



The software program is online at estateview.link and you can login with a password.

Link: estateview.link

Alan: Okay, all right. Well, Joey, since you have not seen it, I will tell you that what we have done. I have always used other tools, and I have always thought they were really good as far as running numbers. For EstateView, we put on all the calculators that we use from other software tools, and then a few calculators that we thought were above and beyond what is available on those tools, and then I put some enhancements on them. Have you used these tools or what have you used historically?

Joey: I have used another software, and then I also built my own models, you know, for the growth and all that sort of stuff.

Alan: Yeah. Okay, so just for example, I will take you to our SCIN calculator. So, I have got a standard edition, which does everything that other tools do, and then I have a Pro and a Pro Plus version with more inputs.

The screenshot displays the 'Self Canceling Installment Note' calculator in the EstateView Planning Software. The interface includes a navigation bar with options like 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. The calculator is titled 'Self Canceling Installment Note' and features a 'Click to see results' button. Below this, there are three tabs: 'Standard', 'Pro', and 'Pro Plus'. The 'Standard' tab is selected and highlighted with a red box. A red arrow points to the 'Standard' tab. The calculator fields include: '\$ 7520 Rate' (5.00%), 'Lowest Available AFR' (4.14%), a table showing 'Best to use lowest rate.' for Jan (4.49%), Feb (4.14%), and Mar (4.35%), 'Number of Lives' (One), 'Grantor Age (Nearest Birthday)' (70, highlighted with a red box), 'Date of Birth' (mm/dd/yyyy), 'Table2010CM Life Expectancy' (85.4 (15.4 years)), 'Term of Note' (15), and 'Premium Type' (Interest). The footer contains 'Feedback', '© 2024 Haddon Hall Publishing, LLC', 'Terms', and 'Privacy'.

Alan: One of the reasons I have standard is because Jerry Hesch said, “You got to have something simple.” So, the inputs are the 7520 rate, which it knows, and then it tells you the 7520 rate.

Alan: It tells you the three AFRs and which one is the best for you to use with that technique and plugs it in there.

The screenshot shows the 'Self-Canceling Installment Note' configuration page in EstateView Planning Software. The interface includes a navigation bar with options like 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. The main content area is titled 'Self-Canceling Installment Note' and features a 'Click to see results' button. Below this, there are tabs for 'Standard', 'Pro', and 'Pro-Plus', with 'Standard' selected. A 'Move to Left' button and a 'Screenshot' button are also visible. The configuration is for 'Sale 1', with 'Duplicate' and 'Delete' buttons. The '\$ 7520 Rate' is set to 5.00%. The 'Lowest Available AFR' is 4.14%. A table below the AFR section shows the best rate for each month: Jan (4.49%), Feb (4.14%), and Mar (4.35%). The Feb rate is highlighted in yellow. Other fields include 'Number of Lives' (One), 'Grantor Age (Nearest Birthday)' (70), 'Date of Birth' (mm/dd/yyyy), 'Table2010CM Life Expectancy' (85.4 (15.4 years)), 'Term of Note' (15), and 'Premium Type' (Interest).

Best to use lowest rate.		
Jan	Feb	Mar
4.49%	4.14%	4.35%

Alan: You can pick one life or two lives for a SCIN or a conventional note.

The screenshot displays the 'Self Canceling Installment Note' configuration interface in EstateView Planning Software. The interface includes a navigation bar with 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. The main content area shows a 'Click to see results' button and three tabs: 'Standard', 'Pro', and 'Pro-Plus'. Below the tabs, there are controls for 'Available AFR' (set to 'Up AFR' at 4.14%) and a table of rates for Jan (4.49%), Feb (4.14%), and Mar (4.35%). A red arrow points to the 'Number of Lives' dropdown menu, which is open and shows 'One' and 'Two' options. Other fields include 'Grantor Age (Nearest Birthday)', 'Date of Birth', 'Table2010CM Life Expectancy' (85.4 (15.4 years)), 'Term of Note' (15), 'Premium Type' (Interest), and 'Payment Type' (Interest-Only). The 'Sale Value' section shows 'Trust Value (SCIN Amount)' set to \$1,000,000. The footer contains 'Feedback', '© 2024 Haddon Hall Publishing, LLC', 'Terms', and 'Privacy'.

Alan: Then it tells you that you don't use the last birthday, but instead, use the age at the nearest birthday. It allows you to put the date using the calendar in there.

Alan: It also tells me for my 70-year old that the life expectancy under the standard table is 15.4 years.

The screenshot shows the EstateView Planning Software interface. The browser address bar displays "estateview.link/SCIN". The navigation menu includes "Home", "File", "Generate Explanation", "Share With Client", "Help", "Calculators", "Account", and "Humor". The main content area is titled "Self-Canceling Installment Note" and features a "Click to see results" button. Below this, there are tabs for "Standard", "Pro", and "Pro-Plus", with "Standard" selected. A "Move to Left" button and a "Screenshot" button are also present. The configuration fields are as follows:

Number of Lives	One
Grantor Age (Nearest Birthday)	70
Date of Birth: mm/dd/yyyy	Age at Nearest Birthday: 0
Table2010CM Life Expectancy	85.4 (15.4 years)
Term of Note	15
Premium Type	Interest
Payment Type	Interest-Only

Below the configuration fields is a "Sale Value" section with a "Trust Value (SCIN Amount)" field set to "\$1,000,000". Red arrows point to the "Age at Nearest Birthday: 0" and "Term of Note: 15" fields. A red box highlights the "Date of Birth" field.

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Alan: And if I toggle down this age input to 68, it automatically updates that information.

The screenshot displays the 'Self Canceling Installment Note' configuration screen in EstateView Planning Software. The interface includes a navigation bar with options like 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. The main form is titled 'Self Canceling Installment Note' and features a 'Click to see results' button. Below this, there are tabs for 'Standard', 'Pro', and 'Pro-Plus'. The form contains several input fields: 'Number of Lives' (set to One), 'Grantor Age (Nearest Birthday)' (set to 68, highlighted with a red box and arrow), 'Date of Birth' (mm/dd/yyyy), 'Table2010CM Life Expectancy' (84.8 (16.8 years)), 'Term of Note' (15, highlighted with a red arrow), 'Premium Type' (Interest), and 'Payment Type' (Interest-Only). A 'Sale Value' section at the bottom shows 'Trust Value (SCIN Amount)' set to \$1,000,000. The footer includes a 'Feedback' link, copyright information for © 2024 Haddon Hall Publishing, LLC, and links for 'Terms' and 'Privacy'.

Alan: It allows me to do a principal increase or an interest increase. And it is “interest only” for the payment type, which you can change to “Amortized” if you prefer.

The screenshot displays the 'Self Canceling Installment Note' configuration interface in EstateView Planning Software. The browser address bar shows 'estateview.link/SCIN'. The interface includes a navigation bar with buttons for 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. The main content area features a 'Click to see results' button and three tabs: 'Standard' (selected), 'Pro', and 'Pro-Plus'. Below the tabs are 'Move to Left' and 'Screenshot' options. The configuration fields include: 'Number of Lives' (One), 'Grantor Age (Nearest Birthday)' (68), 'Date of Birth' (mm/dd/yyyy), 'Table2010CM Life Expectancy' (84.8 (16.8 years)), 'Term of Note' (15), 'Premium Type' (Interest), and 'Payment Type' (Interest). A 'Sale Value' section shows 'Trust Value (SCIN Amount)' set to \$1,000,000. The 'Payment Type' dropdown menu is open, showing 'Interest' selected, with 'Principal' and 'Interest' options visible. The footer contains 'Feedback', '© 2024 Haddon Hall Publishing, LLC', 'Terms', and 'Privacy'.

Alan: Then the calculator allows for a sale amount, so let's use \$2 million for the sale amount.

The screenshot displays the 'Self Canceling Installment Note' calculator in the EstateView Planning Software. The interface includes a navigation bar with options like 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. The calculator is set to 'Standard' mode. The 'Grantor Age (Nearest Birthday)' is set to 68, and the 'Trust Value (SCIN Amount)' is set to \$2,000,000. Other parameters include 'Number of Lives' (One), 'Date of Birth' (mm/dd/yyyy), 'Table2010CM Life Expectancy' (84.8 (16.8 years)), 'Term of Note' (15), 'Premium Type' (Interest), and 'Payment Type' (Interest-Only). A 'Click to see results' button is visible at the top of the calculator area.

Parameter	Value
Number of Lives	One
Grantor Age (Nearest Birthday)	68
Date of Birth	mm/dd/yyyy
Table2010CM Life Expectancy	84.8 (16.8 years)
Term of Note	15
Premium Type	Interest
Payment Type	Interest-Only
Trust Value (SCIN Amount)	\$2,000,000

Alan: Then, "click to see results."

Self Canceling Installment Note

Click to see results

Standard Pro Pro-Plus

Move to Left Screenshot

Sale 1 Duplicate Delete

\$ 7520 Rate 5.00%

Lowest Available AFR Look Up AFR 4.14%

Best to use lowest rate.

Jan	Feb	Mar
4.49%	4.14%	4.35%

Number of Lives One

Grantor Age (Nearest Birthday) 68

Date of Birth: mm/dd/yyyy Age at Nearest Birthday: 0

Table2010CM Life Expectancy 84.8 (16.8 years)

Term of Note 15

Premium Type Interest

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Alan: When I click to see the results, my inputs just go over to the left. These are the same inputs I just did. They just went over to the left.

And then across the top, in blue, I have my inputs again. And in green, I have my results, which is for a \$2 million note. The risk premium interest rate, 3.9292%. The interest rate with the premium, 8.0692%. Annual payment on a \$2 million note, \$161,384.

Self Canceling Installment Note

Standard Pro Pro-Plus

Center Screenshot

Sale 1 Duplicate Delete

\$ 7520 Rate 5.00%

Lowest Available AFR 4.14%

Best to use lowest rate.

Jan 4.49% Feb 4.14% Mar 4.35%

Number of Lives One

Grantor Age (Nearest Birthday) 68

Date of Birth: mm/dd/yyyy Age at Nearest Birthday: 0

Table2010CM Life Expectancy 84.8 (16.8 years)

Term of Note 15

Premium Type Interest

Sale/Note Summaries

Inputs										Results			
Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384

Fit All 100% 96% Width

Standard Mode - Results Explained (See warnings below.)

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of the note's self-canceling provision. It is a reflection of the additional cost associated with the payee's mortality risk.

Fit All 100% 100% Fit Width

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Alan: So, that is pretty much what other tools give you.

And then we added something, which is that I can click up here on duplicate. When I click here on duplicate, I now have Sale One and Sale Two, and they are identical.

The screenshot shows the EstateView Planning Software interface. On the left, under 'Self Canceling Installment Note', there are two entries: 'Sale 1' and 'Sale 2'. Each entry has a 'Duplicate' button and a 'Delete' button. A red arrow points to the 'Duplicate' button for 'Sale 1'. Below these entries are input fields for '\$ 7520 Rate' (5.00%), 'Lowest Available AFR' (4.14%), and 'Number of Lives' (One). The 'Grantor Age (Nearest Birthday)' is set to 68, and the 'Table2010CM Life Expectancy' is 84.8 (16.8 years).

The main area shows 'Sale/Note Summaries' with a table of inputs and results. The table has two rows, both identical, representing Sale 1 and Sale 2. A red box highlights the first two rows of the table.

Inputs										Results				
Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384	
2	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384	

Below the table, there is a section titled 'Standard Mode - Results Explained (See warnings below.)' with three bullet points:

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of the note's self-canceling provision. It is a reflection of the additional cost associated with the payee's mortality risk.

Alan: But if I want to change something, such as what if it was a \$3 million note? Now I can compare that situation to my original inputs and see the differences side-by-side.

Self Canceling Installment Note

Standard Pro Pro-Plus

Center Screenshot

Grantor Age (Nearest Birthday) 68

Date of Birth: mm/dd/yyyy Age at Nearest Birthday: 0

Table2010CM Life Expectancy 84.8 (16.8 years)

Term of Note 15

Premium Type Interest

Payment Type Interest-Only

Sale Value

Trust Value (SCIN Amount) \$3,000,000

Sale/Note Summaries

Inputs									Results				
Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384
2	68	N/A	15	\$3,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$3,000,000	3.9292%	8.0692%	\$242,076

Fit All 100% 96% Fit Width

Standard Mode - Results Explained (See warnings below.)

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of the note's self-canceling provision. It is a reflection of the additional cost associated with the payee's mortality risk.

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Alan: More interesting is what if I want to go with a longer term? What if I want to go with an 18-year term? Now, when I go to 18 years, I get a warning that says you are going past the life expectancy. That may be okay. Jerry Hesch says it is okay, but some people do not think it is okay.

There is your warning in red under the inputs. And then there you see that I can color the columns (green) to highlight that going from 15 years to 18 years increases the payment amount from \$161,384 a year to \$168,672 a year.

Self Canceling Installment Note

Standard | Pro | Pro-Plus

Center | Screenshot

mm/aa/yyyy

Table2010CM Life Expectancy: 84.8 (16.8 years)

Term of Note: 18

Premium Type: Interest

Payment Type: Interest-Only

Sale Value

Trust Value (SCIN Amount): \$2,000,000

Warning!
The IRS may treat a SCIN exceeding life expectancy like a Private Annuity.
For more information, please contact an experienced estate planning professional.

Sale/Note Summaries

Inputs										Results			
Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384
2	68	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	4.2936%	8.4336%	\$168,672

Fit All | 100% | - | + | 100% | Fit Width

Standard Mode - Results Explained (See warnings below.)

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of the note's self-canceling provision. It is a reflection of the additional cost associated with the payee's mortality risk.

Fit All | 100% | - | + | 100% | Fit Width

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Alan: And then I could run a third one. All I have to do is click duplicate again. Then I have got number three. And number three, maybe I will say that is for one spouse. The other spouse is age 60. How would this work for a 60-year-old? So, now I have got a 60-year-old as compared to both at 18 years. Using this comparison I can decide, do I put this note on the husband or the wife?

Self Canceling Installment Note

Standard Pro Pro-Plus

Center Screenshot

Sale 3 Duplicate Delete

\$ 7520 Rate 5.00%

Lowest Available AFR 4.14%

Best to use lowest rate.

Jan 4.49% Feb 4.14% Mar 4.35%

Number of Lives One

Grantor Age (Nearest Birthday) 60

Date of Birth: mm/dd/yyyy Age at Nearest Birthday: 0

Table2010CM Life Expectancy 83 (23 years)

Term of Note 18

Sale/Note Summaries

Inputs										Results			
Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384
2	60	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	4.2936%	8.4336%	\$168,672
3	60	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	2.5773%	6.7173%	\$134,346

Fit All 100% 96% Fit Width

Standard Mode - Results Explained (See warnings below.)

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of the

Fit All 100% 100% Fit Width

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Alan: Then I can go back and say, “Wait a minute, what if I put this on both spouses, joint and survivor, SCIN?”

So, I click Number of Lives to “two.” One spouse is 60. The other is 68. And now my third item is now a two life SCIN based on a 68-year-old and a 60-year-old. Now my payment is around \$115k. So, that is how the standard version can help you explain this to your clients.

Self Canceling Installment Note

Standard | Pro | Pro-Plus

Center | Screenshot

4.49% | 4.14% | 4.35%

Number of Lives: **Two**

Grantor Age (Nearest Birthday): 60

Date of Birth: mm/dd/yyyy | Age at Nearest Birthday: 0

2nd Life Age (Nearest Birthday): 68

Table2010CM Life Expectancy: 85.7 / 93.7 (25.7 years)

Term of Note: 18

Premium Type: Interest

Payment Type: Interest-Only

Sale Value

Trust Value (SCIN Amount): \$2,000,000

Sale/Note Summaries

Inputs								Results					
Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384
2	68	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	4.2936%	8.4336%	\$168,672
3	60	68	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	1.5911%	5.7311%	\$114,622

Fit All | 100% | 96% | Fit Width

Standard Mode - Results Explained (See warnings below.)

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of the

Fit All | 100% | 100% | Fit Width

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Alan: Any questions yet?

Joey: I do not know if it is relevant, but the AFR that is being used, that is long-term?

Alan: Yes.

Joey: Right. So, if we ran into a situation where it would go from long to mid-term, would that automatically change? I do not know if that is possible.

Alan: Yeah, it does.

Joey: It does! Okay, that is interesting. Very cool.

Alan: Yeah, it did. That is my standard mode but one last thing is that I can always click the inputs and scroll them over.

The screenshot displays the EstateView Planning Software interface. On the left, a sidebar titled "Self Canceling Installment Note" contains three sale entries (Sale 1, Sale 2, Sale 3) with "Duplicate" and "Delete" buttons. Below these are input fields for interest rates and AFR, and a "Look Up AFR" button. The main area shows a "Sale/Note Summaries" table with columns for Sale #, Grantor Age, 2nd Life Age, Term of Note, Value, Payment Type, Premium Type, \$ 7520 Rate, AFR, Principal Risk Premium, Note Amount, Interest Rate Risk Premium, Interest Rate With Premium, and Annual Payment. A "Standard Mode - Results Explained" section provides detailed information about Principal Risk Premium, Note Amount, and Interest Rate Risk Premium.

Inputs										Results				
Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384	
2	68	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	4.2936%	8.4336%	\$168,672	
3	60	68	2	\$2,000,000	Interest Only	Interest Rate	5.00%	4.63%	N/A	\$2,000,000	0.4017%	5.0317%	\$100,634	

Standard Mode - Results Explained (See warnings below.)

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of the

Alan: This button makes them more spacious. So, you might prefer this mode for the inputs, but the information is the same.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Self-Canceling Installment Note' form is shown in 'Standard' mode. A red box highlights the input fields for interest rate, grantor age, and 2nd life age. A red arrow points to a button in the top right of this form. The main area shows 'Sale/Note Summaries' with a table of results. Below the table, there is a section titled 'Standard Mode - Results Explained (See warnings below.)' with three bullet points explaining Principal Risk Premium, Note Amount, and Interest Rate Risk Premium.

Self-Canceling Installment Note - Input Fields:

- Interest Rate: 5.00%
- Lowest Available AFR: 4.63%
- Best to use lowest rate.
- Number of Lives: Two
- Grantor Age (Nearest Birthday): 60
- 2nd Life Age (Nearest Birthday): 68

Sale/Note Summaries - Results Table:

Inputs										Results				
Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384	
2	68	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	4.2936%	8.4336%	\$168,672	
3	60	68	2	\$2,000,000	Interest Only	Interest Rate	5.00%	4.63%	N/A	\$2,000,000	0.4017%	5.0317%	\$100,634	

Standard Mode - Results Explained (See warnings below.)

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of the

Alan: If I want to move my inputs back to the center, I click here on the center button, and now they are on the center again.

Standard Pro Pro-Plus

Center Screenshot

Sale 3 Duplicate Delete

\$ 7520 Rate 5.00%

Lowest Available AFR 4.63%

Best to use lowest rate:

Jan	Feb	Mar
4.94%	4.63%	4.66%

Number of Lives Two

Grantor Age (Nearest Birthday) 60

Date of Birth: mm/dd/yyyy Age at Nearest Birthday: 0

2nd Life Age (Nearest Birthday) 68

Table2010CM Life Expectancy 85.7 / 93.7 (25.7 years)

Summaries & Details Timelines & Charts

Sale/Note Summaries

Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	Results						
							\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384
2	68	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	4.2936%	8.4336%	\$168,672
3	60	68	2	\$2,000,000	Interest Only	Interest Rate	5.00%	4.63%	N/A	\$2,000,000	0.4017%	5.0317%	\$100,634

Fit All 100% 96% Fit Width

Standard Mode - Results Explained (See warnings below.)

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of the

Fit All 100% 100% Fit Width

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Standard Pro Pro-Plus

Move to Left Screenshot

Sale 3 Duplicate Delete

\$ 7520 Rate 5.00%

Lowest Available AFR 4.63%

Best to use lowest rate:

Jan	Feb	Mar
4.94%	4.63%	4.66%

Number of Lives Two

Grantor Age (Nearest Birthday) 60

Date of Birth: mm/dd/yyyy Age at Nearest Birthday: 0

2nd Life Age (Nearest Birthday) 68

Table2010CM Life Expectancy 85.7 / 93.7 (25.7 years)

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Alan: If I want to move them back over, I click on “click to see results” or “Move to Left.”

The screenshot shows the 'Self Canceling Installment Note' configuration page in EstateView Planning Software. The interface includes a navigation bar with buttons for 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. The main content area features a 'Click to see results' button (highlighted with a red box), a 'Standard' tab, and a 'Move to Left' button (highlighted with a pink circle). Below these are three 'Sale' entries, each with 'Duplicate' and 'Delete' buttons. The configuration includes a '\$ 7520 Rate' set to 5.00%, a 'Lowest Available AFR' set to 4.63% (with a 'Look Up AFR' button), and a table showing rates for Jan (4.94%), Feb (4.63%), and Mar (4.66%). The 'Number of Lives' is set to 'Two' and the 'Grantor Age (Nearest Birthday)' is set to 60 (highlighted with an orange box). The footer contains 'Feedback', '© 2024 Haddon Hall Publishing, LLC', 'Terms', and 'Privacy'.

Alan: And then if I want to do a screenshot of my inputs, I click on the camera, and a screenshot is now taken, so I can remember my inputs.

The screenshot shows the EstateView Planning Software interface. On the left, the 'Self Canceling Installment Note' configuration screen is visible, with a 'Screenshot' button highlighted by a red box. The main content area displays 'Sale/Note Summaries' and 'Results Explained'.

Sale/Note Summaries Table:

Inputs										Results			
Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384
2	68	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	4.2936%	8.4336%	\$168,672
3	60	68	2	\$2,000,000	Interest Only	Interest Rate	5.00%	4.63%	N/A	\$2,000,000	0.4017%	5.0317%	\$100,634

Standard Mode - Results Explained (See warnings below.)

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of

Alan: Or if I want to do a screenshot on my columns, on my data here, I can just click that camera, and then I have got a screenshot of that, which is easy to make into a PowerPoint.

The screenshot displays the EstateView Planning Software interface. On the left, there is a 'Self Canceling Installment Note' section with tabs for 'Standard', 'Pro', and 'Pro-Plus'. Below this, there are three 'Sale' entries (Sale 1, Sale 2, Sale 3) with 'Duplicate' and 'Delete' buttons. A table shows interest rates for Jan (4.94%), Feb (4.63%), and Mar (4.66%). The 'Grantor Age (Nearest Birthday)' is set to 60.

The main area is titled 'Summaries & Details' and contains a 'Sale/Note Summaries' table. A red box highlights a camera icon next to the table title. The table has columns for Sale #, Grantor Age, 2nd Life Age, Term of Note, Value, Payment Type, Premium Type, \$ 7520 Rate, AFR, and Principal Risk Premium.

Sale #	Grantor Age	2nd Life Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A
2	68	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A
3	60	68	2	\$2,000,000	Interest Only	Interest Rate	5.00%	4.63%	N/A

Below the table, there is a section titled 'Standard Mode - Results Explained (See warnings below.)' with three bullet points:

- Principal Risk Premium:** This refers to the additional cost that may be added to the interest rate representing the increased risk that the payee will not be repaid due to the borrower's death before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of interest rate fluctuations.

On the right side, a 'Recent download history' dropdown menu is open, showing a list of downloaded files. A red arrow points to the camera icon in the browser's download history menu.

At the bottom of the interface, there is a 'Feedback' link on the left and a copyright notice '© 2024 Haddon Hall Publishing, LLC' with 'Terms' and 'Privacy' links on the right.

Alan: And if I want to save this to my computer, I click save as, and then put a filename and click save.

The screenshot shows the EstateView Planning Software interface. The 'File' menu is open, and the 'Save As' option is highlighted with a red box. A red arrow points to the 'File' menu. The main window displays a 'Self Canceling Installment Note' with various input fields and a results table. The results table has columns for Term of Note, Value, Payment Type, Premium Type, \$ 7520 Rate, AFR, Principal Risk Premium, Note Amount, Interest Rate Risk Premium, Interest Rate With Premium, and Annual Payment. Below the table, there is a section titled 'Standard Mode - Results Explained (See warnings below.)' with three bullet points explaining the Principal Risk Premium, Note Amount, and Interest Rate Risk Premium.

	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment		
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384
2	68	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	4.2936%	8.4336%	\$168,672
3	60	68	2	\$2,000,000	Interest Only	Interest Rate	5.00%	4.63%	N/A	\$2,000,000	0.4017%	5.0317%	\$100,634

Standard Mode - Results Explained (See warnings below.)

- Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of

Alan: Now, next time I want to come to all these exact settings, I come back and it is saved as that.

If I want to start a new one, I just click on file new. If I want to save the whole screen, because I want to make it into a PowerPoint, I just click on save screenshot, and then the whole screen is saved.

The screenshot shows the EstateView Planning Software interface. The 'File' menu is open, with 'New' and 'Save Screenshot' options highlighted. The main content area displays a table of 'Inputs' and 'Results' for a 'Self Canceling Installment Note'.

		Inputs								Results			
	Age	Term of Note	Value	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	
1	68	N/A	15	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%	8.0692%	\$161,384
2	68	N/A	18	\$2,000,000	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	4.2936%	8.4336%	\$168,672
3	60	68	2	\$2,000,000	Interest Only	Interest Rate	5.00%	4.63%	N/A	\$2,000,000	0.4017%	5.0317%	\$100,634

Standard Mode - Results Explained (See warnings below.)

- **Principal Risk Premium:** This refers to the additional cost that may be added to the principal amount of the note, representing the increased risk that the payee will not be repaid due to the self-canceling feature if the payee passes away before the end of the term.
- **Note Amount:** This is the amount of debt obligation that the borrower agrees to pay back after any adjustments for principal risk premiums.
- **Interest Rate Risk Premium:** This premium is added to the standard interest rate to compensate for the increased risk of

Alan: And now I am going to take you to the Pro mode.

Self Canceling Installment Note

Standard **Pro** Pro-Plus

Center Screenshot

Sale 1 Duplicate Delete

Sale 2 Duplicate Delete

Sale 3 Duplicate Delete

Transfer Date: 03/29/2024

\$ 7520 Rate: 5.00%

Lowest Available AFR: 4.63%

Best to use lowest rate.

Month	Rate
Jan	4.94%
Feb	4.63%
Mar	4.66%

Number of Lives: Two

Grantor Age (Nearest Birthday): 60

Date of Birth: Age at Nearest Birthday

Sale/Note Summaries Alter Summary Columns

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	68	25.7	25	2	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	0.4017%	5.0317%	\$100,634	\$802,347

Fit All 100% 93% Fit Width

Sale/Note Details Alter Detail Columns Below

1 2 **Sale 3**

Show Every 1 Year(s) Year Of Death End Of Term

Export to Excel

Year #	Grantor Age	2nd Life Age	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income
[Table content is partially obscured]												

Fit All 100% 100% Fit Width

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Alan: When I go from standard there to pro, two things happen. One, my inputs have some new items, and these are marked by blue (Pro) or purple (Pro-Plus) vertical lines. One item, the first vertical line is I can give the exact transfer date, which is going to show up in various places.

The screenshot displays the 'Self Canceling Installment Note' configuration screen. The 'Pro' tab is selected and highlighted with a red box. A red arrow points to the 'Transfer Date' field, which is set to '03/29/2024'. Below this, there are input fields for interest rates: '\$ 7520 Rate' at 5.00% and 'Lowest Available AFR' at 4.63%. A table shows the 'Best to use lowest rate.' for February at 4.63%. The 'Number of Lives' is set to 'Two' and 'Grantor Age (Nearest Birthday)' is set to '60'. The 'Date of Birth' field is partially visible.

The right-hand side shows a 'Sale/Note Summaries' table with the following data:

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	68	25.7	25	2	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	0.4017%	5.0317%	\$100,634	\$802,347

Below the summary table is the 'Sale/Note Details' section for 'Sale 3'. It includes a 'Show Every' dropdown set to '1' and radio buttons for 'Year of Death' and 'End Of Term'. An 'Export to Excel' button is present. The details table has the following columns:

Year #	Grantor Age	2nd Life Age	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income
--------	-------------	--------------	--------	-------------	---------	--------------------------	-----------	------------------------	----------	------------------	--------------------------------------	-----------------------------------

Alan: And then second, now I can set the client's date of death, which is going to change the numbers, and you see the numbers up here on the right as I scroll as I move the date of death, the numbers change for I am on number one here.

So, a lot of this is nice because when you can toggle up and down the numbers and see the result as you toggle, you can get to where you think you want to be with the client. So, then I can show the client's date of death, if it is two lives, I can show both dates of death.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Self Canceling Installment Note' settings are visible, with several input fields highlighted by red boxes. These include '2nd Life Age (Nearest Birthday)' set to 68, 'Table 2010CM Life Expectancy' set to 85.7 / 93.7 (25.7 years), 'Term of Note' set to 2, 'Grantor Yr of Death' set to 91, '2nd Life Yr of Death' set to 85, and '# of Years Illustrated' set to 30. The 'Self-Canceling or Conventional' dropdown is set to 'Self-Canceling'. Other settings include 'Premium Type' as Interest, 'Payment Type' as Interest-Only, 'Estate Tax Rate (%)' at 40.00%, and 'Asset Growth Rate' at 7.50%.

On the right, the 'Sale/Note Summaries' table is displayed, also highlighted with a red box. The table shows three sales with the following data:

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	68	25.7	31	2	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	0.4017%	5.0317%	\$100,634	\$830,655

Below the table, the 'Sale/Note Details' section shows 'Sale 3' selected. The 'Show Every' dropdown is set to '1' Year(s). The 'Income Tax Paid By Trust' column is visible in the details table below.

Alan: And I can illustrate past their death, because if I am comparing two different techniques, I may want to see 30 years.

For example, I may illustrate an eight-year QPRT, and still want to see what is going on 30 years later.

And then I can go from self-canceling to conventional. So, I could also show them a conventional note, and then when I click conventional, you saw it automatically just reset to the AFR.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Self Canceling Installment Note' configuration panel is visible, with the 'Pro' tab selected. The '# of Years Illustrated' is set to 30, and the 'Self-Canceling or Conventional' dropdown is set to 'Conventional'. Below this, the 'Year One Gift' is set to \$100,000. The main area shows the 'Sale/Note Summaries' table, which is highlighted with a red box. The table has columns for Sale #, Grantor Age, 2nd Life Age, Life Expectancy, Year of Death, Term of Note, Year One Gift, Value Before Discounts, Value After Discounts, Note Type, Payment Type, Note Amount, Interest Rate Risk Premium, Interest Rate With Premium, Annual Payment, and Total Estate Tax Savings. The table contains three rows of data, with the third row (Sale # 3) highlighted in yellow. Below the table, the 'Sale/Note Details' section is visible, showing 'Sale 3' selected and 'Show Every 1 Year(s)'. The interface also includes a navigation bar at the top with options like 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. The footer shows '© 2024 Haddon Hall Publishing, LLC' and links for 'Terms' and 'Privacy'.

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	88	23.2	34	5	\$100,000	\$2,000,000	\$2,000,000	Conv.	Interest Only	\$2,000,000	N/A	3.9400%	\$78,800	\$1,784,981

Alan: If I click up the term of the note, it will reset the AFR when I get up past the ninth year and then when I get down below the third year.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Self-Canceling Installment Note' configuration panel is visible, with the 'Term of Note' field set to 10 and highlighted by a red box. The main area shows 'Sale/Note Summaries' and 'Sale/Note Details'.

Sale/Note Summaries Table:

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	88	23.2	34	10	\$100,000	\$2,000,000	\$2,000,000	Conv.	Interest Only	\$2,000,000	N/A	4.1400%	\$82,800	\$2,639,210

Sale/Note Details Table (Sale 3):

Year #	Grantor Age	2nd Life Age	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income
1	60	88	7.50%									

Alan: So, then I have got a year one gift ability, because it was turning red until I got to 10% of my SCIN amount to remind the user that you may want to do at least a 10% gift into this arrangement. So, at this point, it has gone from just being a SCIN or conventional note calculator to being a sale to a Grantor Trust. Which poses the questions, “Is it a Grantor Trust? And if it is Grantor Trust, what percentage of the value of the Trust is the income tax every year?”

So, if it is a million-dollar Trust, is the income tax 2% that would be 20,000 a year? That is how we are doing it.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Self Canceling Installment Note' configuration panel is visible, with the 'Pro' tab selected. The 'Year One Gift' field is highlighted with a red box and contains the value '\$100,000'. Below it, the 'Sale Value' section shows a 'Trust Value (SCIN Amount)' of '\$2,000,000' and 'Show Grantor Pays Income Taxes?' set to 'Yes'.

The main area shows 'Sale/Note Summaries' with a table of three sales:

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	88	23.2	34	11	\$100,000	\$2,000,000	\$2,000,000	Conv.	Interest Only	\$2,000,000	N/A	4.1400%	\$82,800	\$2,784,502

Below the table, the 'Sale/Note Details' section for 'Sale 3' is visible, showing 'Show Every 1 Year(s)'. At the bottom, there is a table for 'Sale/Note Details' with columns for Year #, Grantor Age, 2nd Life Age, Growth, Addl Income, Payment, Income Tax Paid By Trust, End Value, Beginning Note Balance, Interest, End Note Balance, Estate Tax Savings From Trust Assets, and Income Tax (Burn) on Trust Income.

Alan: Then what is the client's income tax rate? Across the top, my scenarios are more robust. And for each of these three alternatives, I now have three spreadsheets.

The screenshot displays the EstateView Planning Software interface. The top navigation bar includes 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. The main content area is divided into 'Summaries & Details' and 'Timelines & Charts'.

Sale/Note Summaries Table:

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	88	23.2	34	11	\$200,000	\$2,000,000	\$2,000,000	Conv.	Interest Only	\$2,000,000	N/A	4.1400%	\$82,800	\$3,169,732

Sale/Note Details Table (Sale 3):

Year #	Grantor Age	2nd Life Age	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income	Estate Tax Savings From Burn	Total Estate Tax Savings
1	61	89	\$165,000.00	\$0.00	(\$82,800.00)	\$0.00	\$2,282,200.00	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$32,880.00	(\$16,584.14)	\$6,633.66	\$39,513.66
2	62	90	\$171,165.00	\$0.00	(\$82,800.00)	\$0.00	\$2,370,565.00	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$68,226.00	(\$17,215.23)	\$14,017.27	\$82,243.27
3	63	91	\$177,792.38	\$0.00	(\$82,800.00)	\$0.00	\$2,465,557.38	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$106,222.95	(\$17,893.65)	\$22,226.03	\$128,448.98

Alan: So, I have spreadsheet number one for the first alternative, spreadsheet number two for the second alternative, spreadsheet number three for the third alternative.

And my spreadsheets are every year, but I can make them every other year or every third year.

The screenshot displays the 'Sale/Note Details' section of the EstateView Planning Software. The interface includes a navigation bar with options like 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. The main content area shows a table of 14 rows of data. A 'Show Every' dropdown menu is set to '1', and a 'Sale 3' button is highlighted. The table columns are: Year #, Grantor Age, 2nd Life Age, Growth, Addl Income, Payment, Income Tax Paid By Trust, End Value, Beginning Note Balance, Interest, End Note Balance, Estate Tax Savings From Trust Assets, Income Tax (Burn) on Trust Income, Estate Tax Savings From Burn, and Total Estate Tax Savings. The data shows a series of payments and tax savings over 14 years, with a significant change in the 11th year.

Year #	Grantor Age	2nd Life Age	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income	Estate Tax Savings From Burn	Total Estate Tax Savings
1	61	89	\$165,000.00	\$0.00	(\$82,800.00)	\$0.00	\$2,282,200.00	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$32,880.00	(\$16,584.14)	\$6,633.66	\$39,513.66
2	62	90	\$171,165.00	\$0.00	(\$82,800.00)	\$0.00	\$2,370,565.00	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$68,226.00	(\$17,215.23)	\$14,017.27	\$82,243.27
3	63	91	\$177,792.38	\$0.00	(\$82,800.00)	\$0.00	\$2,465,557.38	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$106,222.95	(\$17,893.65)	\$22,226.03	\$128,448.98
4	64	92	\$184,916.80	\$0.00	(\$82,800.00)	\$0.00	\$2,567,674.18	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$147,069.67	(\$18,622.96)	\$31,342.16	\$178,411.84
5	65	93	\$192,575.56	\$0.00	(\$82,800.00)	\$0.00	\$2,677,449.74	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$190,979.90	(\$19,406.96)	\$41,455.61	\$232,435.51
6	66	94	\$200,808.73	\$0.00	(\$82,800.00)	\$0.00	\$2,795,458.47	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$238,183.39	(\$20,249.76)	\$52,664.68	\$290,848.07
7	67	95	\$209,659.39	\$0.00	(\$82,800.00)	\$0.00	\$2,922,317.86	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$288,927.14	(\$21,155.77)	\$65,076.84	\$354,003.99
8	68	96	\$219,173.84	\$0.00	(\$82,800.00)	\$0.00	\$3,058,691.70	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$343,476.68	(\$22,129.74)	\$78,809.50	\$422,286.18
9	69	97	\$229,401.88	\$0.00	(\$82,800.00)	\$0.00	\$3,205,293.57	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$402,117.43	(\$23,176.75)	\$93,990.91	\$496,108.34
10	70	98	\$240,397.02	\$0.00	(\$82,800.00)	\$0.00	\$3,362,890.59	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$465,156.24	(\$24,302.28)	\$110,761.14	\$575,917.38
11	71	99	\$252,216.79	\$0.00	(\$2,082,800.00)	\$0.00	\$1,532,307.39	\$2,000,000.00	(\$82,800.00)	\$0.00	\$532,922.95	(\$18,112.23)	\$126,313.12	\$659,236.08
12	72	100	\$114,923.05	\$0.00	(\$0.00)	\$0.00	\$1,647,230.44	\$0.00	(\$0.00)	\$0.00	\$578,892.18	(\$11,764.29)	\$140,492.32	\$719,384.50
13	73	101	\$123,542.28	\$0.00	(\$0.00)	\$0.00	\$1,770,772.72	\$0.00	(\$0.00)	\$0.00	\$628,309.09	(\$12,646.61)	\$156,087.89	\$784,396.98
14	74	102	\$132,807.95	\$0.00	(\$0.00)	\$0.00	\$1,903,580.68	\$0.00	(\$0.00)	\$0.00	\$681,432.27	(\$13,595.11)	\$173,232.53	\$854,664.80

Alan: And you see that in pink, we have a note term, but then the calculations continue as to what the family's going to have. We have the note, we have the interest being paid. Then we are showing the estate tax from the point of view of what is in the Trust multiplied by 40%, but then we also are showing the reduction of the client's estate by the burn and the estate tax savings from the burn.

So, the total estate tax savings are coming from what is in the Trust and what the client spent on income taxes that the Trust would have otherwise spent. So, this is the way Jerry Hesch likes to show the burn.

Self Canceling Installment Note

Standard Pr

Center

Screen Shot

term of Note

Grantor Yr of D

2nd Life Yr of D

of Years Illust

Mortality Table

Self-Canceling Conventional

Premium Type

Payment Type

Estate Tax Rate

Feedback

Summaries & Details

Timelines & Charts

Sale/Note Details [Alter Detail Columns Below](#)

1 2 **Sale 3**

Show Every 1 Year(s) Year Of Death End Of Term

Export to Excel

Year #	Grantor Age	2nd Life Age	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income	Estate Tax Savings From Burn	Total Estate Tax Savings
1	61	89	\$165,000.00	\$0.00	(\$82,800.00)	\$0.00	\$2,282,200.00	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$32,880.00	(\$16,584.14)	\$6,633.66	\$39,513.66
2	62	90	\$171,165.00	\$0.00	(\$82,800.00)	\$0.00	\$2,370,565.00	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$68,226.00	(\$17,215.23)	\$14,017.27	\$82,243.27
3	63	91	\$177,792.38	\$0.00	(\$82,800.00)	\$0.00	\$2,465,557.38	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$106,222.95	(\$17,893.65)	\$22,226.03	\$128,448.98
4	64	92	\$184,916.80	\$0.00	(\$82,800.00)	\$0.00	\$2,567,674.18	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$147,069.67	(\$18,622.96)	\$31,342.16	\$178,411.84
5	65	93	\$192,575.56	\$0.00	(\$82,800.00)	\$0.00	\$2,677,449.74	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$190,979.90	(\$19,406.96)	\$41,455.61	\$232,435.51
6	66	94	\$200,808.73	\$0.00	(\$82,800.00)	\$0.00	\$2,795,458.47	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$238,183.39	(\$20,249.76)	\$52,664.68	\$290,848.07
7	67	95	\$209,659.39	\$0.00	(\$82,800.00)	\$0.00	\$2,922,317.86	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$288,927.14	(\$21,155.77)	\$65,076.84	\$354,003.99
8	68	96	\$219,173.84	\$0.00	(\$82,800.00)	\$0.00	\$3,058,691.70	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$343,476.68	(\$22,129.74)	\$78,809.50	\$422,286.18
9	69	97	\$229,401.88	\$0.00	(\$82,800.00)	\$0.00	\$3,205,293.57	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$402,117.43	(\$23,176.75)	\$93,990.91	\$496,108.34
10	70	98	\$240,397.02	\$0.00	(\$82,800.00)	\$0.00	\$3,362,890.59	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$465,156.24	(\$24,302.28)	\$110,761.14	\$575,917.38
11	71	99	\$252,216.79	\$0.00	(\$208,280.00)	\$0.00	\$1,532,307.39	\$2,000,000.00	(\$82,800.00)	\$0.00	\$532,922.95	(\$18,112.23)	\$126,313.12	\$659,236.08
12	72	100	\$14,925.00	\$0.00	(\$0.00)	\$0.00	\$1,041,504.44	\$0.00	(\$0.00)	\$0.00	\$91,052.16	(\$1,704.59)	\$146,485.22	\$145,994.50
13	73	101	\$123,542.28	\$0.00	(\$0.00)	\$0.00	\$1,770,772.72	\$0.00	(\$0.00)	\$0.00	\$628,309.09	(\$12,646.61)	\$156,087.89	\$784,396.98
14	74	102	\$132,807.95	\$0.00	(\$0.00)	\$0.00	\$1,903,580.68	\$0.00	(\$0.00)	\$0.00	\$681,432.27	(\$13,595.11)	\$173,232.53	\$854,664.80

Fit All 100% Fit Width

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Alan: Then of course, we have ability to toggle off the Grantor Trust status, in which case now there is no burn. It is easy as you can imagine just to show one with the burn and one without the burn across the top.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Self Canceling Installment Note' configuration panel is visible, showing a 'Sale Value' of \$2,000,000 and a 'Show Grantor Pays Income Taxes?' dropdown set to 'No'. The main area is divided into 'Summaries & Details' and 'Timelines & Charts'. The 'Sale/Note Summaries' table is highlighted with a red box and contains the following data:

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	88	23.2	34	11	\$200,000	\$2,000,000	\$2,000,000	Conv.	Interest Only	\$2,000,000	N/A	4.1400%	\$82,800	\$1,614,511

Below this, the 'Sale/Note Details' section shows 'Sale 3' selected. A red arrow points to the 'Show Every' dropdown, which is set to '2' years. The details table below shows the following data:

Year #	Grantor Age	2nd Life Age	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income	Estate Tax Savings From Burn	Total Es Tax Sav
2	62	90	\$169,921.19	\$0.00	(\$82,800.00)	(\$17,087.91)	\$2,335,649.14	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$54,259.66	\$0.00	\$0.00	\$54,259.66
4	64	92	\$180,779.79	\$0.00	(\$82,800.00)	(\$18,199.46)	\$2,490,177.57	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$116,071.03	\$0.00	\$0.00	\$116,071.03

The interface also includes a 'Feedback' link at the bottom left and a copyright notice '© 2024 Haddon Hall Publishing, LLC' at the bottom right.

Alan: At the end of the inputs for pro we show that Pro Plus includes. Pro Plus also allows us to contribute assets at a discount. And what has been really important for us is when a client puts an S corporation or a partnership into one of these, we can say “Yes, it is going up by 7% a year in value, but it is also shooting off dividends of \$140,000 a year”.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Self Canceling Installment Note' configuration panel is visible, with the 'Pro' tab selected. A red box highlights a list of Pro-Plus features: 'Contributing Discounted Assets', 'Annual Income in Addition to Percentage Growth', and 'Coming Soon - Leveraged GRAT w/ Installment Sale LLC'. The 'Annual Income in Addition to Percentage Growth' option is selected with a radio button.

The main area shows 'Sale/Note Summaries' with a table of three notes:

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	88	23.2	34	11	\$200,000	\$2,000,000	\$2,000,000	Conv.	Interest Only	\$2,000,000	N/A	4.1400%	\$82,800	\$1,614,511

Below the summaries, 'Sale/Note Details' for 'Sale 3' is shown. It includes a 'Show Every' dropdown set to 2 years, and a table of detailed financial data:

Year #	Grantor Age	2nd Life Age	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income	Estate Tax Savings From Burn	Total Es Tax Sav
2	62	90	\$169,921.19	\$0.00	(\$82,800.00)	(\$17,087.91)	\$2,335,649.14	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$54,259.66	\$0.00	\$0.00	\$54,259.66
4	64	92	\$180,779.79	\$0.00	(\$82,800.00)	(\$18,199.46)	\$2,490,177.57	\$2,000,000.00	(\$82,800.00)	\$2,000,000.00	\$116,071.03	\$0.00	\$0.00	\$116,071.03

Alan: So, I can go to Pro Plus, come down there and say not only am I going to have my growth rate and by the way, I can still go back to Grantor Trust, but also what is the impact of the discounts and what is the discount rate? So, then all I have to do is click up and down on the discount rate and I stay with 2 million of assets, but if I am able to take a 30% discount, that is only a 1,000,000 for note, how much in non-discountable assets am I giving, if I am giving non-discountable assets and then how much income now am I shifting from the client's net worth into this Trust because it factors in the estimated dividends and how much of the dividends going up a year as a percentage.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Self Canceling Installment Note' settings are shown for the 'Pro-Plus' version. Key settings include:

- Discounted Value: \$1,400,000.00
- Non-Discountable Assets (e.g. cash): \$500,000
- Combined Value Before Discounts: \$2,500,000.00
- Combined Value After Discounts: \$1,900,000.00
- Annual Addl Income: \$100,000
- Increase Annual Addl Income X% Per Year: 4.00%
- Income Tax Rate On Addl Income: 37.00%
- Show Grantor Pays Income Taxes?: Yes
- % of Trust that is: 2.00%

The main area shows 'Sale/Note Summaries' with the following table:

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	88	23.2	34	11	\$200,000	\$2,500,000	\$1,900,000	Conv.	Interest Only	\$1,900,000	N/A	4.1400%	\$78,660	\$10,064,250

Below the summaries, 'Sale/Note Details' for 'Sale 3' are shown. The table includes columns for Year, Grantor Age, 2nd Life Age, Growth, Addl Income, Payment, Income Tax Paid By Trust, End Value, Beginning Note Balance, Interest, End Note Balance, Estate Tax Savings From Trust Assets, Income Tax (Burn) on Trust Income, and Estate Tax Savings From Burn.

Year #	Grantor Age	2nd Life Age	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income	Estate Tax Savings From Burn
2	62	90	\$216,513.00	\$65,520.00	(\$78,660.00)	\$0.00	\$3,090,213.00	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$396,085.20	(\$22,115.10)	\$17,734
4	64	92	\$248,359.48	\$70,866.43	(\$78,660.00)	\$0.00	\$3,552,025.69	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$580,810.28	(\$25,394.90)	\$40,837
6	66	94	\$286,010.15	\$76,649.13	(\$78,660.00)	\$0.00	\$4,097,467.99	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$798,987.20	(\$29,270.47)	\$70,619

The interface also includes a 'Feedback' section at the bottom left and a copyright notice '© 2024 Haddon Hall Publishing, LLC' at the bottom right.

Alan: So, now I use my financial model here to show someone an installment sale with or without self-canceling can cover all the actual facts that we are typically encountering. I can export the data as a spreadsheet but before I do that, I will mention one other feature here. When I click on alter summary columns, I can pick what I want to show across the top.

The screenshot displays the EstateView Planning Software interface. On the left, a sidebar titled "Self Canceling Installment Note" shows various financial metrics like "Discounted Value" and "Combined Value Before Discounts". The main area is divided into "Summaries & Details" and "Timelines & Charts".

Sale/Note Summaries

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
1	68	N/A	16.8	17	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	3.9292%	8.0692%	\$161,384	\$105,520
2	68	N/A	16.8	17	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	\$2,000,000	4.2936%	8.4336%	\$168,672	\$2,387,567
3	60	88	23.2	34	11	\$200,000	\$2,500,000	\$1,900,000	Conv.	Interest Only	\$1,900,000	N/A	4.1400%	\$78,660	\$10,064,250

Sale/Note Details

1 2 **Sale 3**

Show Every 2 Year(s) Year Of Death End Of Term

Year #	Grantor Age	2nd Life Age	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income	Estate Tax Savings From Burn	Total Estate Tax Savings
2	62	90	\$216,513.00	\$65,520.00	(\$78,660.00)	\$0.00	\$3,090,213.00	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$396,085.20	(\$22,115.10)	\$17,734.70	\$413,819.90
4	64	92	\$248,359.48	\$70,866.43	(\$78,660.00)	\$0.00	\$3,552,025.69	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$580,810.28	(\$25,394.90)	\$40,837.68	\$621,647.96
6	66	94	\$286,010.15	\$76,649.13	(\$78,660.00)	\$0.00	\$4,097,467.99	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$798,987.20	(\$29,270.47)	\$70,619.74	\$869,606.93

Alan: Right now, I am only showing what you see in yellow and what in yellow is what I normally show, but I can show many more things or I can show fewer things.

Columns
Recommended columns are in yellow.
Your choices are saved for future uses.

- Sale #
- Grantor Age
- 2nd Life Age
- Life Expectancy
- Year of Death
- # of Years Illustrated
- Term of Note
- Year One Gift
- Value Before Discounts
- Value After Discounts
- Note Type
- Payment Type
- Premium Type
- \$ 7520 Rate
- Principal Risk Premium
- Note Amount
- Interest Rate Risk Premium
- Interest Rate With Premium
- Annual Payment
- Total Estate Tax Savings
- Exhaustion Year
- Exhaustion Test Requirement

Sale/Note Summaries

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death
1	68	N/A	16.8	17
2	68	N/A	16.8	17
3	60	88	23.2	34

Timelines & Charts

Note Amount	Interest Rate Risk Premium	Interest Rate With Premium	Annual Payment	Total Estate Tax Savings
\$2,000,000	3.9292%	8.0692%	\$161,364	\$105,520
\$2,000,000	4.2936%	8.4336%	\$188,672	\$2,387,567
\$1,900,000	N/A	4.1400%	\$78,660	\$10,064,250

Self Canceling Installment Note

Standard Pro **Pro-Plus**

Discounted Value: \$1,400.00

Non-Discountable Assets (e.g. cash): \$5

Combined Value Before Discounts: \$2,500.00

Combined Value After Discounts: \$1,900.00

Annual Addl Income: 0.00%

Feedback

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Alan: For the CPA and financial advisor, I may want to show all this stuff that you see across the top. But for the client, I may want to show less and then the same thing with the spreadsheet, including showing the probability of death for each year, the probability of surviving that long, which of course as you know is important with a SCIN.

Then I can export it to Excel and then I can add more information once it's exported.

The screenshot shows the EstateView Planning Software interface. At the top, there are navigation buttons: Home, File, Generate Explanation, Share With Client, Help, Calculators, Account, and Humor. Below these is a tab for 'Sale/Note Details' with sub-tabs for '1', '2', and 'Sale 3'. A filter bar shows 'Show Every' with options for '2' years, 'Year(s)', 'Year Of Death', and 'End Of Term'. A red arrow points to the 'Export to Excel' button in the top right corner of the table area.

Year #	Grantor Age	2nd Life Age	Probability Survival Through Year	Probability Of Death Each Year	Beginning Value	Growth	Add Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	Estate Tax Savings From Trust Assets	Income Tax (Burn) on Trust Income	Estate Tax Savings From Burn	Total Estate Tax Savings
2	62	90	99.04%	0.54%	\$2,886,840.00	\$216,513.00	\$65,520.00	(\$78,660.00)	\$0.00	\$3,090,213.00	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$396,085.20	(\$22,115.10)	\$17,734.70	\$413,819.90
4	64	92	97.28%	0.99%	\$3,311,459.78	\$248,359.48	\$70,866.43	(\$78,660.00)	\$0.00	\$3,552,025.69	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$580,810.28	(\$25,394.90)	\$40,837.68	\$621,647.96
6	66	94	94.66%	1.41%	\$3,813,468.71	\$286,010.15	\$76,649.13	(\$78,660.00)	\$0.00	\$4,097,467.99	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$798,987.20	(\$29,270.47)	\$70,619.74	\$869,606.93
8	68	96	91.31%	1.75%	\$4,405,833.19	\$330,437.49	\$82,903.70	(\$78,660.00)	\$0.00	\$4,740,514.38	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$1,056,205.75	(\$33,841.49)	\$108,675.28	\$1,164,881.03
10	70	98	87.42%	2.00%	\$5,103,612.81	\$382,770.96	\$89,668.64	(\$78,660.00)	\$0.00	\$5,497,392.41	\$1,900,000.00	(\$78,660.00)	\$1,900,000.00	\$1,358,956.97	(\$39,223.72)	\$156,939.36	\$1,515,896.33
11	71	99	85.32%	2.11%	\$5,497,392.41	\$412,304.43	\$93,255.39	(\$1,978,660.00)	\$0.00	\$4,024,292.24	\$1,900,000.00	(\$78,660.00)	\$0.00	\$1,529,716.89	(\$35,230.23)	\$182,801.91	\$1,712,518.80
12	72	100	83.11%	2.21%	\$4,024,292.24	\$301,821.92	\$96,985.61	(\$0.00)	\$0.00	\$4,423,099.76	\$0.00	(\$0.00)	\$0.00	\$1,689,239.90	(\$31,255.35)	\$209,014.19	\$1,898,254.10
14	74	102	78.39%	2.42%	\$4,855,697.27	\$364,177.30	\$104,899.63	(\$0.00)	\$0.00	\$5,324,774.20	\$0.00	(\$0.00)	\$0.00	\$2,049,909.68	(\$37,667.74)	\$271,371.69	\$2,321,281.37
16	76	104	73.21%	2.65%	\$5,833,227.88	\$437,492.09	\$113,459.44	(\$0.00)	\$0.00	\$6,384,179.41	\$0.00	(\$0.00)	\$0.00	\$2,473,671.76	(\$45,204.41)	\$349,438.05	\$2,823,109.82
18	78	106	67.50%	2.94%	\$6,980,990.68	\$523,574.30	\$122,717.73	(\$0.00)	\$0.00	\$7,627,282.72	\$0.00	(\$0.00)	\$0.00	\$2,970,913.09	(\$54,050.61)	\$446,703.58	\$3,417,616.67
20	80	108	61.16%	3.25%	\$8,326,955.36	\$624,521.65	\$132,731.50	(\$0.00)	\$0.00	\$9,084,208.51	\$0.00	(\$0.00)	\$0.00	\$3,553,683.40	(\$64,421.31)	\$567,373.54	\$4,121,056.94
22	82	110	54.20%	3.55%	\$9,903,564.91	\$742,767.37	\$143,562.39	(\$0.00)	\$0.00	\$10,789,894.66	\$0.00	(\$0.00)	\$0.00	\$4,235,957.87	(\$76,565.80)	\$716,506.92	\$4,952,464.78
24	84	112	46.69%	3.84%	\$11,748,441.65	\$881,133.12	\$155,277.08	(\$0.00)	\$0.00	\$12,784,851.85	\$0.00	(\$0.00)	\$0.00	\$5,033,940.74	(\$90,773.19)	\$900,181.07	\$5,934,121.81

Alan: But wait, there is more! I can go to general explanation and I can click on all three of these SCINs and I can click on give me a general explanation of how SCINs work, give me a checklist, and give me a PowerPoint. I can put the client's name in here, click submit, and now I have a general checklist, a general explanation and three PowerPoints.

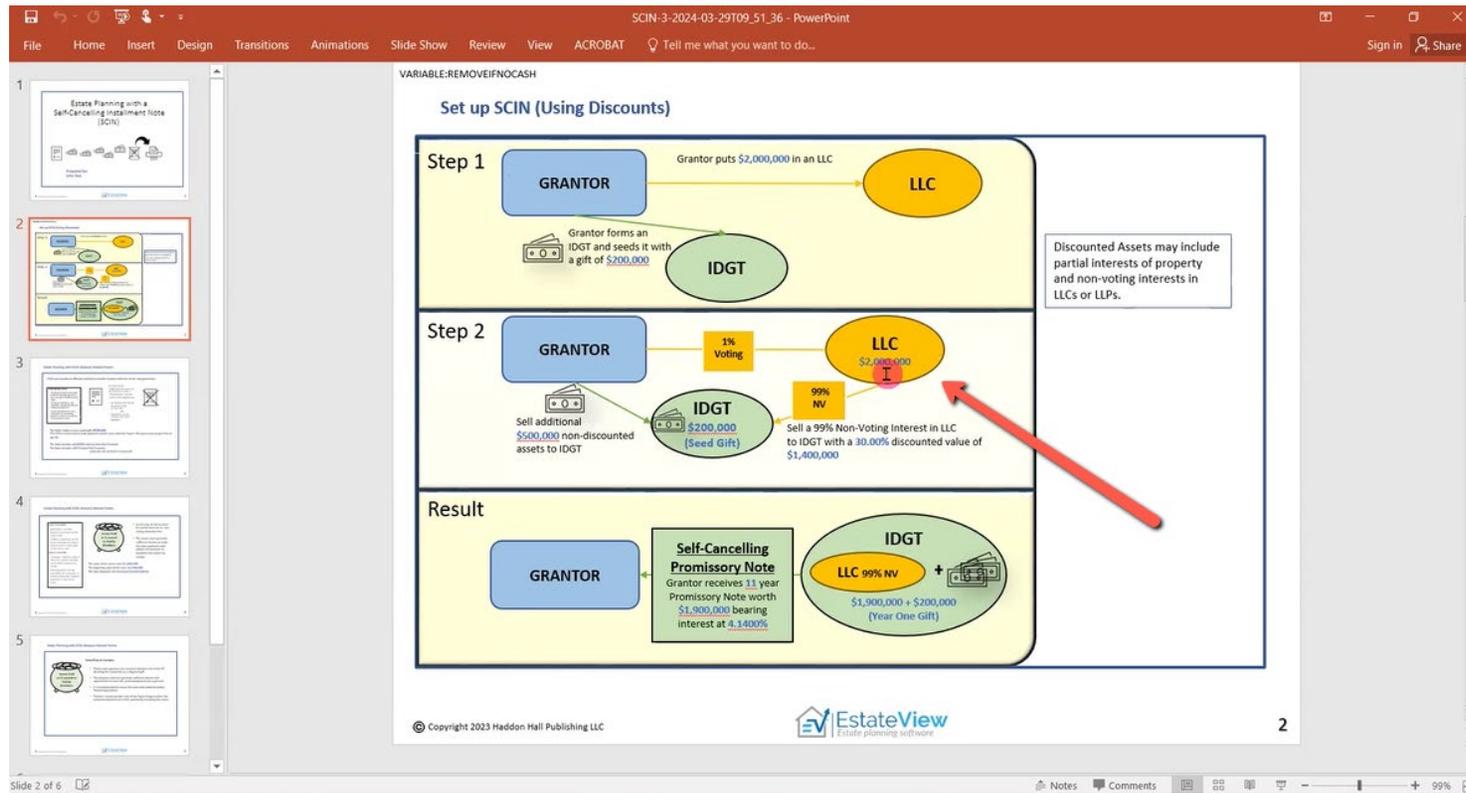
The screenshot shows the 'EstateView Planning Software' interface. A modal dialog titled 'Generate SCIN Explanation' is open, allowing the user to generate an explanation for selected SCINs. The dialog includes the following elements:

- Select SCIN(s) to generate an explanation for:** Three checkboxes are selected: SCIN 1, SCIN 2, and SCIN 3.
- Select Documents to generate for each SCIN selected above:** Three checkboxes are selected: General Explanation, Planner's Checklist, and PowerPoint Presentation. Other options include 'Short Explanation (coming soon)' and 'Sample Provisions (coming soon)'.
- (Optional) Client's Name(s):** A text input field containing 'Bob Sample'.
- Buttons:** 'Submit' and 'Close' buttons are at the bottom of the dialog.

The background interface shows a 'Sale/Note Summaries' table with columns for Sale #, Grantor Age, 2nd Life Age, Life Expectancy, Year of Death, # of Years Illustrated, Term of Note, and Year On Gift. The 'Sale 3' details are highlighted.

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	# of Years Illustrated	Term of Note	Year On Gift
1	68	N/A	16.8	17	15	15	\$100,000
2	68	N/A	16.8	17	30	18	\$100,000
3	60	88	23.2	34	30	11	\$200,000

Alan: So, the PowerPoint comes up and it gives the exact numbers from the arrangement. It would show an LLC with discounts if we are taking discounts.



Alan: It explains the SCIN, explains the arrangement. It gives the PowerPoint and then it adapts to my inputs.

SCIN-3-2024-03-29T09_51_36 - PowerPoint

File Home Insert Design Transitions Animations Slide Show Review View ACROBAT Tell me what you want to do... Sign in Share

Estate Planning with SCINs Between Related Parties

Assets Sold or \$ Loaned to Family Members

Some Risks to Consider:

- Timely note payments are crucial to minimize risk of the IRS deeming the transaction as a disguised gift.
- The property sold must generate sufficient income and appreciation to cover the premium-adjusted note payments.
- It is recommended to secure the note with collateral and/or financial guarantees.
- Planners should consider risks of the Payee living to collect the premium-adjusted note in full, potentially increasing the estate.

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EstateView
Estate planning software

5

Slide 5 of 6

Notes Comments

99%

Alan: Another thing I can do is I can click on share with client and it generates a code. I can change the code. You know, it could be whatever I want it to be, but it generates a code. I click on generate URL.

The screenshot shows the EstateView Planning Software interface. A modal dialog box is open, titled "Create a 6-digit passcode: (the guest will need this passcode)". The dialog contains six input fields with the numbers 2, 2, 6, 3, 7, and 1. A red arrow points to the "Share With Client" button in the top navigation bar. Another red arrow points to the "Generate URL" button at the bottom of the dialog. The background shows a table with columns for Sale #, Grantor Age, 2nd Life Age, Life Expectancy, Year of Death, # of Years Illustrated, Term, Year One, Value Before Discounts, Value After Discounts, Note Type, Payment Type, Premium Type, Rate, APR, Principal Risk Premium, Note Amount, Interest Rate, Risk Premium, Annual Payment, Total Estate Tax Savings, Exhaustion Year, and Exhaustion Test Requirement.

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	# of Years Illustrated	Term	Year One	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Premium Type	Rate	APR	Principal Risk Premium	Note Amount	Interest Rate	Risk Premium	Annual Payment	Total Estate Tax Savings	Exhaustion Year	Exhaustion Test Requirement
1	68	N/A	16.8	17	15	15											92%	\$161,384	\$105,520	N/A	N/A	
2	68	N/A	16.8	17	30	30											36%	\$168,672	\$2,387,567	17.00	\$2,802,747	
3	60	88	23.2	34	30	11											00%	\$78,660	\$10,064,250	N/A	N/A	

Alan: Click on copy to clipboard. And now I can start an email and say, “Hi Mr. Smith, I just ran this scenario. Go to this address by clicking here, put in code 222371 and Mr. Smith will then have two weeks to run this software with it beginning with these inputs.”

The screenshot shows the EstateView Planning Software interface. At the top, there's a navigation bar with options like 'Home', 'File', 'Generate Explanation', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. Below this is a 'Summaries & Details' section with a 'Sale/Note Summaries' table. The table has columns for Sale #, Grantor Age, 2nd Life Age, Life Expectancy, Year of Death, # of Years Illustrated, Term of Note, Year One Gift, Value Before Discounts, Value After Discounts, Note Type, Payment Type, Premium Type, \$ 7520 Rate, AFR, Principal Risk Premium, Note Amount, Interest Rate Premium, Interest Rate With Premium, Annual Payment, Total Estate Tax Savings, Exhaustion Year, and Exhaustion Test Requirement. Row 3 is highlighted in blue.

A modal window is open over the table, containing the following text:

- This link will be valid for 14 days.
- <https://tinyurl.com/3a637c8m>
- Copy To Clipboard
- Copied successfully!
- Passcode Reminder (the guest will need this passcode!): **222371**
- Close

Below the modal, there's a 'Sale/Note Details' section for 'Sale 3' with various filters and a table of financial metrics. At the bottom, there's a 'Feedback' link, a copyright notice for Haddon Hall Publishing, LLC, and links for 'Terms' and 'Privacy'.

Alan: We just do a quick Zoom video. We put this on Zoom and do it live with the client. Show them how it works right on the video screen, and then I say, now try it yourself. I am sending it to you.

And the clients who are mathematically oriented or MBAs, accountants, engineers can go ahead and play with it.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Self Canceling Installment Note' configuration panel is visible, showing various input fields for values and percentages. The main area displays 'Sale/Note Summaries' with a table of three entries. Below the table, there are controls for 'Sale/Note Details' and an 'Export to Excel' button.

Self Canceling Installment Note Configuration:

- Standard: Pro-Plus
- Discounted Value: \$1,400,000.00
- Non-Discountable Assets (e.g. cash): \$500,000
- Combined Value Before Discounts: \$2,500,000.00
- Combined Value After Discounts: \$1,900,000.00
- Annual Addl Income: \$100,000
- Increase Annual Addl Income X% Per Year: 4.00%
- Income Tax Rate On Addl Income: 37.00%
- Show Grantor Pays Income Taxes?: Yes
- % of Trust that is: 2.00%

Sale/Note Summaries Table:

Sale #	Grantor Age	2nd Life Age	Life Expectancy	Year of Death	# of Years Illustrated	Term of Note	Year One Gift	Value Before Discounts	Value After Discounts	Note Type	Payment Type	Premium Type	\$ 7520 Rate	AFR	Principal Risk Premium	Note Amount	Interest Rate Risk Premium
1	68	N/A	16.8	17	15	15	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	3.9292%
2	68	N/A	16.8	17	30	18	\$100,000	\$2,000,000	\$2,000,000	SCIN	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$2,000,000	4.2936%
3	60	88	23.2	34	30	11	\$200,000	\$2,500,000	\$1,900,000	Conv.	Interest Only	Interest Rate	5.00%	4.14%	N/A	\$1,900,000	N/A

Sale/Note Details Table (Sale 3):

Year #	Grantor Age	2nd Life Age	Probability Survival Through Year	Probability Of Death Each Year	Beginning Value	Growth	Addl Income	Payment	Income Tax Paid By Trust	End Value	Beginning Note Balance	Interest	End Note Balance	E Sav Tr
1														

Joey: Alan, another question, sometimes we will just do estate tax calculation for a client or just looking at where are you now with your estate and what would the estate tax be? Do you have some way of doing that with the program?

Alan: Absolutely. I go to the married couple module or the single module and it allows me to see a lot of things, including the estate tax. So, I am going to be able to just input the client's name and two tiers of income, what they are adding or subtracting from their portfolio each year until a certain age and then what they add or subtract from that portfolio at the second age.

The screenshot shows the 'EstateView Planning Software' interface. The browser address bar displays 'estateview.link/main?type=married'. The page title is 'Stripe - Customers'. A sidebar on the left lists 'Shortcuts to Assumptions' with categories: Strategies, Planner, Clients (highlighted), Rates, Investments, Residences, Bypass Trust, Annual Gifting, Life Insurance, Installment Sale, and Testamentary Charity. The main content area features a table of assumptions:

Lifetime Gift Exemption Used	-	\$0	+
Net Annual Savings/(Spending) While Both Alive to age 80 (in Year 10)	-	\$100,000	+
Age of Savings/Spending Change (Year 10)	-	80	+
Net Annual Savings/(Spending) While Both Alive After Change	-	\$100,000	+

Below the table, a section for 'Spouse 2' is highlighted in pink. It includes a checkbox for 'Deceased or None' (unchecked) and the name 'Mary Sample'. The fields are:

- First Name: Mary
- Last Name: Sample
- DOB: Mar 29 1960
- Age: 64
- Sex: Female

At the bottom of the page, there is a 'Feedback' link on the left, and '© 2024 Haddon Hall Publishing, LLC' along with 'Terms' and 'Privacy' links on the right.

Alan: If there is going to be a surviving spouse, what are they going to add or subtract to the portfolio each year after the first spouse dies? How long are they going to live?

The screenshot displays the 'Shortcuts to Assumptions' section of the EstateView Planning Software. The main table lists various assumptions with their values and adjustment options. Key values are highlighted with red boxes and a red arrow.

Assumption	Value	Adjustment
Actuarial Year of Death (in Year 19)	2043	
Illustrated Year of Death (in Year 20)	2044	+
Lifetime Gift Exemption Used	\$0	+
Net Annual Savings/(Spending) After First Death to age 80 (in Year 16)	\$175,000	+
Age of Savings/Spending Change (Year 16)	80	+
Net Annual Savings/(Spending) After First Death And After Change	\$75,000	+

Below the table, there is a button labeled 'Click for Life Insurance Estimates'. The 'Portability Option' section includes a checkbox for 'Check Box if No Portability: '. The '2026 Exemption Adjustment' section is also visible.

Footer: Feedback | © 2024 Haddon Hall Publishing, LLC | Terms | Privacy

Alan: If there is portability, will they keep the portability or lose the portability? Will the exemption go down to half in 2026?

The screenshot shows the 'Shortcuts to Assumptions' panel in EstateView Planning Software. The browser address bar shows 'estateview.link/main?type=married'. The panel includes a grid of assumptions and a 'Portability Option' section. The 'Portability Option' section is highlighted with a red box and contains two items: 'Check Box if No Portability: ' and '2026 Exemption Adjustment' with a sub-item 'Check Box if Lifetime Exemption drops 50% in 2026: '. Below this is a 'Rates' section with 'Estate Tax Rate' set to 40.00%.

Assumption	Value
Age of Savings/Spending Change (Year 16)	80
Net Annual Savings/(Spending) After First Death And After Change	\$75,000
Estate Tax Rate	40.00%

Portability Option

- Check Box if No Portability:
- 2026 Exemption Adjustment**
 - Check Box if Lifetime Exemption drops 50% in 2026:

Rates

Click for Chained CPI & Inflation History

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Alan: What is your estate tax rate? What is your chained CPI going to be?

What is your real inflation going to be? What are your assets today? We only have two classes of assets: One is we call it your investment assets. What is the rate of return? What is the investment advisory cost? What is the tax cost as a percentage of the portfolio?

The screenshot shows the 'EstateView Planning Software' interface. At the top, there's a browser window with the URL 'estateview.link/main?type=married'. Below the browser, there's a 'Shortcuts to Assumptions' panel with categories like Strategies, Investments, Annual Gifting, etc. The main content area is titled 'Business and Investments' and contains a table of assumptions. A red box highlights the 'Annual Investment Tax Rate (as % of assets)' row, which is set to 2.00%. Other assumptions include Current Value (\$23,500,000), Annual Growth Rate (7.48%), Annual Investment Costs Rate (0.40%), and various other parameters related to an explosive asset and installment sale.

Assumption	Value
Current Value	\$23,500,000
Annual Growth Rate	7.48%
Annual Investment Costs Rate	0.40%
Annual Investment Tax Rate (as % of assets)	2.00%
Add Explosive Asset? (in addition to above)	<input checked="" type="checkbox"/>
Day 1 Value?	\$3,500,000
Years Until Sale?	5
Value On Sale	\$10,000,000
Income Tax On Sale	\$3,250,000
Transfer A Part To Installment Sale?	<input checked="" type="checkbox"/>

Alan: And then we allow for an explosive asset. Like a client might say, well, I have got a \$5 million company, but in five years I fully intend to sell it for \$12 million and I think the tax is going to be \$2.5 million.

The screenshot shows the 'Shortcuts to Assumptions' window in EstateView Planning Software. The 'Investments' tab is selected. The assumptions table is as follows:

Assumption	Value
Annual Investment Tax Rate (as % of assets)	2.00%
Add Explosive Asset? (in addition to above)	<input checked="" type="checkbox"/>
Day 1 Value?	\$5,000,000
Years Until Sale?	5
Value On Sale	\$12,000,000
Income Tax On Sale	\$2,500,000
Transfer A Part To Installment Sale?	<input checked="" type="checkbox"/>
What Percentage Sold/Transferred?	50.00%
Explosive Asset Sale Portion	\$2,500,000
Explosive Asset Discount Rate	0.00%
Discounted Explosive Asset Sale	\$2,500,000

* Above options also shown under installment sale below

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Alan: And then would part of that go into an installment sale, which you can decide later. Then, what is their house worth? What is the growth rate? We only allow for one house, but it can be all their houses together with an average growth rate. And then we get into the various planning techniques, including what their life insurance situation is. So those are my inputs.

Shortcuts to Assumptions

- Strategies^
- Planner^
- Clients^
- Rates^
- Investments^
- Residences^
- QPRT
- Bypass Trust
- Annual Gifting
- Life Insurance
- Installment Sale
- Testamentary Charity

Explosive Asset Discount Rate

Discounted Explosive Asset Sale		\$2,500,000	
* Above options also shown under installment sale below.			
Personal Residence and Property			
Current Value	-	\$3,000,000	+
Annual Growth Rate	-	3.00%	+
Qualified Personal Residence Trust Will Show If Checked: <input checked="" type="checkbox"/>			
Number of QPRTs	-	1	+
Percentage of Residence Value to QPRT(s)	-	100.00%	+
QPRT Residence Value		\$3,000,000	
QPRT 1 - Spouse 1 (Age 70)			
QPRT Interest Rate (\$ 7520 Rate) Look Up	-	5.00%	+

Feedback

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Alan: Then I simply go to, if you die this year, no planning on the right-hand side, I click on that and it tells me there is a \$2,451,036 estate tax says, here is what you have now. Here is what you are going to have after the first death, and here is what you are going to have after the second death this year.

The screenshot displays the EstateView Planning Software interface. The main window shows a flowchart titled "DIES IN YEAR ONE - NO PLANNING" with the sub-header "Both spouses die in one year". The flowchart details the following stages:

- Today:** Bob & Mary Sample. Assets include Residence (\$3,000,000), Investments (\$28,500,000*), and Life Ins. - Bob (\$600,000). Annual Growth Rate is 3.50%. Annual Additions are \$100,000. Annual Growth Rate is 7.48% less 0.40% fees and 2.00% tax. Includes \$5,000,000 from Explosive Asset.
- Upon 1st Death (in Year 1):** Bob Sample. Assets include Residence (\$3,105,000), Investments (\$30,642,589*), and Life Ins. - Bob (\$600,000). Annual Growth Rate is 3.50%. Annual Additions are \$0. Annual Growth Rate is 7.48% less 0.40% fees and 2.00% tax. Includes \$5,956,769 from Explosive Asset.
- Upon 2nd Death (in Year 1):** Bob's Estate. Assets include Residence (\$3,105,000), Investments (\$30,642,589*), and Life Ins. - Bob (\$600,000). Exemption/Portability: (\$28,220,000). Net Taxable Estate: \$6,127,589. Includes \$5,956,769 from Explosive Asset.

The final outcome shows an Estate Tax of \$2,451,036 and Total Passed to Beneficiaries of \$31,896,554. A yellow arrow points to the "DIES IN YEAR ONE - NO PLANNING" scenario in the right-hand sidebar.

Client Information:

Client	
Spouse 1	Bob Sample
First Name	Bob
Last Name	Sample
DOB	Mar 29 195
Age	70
Sex	Male
Tobacco User?	<input type="checkbox"/>
Actuarial Year of Death (in Year 12)	2036
Illustrated Year of Death (in Year 10)	2034
Lifetime Gift Exemption Used	\$0
Net Annual Savings/(Spending)	
While Both Alive to age 80 (in Year 10)	\$100,000
Age of Savings/Spending Change (Year 10)	80
Net Annual Savings/(Spending)	

Alan: And if you do all our fancy planning, you will have no tax.

The screenshot displays the EstateView Planning Software interface. The main window shows a 'Trust Logistics' flowchart for a scenario titled 'DIES IN YEAR ONE - WITH PLANNING'. The flowchart starts with 'Today' assets for 'Bob & Mary Sample' and shows the flow of assets through various trusts (Bypass Trust, QPRT, etc.) upon the first and second deaths. The final result is 'Estate Tax: \$0' and 'Total Passed to Beneficiaries: \$34,347,589'. A red arrow points to the 'DIES IN YEAR ONE - WITH PLANNING' scenario in the right sidebar.

Client Information (Left Sidebar):

- Planner:** Firm Name, Planner Name
- Client:** Spouse 1: Bob Sample
- Bob Sample:** First Name: Bob, Last Name: Sample, DOB: Mar 29 195, Age: 70, Sex: Male, Actuarial Year of Death: 2036, Illustrated Year of Death: 2034, Lifetime Gift Exemption Used: \$0, Net Annual Savings: \$100,000, Age of Savings Change: 80.

Trust Logistics Flowchart (Main Window):

- Today:** Bob & Mary Sample (Residence: \$3,000,000; Investments: \$9,700,000; Note: \$13,000,000). Assets flow to 'Bypass Trust' and 'QPRT'.
- Upon 1st Death (in Year 1):** Bob Sample (Residence: \$3,126,000; Investments: \$702,821; Note: \$13,000,000). Assets flow to 'Bypass Trust' and 'QPRT'.
- Upon 2nd Death (in Year 1):** Bob's Estate (Residence: \$3,126,000; Investments: \$702,821; Note: \$13,000,000). Assets flow to 'Bypass Trust' and 'QPRT'.
- Final Results:** Amount to The Bob and Mary Sample Foundation: \$0; Estate Tax: \$0; Total Passed to Beneficiaries: \$34,347,589; Amount Sacrificed by Beneficiaries to Facilitate Charitable: \$0.

Right Sidebar (Scenarios):

- DIES IN YEAR ONE - NO PLANNING**
- DIES IN YEAR ONE - WITH PLANNING** (Selected, indicated by a red arrow)
- NO PLANNING (20 YEARS)**

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Alan: If you do no planning and you live for 20 years, then here is your situation today, here are the values on death of spouse one in year 10, and here are your values on the second death in year 20. And here is your portability allowance with no, if you did not use a credit shelter Trust, there is your estate tax, \$31 million.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Client' information for Bob Sample is shown, including his age (70) and sex (Male). The main area features a 'Trust Logistics' tab with a 'Timeline' view. The timeline is titled 'NO PLANNING (20 YEARS)' and shows the following stages:

- Today:** Bob & Mary Sample. Assets include Residence (\$3,000,000), Investments (\$28,500,000), and Life Ins. - Bob (Death Benefit \$600,000, Annual Premium \$8,000).
- Upon 1st Death (in Year 10):** Mary Sample. Assets include Residence (\$4,231,796), Investments (\$53,443,976*), and Life Ins. - Bob (Death Benefit \$600,000, Annual Premium \$8,000).
- Upon 2nd Death (in Year 20):** Mary's Estate. Assets include Residence (\$5,969,367), Investments (\$94,908,768*), and Life Ins. - Bob (Value \$984,809). The Net Taxable Estate is \$77,972,944. A note indicates it includes \$28,500,000 from an Explosive Asset.

The final results shown are:

- Estate Tax: \$31,189,177** (highlighted with a yellow arrow)
- Total Passed to Beneficiaries: \$70,673,766**

The right sidebar contains several scenario thumbnails, with a yellow arrow pointing to the 'NO PLANNING (20 YEARS)' scenario. The bottom of the screen shows the copyright notice: © 2024 Haddon Hall Publishing, LLC.

Alan: So then if the client says, well, I think I will live longer. All right, let us go 27 years with the surviving spouse, 13 years with the first dying spouse.

“I think my investments will grow more”.

Okay, that is fine. “I think my explosive asset will be worth more”.

Okay, we will increase that. Now your estate tax is \$77 million.

The screenshot displays the EstateView Planning Software interface. The main window is titled "Trust Logistics" and shows a timeline of events for a client named Bob Sample. The "Shortcuts to Assumptions" sidebar on the left lists various planning tools like "Investments", "Annual Gifting", and "Life Insurance". The "Trust Logistics" table is highlighted with a red box and contains the following data:

Spouse 1 Year of Death (in Year 15)	Total
2039	
Spouse 2 Year of Death (in Year 27)	Total
2051	
Annual Growth Rate (Investments)	9.23%
Annual Growth Rate (Residence)	3.50%
Add Explosive Asset?	<input checked="" type="checkbox"/>
Years Until Explosive Asset Sale?	5
Value On Sale?	\$12,750,000
Income Tax On Sale?	\$2,500,000
Transfer A Part To Installment Sale?	<input checked="" type="checkbox"/>
What Percentage Sold/Transferred?	50.00%
Explosive Asset Discount Rate	0.00%

The "Timeline" section shows the flow of assets and liabilities over time. It includes a table for "NO PLANNING (27 YEARS)" with the following data:

Bob & Mary Sample	Life Ins. - Bob
Residence: \$3,000,000	Death Benefit: \$600,000
Investments: \$28,500,000*	Annual Premium: \$8,000
Annual Growth Rate: 3.50%	Annual Growth Rate: 9.23% less 0.40% fees and 2.00% tax
Annual Additions: \$100,000	
Explosive Asset: \$100,000	

The "Details" section shows the final results of the planning, including the "Estate Tax" of \$77,022,585 and the "Total Passed to Beneficiaries" of \$145,473,877. A yellow arrow points from the "Explosive Asset Discount Rate" field in the "Trust Logistics" table to the "Estate Tax" result.

Alan: Okay, but I am going to do a credit shelter Trust on the first death. How much will that save me?

On the right-hand side, I click on Bypass Trust. It tells me that it will be funded in year 15. When I click on it, the Bypass Trust comes on, and then on the left-hand side is my Bypass Trust input. I can click up and down what is going to be in that Bypass Trust.

Or I could have it be just half the assets or the most possible and now here is where I am with the Bypass Trust.

The screenshot displays the EstateView Planning Software interface. On the left, a 'Shortcuts to Assumptions' panel is open, showing settings for 'Bypass Trust'. The 'Max Bypass Trust Value' is set to '\$11,750,000', and 'Limit Funding to Half of Available Assets?' is checked. The main area shows a 'Trust Logistics' flowchart for a 'BYPASS TRUST (FUNDED YEAR 15)'. The flowchart details the flow of assets from 'Bob & Mary Sample' (Today) to 'Mary Sample' (Upon 1st Death in Year 15) and then to 'Mary's Estate' (Upon 2nd Death in Year 27). A 'Bypass Trust' box is highlighted in red, showing it is funded with \$11,750,000 upon the first death. The final outcome shows an Estate Tax of \$68,748,360 and Total Passed to Beneficiaries of \$153,748,102. On the right, a 'Show/Hide Scenarios' panel shows three scenarios: 'NO PLANNING (27 YEARS)', 'BYPASS TRUST (FUNDED YEAR 15)', and 'QPRT'. A yellow arrow points to the 'BYPASS TRUST (FUNDED YEAR 15)' scenario. The bottom of the screen shows a zoom level of 58% and a copyright notice for Haddon Hall Publishing, LLC.

Alan: And what if we do the QPRTs?

Now on the QPRTs, we do not do all of the calculations on this side, but we do a simplified QPRT here, and the whole house or half the house, let us say 50% of the house worth a million five, and we do an eight-year QPRT.

We are going to have an \$812,000 gift, we do a nine-year QPRT, \$741,000 gift, etc.

And then what is the rent going to be after the tenth year

7% of the value or 8% of the value.

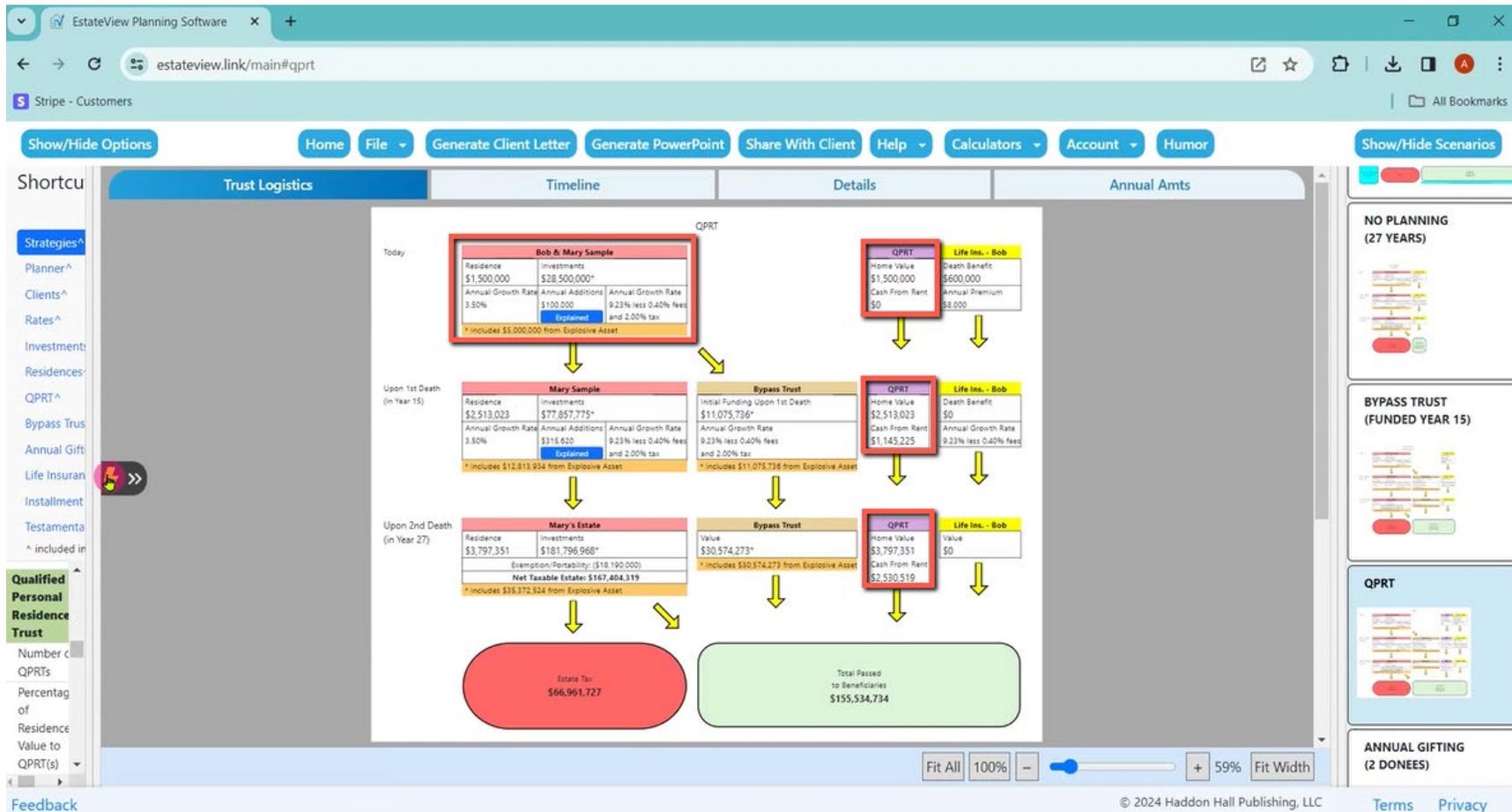
The screenshot displays the EstateView Planning Software interface. On the left, the 'Shortcuts to Assumptions' panel is visible, with several settings highlighted in red boxes:

- Qualified Personal Residence Trust:** Will Show If Checked: ; Number of QPRTs: 1; Percentage of Residence Value to QPRT(s): 50.00%; QPRT Residence Value: \$1,500,000.
- QPRT 1 - Spouse 1 (Age 70):** QPRT Interest Rate (\$ 7520 Rate): 5.00%; QPRT Term: 10; QPRT Exemption Used: \$674,264.00; QPRT Annual Rent % After Possessory Term: 8.00%.
- Bypass Trust:** Will Show If Checked: ; Max Bypass Trust Value: \$11,750,000.
- Gifts:** Will Show If Checked: ; Excluded Gifts Per Year: 2; Number of Years: 10; Subsequent Gifts Per Year: 6; Use Discounted Gifting?: ; Percentage of Excluded Gifts to Gift Trust: 100.00%.

The main area shows a flowchart titled 'Trust Logistics' with tabs for 'Trust Logistics', 'Timeline', 'Details', and 'Annual Amts'. The flowchart illustrates the distribution of assets from 'Bob & Mary Sample' through various trusts (Mary Sample, Bypass Trust, Mary's Estate) and QPRTs, leading to 'Estate Tax: \$66,961,727' and 'Total Passed to Beneficiaries: \$155,534,734'. On the right, there are summary cards for 'NO PLANNING (27 YEARS)', 'BYPASS TRUST (FUNDED YEAR 15)', 'QPRT', and 'ANNUAL GIFTING (2 DONEES)'. The bottom of the screen shows a feedback link, copyright information for Haddon Hall Publishing, LLC, and terms/privacy links.

So now that QPRT, we see the house go half the house go into the QPRT, half the house is still there in their estate.

Alan: The QPRT in 15 years is going to have \$1,145,225 from the rent, and then at a death, almost four million escapes the estate tax from the house value plus the income from the rent plus the rent reinvested is going to be \$2,530,519.



Alan: We could show two QPRTs, just go up to a QPRT and click two QPRTs, and now you have got twice as much savings. One is a little different than the other because one had a shorter period of time or one was a SLAT QPRT.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Shortcuts to Assumptions' sidebar is visible, with 'QPRT' selected. The main area shows a 'Trust Logistics' flowchart for a QPRT scenario. The flowchart starts with 'Bob & Mary Sample' (Today) and branches into 'Mary Sample' (Upon 1st Death) and 'Mary's Estate' (Upon 2nd Death). From 'Mary Sample', it branches into 'Bypass Trust' and two 'QPRT' boxes. From 'Mary's Estate', it branches into 'Bypass Trust' and two 'QPRT' boxes. The flowchart concludes with 'Estate Tax' and 'Total Passed to Beneficiaries'.

Configuration Settings (Left Panel):

- Qualified Personal Residence Trust:**
 - Will Show If Checked:
 - Number of QPRTs: 2
 - Percentage of Residence Value to QPRT(s): 50.00%
 - QPRT Residence Value: \$1,500,000
- QPRT 1 - Spouse 1 (Age 70):**
 - QPRT Interest Rate (\$ 7520 Rate): 5.00%
 - QPRT Term: 10
 - QPRT Exemption Used: \$286,562.00
 - QPRT Annual Rent % After Possessory Term: 8.00%
 - QPRT Valuation Discount Rate: 15.00%
- QPRT 2 - Spouse 2 (Age 64):**
 - QPRT 2 Term: 10
 - QPRT 2 Exemption Used: \$326,854.00
 - QPRT 2 Annual Rent % After Possessory Term: 8.00%
 - QPRT 2 Valuation Discount Rate: 15.00%
- Bypass Trust:**
 - Will Show If Checked:
 - Always Maximize Bypass Trust Value?:
 - Max Bypass Trust Value: \$11,750,000
 - Limit Funding to Half of Available Assets?:

Flowchart Data (Approximate Values):

Event	Asset	Residence	Investments	Annual Growth Rate	Annual Additions	Annual Growth Rate	Home Value	Home Value	Death Benefit	Annual Premium
Today	Bob & Mary Sample	\$1,500,000	\$28,500,000*	3.50%	\$100,000	9.23% less 0.40% fees and 2.00% tax	\$750,000	\$750,000	\$600,000	\$8,000
Upon 1st Death (Year 15)	Mary Sample	\$2,513,023	\$77,470,073*	3.50%	\$315,620	9.23% less 0.40% fees and 2.00% tax	\$1,256,512	\$1,256,512	\$0	\$0
Upon 1st Death (Year 15)	Bypass Trust						\$572,613	\$572,613	\$0	\$0
Upon 1st Death (Year 15)	QPRT 1						\$1,898,675	\$1,898,675	\$0	\$0
Upon 1st Death (Year 15)	QPRT 2						\$1,898,675	\$1,898,675	\$0	\$0
Upon 2nd Death (Year 27)	Mary's Estate	\$3,797,351	\$178,395,160*				\$1,265,260	\$1,265,260	\$3,596,826	\$0
Upon 2nd Death (Year 27)	Bypass Trust									
Upon 2nd Death (Year 27)	QPRT 1									
Upon 2nd Death (Year 27)	QPRT 2									
Final	Estate Tax									\$65,731,746
Final	Total Passed to Beneficiaries									\$156,764,716

Alan: Or I do not want to use QPRTs at all. Click the “Will Show If Checked” box and the QPRT disappears.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Shortcuts to Assumptions' panel is visible, with the 'QPRT' option selected. Below this, the 'Qualified Personal Residence Trust' section is expanded, showing various parameters such as 'Number of QPRTs' (2), 'Percentage of Residence Value to QPRT(s)' (50.00%), and 'QPRT Residence Value' (\$1,500,000). A red arrow points to the 'Will Show If Checked:' checkbox, which is currently unchecked. Other sections like 'QPRT 1 - Spouse 1 (Age 70)', 'QPRT 2 - Spouse 2 (Age 64)', and 'Bypass Trust' are also visible.

The main area shows a 'Trust Logistics' flowchart titled 'QPRT - OFF'. The flowchart starts with 'Today' assets for 'Bob & Mary Sample' (Residence: \$3,000,000; Investments: \$28,500,000*) and 'Life Ins. - Bob' (Death Benefit: \$600,000; Annual Premium: \$8,000). Upon the first death (in Year 15), the assets are split between 'Mary Sample' (Residence: \$5,026,046; Investments: \$78,328,736*) and a 'Bypass Trust' (Initial Funding: \$11,750,000*). Upon the second death (in Year 27), the assets are split between 'Mary's Estate' (Residence: \$7,594,701; Investments: \$182,466,199*) and another 'Bypass Trust' (Value: \$32,435,561*). The final results are 'Estate Tax: \$68,748,360' and 'Total Passed to Beneficiaries: \$153,748,102'.

On the right side, there are three scenario thumbnails: 'NO PLANNING (27 YEARS)', 'BYPASS TRUST (FUNDED YEAR 15)', and 'QPRT - OFF'. The 'QPRT - OFF' scenario is currently selected. At the bottom right, there are controls for 'Fit All', '100%', and '59%' zoom, and 'Fit Width'.

Alan: So then next annual gifting. My annual gifting settings are on the left. How many Crummey powers for the first 10 years? How many after that? Here is what is in that gift Trust after the 27th year, if they actually do the gifting.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Shortcuts to Assumptions' panel is open to the 'Gifting' section, which is highlighted with a red box. The 'Gifting' settings include:

- Will Show If Checked:**
- Initial Gifting Trust Value: \$0
- Excluded Gifts Per Year: 2
- Number of Years: 10
- Subsequent Gifts Per Year: 6
- Use Discounted Gifting?:
- Percentage of Excluded Gifts to Gift: 100.00%
- Percentage of Excluded Gifts using Discounting: 100.00%
- Discount Percentage for Gifting: 25.00%

The main area shows a 'Trust Logistics' flow diagram for 'ANNUAL GIFTING (2 DONEES)'. The flow starts with 'Bob & Mary Sample' (Today) and proceeds through 'Mary Sample' (Upon 1st Death in Year 15) and 'Mary's Estate' (Upon 2nd Death in Year 27). Assets are distributed to 'Bypass Trust', 'Gifting Trust(s)', and 'Life Ins. - Bob'. A red box highlights the 'Gifting Trust(s)' value of \$14,085,893 at the 27th year. The final 'Total Passed to Beneficiaries' is \$159,314,850. A yellow arrow points from the 'Gifting Trust(s)' box to the 'ANNUAL GIFTING (2 DONEES)' scenario thumbnail on the right.

Alan: What if I give discounted LLC interests? This is where I give more in that gift Trust, depending upon the discount rate I use and what percentage of their gifting goes into that Trust, what percentage goes into the hands of the kids.

Shortcuts to Assumptions

Gifting Will Show If Checked:

Initial Gifting Trust Value	-	\$0
Excluded Gifts Per Year	2	
Number of Years Subsequent Gifts Per Year	10	6
Use Discounted Gifting?	<input checked="" type="checkbox"/>	
Percentage of Excluded Gifts to Gift Trust	-	100.00%
Percentage of Excluded Gifts using Discounting	-	100.00%
Discount Percentage for Gifting	-	25.00%

Life Insurance Will Show If Checked:

Click for Life Insurance Estimates | Click for Explanation

Spouse 1 - Pre-Planning + Add Pre-Planning | Copy Pre-Plan Policies to Post-Plan

Policy 1 - Pre-Planning (Spouse 1) Remove Policy | Copy Policy To Next Planning Policy

Trust Logistics | Timeline | Details | Annual Amts

DISCOUNTED GIFTING (25% DISCOUNT)

Today

Bob & Mary Sample	Investments	Life Ins. - Bob
Residence \$3,000,000	\$28,500,000*	Death Benefit \$600,000
Annual Growth Rate 3.50%	Annual Additions \$100,000	Annual Premium \$8,000
	Annual Growth Rate 9.23% less 0.40% fee and 2.00% tax	
* Includes \$5,000,000 from Explosive Asset		

Upon 1st Death (in Year 15)

Mary Sample	Bypass Trust	Gifting Trust(s)	Life Ins. - Bob
Residence \$5,026,046	Initial Funding Upon 1st Death \$11,750,000*	Value \$5,383,413	Death Benefit \$0
Investments \$72,945,323*	Annual Growth Rate 9.23% less 0.40% fees and 2.00% tax	Annual Gifts \$186,000	Annual Growth Rate 9.23% less 0.40% fee
Annual Growth Rate 3.50%	Annual Additions \$315,620	Annual Growth Rate 9.23% less 0.40% fee	
	Annual Growth Rate 9.23% less 0.40% fee and 2.00% tax		
* Includes \$12,139,670 from Explosive Asset		* Includes \$11,750,000 from Explosive Asset	

Upon 2nd Death (in Year 27)

Mary's Estate	Bypass Trust	Gifting Trust(s)	Life Ins. - Bob
Residence \$7,594,701	Value \$32,435,561*	Value \$18,781,191	Value \$0
Investments \$162,534,766*	Exemption/Portability: (\$18,180,000)		
Annual Growth Rate 3.50%	Net Taxable Estate: \$152,939,467		
* Includes \$33,511,236 from Explosive Asset			

Estate Tax \$61,175,787

Total Passed to Beneficiaries \$161,170,433

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Alan: Or if I am going to do life insurance Trust, it will take into account that the Crummey powers are being used for the life insurance.

I can do life insurance policies on both spouses. I can do life insurance policies a second to die, and then I can do before and after, so I can say what the now it is in an ILIT, now it is not. What are the differences?

The screenshot displays the EstateView Planning Software interface. The browser address bar shows 'estateview.link/main#insurance'. The software has a top navigation bar with buttons for 'Home', 'File', 'Generate Client Letter', 'Generate PowerPoint', 'Share With Client', 'Help', 'Calculators', 'Account', and 'Humor'. On the left, there are 'Shortcuts to Assumptions' and a sidebar with policy settings. The main area shows a 'Trust Logistics' flowchart for 'LIFE INSURANCE TRUST PLANNING (27 YEARS)'. The flowchart starts with 'Today' for 'Bob & Mary Sample' and branches into 'Upon 1st Death (in Year 15)' and 'Upon 2nd Death (in Year 27)'. It details assets like Residence and Investments, and shows the flow through 'Bypass Trust', 'Gifting Trust(s)', and 'Life Ins. - Bob'. A summary at the bottom shows 'Estate Tax \$61,446,599' and 'Total Passed to Beneficiaries \$160,905,918'. The sidebar on the left is highlighted with a red box and contains the following settings:

Annual Premium	\$8,000
Death Benefit	\$600,000
Spouse 2 - Pre-planning	+ Add Pre-Planning Policy
	Copy Pre-Planning Policies to Post-Planning
	Remove Policy
Policy 1 - Pre-Planning (Spouse 2)	Copy Policy To Next Pre-Planning Policy
Held in ILIT?	<input type="checkbox"/>
Term or Permanent	Term
Number of Years	12
Annual Premium	\$8,000
Death Benefit	\$600,000
Spouse 2 - Post-planning	+ Add Post-Planning Policy
Second to Die - Pre-planning	+ Add Pre-Planning Policy
	Copy Pre-Planning Policies to Post-Planning
Second to Die - Post-planning	+ Add Post-Planning Policy
Large Gift To Trust	Will Show If Checked: <input checked="" type="checkbox"/>
Value Gifted	\$0

Alan: Then I can make a large gift in year one by how much the gift is as I click up the gift. You see the estate tax click down.

The screenshot displays the EstateView Planning Software interface. On the left, the 'Shortcuts to Assumptions' sidebar is visible, with the 'Large Gift To Trust' section highlighted. This section includes a table of assumptions:

Assumption	Value
Value Gifted	\$9,500,000
Large Gift Discount Rate	0.00%
Large Gift Value After Discount	\$9,500,000
Check Box to Split Large Gift	<input type="checkbox"/>
Year to Toggle Off Grantor Status	Never

Below this, the 'Installment Sale / Year 1 Gift to Irrevocable Trust' section is also visible, with a 'Lock to 10%' checkbox checked. The main area shows a 'Trust Logistics' flowchart for a 'LARGE GIFT (27 YEARS)' scenario. The flowchart starts with 'Bob & Mary Sample' (Residence: \$3,000,000; Investments: \$19,000,000*) and branches into 'Mary Sample' (Upon 1st Death), 'Mary's Estate' (Upon 2nd Death), 'Bypass Trust', 'Gifting Trust(s)', and 'Life Ins. - Bob'. A red box highlights the 'Estate Tax' of \$35,565,892. A yellow arrow points from the 'Large Gift To Trust' section to the 'LARGE GIFT (27 YEARS)' scenario in the right-hand 'Show/Hide Scenarios' panel.

Alan: I can do an installment sale, which will usually zero it out, but that there is the installment sale and the impact of that, and I can reduce the installment sale to leave some tax, so there is a little bit of tax left there if I do a smaller installment sale.

The screenshot displays the EstateView Planning Software interface. The main window shows a 'Trust Logistics' flow diagram for a 'YEAR 1 GIFT / INSTALLMENT SALE (20 YEAR NOTE)'. The flow starts with 'Bob & Mary Sample' (Today) and branches into 'Mary Sample' (Upon 1st Death) and 'Mary's Estate' (Upon 2nd Death). From 'Mary Sample', the flow goes to 'Bypass Trust' and 'Gifting Trust(s)'. From 'Mary's Estate', the flow goes to 'Bypass Trust', 'Gifting Trust(s)', and 'Year 1 Gift / Installment Sale Trust'. The 'Year 1 Gift / Installment Sale Trust' leads to 'Life Ins. - Bob'. The final outcome is 'Estate Tax \$2,939,373' and 'Total Passed to Beneficiaries \$224,593,419'.

On the left, the 'Shortcuts to Assumptions' panel is open, showing the 'Installment Sale / Year 1 Gift to Irrevocable Trust' settings. The 'Sale Value before Discount' is set to \$10,000,000, which is highlighted with a red box. Other settings include 'Year One Gift' at \$950,000, 'Discount Rate' at 30.00%, and 'Add Explosive Asset?' checked.

On the right, the 'Show/Hide Scenarios' panel is visible, with a yellow arrow pointing to the 'YEAR 1 GIFT / INSTALLMENT SALE (20 YEAR NOTE)' scenario.

Alan: And then I can show them how about charity, so I can click on testimony charity.

I can have direct to charity and say that I want to cover 100% of what it needs to zero out the estate tax. Charity is going to get \$7,348,432. The estate tax zero beneficiaries get \$220,184,360, but they have sacrificed \$4.4 million by giving us what it takes to zero out of estate tax.

The screenshot displays the EstateView Planning Software interface. The main window shows a 'TESTAMENTARY CHARITY' plan with a table of financial data across four columns: Trust Logistics, Timeline, Details, and Annual Amts. The table is organized into rows for 'Today', 'Upon 1st Death (in Year 15)', and 'Upon 2nd Death (in Year 27)'. Each row contains data for 'Bob & Mary Sample', 'Mary Sample', and 'Mary's Estate', with sub-tables for 'Residence', 'Investments', 'Note', 'Bypass Trust', 'Gifting Trust(s)', 'Year 1 Gift / Installment Sale Trust', and 'Life Ins. - Bob'. A sidebar on the left contains a 'Charity' configuration panel with the following details:

- Will Show If Checked:
- Charity or CLAT?: Charity
- Charity Name: Bob and Mary
- Percent of Residue to Charity: 100.00%
- Note to Client: *Please note that the actual performance of a CLAT can vary significantly.

At the bottom of the main table, a red box highlights the following information:

- Amount to The Bob and Mary Sample Foundation: \$7,348,432
- Estate Tax: \$0
- Total Passed to Beneficiaries: \$220,184,360
- Amount Sacrificed by Beneficiaries to Facilitate Charitable: \$4,409,959

The sidebar on the right contains three sections: 'LARGE GIFT (27 YEARS)', 'YEAR 1 GIFT / INSTALLMENT SALE (20 YEAR NOTE)', and 'TESTAMENTARY CHARITY'. A yellow arrow points to the 'TESTAMENTARY CHARITY' section. The bottom of the interface shows a zoom control set to 100% and a copyright notice for © 2024 Haddon Hall Publishing, LLC.

Alan: Finally, I can show a CLAT just saying, well, I think that maybe a 20-year CLAT, 60% goes to charity. Now your children in 20 years will get another 3 million, and they are out of 1.4 million.

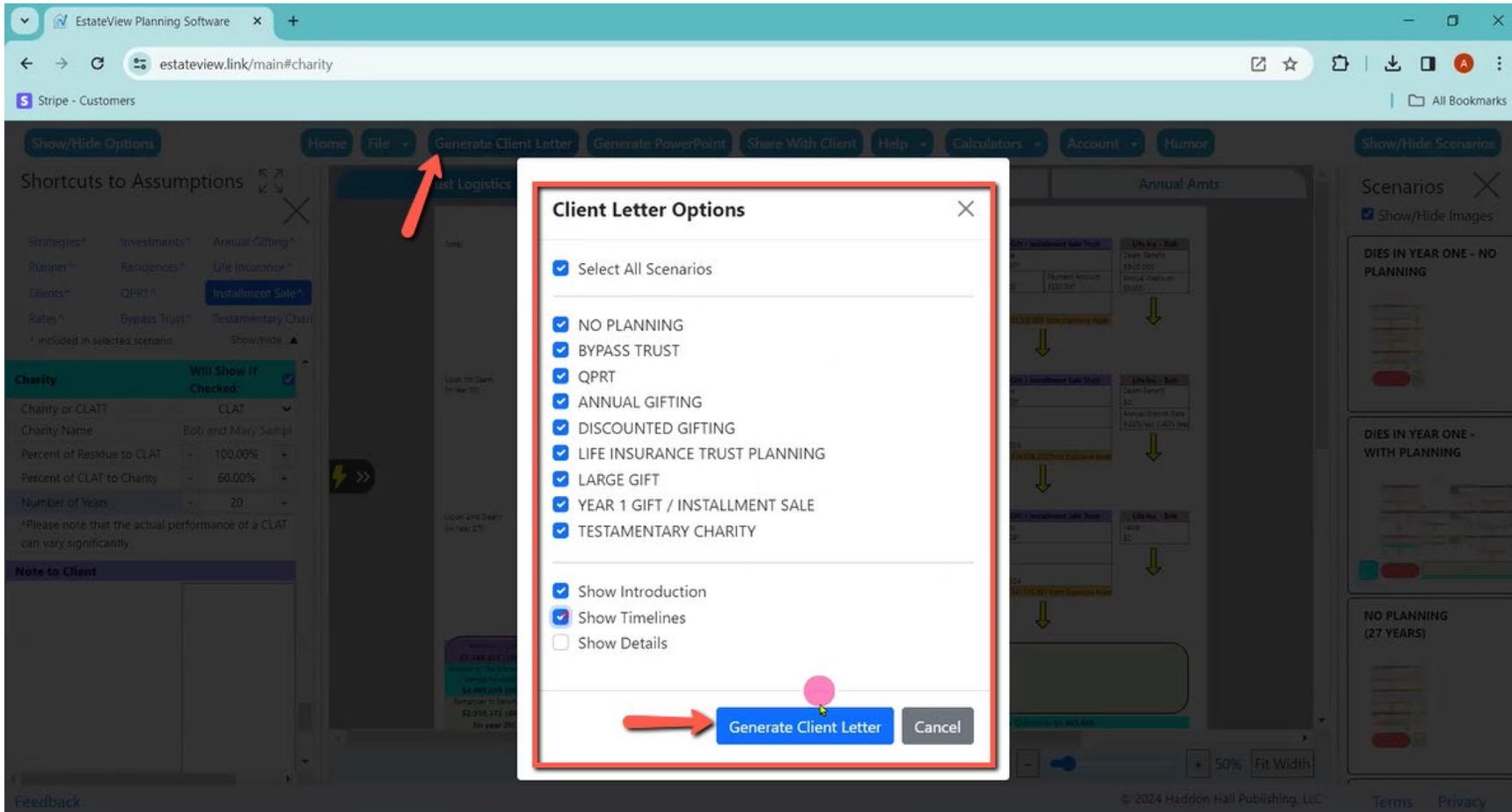
So that is how that works.

The screenshot displays the EstateView Planning Software interface. On the left, a 'Shortcuts to Assumptions' panel is open, showing the 'Charity' section with 'Will Show If Checked' set to 'CLAT'. A red arrow points to this dropdown menu. The main area shows a 'Trust Logistics' flowchart for a 'TESTAMENTARY CHARITY' scenario, detailing the flow of assets from 'Today' through 'Upon 1st Death' and 'Upon 2nd Death' to various trusts and beneficiaries. At the bottom, a summary table is highlighted with a red box:

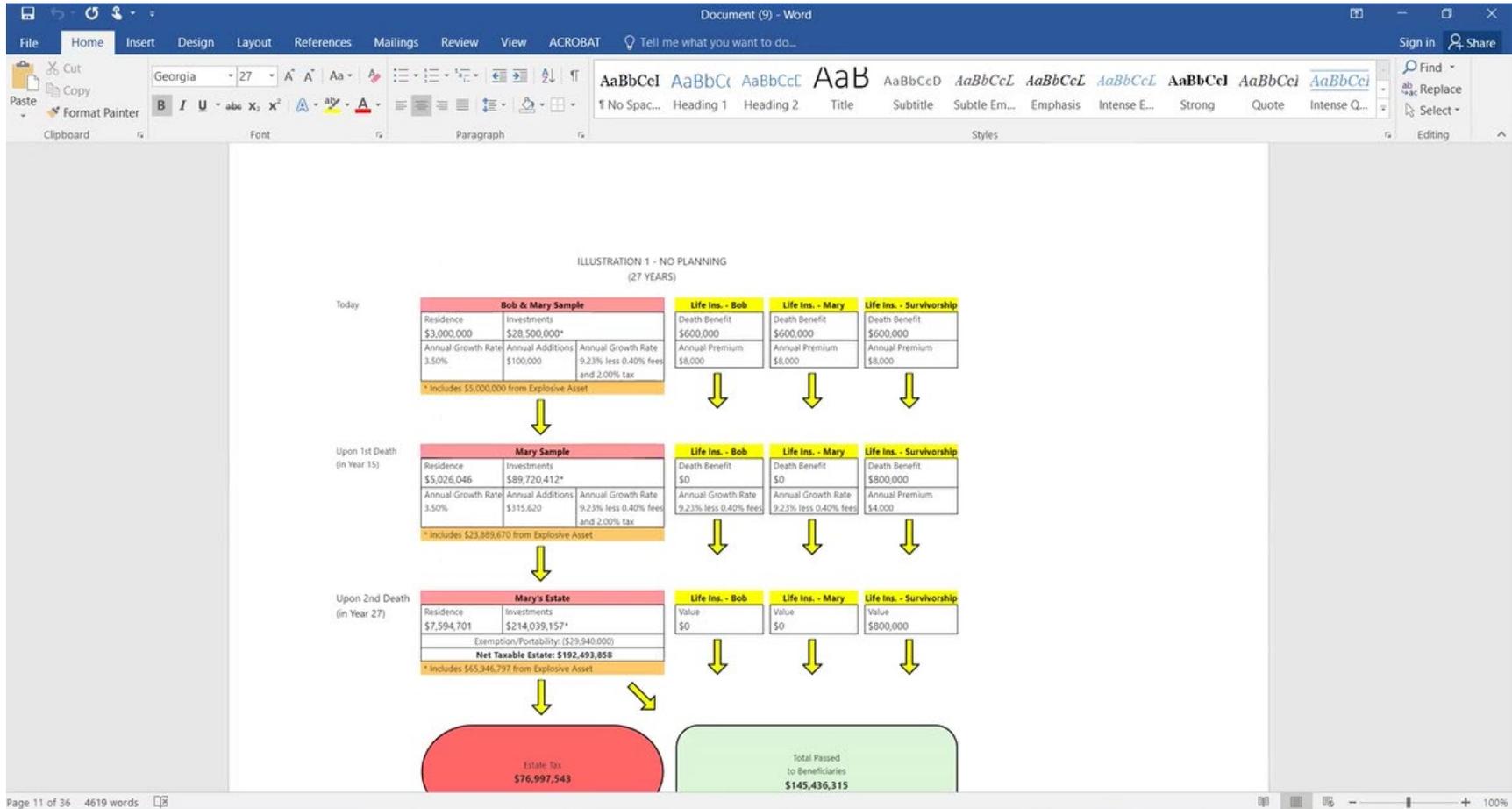
Amount to CLAT	\$7,348,432 (100%)
Amount to The Bob and Mary Sample Foundation	\$4,609,059 (60%)
Remainder to Beneficiaries	\$2,939,373 (40%) (in year 20)
Estate Tax	\$0
Total Passed to Beneficiaries	\$220,184,360 + \$2,939,373 = \$223,123,733
Amount Sacrificed by Beneficiaries to Facilitate Charitable	\$1,469,686

On the right side, there are three scenario thumbnails: 'DIES IN YEAR ONE - NO PLANNING', 'DIES IN YEAR ONE - WITH PLANNING', and 'NO PLANNING (27 YEARS)'. The bottom of the screen shows the URL 'https://estateview.link/main#installment', copyright '© 2024 Haddon Hall Publishing, LLC', and 'Terms Privacy' links.

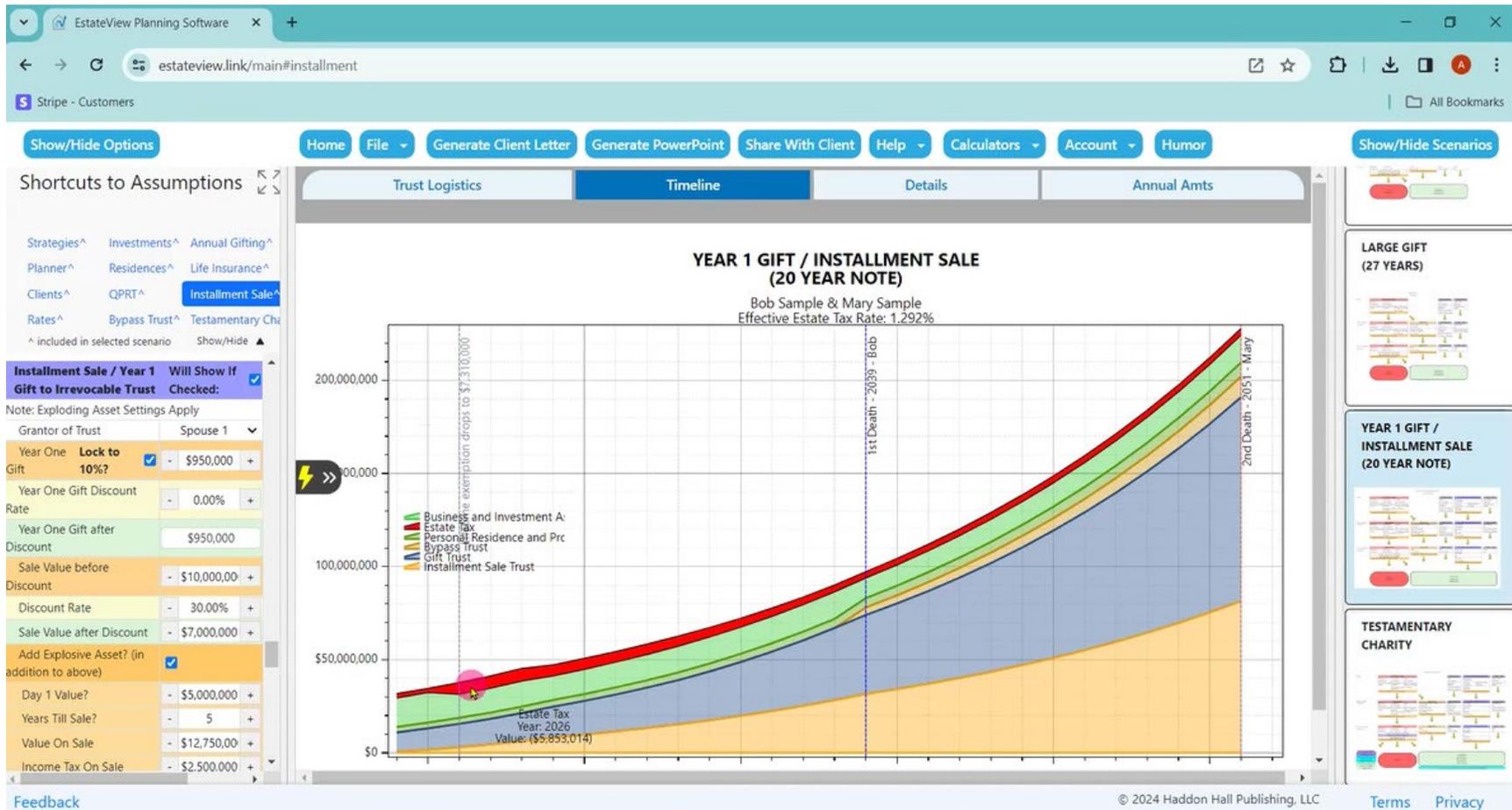
Alan: And then, when I click on generate client letter, it is now preparing a letter, it will take about a minute.



Alan: The letter then generates, and it will also do PowerPoints, but the letter explains the estate tax system gives you all the inputs and then gives you all those charts you just saw.



Alan: The other thing I want to show you though, which I use a lot for my planning, is right now you see what we call the logistics. I click timeline, and this shows me each class of action of asset and what it does over time.



Alan: For example, it looked like I really had the estate tax tamed for the installment sale, so this shows you depending on the year the second spouse dies, what portion of their estate which is in red is going to go to the estate tax, and if one spouse dies sooner or later, it shows the impact very quickly, which can help you decide how much life insurance you might recommend.

This is just another way to see it. Many times, I find I am looking at year 23 getting the estate tax down to zero, but actually if they died before year 23, they are still taxable, so the planning becomes a little bit different.



Alan: So, while I am scrolling up and down with things, I can show the client, well, if you would increase your installment sale, then we will decrease the tax, but we will increase this installment sale Trust, which, you know, will typically be a SLAT.

EstateView Planning Software

estateview.link/main#installment

Stripe - Customers

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Show/Hide Options Show/Hide Scenarios

Shortcuts to Assumptions

- Strategies^
- Investments^
- Annual Gifting^
- Planner^
- Residences^
- Life Insurance^
- Clients^
- QPRT^
- Installment Sale^
- Rates^
- Bypass Trust^
- Testamentary Charity

^ included in selected scenario Show/Hide

Installment Sale / Year 1 Gift to Irrevocable Trust Will Show If Checked:

Note: Exploding Asset Settings Apply

Grantor of Trust Spouse 1

Year One Gift Lock to 10%? <input checked="" type="checkbox"/>	\$1,247,500
Year One Gift Discount Rate	0.00%
Year One Gift after Discount	\$1,247,500
Sale Value before Discount	\$14,250,000
Discount Rate	30.00%
Sale Value after Discount	\$9,975,000

Add Explosive Asset? (in addition to above)

Day 1 Value?	\$5,000,000
Years Till Sale?	5
Value On Sale	\$12,750,000
Income Tax On Sale	\$2,500,000
Transfer A Part To Installment Sale? <input checked="" type="checkbox"/>	

What Percentage

Trust Logistics **Timeline** Details Annual Amts

YEAR 1 GIFT / INSTALLMENT SALE (20 YEAR NOTE)
Bob Sample & Mary Sample
Effective Estate Tax Rate: 0.000%

Business and Investment A
Estate Tax
Personal Residence and Prc
Bypass Trust
Gift Trust
Installment Sale Trust

1st Death - 2038 - Bob

2nd Death - 2051 - Mary

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Alan: And then for single, it works the same way, except I am able to put in how much is in a Credit Shelter Trust and how much portability allowance does this individual have.

We do not yet have state estate taxes entered, but you could guess at that by just increasing the rate above 40%. It certainly explains the technique to the client.

