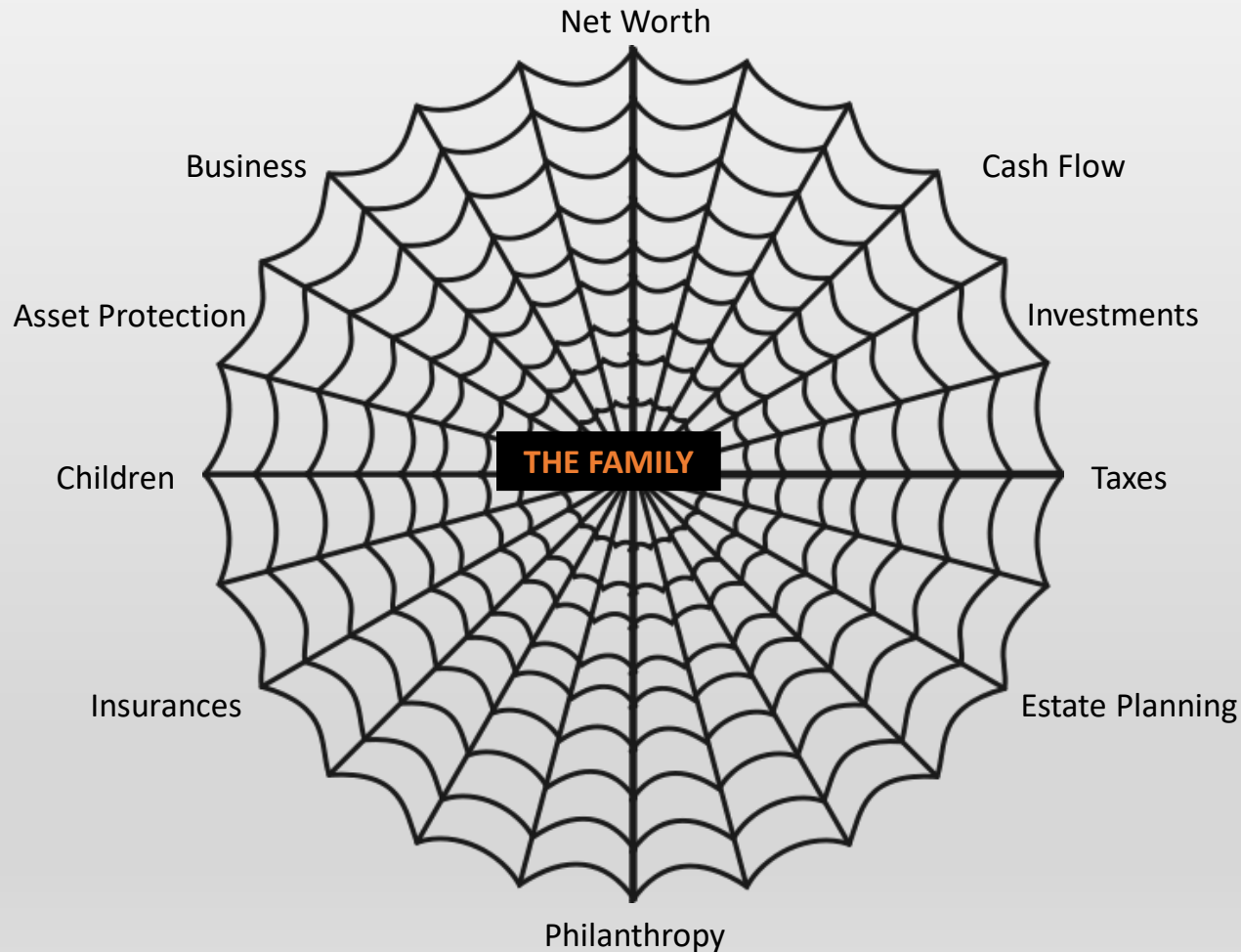


Risk & Opportunities Assessment

- We prepare through the Lense of the family's current priorities.
- Our memo addresses the risks present in the family's current wealth structure and provides current opportunities available to meet or enhance the family's current priorities.
- This the "Roadmap" to building the family's wealth structure.



What Are We Looking For In Our Assessment



What to Look For In an Assessment (Part 1)

- Net Worth
 - What are the assets & who owns them? What are the liabilities? What are the terms around the liabilities (i.e., interest rate, payments, etc.)? Any contingent liabilities to consider?
 - Account types (non-qualified or qualified) – Roth accounts?
 - Where is real estate located?
 - Businesses owned and percentage owned? How are they valued?
 - List of all toys, collectibles and other non-financial assets?
- Current Cash Flow
 - Where is it coming from and how much does the family need each year to maintain lifestyle? Is it consistent or lumpy?
 - What is the percentage of cash flow taxable and non-taxable?



What to look for in an assessment (Part 2)

- Insurances
 - Property and Casualty
 - Are all risks covered? Who is listed as the insured? Are all property owners listed? (For example, if a revocable trust owns the residence)
 - Is the property's value adequately insured for full replacement cost
 - Are the autos, toys covered for their agreed value? IS OME (original manufacturer equipment) standard replacement?
 - Any excess liability coverage? Does it include underinsured/uninsured motorist? Does it extend across all assets?
 - Cyber risks? Collectibles coverage? Wind/Storm Damage?
 - Deductibles?
- Life Insurance – Review all current policies and answer the following questions
 - Owner & Insured? Are the insured still in the same or better health?
 - Insurance's Original purpose?
 - Is family still paying premiums? For how long?
 - What are the guarantees in the policies? (Get in force illustrations)
 - What is the rate of return on death benefit to life expectancy and 5 & 10 years beyond.
 - Term policies – What is the remaining length, what is the conversion feature?



What We Look For In Our Assessment (Part 3)

- Insurances (Continue)
 - Disability Insurance
 - What is the annual premium?
 - What is the monthly benefit? What is definition of disability? Own Occupation?
 - Is this even needed?
- Estate Plan – Review all estate documents and answer the following questions
 - What is their current exposure to Federal estate tax?
 - When were they executed and who serves in the fiduciary capacity?
 - What happens in the documents? Is this still the client's wish?
 - What trusts do they have in place and what are the terms and who are the trustees?
 - Do their current trusts meet their current and future needs?
 - Are there other estate planning techniques they should be considering given their priorities?



What we look for in our assessment (Part 4)

- Investments – Review their current investment holdings, allocation and location
 - Understanding their overall allocation, investment vehicles being used and the overall investment costs?
 - Where are the assets held (IRAs, Charitable Trusts or Foundations, Taxable Accounts, Their Children's name)
 - What is the estimated after-tax return experienced?
 - What return is needed, post tax, inflation and lifestyle spending to grow assets?
 - How is each investment holder allocated relating to the objective and tax nature? For example, a non-grantor trust vs a charitable lead trust.
- Income & Estate Taxes
 - Current tax bracket – ordinary income and capital gains? Will they remain in the same bracket for foreseeable future?
 - Capital loss or passive loss carryforward? Any charitable carry forwards. Are they getting the full impact of their charitable giving?
 - Are their parents and children in lower tax brackets? Are they be utilized for tax savings?
 - How much lifetime exemption have they used? How much GST have they sued?
 - Are they taking advantage of qualified plans?



What We Look For In Our Assessment (Part 5)

- Children
 - Understand their current finances
 - Do they have estate documents?
 - What is their tax bracket?
 - Married? Prenuptials?
- Philanthropy
 - Do they have a foundation or donor fund?
 - How do they give?
 - Are they planning any large gifts? Do they want to leave money upon their deaths?
- Business
 - What is the current financial health?
 - Do they have adequate agreements in place? Are their entity documents up to date?
 - Is there a succession plan in place, if owner dies or becomes disability?



What We Look For In Our Assessment (Part 6)

- Asset Protection
 - How do they own title to assets?
 - What risks are they facing?
 - Is there a prenuptial or post nuptial agreement? Should they or their children have one?
 - What state does the family domicile?
 - Do they operate domestic or internationally?
 - How considered are they with asset protection? How concerned should they be?
 - Are there ways to better protect their business and other assets?
 - What are the most litigious assets the client owns? Can they be isolated or insured to pass risk?
- Philanthropy
 - Do they have a foundation or donor fund?
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- Business
 - What is the current financial health?
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Design Deliverables

- Deliverables
 - Family Tree
 - Current Net Worth Statement
 - Estate Tax Exposure
 - Income Tax Exposure
 - Summary of All Insurances
 - Flowchart of all entities
 - Summary of current estate plan, estate documents and fiduciaries
 - Asset allocation and location
- Risk & Opportunities Memo
- Strategy meeting to review and determine what recommendations will be implemented and when.
- Next Step is we begin to Building Our Recommended Wealth Structure to address the risks and opportunities in the family's current situation.



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PREVIOUS SLIDES

PART 2: IMPLEMENTING A FAMILY'S COMPLEX WEALTH STRUCTURE

Saturday, December 2, 2023

From 11:00 AM to 12:00 PM EST

(60 minutes)



Chris Roe, CPA, PFS
croe@rxwealthadvisors.com

Presented By:



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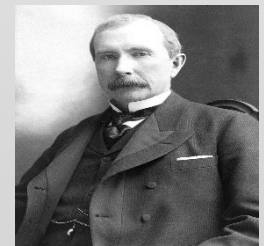
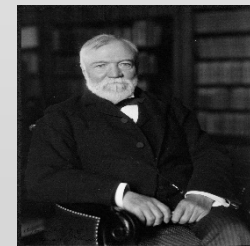
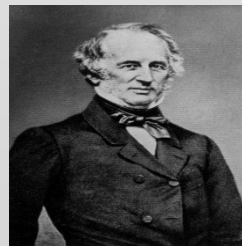
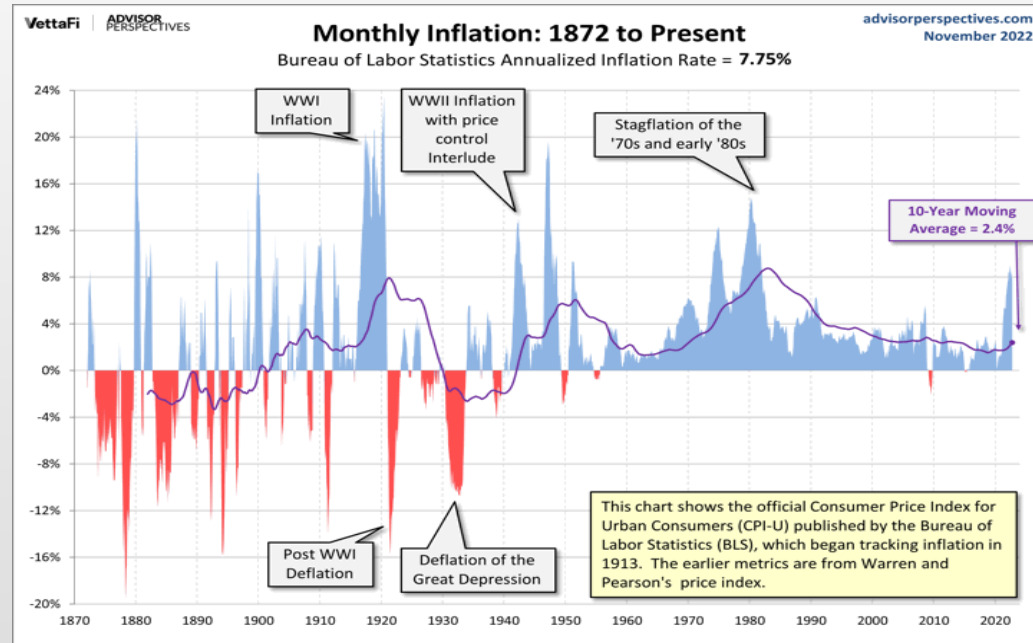


Risks Wealthy Families Face

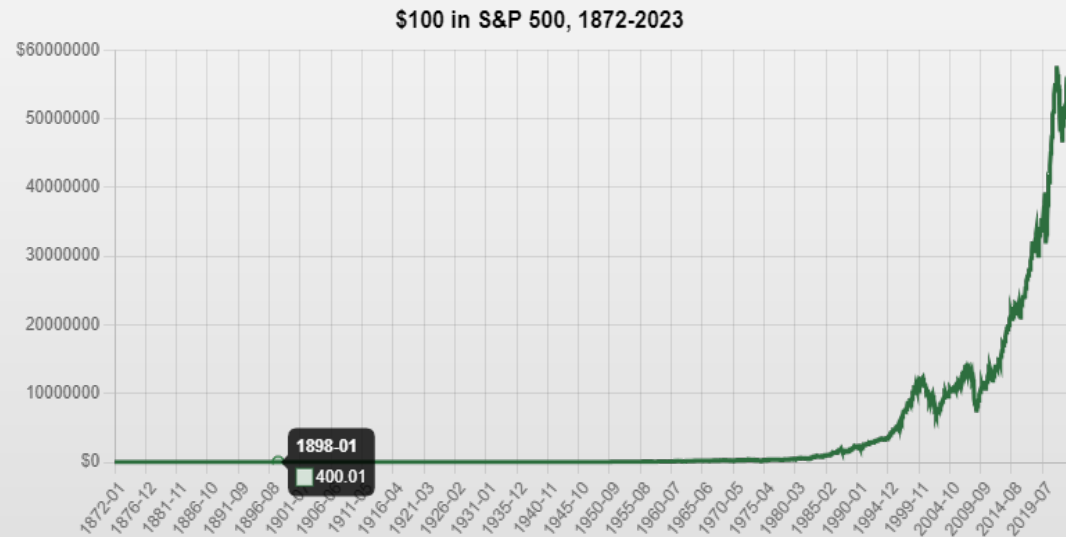
- Bad Decision Making
- 2nd Marriages & Children Spouses
- In-Laws becoming Out-Laws (Divorce)
- Lawsuits
- Cybercrimes
- Reputation
- Inflation
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- Income & Estate Taxes
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Inflation



Inflation & Investment Returns



- The *nominal* investment return on \$100 is \$56m, or 56m%. In 2023, the family would have \$56m. Avg Return = 9.13% over 151 years.
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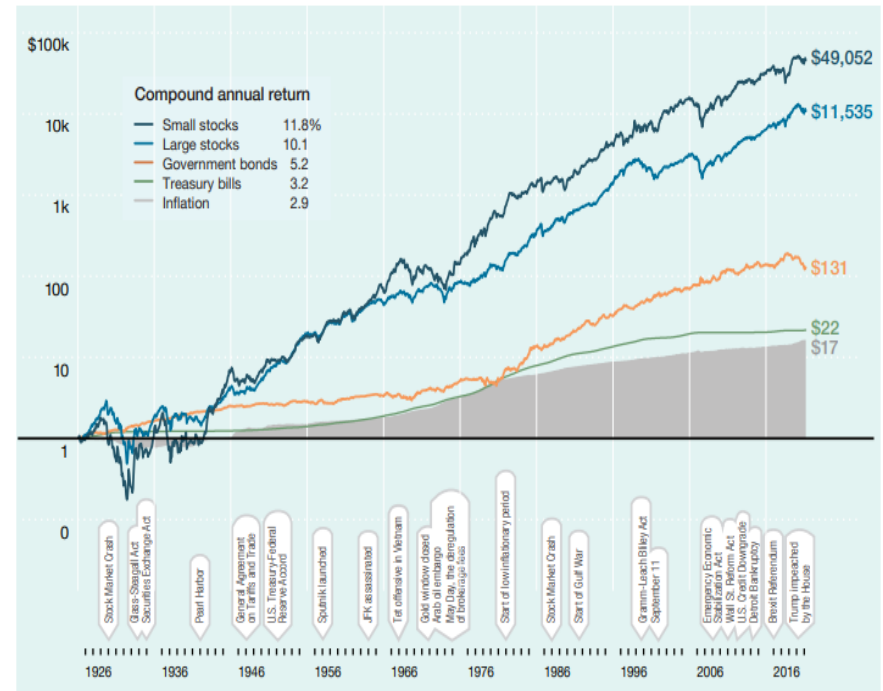
Inflation & Investment Returns

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Stocks, Bonds, Bills, and Inflation 1926–2022

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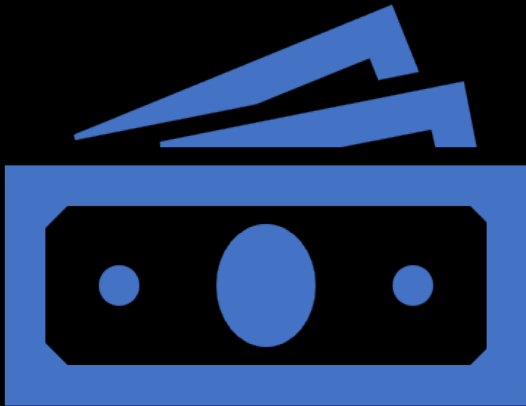
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- "If only we can make a higher return", says the family. Investment returns can not be controlled; spending, decision making, and behavior can.
- Do not operate your family's decision making & spending like:



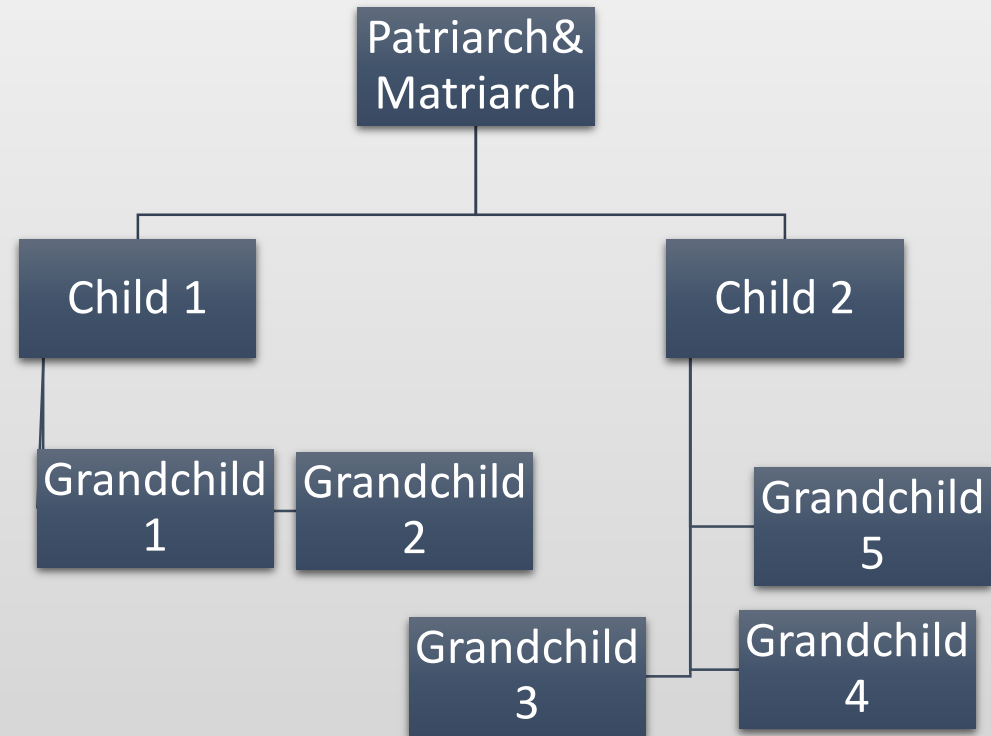
Taxes - Income & Estate



- Each year, the family's earnings from wages, business and investments are subject to income, sales tax and other taxes. Can be as high as 40.8% for income tax.
- Families do not operate as a foundation or non-profit.
- The wealth accumulated gets taxed on your way out of this world @ 40%



Family Division



Volatility & Draw Down Risk

- ***Investment Return Variance*** - Owning investments are inherently price volatile and will profoundly impact a family's terminal wealth. This is often referred to as the “Volatility Tax” or Sequence of Return Risk.
- ***Drawdown Risk*** – When a family funds lifestyle from investments, having a portfolio with potentially large drawdowns magnifies portfolio losses



Volatility & Draw Down Risk (Continue)

- Investment Return Variance & Draw Down Risk

Hypothetical Example (Past performance in not indicative of future results)

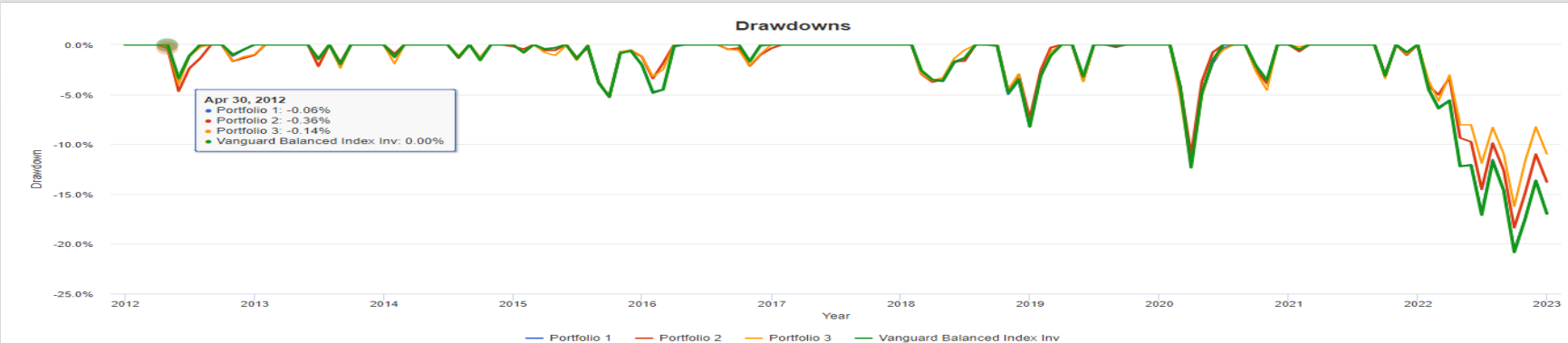
From Jan 1, 2012 to December 31, 2022: P(1), 60%/40% VTI/AGG, P(2) 60% VTI, 20% AGG, 10% Gold, 10% Commodities, P(3) 70% VTI, 15% AGG, 5% Gold, 5% Commodities, 5% Uncorrelated Diversifying Strategy. Includes Fee Withdrawal quarterly at 2.5%.

Performance Summary

Portfolio	Initial Balance	Final Balance	CAGR	TWRR	MWRR	Stdev	Best Year	Worst Year	Max. Drawdown
Portfolio 1	\$10,000,000	\$21,198,922 ⓘ	7.07% ⓘ	8.15%	8.27%	9.33%	21.78%	-16.92%	-20.64% ⓘ (-21.23%) ⓘ
Portfolio 2	\$10,000,000	\$22,540,072 ⓘ	7.67% ⓘ	8.75%	8.83%	9.13%	21.28%	-13.78%	-18.38% ⓘ (-18.99%) ⓘ
Portfolio 3	\$10,000,000	\$24,311,906 ⓘ	8.41% ⓘ	9.50%	9.57%	9.09%	22.65%	-10.97%	-16.25% ⓘ (-16.87%) ⓘ
Vanguard Balanced Index Inv	\$10,000,000	\$20,827,762 ⓘ	6.90% ⓘ	7.97%	8.09%	9.37%	21.67%	-16.97%	-20.85% ⓘ (-21.44%) ⓘ

* The number in parentheses shows the calculated value taking into account the percentage based periodic withdrawals.

Drawdowns



Volatility & Draw Down Risk (Continue)

- Investment Return Variance & Draw Down Risk**

Hypothetical Example Continues (Past performance in not indicative of future results) - From March 2006 through October 2023

Risk and Return Metrics		
Metric	Edgewood Growth Instl	SPDR Portfolio S&P 500 Growth ETF
Arithmetic Mean (monthly)	0.97%	0.94%
Arithmetic Mean (annualized)	12.26%	11.88%

Fund Information		
Name	Edgewood Growth Instl (EGFIX)	SPDR Portfolio S&P 500 Growth ETF (SPYG)
Asset Class	U.S. Equity	U.S. Equity
Category	Large Growth	Large Growth
Fund Benchmark	S&P 500 Growth TR USD (100.00%)	S&P 500 Growth TR USD (100.00%)
Price/Earnings (TTM)	46.32	23.91
Price/Book (TTM)	10.18	6.38
Yield (SEC)	-0.23%	1.24%
Assets	15.77 B	18.49 B
Equity Holdings	21	238
Bond Holdings	0	0
Total Holdings	22	240
Turnover	32%	33%
Expense Ratio	1.00%	0.04%
Inception Date	02/28/2006	09/25/2000

Volatility & Draw Down Risk (Continue)

- Investment Return Variance & Draw Down Risk**

Hypothetical Example Continues (Past performance in not indicative of future results) – From March 2006 through October 2023

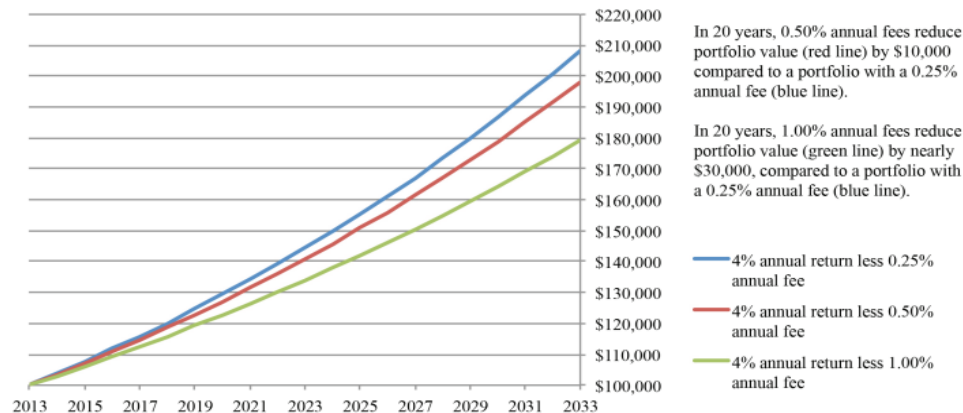
Risk and Return Metrics							
Metric	Edgewood Growth Instl			SPDR Portfolio S&P 500 Growth ETF			
Arithmetic Mean (monthly)	0.97%			0.94%			
Arithmetic Mean (annualized)	12.26%			11.88%			

Performance Summary							
Portfolio	Initial Balance	Final Balance	CAGR	Stdev	Best Year	Worst Year	Max. Drawdown
Edgewood Growth Instl	\$10,000	\$57,490 ⓘ	10.41% ⓘ	18.23%	42.21%	-40.36%	-47.41% ⓘ
SPDR Portfolio S&P 500 Growth ETF	\$10,000	\$57,488 ⓘ	10.41% ⓘ	16.30%	37.00%	-37.42%	-47.29% ⓘ



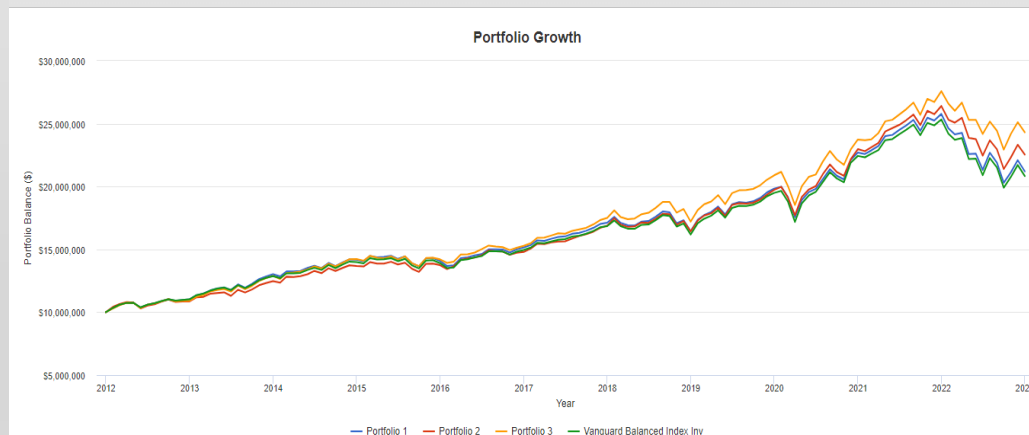
Investment Costs

Portfolio Value From Investing \$100,000 Over 20 Years



Source: https://www.sec.gov/investor/alerts/ib_fees_expenses.pdf

Portfolio Growth



Investment Costs

- What are the family's overall investment costs?
- Are they paying too much for investment "Beta"?
- Are their private investments appropriately priced? Or are they paying too much for "Access"?
- Where do they own their investments? Are they tax efficient?

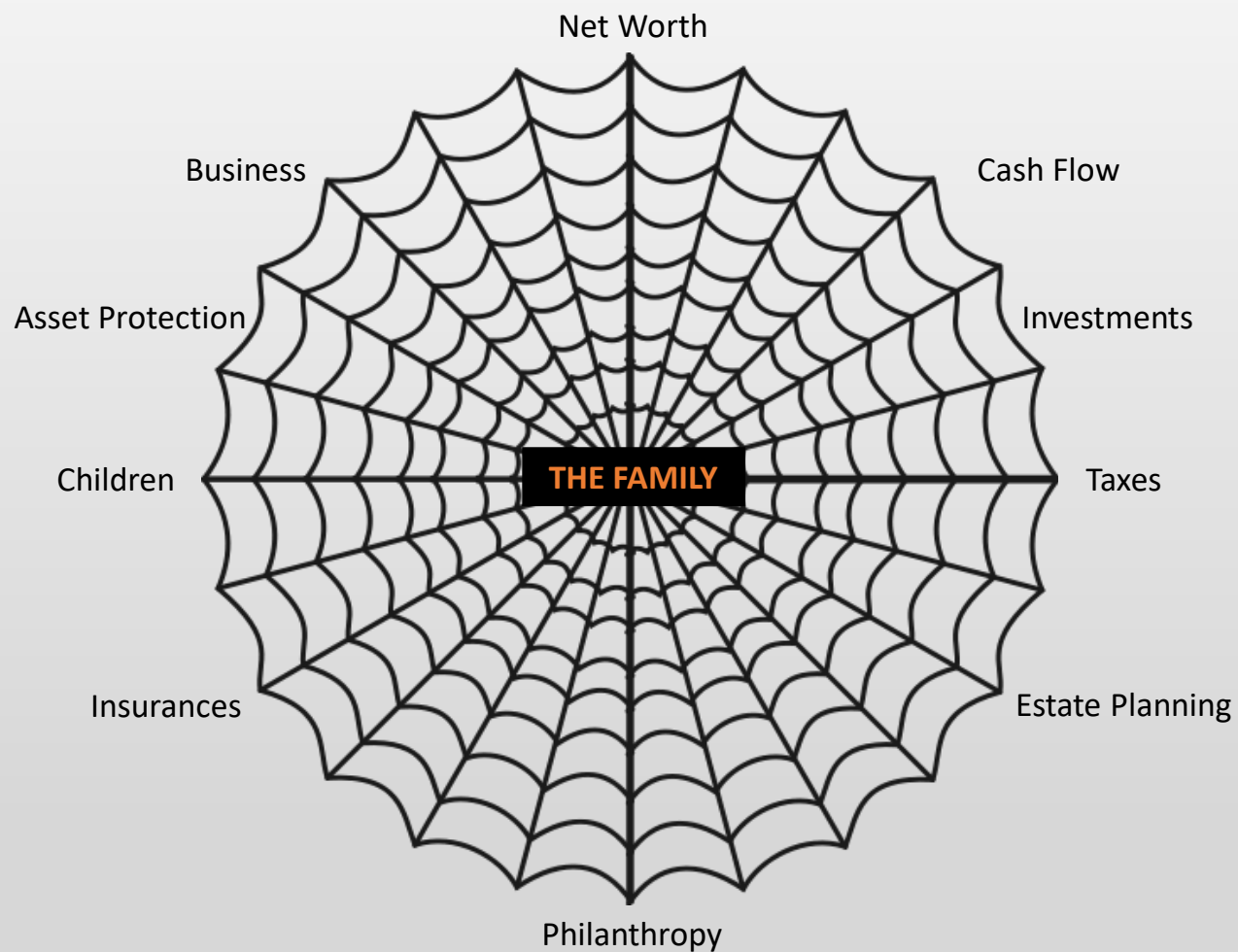


Risk & Opportunities Assessment

- We prepare through the Lense of the family's current priorities.
- Our memo addresses the risks present in the family's current wealth structure and provides current opportunities available to meet or enhance the family's current priorities.
- This the "Roadmap" to building the family's wealth structure.



What are we
look for in
our
assessment



What We Look For In Our Assessment (Part 1)

- Net Worth
 - What are the assets & who owns them? What are the liabilities? What are the terms around the liabilities (i.e., interest rate, payments, etc.)? Any contingent liabilities to consider?
 - Account types (non-qualified or qualified) – Roth accounts?
 - Where is real estate located?
 - Businesses owned and percentage owned? How are they valued?
 - List of all toys, collectibles and other non-financial assets?
- Current Cash Flow
 - How much does the family need each year to maintain lifestyle? Where is it coming from? Is it consistent or lumpy?
 - What is the percentage of cash flow that is taxable and non-taxable?



What We Look For In Our Assessment (Part 2)

- Insurances
 - Property and Casualty
 - Are all risks covered? Who is listed as the insured? Are all property owners listed? (For example, if a revocable trust owns the residence)
 - Is the property's value adequately insured for full replacement cost
 - Are the autos, toys covered for their agreed value? IS OME (original manufacturer equipment) standard replacement?
 - Any excess liability coverage? Does it include underinsured/uninsured motorist? Does it extend across all assets?
 - Cyber risks? Collectibles coverage? Wind/Storm Damage?
 - Deductibles?
 - Life Insurance – Review all current policies and answer the following questions
 - Owner & Insured? Are the insured still in the same or better health?
 - Insurance's Original purpose?
 - Is family still paying premiums? For how long?
 - What are the guarantees in the policies? (Get in force illustrations)
 - What is the rate of return on death benefit to life expectancy and 5 & 10 years beyond.
 - Term policies – What is the remaining length, what is the conversion feature?



What We Look For In Our Assessment (Part 3)

- Insurances (Continue)
 - Disability Insurance
 - What is the annual premium?
 - What is the monthly benefit? What is definition of disability? Own Occupation?
 - Is this even needed?
- Estate Plan – Review all estate documents and answer the following questions
 - What is their current exposure to Federal estate tax?
 - When were they executed and who serves in the fiduciary capacity?
 - What happens in the documents? Is this still the client's wish?
 - What trusts do they have in place and what are the terms and who are the trustees?
 - Do their current trusts meet their current and future needs?
 - Are there other estate planning techniques they should be considering given their priorities?



What We Look For In Our Assessment (Part 4)

- Investments – Review their current investment holdings, allocation and location
 - Understanding their overall allocation, investment vehicles being used and the overall investment costs?
 - Where are the assets held (IRAs, Charitable Trusts or Foundations, Taxable Accounts, Their Children's name)
 - What is the estimated after-tax return experienced?
 - What return is needed, post tax, inflation and lifestyle spending to grow assets?
 - How is each investment holder allocated relating to the objective and tax nature? For example, a non-grantor trust vs a charitable lead trust.
- Income & Estate Taxes
 - Current tax bracket – ordinary income and capital gains? Will they remain in the same bracket for foreseeable future?
 - Capital loss or passive loss carryforward? Any charitable carry forwards? Are they getting the full impact of their charitable giving?
 - Are their parents and children in lower tax brackets? Are they be utilized for tax savings?
 - How much lifetime exemption have they used? How much GST have they used?
 - Are they taking advantage of qualified plans?



What We Look For In Our Assessment (Part 5)

- Asset Protection
 - How do they own title to assets?
 - What risks are they facing?
 - Is there a prenuptial or post nuptial agreement? Should they or their children have one?
 - What state does the family domicile?
 - Do they operate domestically, internationally or both?
 - How concerned are they with asset protection? How concerned should they be?
 - Are there ways to better protect their business and other assets?
 - What are the most litigious assets the client owns? Can they be isolated or insured to pass risk?



What We Look For In Our Assessment (Part 6)

- Children
 - Understand their current finances
 - Do they have estate documents?
 - What is their tax bracket?
 - Married? Prenuptials?
- Philanthropy
 - Do they have a foundation or donor fund?
 - How do they give?
 - Are they planning any large gifts? Do they want to leave money upon their deaths?
- Business
 - What is the current financial health?
 - Do they have adequate agreements in place? Are their entity documents up to date?
 - Is there a succession plan in place, if owner dies or becomes disability?



Design Deliverables

- Deliverables
 - Family Tree
 - Current Net Worth Statement
 - Estate Tax Exposure
 - Income Tax Exposure
 - Summary of All Insurances
 - Flowchart of all entities
 - Summary of current estate plan, estate documents and fiduciaries
 - Asset allocation and location
- Risk & Opportunities Memo (Road Map)
- Strategy meeting to review and determine what recommendations will be implemented and when.
- Next Step is we begin to Build Our Recommended Wealth Structure based on the developed Road Map.



Assembling the Client's Team

- Family Wealth Advisor (the “Chief of Staff”)
- Attorneys – Not only estate but for other legal issues a family may have
- Accountant
- Insurance Brokers
- Investment Managers
- Other Advisors
- Concierge Services – Planes, Trains & Automobiles



Building Strategies & Structures

- Based on the Road Map & the Family's Priorities
- Address risks a family faces & the opportunities to enhance their priorities.
- Evaluate enhanced opportunities in the following areas:
 - Family Communication and Priorities
 - Assets & Liabilities
 - Investments
 - Estate Plan
 - Asset Custody
 - Consolidation of assets for simplification
 - Adequate Cash Reserves & Placement
 - Risk Management & Asset Protection



Reporting & Monitoring

- How do we collect & share Family Data
- Design the Reporting Structure
 - Family Priorities & Accomplishments
 - Family Snapshot – What is important to family
 - Net Worth
 - Estate Planning & Business Entities
 - Accounting & Cash Flow
 - Taxes
 - Investment Reporting on Liquid & Illiquid Investments
 - Reporting across generations



Goal of Designing A Family Wealth Structure

- **Coordinate** – Every aspect of the family's financial life with team members.
- **Consolidate** – Minimum number of entities, accounts and paperwork necessary to meet the client's priorities and protect their wealth
- **Comprehensive** – We work on all aspects of their finances
- **Simplify** – To reduce the burden placed on the family in managing their finances so they can focus on what is truly important to them
- **Accountability** – Provide accountability amongst the team to provide the best advice to the family



Goal of Designing A Family Wealth Structure

- While most families do not grow their wealth or even maintain it over the generations, they just watch it disappear before their eyes.
- To grow wealth, it takes patience, sacrifice, time, hard slogging and paying attention to the minutest details.
- We believe a coordinate approach to managing a family's complex wealth and paying attention to the small stuff gives them the best opportunity to grow their wealth.



FLORIDA BAR COURSE NUMBER: 2312050N

PART 3: MANAGING A FAMILY'S COMPLEX WEALTH STRUCTURE

Saturday, December 16, 2023

From 11:00 AM to 12:00 PM EST

(60 minutes)



Chris Roe, CPA, PFS
croe@rxwealthadvisors.com

Presented By:



Alan Gassman, JD, LL.M. (Taxation), AEP®
(Distinguished)
agassman@gassmanpa.com



INTRODUCTION

- EstateView is designed to be an educational tool to assist new and accomplished professionals in understanding and designing techniques.
- It is also designed to provide all important calculations and illustrations that a planner may want to use to determine how to best plan an estate, and how to educate and illustrate clients and others.



 Hello, EstateView User



Comprehensive Plans

Calculators

My Account

Single Client

QPRT

CLAT

Help

Married Clients

GRAT

CRAT

Logout

Sample Plan

SCIN/Conventional

CRUT

NEST Retirement
Calculator

Private Annuity

Life Estate /
Remainder Interest

Life Insurance Estimator

Large Gift

Amortization

§ 7520 & AFR Table

Installment Sale with
Income Tax Analysis







Life Expectancy



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Part 4: Wealth Planning Strategies With Math and
Beyond | Saturday | 2.2.24

News Feeds					
<div>Google News - U.S. </div> <div>Google News - U.S.</div> <div> US accuses Indian official in foiled plot to kill Sikh separatist in NYC - Financial Times 11/29/2023 11:11 AM </div> <div> 1. US accuses Indian official in foiled plot to kill Sikh separatist in NYC Financial Times 2. U.S. intelligence officials push India to prosecute those behind Sikh assassination plot in U.S. The Washington Post 3. Denials of Sikh separatist plots sound hollow Bangkok Post 4. Unmasking Gurpatwant Singh Pannun: Timing, threats and interplay of global influences Firstpost </div>	<div>Google News - World </div> <div>Google News - World</div> <div> One dead as US Osprey aircraft carrying 6 crashes off southern Japan - The Associated Press 11/29/2023 11:08 AM </div> <div> 1. One dead as US Osprey aircraft carrying 6 crashes off southern Japan The Associated Press 2. U.S. military Osprey crash kills at least 1 off Japanese coast, Japan Coast Guard says CBS News 3. US military aircraft carrying 6 crashes off coast of Japan, 1 dead: report Fox News 4. At least one dead as US Osprey aircraft crashes off coast of Japan CNN 5. US military Osprey </div>	<div>Google News - Business </div> <div>Google News - Business</div> <div> Stock market news today: US stocks climb amid revived hopes for Fed rate cut - Yahoo Finance 11/29/2023 11:09 AM </div> <div> 1. Stock market news today: US stocks climb amid revived hopes for Fed rate cut Yahoo Finance 2. Wall St gains on rate cut prospects, soft landing hopes Reuters 3. Stock market news today: Stocks close higher while yields fall Yahoo Finance 4. Why Are Stocks Up Today? InvestorPlace 5. Stock futures rise Wednesday as November rally </div>	<div>BBC News - Business (U.S.) </div> <div>BBC News - Business (U.S.)</div> <div> Feminist site Jezebel to be revived after sale 11/29/2023 10:02 AM </div> <div> Paste Magazine, a music publication, said it planned to relaunch this week. </div> <div> Amazon latest tech giant to announce AI chatbot 11/29/2023 5:51 AM </div> <div> The bot, called Q, can help firms answer customer queries, analyse data and help with coding. </div> <div> Tributes pour in for investment guru Charlie Munger 11/28/2023 11:42 PM </div> <div> Business chiefs pay tribute to finance guru who helped Warren Buffett build Berkshire Hathaway. </div>	<div>Yahoo! - Finance </div> <div>Yahoo! - Finance</div> <div> Alibaba Stock Drops. A Rival's Success Might Act as a Call for Action. 11/29/2023 10:35 AM </div> <div> No summary available </div> <div> Stocks to Watch Wednesday: GameStop, GM, Okta 11/29/2023 10:16 AM </div> <div> No summary available </div> <div> GM Shares Surge After Reinstating 2023 Guidance and Announcing \$10B Buyback 11/29/2023 10:12 AM </div> <div> No summary available </div> <div> Okta Earnings Top Estimates; Early Fiscal 2025 Outlook Mixed 11/29/2023 9:55 AM </div> <div> No summary available </div>	<div>Forbes - Money </div> <div>Forbes - Money</div> <div> How Ace Hardware Is Hammering Its Big-Box Rivals Author(s): Greg Petro, Contributor 11/29/2023 10:10 AM </div> <div> The pandemic-driven boom in home repair, rehab, and do-it-yourself projects is over, leaving Home Depot and Lowe's in the dust. </div> <div> Options To Improve Child Tax Credit For Low-Income Families: An Update Author(s): Elaine Maag, Contributor 11/29/2023 9:37 AM </div> <div> At year-end, families are waiting to see if Congress will expand the Child Tax Credit (CTC). Several modest options can help low-income families. </div>

[Timeless Investment Mantras for Enduring Success in the Markets](#)
[\[Investing.com\] Mutual Fund Distributions Could Trigger Correction but Year-End Rally Still Likely](#)

Private Annuity Details Alter Detail Columns Below

Private Annuity 1

Export to Excel

Show Every 1 Year(s):

- 1 + 

Year	Year #	Grantor Age	2nd Life Age	Probability Of Death	Beginning Value	Growth	Addl Income	Annuity Amount	End Value	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income	Estate Tax Savings From Burn	Total Estate Tax Savings
2024	1	71	0	2.09%	\$8,000,000.00	\$600,000.00	\$0.00	\$847,592.31	\$7,752,407.69	\$3,100,963.08	(\$58,283.91)	\$23,313.56	\$3,124,276.64
2025	2	72	0	2.24%	\$7,752,407.69	\$581,430.58	\$0.00	\$847,592.31	\$7,486,245.96	\$2,994,498.38	(\$56,383.02)	\$47,615.29	\$3,042,113.67
2026	3	73	0	2.40%	\$7,486,245.96	\$561,468.45	\$0.00	\$847,592.31	\$7,200,122.09	\$2,880,048.84	(\$54,339.56)	\$72,922.26	\$2,952,971.10
2027	4	74	0	2.57%	\$7,200,122.09	\$540,009.16	\$0.00	\$847,592.31	\$6,892,538.94	\$2,757,015.58	(\$52,142.85)	\$99,248.57	\$2,856,264.14
2028	5	75	0	2.73%	\$6,892,538.94	\$516,940.42	\$0.00	\$847,592.31	\$6,561,887.05	\$2,624,754.82	(\$49,781.38)	\$126,604.76	\$2,751,359.58
2029	6	76	0	2.91%	\$6,561,887.05	\$492,141.53	\$0.00	\$847,592.31	\$6,206,436.27	\$2,482,574.51	(\$47,242.80)	\$154,997.24	\$2,637,571.74
2030	7	77	0	3.09%	\$6,206,436.27	\$465,482.72	\$0.00	\$847,592.31	\$5,824,326.68	\$2,329,730.67	(\$44,513.82)	\$184,427.56	\$2,514,158.23
2031	8	78	0	3.30%	\$5,824,326.68	\$436,824.50	\$0.00	\$847,592.31	\$5,413,558.87	\$2,165,423.55	(\$41,580.18)	\$214,891.69	\$2,380,315.24
2032	9	79	0	3.48%	\$5,413,558.87	\$406,016.92	\$0.00	\$847,592.31	\$4,971,983.48	\$1,988,793.39	(\$38,426.51)	\$246,379.17	\$2,235,172.57
2033	10	80	0	3.68%	\$4,971,983.48	\$372,898.76	\$0.00	\$847,592.31	\$4,497,289.93	\$1,798,915.97	(\$35,036.31)	\$278,872.14	\$2,077,788.11
2034	11	81	0	3.86%	\$4,497,289.93	\$337,296.74	\$0.00	\$847,592.31	\$3,986,994.36	\$1,594,797.74	(\$31,391.85)	\$312,344.29	\$1,907,142.03
2035	12	82	0	4.03%	\$3,986,994.36	\$299,024.58	\$0.00	\$847,592.31	\$3,438,426.63	\$1,375,370.65	(\$27,474.06)	\$346,759.73	\$1,722,130.38
2036	13	83	0	4.17%	\$3,438,426.63	\$257,882.00	\$0.00	\$847,592.31	\$2,848,716.32	\$1,139,486.53	(\$23,262.43)	\$382,071.68	\$1,521,558.21
2037	14	84	0	4.37%	\$2,848,716.32	\$213,653.72	\$0.00	\$847,592.31	\$2,214,777.73	\$885,911.09	(\$18,734.93)	\$418,221.03	\$1,304,132.12



Summaries & Details

Timelines & Charts

Trust Logistics

Large Gift Summaries

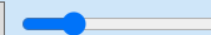
[Alter Summary Columns](#)

Gift #	Life Expectancy	Age of Death	Years Illustrated	Investments Growth Rate (After Tax)	DSUE	Prior Gifts	Year One Gift	Gift Discount Rate	Grantor Status Toggle Year	Taxable Estate	Exemption Total	Estate Tax Liability	Trust Value	Amount to Beneficiaries	Estate Tax Savings
1	15.4	85	15	5.50%	\$0	\$0	\$1,000,000	0.00%	Never	\$48,371,302	\$10,780,000	\$15,036,521	\$2,958,877	\$36,293,659	\$783,551
2	15.4	85	15	5.50%	\$0	\$0	\$7,000,000	0.00%	Never	\$30,618,038	\$5,320,000	\$10,119,215	\$20,712,141	\$41,210,964	\$5,700,857
3	15.4	85	15	5.50%	\$0	\$0	\$8,000,000	0.00%	Never	\$27,659,161	\$5,320,000	\$8,935,664	\$23,671,019	\$42,394,515	\$6,884,408
4	15.4	85	15	5.50%	\$0	\$0	\$12,000,000	0.00%	Never	\$15,823,651	\$5,320,000	\$4,201,461	\$35,506,528	\$47,128,719	\$11,618,611

Fit All

100%

-



+

100%

Fit Width

Large Gift Details

[Alter Detail Columns Below](#)

Gift 1

Gift 2

Gift 3

Gift 4

[Export to Excel](#)

Show Every 1 Year(s):

-

1

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Year #	Grantor Age	Prob Survival Through Year	Year One Gift	Growth (After Taxes)	Income Tax (Burn) on Trust Income	Annual Savings / (Spending)	End of Year Investments Value	DSUE	Core Exemption	Temp Exemption	Total Exemption	Estate Tax Liability	Beginning Trust Value	Trust Growth	Income Tax on Trust Income	End Trust Value	Estate Tax Savings
0	70	100.00%	\$0	\$0	\$0	\$0	\$25,000,000	\$0	\$6,460,000	\$6,460,000	\$12,920,000	\$4,832,000	\$0	\$0	\$0	\$0	\$0
0	70	100.00%	\$12,000,000	\$0	\$0	\$0	\$13,000,000	\$0	\$0	\$920,000	\$920,000	\$4,832,000	\$0	\$0	\$0	\$12,000,000	\$0



Large Gift Details

Alter Detail Columns Below

Gift 1

Gift 2

Gift 3

Gift 4

Export to Excel

Show Every 1 Year(s):

-

1

+

Year #	Grantor Age	Prob Survival Through Year	Year One Gift	Growth (After Taxes)	Income Tax (Burn) on Trust Income	Annual Savings / (Spending)	End of Year Investments Value	DSUE	Core Exemption	Temp Exemption	Total Exemption	Estate Tax Liability	Beginning Trust Value	Trust Growth	Income Tax on Trust Income	End Trust Value	Estate Tax Savings
0	70	100.00%	\$0	\$0	\$0	\$0	\$25,000,000	\$0	\$6,460,000	\$6,460,000	\$12,920,000	\$4,832,000	\$0	\$0	\$0	\$0	\$0
0	70	100.00%	\$12,000,000	\$0	\$0	\$0	\$13,000,000	\$0	\$0	\$920,000	\$920,000	\$4,832,000	\$0	\$0	\$0	\$12,000,000	\$0
1	71	95.95%	\$0	\$715,000	(\$240,000)	(\$200,000)	\$13,275,000	\$0	\$340,000	\$1,260,000	\$1,600,000	\$4,670,000	\$12,000,000	\$900,000	\$0	\$12,900,000	\$360,000
2	72	93.70%	\$0	\$730,125	(\$258,000)	(\$200,000)	\$13,547,125	\$0	\$610,000	\$1,530,000	\$2,140,000	\$4,562,850	\$12,900,000	\$967,500	\$0	\$13,867,500	\$747,000
3	73	91.30%	\$0	\$745,092	(\$277,350)	(\$200,000)	\$13,814,867	\$0	\$900,000	\$0	\$900,000	\$5,165,947	\$13,867,500	\$1,040,063	\$0	\$14,907,563	\$3,379,025
4	74	88.73%	\$0	\$759,818	(\$298,151)	(\$200,000)	\$14,076,533	\$0	\$1,190,000	\$0	\$1,190,000	\$5,154,613	\$14,907,563	\$1,118,067	\$0	\$16,025,630	\$3,826,252
5	75	86.00%	\$0	\$774,209	(\$320,513)	(\$200,000)	\$14,330,230	\$0	\$1,500,000	\$0	\$1,500,000	\$5,132,092	\$16,025,630	\$1,201,922	\$0	\$17,227,552	\$4,307,021
6	76	83.09%	\$0	\$788,163	(\$344,551)	(\$200,000)	\$14,573,842	\$0	\$1,810,000	\$0	\$1,810,000	\$5,105,537	\$17,227,552	\$1,292,066	\$0	\$18,519,618	\$4,823,847
7	77	80.00%	\$0	\$801,561	(\$370,392)	(\$200,000)	\$14,805,011	\$0	\$2,150,000	\$0	\$2,150,000	\$5,062,004	\$18,519,618	\$1,388,971	\$0	\$19,908,590	\$5,379,436
8	78	76.70%	\$0	\$814,276	(\$398,172)	(\$200,000)	\$15,021,114	\$0	\$2,490,000	\$0	\$2,490,000	\$5,012,446	\$19,908,590	\$1,493,144	\$0	\$21,401,734	\$5,976,694
9	79	73.22%	\$0	\$826,161	(\$428,035)	(\$200,000)	\$15,219,241	\$0	\$2,850,000	\$0	\$2,850,000	\$4,947,696	\$21,401,734	\$1,605,130	\$0	\$23,006,864	\$6,618,746
10	80	69.54%	\$0	\$837,058	(\$460,137)	(\$200,000)	\$15,396,162	\$0	\$3,220,000	\$0	\$3,220,000	\$4,870,465	\$23,006,864	\$1,725,515	\$0	\$24,732,379	\$7,308,951
11	81	65.68%	\$0	\$846,789	(\$494,648)	(\$200,000)	\$15,548,303	\$0	\$3,610,000	\$0	\$3,610,000	\$4,775,321	\$24,732,379	\$1,854,928	\$0	\$26,587,307	\$8,050,923
12	82	61.65%	\$0	\$855,157	(\$531,746)	(\$200,000)	\$15,671,714	\$0	\$4,010,000	\$0	\$4,010,000	\$4,664,686	\$26,587,307	\$1,994,048	\$0	\$28,581,355	\$8,848,542
13	83	57.48%	\$0	\$861,944	(\$571,627)	(\$200,000)	\$15,762,031	\$0	\$4,430,000	\$0	\$4,430,000	\$4,532,812	\$28,581,355	\$2,143,602	\$0	\$30,724,957	\$9,705,983
14	84	53.11%	\$0	\$866,912	(\$614,499)	(\$200,000)	\$15,814,444	\$0	\$4,870,000	\$0	\$4,870,000	\$4,377,777	\$30,724,957	\$2,304,372	\$0	\$33,029,329	\$10,627,731
15	85	48.61%	\$0	\$869,794	(\$660,587)	(\$200,000)	\$15,823,651	\$0	\$5,320,000	\$0	\$5,320,000	\$4,201,461	\$33,029,329	\$2,477,200	\$0	\$35,506,528	\$11,618,611



INTRODUCTION

- University course curriculum – being used in one or more LL.M. programs as part of their curriculum, with free student use during the LL.M. program and for one year thereafter. Designed to be a great team training tool!



IMPORTANT FEATURES

- 1) Easy dial-up and down controls/dashboards.



IMPORTANT FEATURES

2) Easy "side by side" comparisons of outcomes by variable.



IMPORTANT FEATURES

3) Provides instructional videos prepared by experienced estate tax lawyers and other professionals. Will qualify for CPA credit at CPAAcademy.org.

COMMENTS:

- These will be provided by January 8, 2024. Working on national legal CLE credit for videos.



IMPORTANT FEATURES

- 4) Usable by PCs, Apple computers, iPads, and some smart phones.



IMPORTANT FEATURES

5) Shows the impact of the "burn" - Grantor pays tax on Trust income until toggled off.



Year #	Grantor Age	Prob Survival Through Year	Year One Gift	Growth (After Taxes)	Income Tax (Burn) on Trust Income	Annual Savings / (Spending)	End of Year Investments Value	Beginning Trust Value	Trust Growth	Income Tax on Trust Income	End Trust Value
0	70	100.00%	\$0	\$0	\$0	\$0	\$20,000,000	\$0	\$0	\$0	\$0
0	70	100.00%	\$10,000,000	\$0	\$0	\$0	\$10,000,000	\$0	\$0	\$0	\$10,000,000
1	71	95.95%	\$0	\$350,000	(\$150,000)	(\$500,000)	\$9,700,000	\$10,000,000	\$500,000	\$0	\$10,500,000
2	72	93.70%	\$0	\$339,500	(\$157,500)	(\$500,000)	\$9,382,000	\$10,500,000	\$525,000	\$0	\$11,025,000
3	73	91.30%	\$0	\$328,370	(\$165,375)	(\$500,000)	\$9,044,995	\$11,025,000	\$551,250	\$0	\$11,576,250
4	74	88.73%	\$0	\$316,575	(\$173,644)	(\$500,000)	\$8,687,926	\$11,576,250	\$578,813	\$0	\$12,155,063
5	75	86.00%	\$0	\$304,077	(\$182,326)	(\$500,000)	\$8,309,678	\$12,155,063	\$607,753	\$0	\$12,762,816
6	76	83.09%	\$0	\$290,839	(\$191,442)	(\$500,000)	\$7,909,074	\$12,762,816	\$638,141	\$0	\$13,400,956
7	77	80.00%	\$0	\$276,818	(\$201,014)	(\$500,000)	\$7,484,877	\$13,400,956	\$670,048	\$0	\$14,071,004
8	78	76.70%	\$0	\$261,971	(\$211,065)	(\$500,000)	\$7,035,783	\$14,071,004	\$703,550	\$0	\$14,774,554
9	79	73.22%	\$0	\$246,252	(\$221,618)	(\$500,000)	\$6,560,417	\$14,774,554	\$738,728	\$0	\$15,513,282
10	80	69.54%	\$0	\$229,615	(\$232,699)	(\$500,000)	\$6,057,332	\$15,513,282	\$775,664	\$0	\$16,288,946
11	81	65.68%	\$0	\$212,007	(\$244,334)	(\$500,000)	\$5,525,005	\$16,288,946	\$814,447	\$0	\$17,103,394
12	82	61.65%	\$0	\$193,375	(\$256,551)	(\$500,000)	\$4,961,829	\$17,103,394	\$855,170	\$0	\$17,958,563
13	83	57.48%	\$0	\$173,664	(\$269,378)	(\$500,000)	\$4,366,115	\$17,958,563	\$897,928	\$0	\$18,856,491
14	84	53.11%	\$0	\$152,814	(\$282,847)	(\$500,000)	\$3,736,081	\$18,856,491	\$942,825	\$0	\$19,799,316
15	85	48.61%	\$0	\$130,763	(\$296,990)	(\$500,000)	\$3,069,854	\$19,799,316	\$989,966	\$0	\$20,789,282
16	86	44.02%	\$0	\$107,445	(\$311,839)	(\$500,000)	\$2,365,460	\$20,789,282	\$1,039,464	\$0	\$21,828,746
17	87	39.38%	\$0	\$82,791	(\$327,431)	(\$500,000)	\$1,620,820	\$21,828,746	\$1,091,437	\$0	\$22,920,183
18	88	34.77%	\$0	\$56,729	(\$343,803)	(\$500,000)	\$833,746	\$22,920,183	\$1,146,009	\$0	\$24,066,192
19	89	30.26%	\$0	\$29,181	(\$360,993)	(\$500,000)	\$1,934	\$24,066,192	\$1,203,310	\$0	\$25,269,502
20	90	25.91%	\$0	\$68	(\$379,043)	(\$500,000)	(\$877,041)	\$25,269,502	\$1,263,475	\$0	\$26,532,977
21	91	21.80%	\$0	(\$30,696)	(\$397,995)	(\$500,000)	(\$1,805,732)	\$26,532,977	\$1,326,649	\$0	\$27,859,626
22	92	18.00%	\$0	(\$63,201)	(\$417,894)	(\$500,000)	(\$2,786,827)	\$27,859,626	\$1,392,981	\$0	\$29,252,607
23	93	14.56%	\$0	(\$97,539)	(\$438,789)	(\$500,000)	(\$3,823,155)	\$29,252,607	\$1,462,630	\$0	\$30,715,238
24	94	11.51%	\$0	(\$133,810)	(\$460,729)	(\$500,000)	(\$4,917,694)	\$30,715,238	\$1,535,762	\$0	\$32,250,999
25	95	8.89%	\$0	(\$172,119)	(\$483,765)	(\$500,000)	(\$6,073,578)	\$32,250,999	\$1,612,550	\$0	\$33,863,549



IMPORTANT FEATURES

6) Calculates SCIN premiums for balloon payments beyond Table 2010 life expectancy.



IMPORTANT FEATURES

7) Calculates Charitable Remainder Trust 5% and 10% tests using pro-rated first-year payments as required under Treasury Regulation.

COMMENTS:

- By December 31, 2024.



IMPORTANT FEATURES

- 8) Shows discounted present values for CLAT remainder and charitable interests.



IMPORTANT FEATURES

- 9) Shows impact of rent payments after QPRT term, or impact of QPRT SLAT with surviving spouse paying no rent.

COMMENTS:

- In comprehensive planning module.



IMPORTANT FEATURES

10) Generates customizable and exportable spreadsheets for each chosen technique application that automatically transfers to a PowerPoint.

COMMENTS:

- Separate PowerPoint per spreadsheet will be operational by December 12.



IMPORTANT FEATURES

11) Provides client-specific PowerPoint illustrations, general explanations, checklists by technique and sample language.



IMPORTANT FEATURES

12) Will generate a client-specific net worth and savings spreadsheet that can be used by financial planners to illustrate possible retirement scenarios and amounts of life insurance needed when primary earner dies prematurely.

COMMENTS:

- The exportable spreadsheet can be sent to the client's financial planner to request input and guidance, with a separate column for each major item of income and expenditure by December 10, 2023.



IMPORTANT FEATURES

13) Provides typical life insurance rates by age and sex for standard and preferred non-smokers - 10, 20 and 30 yr. term and lifetime universal.

COMMENTS:

- Will include 10-Year Term and Guaranteed Universal Life (GUL) by December 31, 2023.



IMPORTANT FEATURES

14) Life insurance planning includes1 ability to enter details of each policy now existing and as will exist in the future, with and without ILITs, can calculate and summarize results for an infinite number of policies. Recognizes the 3-year rule.

COMMENTS:

- Will recognize 3-year rule by December 10, 2023.



IMPORTANT FEATURES

15) Large gift module has columns for DSUE, temporary exemption, and permanent exemption to demonstrate savings from gifting more than DSUE and permanent exemption before 2026 – also permits gift splitting and shows “the burn.”



IMPORTANT FEATURES

16) Will include the following videos for each calculator:

- a) A client-friendly explanation.
- b) How to use the software for the calculator.
- c) A technical tax discussion with illustrations.



IMPORTANT FEATURES

17) Maintained by Alan Gassman under the direction of Jerry Hesch and others.



IMPORTANT FEATURES

18) Shows simultaneous use (with the results provided by each use) of a combination of up to 9 techniques in the following order from the following strategies:

- a) Bypass/Credit Shelter Trust.
- b) Use or loss of DSUE.
- c) Exemption going to half in 2026 or not.



IMPORTANT FEATURES

- d) Annual gifting to Crummey Trust and/or descendants.
- e) Above annual gifting of discounted assets.
- f) One or two QPRT's - SLAT QTIP.
- g) Life insurance before and after planning for each spouse and second to die.
- h) Installment Sale and/or large gift to Grantor Trust, including for “exploding value assets.”
- i) Testamentary charitable or CLAT disposition.
- j) Comprehensive modules also prepare a detailed letter to the client.



IMPORTANT FEATURES

- 19) Email illustrations and calculator with a link and security password to clients and colleagues to enable them to change variables and use software for up to 14 days by simple e-mail of link.

COMMENTS:

- Many clients like to receive a customized video of their planner using and explaining their situation on the software – with the opportunity to use it themselves by December 10, 2023.



IMPORTANT FEATURES

- 20) Clearly informs the user of when to use the closest calendar age versus the last birthday for each technique.



IMPORTANT FEATURES

21) Clearly tells the user whether they can use the present 7520 rate or the lowest of this month or the previous two months.



IMPORTANT FEATURES

22) Provides warnings when settings may violate reasonable practices such as:

- a) When the probability of exhaustion test may be violated for a private annuity arrangement.
- b) When any valuation discount exceeds 40%.
- c) When a valuation discount for an LLC used in a GRAT or CLAT with a short payout (under 10 years) exceeds a 20% discount.



IMPORTANT FEATURES

- d) When a SCIN Term Exceeds the 2010 Mortality Life Expectancy Table (which may be permissible).
- e) Whether the latest birth date age or closest to calendar year age is to be used.
- f) When a seed capital gift is less than 10% of an installment sale or SCIN sale amount.
- g) Where a SCIN interest rate exceeds or approaches a usury rate (18%).



IMPORTANT FEATURES

h) When a QPRT term exceeds the Grantor having a 70% chance of surviving the term under Table 2010.

COMMENTS:

- Most of these are in place – will all be in place by November 10, 2023.



IMPORTANT FEATURES

- 23) The software automatically selects:
- a) The lowest available AFR for the month of a sale and the 2 preceding months.
 - b) The lowest available AFR for a non-sale loan.
 - c) The best available 7520 rate for a Charitable Remainder Trust or Charitable Lead Trust is the best of the month of funding or the preceding 2 months.



IMPORTANT FEATURES

- d) The maximum credit shelter trust that can be funded at a future date based upon the anticipated chained inflation rate and other techniques being used.
- e) The amortization calculator allows the user to solve for any of the following 4 items by providing the other 3:
 - i) Payment amount.
 - ii) Principal loaned.
 - iii) Interest rate.
 - iv) Frequency and length of term.



IMPORTANT FEATURES

- 24) Our simple "SWIFT PLAN MODE" mode defines primary terms and significant traps for the unwary on the same screen that shows the planning numbers outcomes.

COMMENTS:

- Traps for the unwary will be completed by November 7, 2023.



IMPORTANT FEATURES

25) Absolutely free until April 1, 2024.

COMMENTS:

- Traps for the unwary will be completed by November 7, 2023.



IMPORTANT FEATURES

26) Expected pricing:

- a) Professional will include most items provided by competitors, plus side by side comparisons and comprehensive modules (\$199.95 per year).
- b) Professional PRO will include PowerPoints and comprehensive letters (\$349.95 per year).
- c) Professional PRO Elite version will include all features. (\$499.95 per year)



IMPORTANT FEATURES

Those who commit to purchase before April 1, 2024 will receive guaranteed no increased pricing for 24 calendar months.

This will be for 36 calendar months for those who sign up on or before January 12, 2024.

Updates at pro-rata pricing will be available during the year.



IMPORTANT FEATURES

- 27) Select newsfeed with 30-minute updates feature.

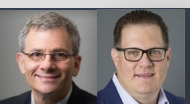


IMPORTANT FEATURES

- 28) Chat function and room moderated by a tax and estate planning lawyer, accessible only to subscribers.

COMMENTS:

- Please volunteer to be a monitor.



IMPORTANT FEATURES

- 29) Estate Plans of the Week Award - and discussion - a weekly email and video showing one or more examples of how our subscribers have used EstateView for their clients.



IMPORTANT FEATURES

- 30) Almost 24/7 customer service - Monday through Saturday - by four tax lawyers and law students at Gassman, Crotty & Denicolo, P.A. during normal business hours EST and technical assistance "almost 24/7" by our full-time programmer, and U.S. and Philippine-based lawyers and legal assistants employed by Gassman, Crotty & Denicolo, P.A.

COMMENTS:

- Competitors do offer notable service by well-qualified tax professionals.



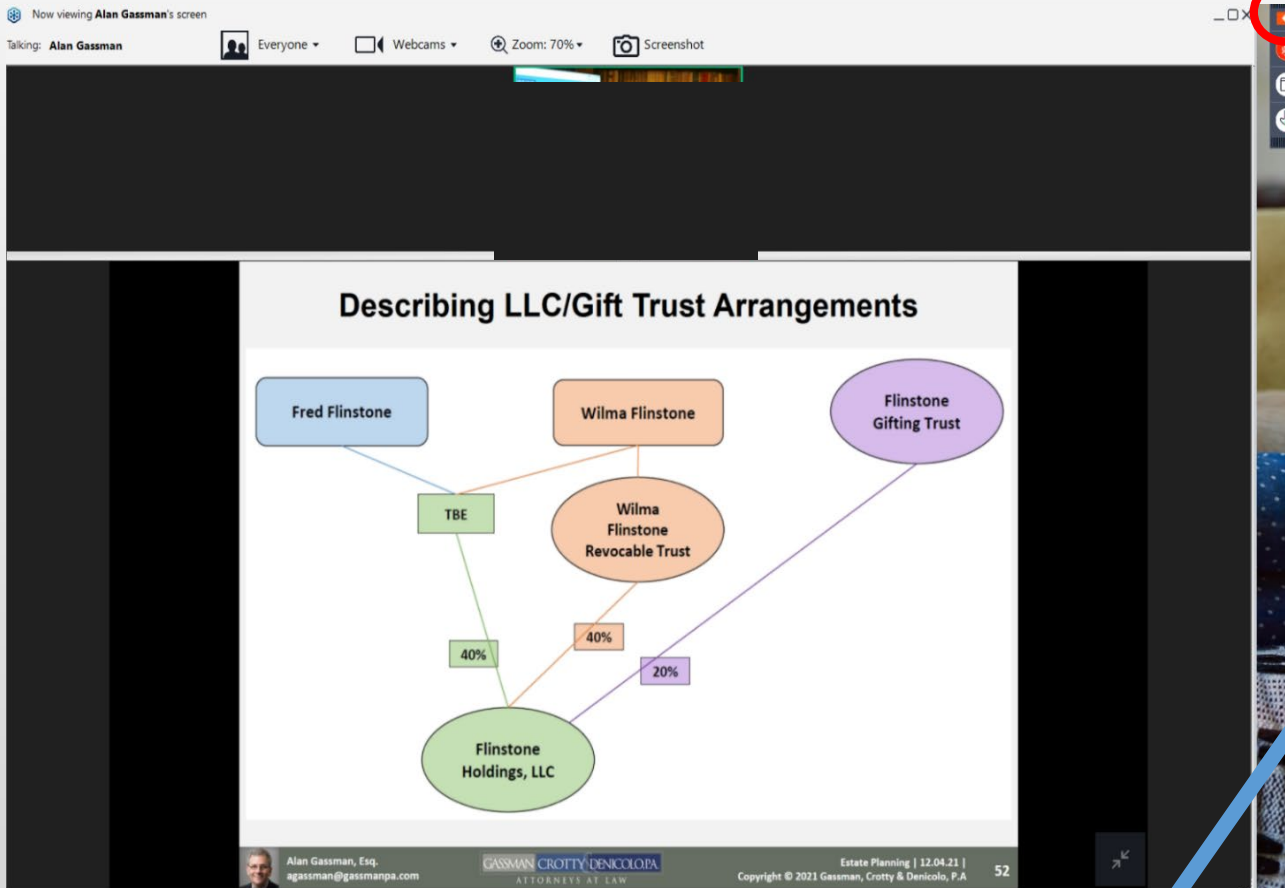
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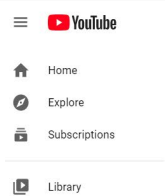
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Part 4: Wealth Planning Strategies With Math and Beyond | Saturday | 2.2.24

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ALAN GASSMAN'S FREE SATURDAY WEBINAR SERIES

Past Video Recordings Are Available In Alan Gassman's [YouTube Library](#).



Estate Tax Planning ▶ PLAY ALL

Alan S. Gassman focuses on the representation of high net worth families, physicians and business owners, and their companies in estate planning, taxation, and business and personal...

<p>Asset Protection Meets Estate Tax Planning Saturday, April 6, 2022 From 12:00 PM to 12:30 PM EDT (90 minutes) 1:38:14</p>	<p>Fiscal 2023 Revenue Proposals - How They Impact High-Earnings And Estate Tax Planning Wednesday, March 30, 2022 From 12:00 PM to 12:30 PM EDT (30 minutes) 36:54</p>	<p>Spousal Limited Access Trusts ("SLATS") From A To Z Saturday, March 26th, 2022 From 12:00 PM to 12:30 PM EDT (30 minutes) 1:39:16</p>	<p>Your Advisor's Guide to The New IRA Distribution Proposed Regulations Saturday, March 21, 2022 From 12:00 PM to 12:30 PM EDT (30 minutes) 37:54</p>	<p>WHAT ESTATE PLANNERS NEED TO KNOW ABOUT FLORIDA LAW FOR THEIR SNOWBIRD CLIENTS Saturday, March 19, 2022 From 12:00 PM to 12:30 PM EDT (30 minutes) 1:33:40</p>	<p>Planning With 199A, 678 Trusts And Complex Trusts Saturday, March 19, 2022 From 12:00 PM to 12:30 PM EDT (30 minutes) 1:04:32</p>
<p>Asset Protection Meets Estate Tax Planning Alan Gassman 185 views • 5 days ago</p>	<p>The Biden Administrations Fiscal 2023 Revenue... Alan Gassman 174 views • 8 days ago</p>	<p>Spousal Limited Access Trusts From A To Z & Estate... Alan Gassman 199 views • 12 days ago</p>	<p>Your Advisor's Guide to The New IRA Distribution... Alan Gassman 118 views • 2 weeks ago</p>	<p>What Estate Planners Need To Know About Florida Law... Alan Gassman 118 views • 2 weeks ago</p>	<p>PLANNING WITH 199A, 678 TRUSTS AND COMPLEX... Alan Gassman 177 views • 1 month ago</p>

Guest Speakers On Estate Tax Planning Topics ▶ PLAY ALL

<p>NEW S-CORPORATION REPORTING RULES: FORM 7203 - WHY ME? Wednesday, March 30, 2022 From 5:30 PM to 5:45 PM EDT (15 minutes) 42:03</p>	<p>Larry Stein: Income Tax Tips and Strategies - Form 1041... 43:02</p>	<p>Professor Jerry Hesch: Basic Charitable Lead Annuity Tru... 16:12</p>	<p>JONATHAN BLATTMACHR ON ESTATE TAX AVOIDANCE 27:12</p>	<p>Business Success And Customer Diversity Saturday, February 26th, 2022 From 12:00 PM to 12:30 PM EDT (30 minutes) 37:45</p>	<p>Looking to Trim the Tax Bill? New Old Taxpayers into Business Owners 32:40</p>
<p>NEW S-CORPORATION REPORTING RULES - FORM... Alan Gassman 163 views • 7 days ago</p>	<p>Larry Stein: Income Tax Tips and Strategies - Form 1041... Alan Gassman 470 views • 1 month ago</p>	<p>Professor Jerry Hesch: Basic Charitable Lead Annuity Tru... Alan Gassman 13 views • 3 weeks ago</p>	<p>JONATHAN BLATTMACHR ON ESTATE TAX AVOIDANCE Alan Gassman 132 views • 4 months ago</p>	<p>John Fixl: Business Success And Customer Diversity Alan Gassman 57 views • 1 month ago</p>	<p>Jonathan Gassman: Charitable Planning... Alan Gassman 71 views • 3 months ago</p>

Charitable Planning ▶ PLAY ALL

<p>Nuts, Bolts And Innovative Strategies For Charitable Planning Saturday, March 13, 2021 From 12:00 PM to 12:30 PM EDT (30 minutes) 1:13:31</p>	<p>Charitable Planning Techniques 1:13:16</p>	<p>Charitable Remainder Trust Planning By: Brandon Ketron 20:05</p>	<p>Charitable Planning for the Business Owner 1:03:29</p>	<p>SPC, Charity & Me Life Insurance Planning, Including Term Life Insurance For Charitable and Non-Charitable Purposes 1:01:35</p>	<p>SPC, Charity & Me A Survey of Charitable Gifting Vehicles 56:13</p>
<p>NUTS, BOLTS AND INNOVATIVE STRATEGIES... Alan Gassman 118 views • 3 weeks ago</p>	<p>Innovative Charitable Planning Techniques Alan Gassman 376 views • 5 months ago</p>	<p>Charitable Remainder Trust Planning By: Brandon Ketron Alan Gassman 364 views • 5 months ago</p>	<p>Charitable Planning for the Business Owner Alan Gassman 184 views • 8 months ago</p>	<p>Life Insurance Planning, Including Term Life Insuran... Alan Gassman 104 views • 9 months ago</p>	<p>A Survey of Charitable Gifting Vehicles - 04.21.2021 Alan Gassman 44 views • 9 months ago</p>

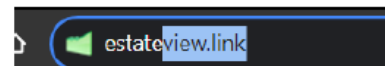
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Part 7: Wealth Planning Strategies With Math and Beyond | Saturday | 2.2.24

How to Access EstateView

1. Open your browser and type estateview.link



2. Use the following credentials to **Log In** to EstateView.
(You do not need to Create a new Account.)

In the email section, type in test@test.com.
For the password, type in the word test.

Email:

Password:

Log In

Create new account

This is a preliminary version we are still developing. Additional techniques will continue to be added. We are providing this version at no charge so that you can evaluate the program for a technique and provide comments that can improve the ability to use EstateView.

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