



Sophisticated Charitable Planning and Recent Events Associated Therewith

Using EstateView Software for Charitable Strategy



Alan Gassman, J.D., LL.M, AEP®



Paul Caspersen, CFP®, AEP®, MS

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1. This presentation Qualifies for Florida continuing education credit.
2. Today's **PowerPoint slides** are available in the “Handouts” section of your GoToWebinar side panel.
3. Within 3-5 hours after the webinar, all registrants will receive a **follow-up email** with today's recording and PowerPoint materials.

How Do I Ask A Question?

STEP 1:
Click Red Arrow to
open Control Panel

The screenshot displays a GoToWebinar interface. The main window shows a presentation slide titled "Describing LLC/Gift Trust Arrangements" with a flowchart. The flowchart illustrates the ownership structure of Flinstone Holdings, LLC, involving Fred Flinstone, Wilma Flinstone, TBE, Wilma Flinstone Revocable Trust, and Flinstone Gifting Trust. Ownership percentages are shown: 40% from TBE, 40% from Wilma Flinstone Revocable Trust, and 20% from Flinstone Gifting Trust. The bottom of the slide includes contact information for Alan Gassman, Esq., and the law firm Gassman, Crotty & Denicolo, P.A.

On the right side, the control panel is visible. A red circle highlights the "Questions" section, which is currently expanded. Below it, a text input field contains the placeholder text "[Enter a question for staff]" and a "Send" button. The panel also shows audio settings, including "Computer audio" selected, "MUTED" status, and microphone/speaker selection.

STEP 2: Open Drop Down Arrow to Question Section; Type and send your question.

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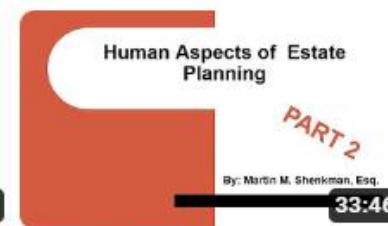
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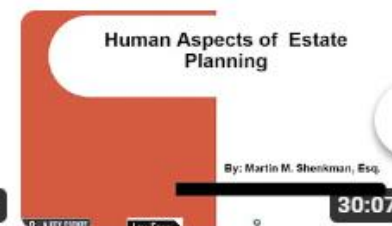
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How to Access EstateView

1. Open your browser and type estateview.link

estateview.link



2. Log in with your pre-existing account on the left or create a new one on the right



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Log In Here**

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8

Illustrations Provided Using EstateView Planning Software

At the end are instructions allowing one to access EstateView free of charge while it is still in the development stage

The screenshot displays the EstateView Planning Software interface. On the left is a dark sidebar with the following navigation options: Comprehensive Plans, Calculators, Account, Chat, and News. At the bottom of the sidebar is a 'Log out' button. The main content area has a header with 'Hello, EstateView User', the EstateView logo, a search bar, and a link to FAQs. Below the header is a grid of blue buttons for various planning tools:

Comprehensive Plans	Calculators		My Account
Single Client	Large Gift / SLAT	CLAT	Help
Married Clients	SCIN/Conventional	CRAT	Detailed Instruction Manual
Sample Plan	Installment Sale with Income Tax Analysis	CRUT & NIMCRUT	RMD Calculator
NEST Retirement Calculator	QPRT	Life Estate / Remainder Interest	Manage Billing
Monte Carlo (Under Construction)	Private Annuity	Amortization	Logout
Life Insurance Estimator	GRAT	Life Expectancy	
§ 7520 & AFR Table	Valuation Discount (Active Business)	Holding/Investment Company Valuation	
	Rolling GRATs (Under Construction)		

At the bottom of the interface, there is a footer with 'Feedback', copyright information '© 2024 Haddon Hall Publishing, LLC', and links to 'Terms' and 'Privacy'.

Paul Caspersen, CFP[®], MS, AEP



Paul Caspersen brings complex financial thinking to the charitable planning field. As a Certified Financial Planner, Paul has 26 years of financial, estate, and charitable planning experience. Between 2012-2022, he served as Assistant Vice President and Sr. Philanthropic Advisor at the University of Florida, where his Gift Planning team closed \$1.25 billion (of the Campaigns \$4 billion total) in deferred gifts and outright gifts of complex assets. Prior to his position at the University of Florida, he led the Gift Planning program at Iowa State University. Before specializing in planned giving, Paul spent a decade working in financial services.

Paul is the founder of Planned Giving Interactive (PGI), a charitable planning software & consulting organization. PGI is an affiliate organization to Charitable Solutions LLC, the largest national consulting firm that provides charities with risk management solutions for non-cash donations and charitable gift annuities.

He is also a national board member of The National Association of Estate Planners & Councils (NAEPC), which has over 270-member estate planning councils and provides services to their estimated 30,000 individual members.

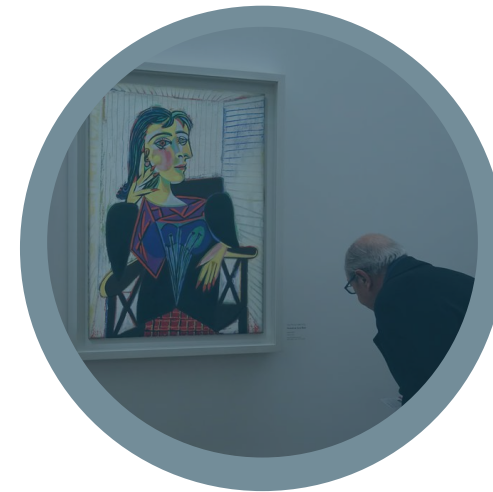
In 2011 Caspersen published the book “Direction Memo: How to Write a Letter of Instructions for Your Estate Plan,” and is regularly published in peer reviewed journals, such as Trusts & Estates. Caspersen graduated with honors from the College for Financial Planning, in Denver, CO with a master’s in financial planning & taxation and undergraduate degree from the University of Northern Iowa in Business Communications.

When not working Paul enjoys marathon training, cooking, golfing, and spending time with his wife Dana and two sons, Gabe, and Garner.

Agenda



Trends in Charitable Planning



EstateView for Charitable Planning Techniques

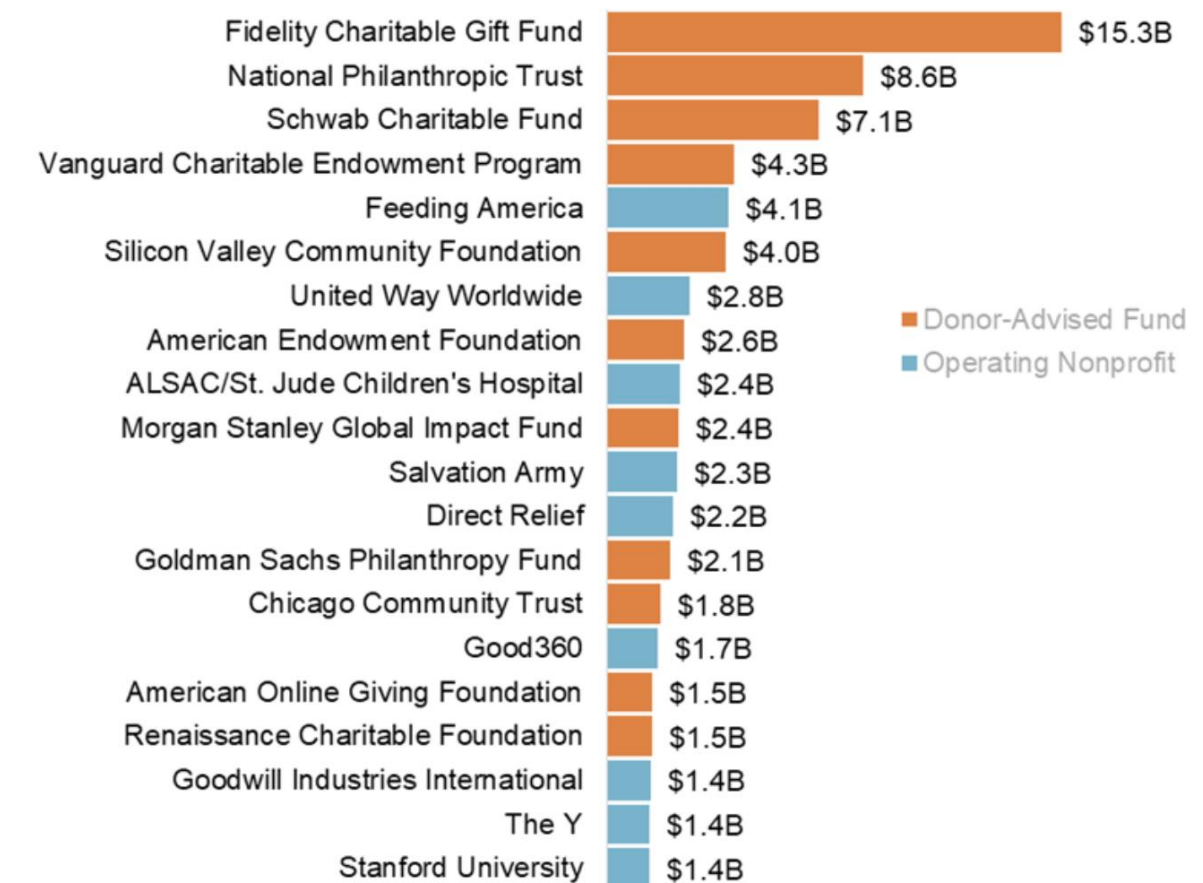


Case Study

Donor Advised Funds

- Definition of Donor Advised Funds (DAFs)
- Historical context: From inception to present
- Importance and growth of DAFs in philanthropy

20 U.S. Public Charities Receiving the Most Contributions in 2021



Sources: Estimated university contributions are from Bloomberg's list of top university fundraisers. Estimated non-DAF, non-university contributions are from Forbes' list of America's Top 100 Charities. DAF contributions are from IPS analysis of tax form 990s of DAF sponsors, publicly available from the Internal Revenue Service.

Legislative Milestones - The Pension Protection Act of 2006

- Overview of the Pension Protection Act of 2006
- Definitions introduced by the Act: Sponsoring organizations, DAFs, disqualified persons
- Excise taxes and penalties for non-compliance

IRS Guidance and Evolving DAF Regulations

- Detailed explanation of IRS Notice 2006-109
- Insights from IRS Notice 2017-73 on fulfilling personal pledges. What triggers 4967 "more than incidental benefit"?
- Treasury Notice 88 Fed. Reg. 77922
(November 14, 2023)

2023 Proposed Regulations Under Section 4966

- Definition of a DAF
 - “Separately Identified”
- The definition of a “Donor” would not exclude private foundations or disqualified supporting organizations
- Definition of “Donor Advisor”



WHO (WHAT) IS AN IRA BENEFICIARY?

IRS Pub 590-B provides:

“If you inherit a traditional IRA, you are called a beneficiary. A beneficiary can be any person or entity the owner chooses to receive the benefits of the IRA after they die.”

The following are essential vernacular, abbreviations,
and acronyms that are part of estate planning
for retirement assets...

After age 59 1/2 and before age 73

After age 59 1/2 and before age 73

Applicable Multi-Beneficiary Trusts

Applicable Multi-Beneficiary Trusts

"SECURE ACT 2.0"

ERISA
ERISA
ERISA
ERISA
ERISA

ERISA plans
ERISA plans
ERISA plans

ERISA plans

Income in Respect of a Decedent (IRD)

Income in Respect of a Decedent (IRD)

Income in Respect of a Decedent (IRD)

Qualified
Charitable
Distributions
(QCD)s

Qualified
Charitable
Distributions
(QCD)s

Qualified
Charitable
Distributions
(QCD)s

"Stretch" IRA

"Stretch" IRA

"Stretch" IRA

Disregarded



"Ghost Life Expectancy"

"Ghost Life Expectancy"

"Ghost Life Expectancy"

Required Beginning Date (RBD)

Required Beginning Date (RBD)

Required Beginning Date (RBD)

Trust with a Power of Appointment

"Regular" Designated Beneficiary
"Regular" Designated Beneficiary
"Regular" Designated Beneficiary

"Inherited" IRA

"Inherited" IRA

"Inherited" IRA

"Inherited" IRA

"Applicable
Denominator"

"5 & 10 -YEAR RULES"
"5 & 10 -YEAR RULES"
"5 & 10 -YEAR RULES"

Determination Date

Determination Date

Determination Date



The SECURE Act does not amend or replace § 401(a)(9)(B)(i) “ALAR” or any of the existing regulations.

It does not change the definition of a designated beneficiary. Changes the "Life Expectancy Rule."

The SECURE Act adds a new section to 401(a)(9) and § 401(a)(9)(H).

401(a)(9)(h)(ii)Exception for eligible designated beneficiaries.—
Subparagraph (B)(iii) shall apply only in the case of an eligible designated beneficiary."

THE 5 CATEGORIES OF ELIGIBLE DESIGNATED BENEFICIARIES:

1. Owner's Surviving Spouse
2. Owner's Minor Child
3. An Individual Who is Disabled
4. An Individual Who is Chronically Ill
5. Any Other Person Who is Less Than 10 Years Younger than the Decedent

Planning has become more complicated by adding five categories of eligible designated beneficiaries who aren't subject to the 10-year rule.

Those five categories have **four sets of minimum distribution rules**.

Example:

REQUIRED MINIMUM DISTRIBUTION

Updated for SECURE 2.0

If the decedent died before their required beginning date (April 1 after the participant becomes age 73), designated beneficiaries could delay their minimum distribution payments until the 10th anniversary of the participant's death. Full distribution by the end of the calendar year that includes the tenth anniversary of the death (e.g., 2023 deaths= 12/31/33 liquidation)

Because SECURE didn't repeal rules, if a decedent dies after RBD, a regular designated beneficiary must begin taking life expectancy payout for the first nine years and 100% final distribution in year 10.

(IRC 401(a)(9)(B)(i))

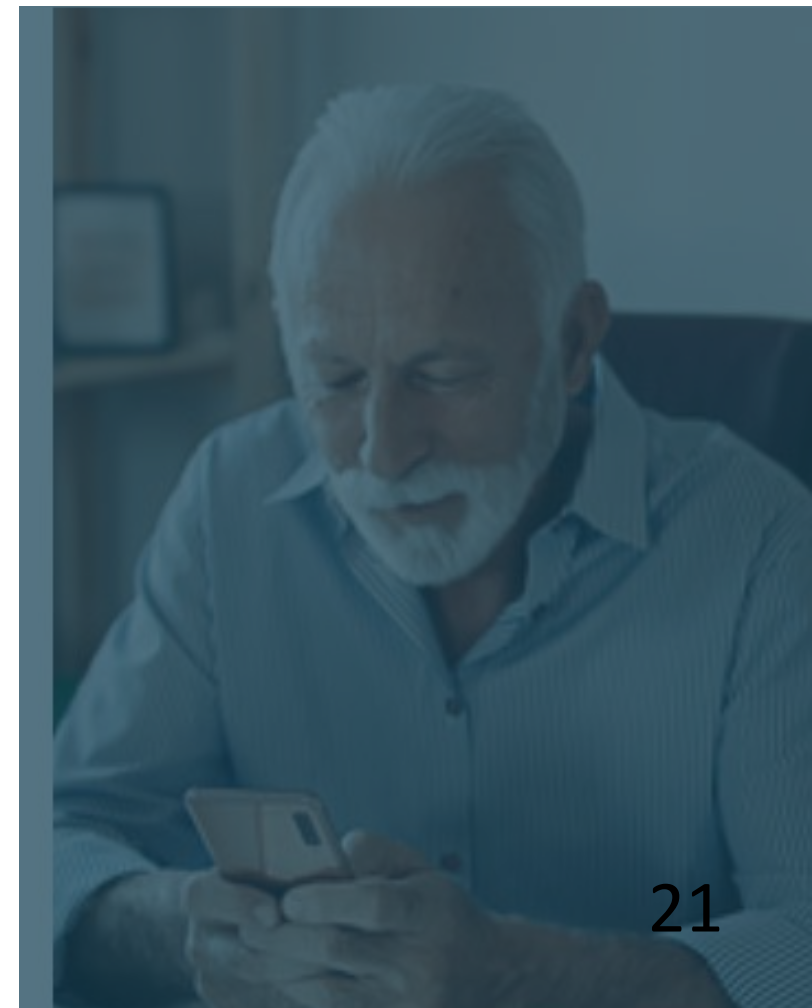
Just received Notice 2024-35!



EXAMPLE OF TWO DIFFERENT OUTCOMES FOR THE SAME DECEDENT

Ray Jackson is 75 and has a traditional IRA (“IRA A”). Ray dies and leaves the IRA for his daughter Lori age 48. Lori does NOT qualify to stretch payments as an eligible designated beneficiary (EDB) over her lifetime, so she must apply the 10-year rule. The entire IRA must be emptied by the end of the tenth year after the year of death. Additionally, Ray died after his required beginning date (“RBD” – April 1 of the year after he turned 72), so Lori must also take the required minimum distributions (RMDs) in years 1 – 9 of the ten years.

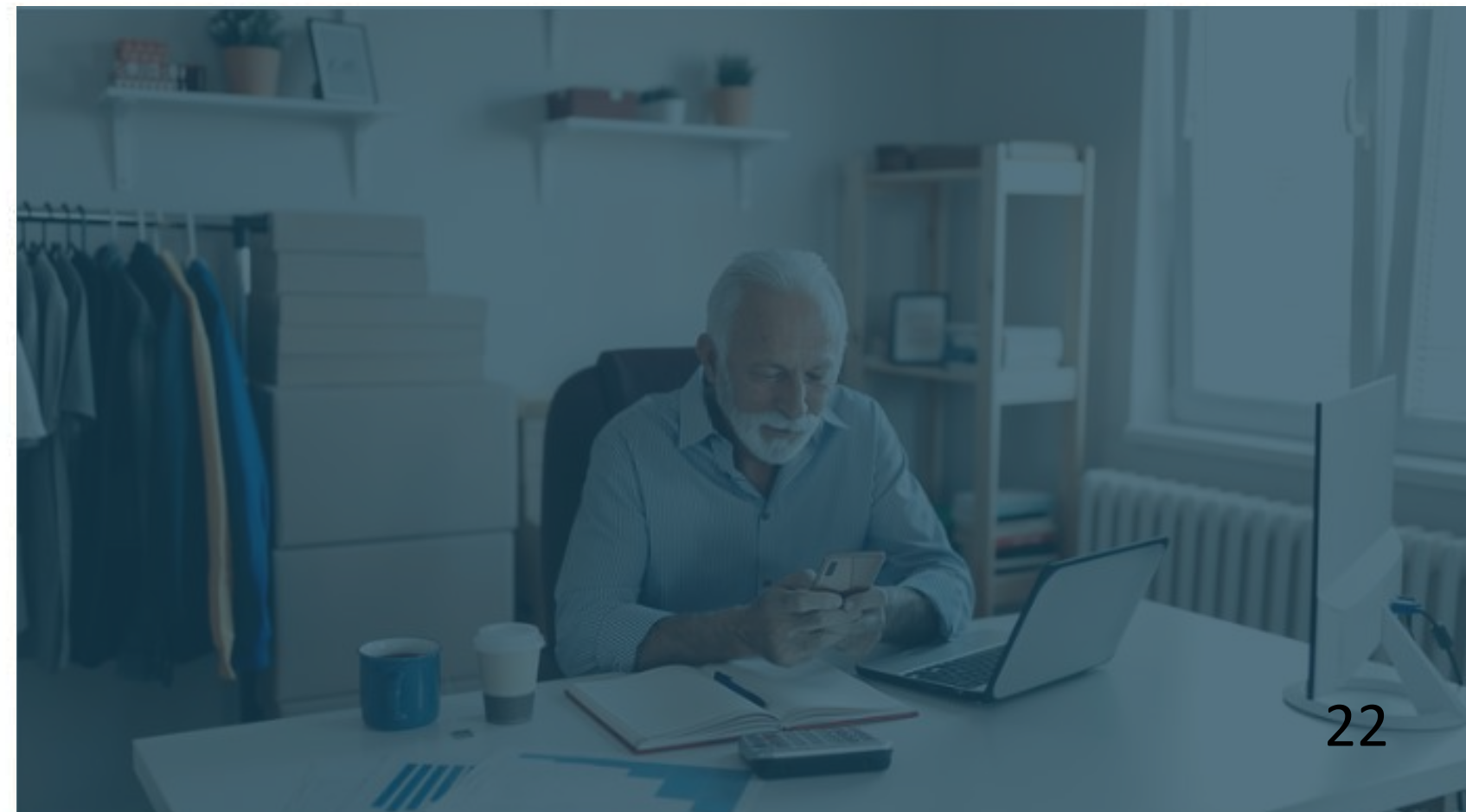
The above is straightforward and recognized as the proper interpretation of the proposed SECURE Act regulations. But now, we add another common scenario that increases the complexity.



EXAMPLE OF TWO DIFFERENT OUTCOMES FOR THE SAME DECEDENT

continued...

Ray also had a 401(k), and he was currently employed until the day he died. Since the 401(k) plan adopted the “still-working exception” and Ray did not own more than 5% of the company, his plan RBD would not have been until April 1 of the year after he separated from service (had he lived). Ray was not yet taking RMDs from the 401(k). Lori was the beneficiary of the plan. Since Lori is not an EDB, she must apply the 10-year payout rule to the 401(k). However, since Ray died before taking any of his plan’s RBD, Lori will NOT have RMDs in years 1 – 9 within the ten years.



Beneficiary Options:

This is an important insight, but let's say Lori elects to roll the 401(k) assets into an inherited IRA ("IRA B"), which is a common action. Lori now has two inherited IRAs from the same decedent. While both inherited IRAs must abide by the same 10-year period, assuming the beneficiary payout guidelines carry over from the plan to the inherited IRA, one of the accounts has annual RMDs in years 1 – 9, and the other (from Ray's 401(k)) does not. Until the IRS issues further guidance, IRA "A" and "B" should not be consolidated because Lori has the advantage of the "at least as rapidly" only applies to A and not B.



See-Through Trusts

- **Conduit Trusts**

“all distributions [from the plan] will, upon receipt by the Trustee, be paid directly to, or for the benefit of, specified beneficiaries.”

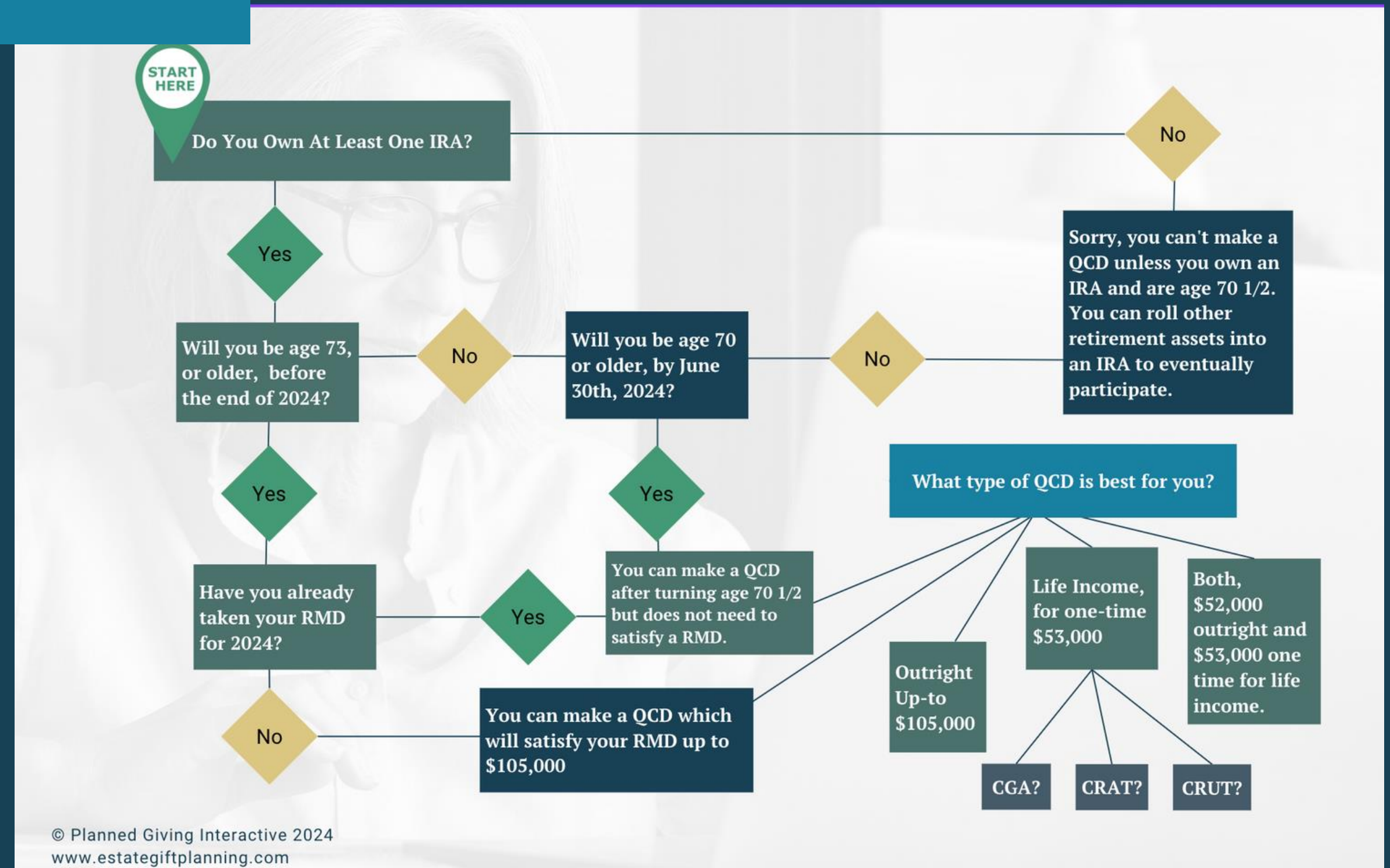
- **Accumulation Trusts**

“is any See-Through Trust that is not a conduit trust.” The trustee of an Accumulation Trust can receive distributions and “accumulate” them in the trust.

SECURE 2.0

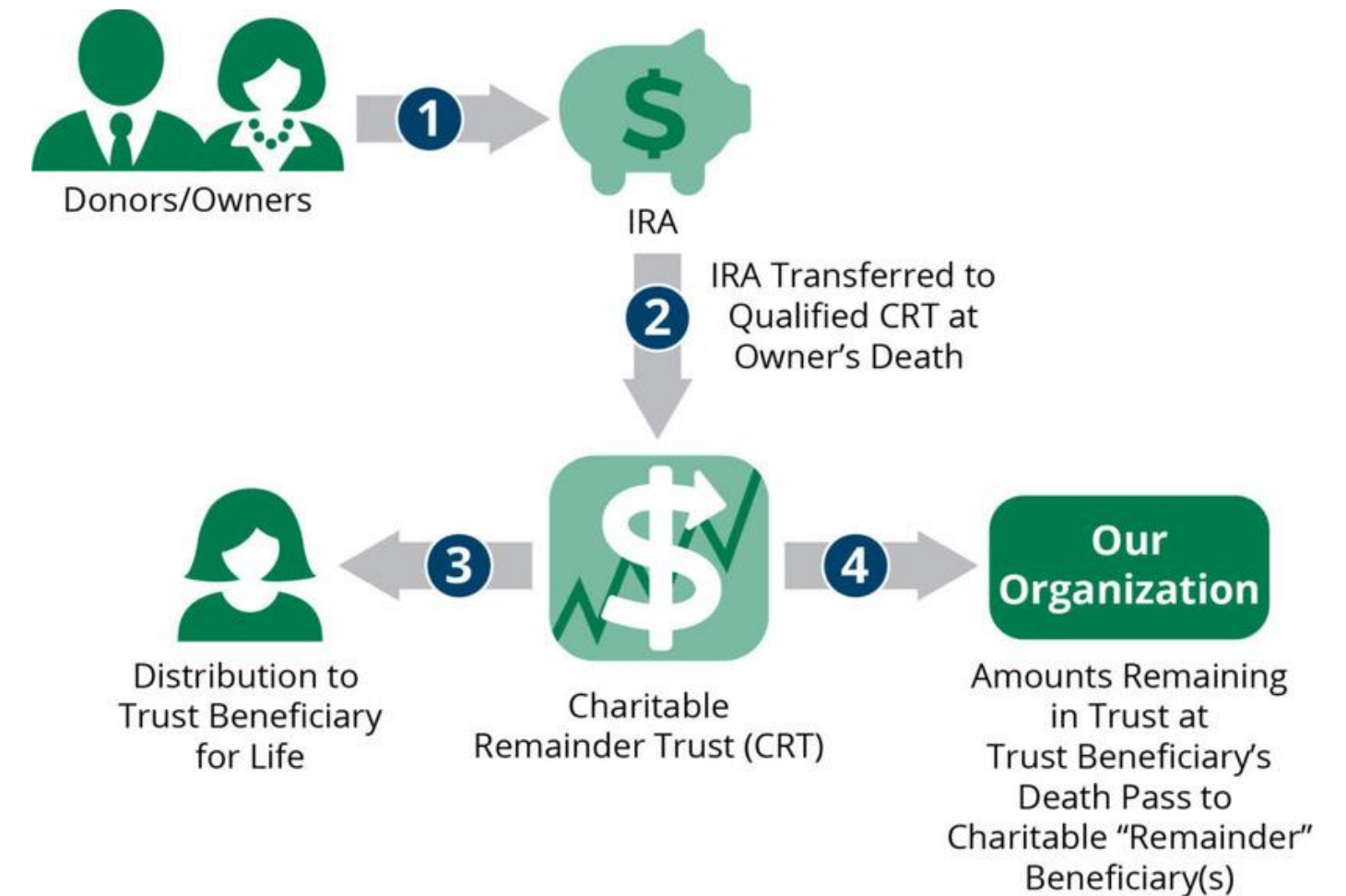
December 2022

2024: Can I make a Qualified Charitable Distribution?



Testamentary Charitable Remainder Trust

- Name the trust as the primary beneficiary of the Donor's IRA
- Review Your States "Dry Trust" Rules
- Letter Ruling's 9237020, 9253055



"The benefit of the stretch through the CRT may offset or outweigh the loss of the remainder interest."

Attorney, Bruce Steiner
Trust & Estates Magazine, March 2020

Assumptions

Tax rate: 37% on Lump Sum Withdrawal

Tax rate: 22% assessed ongoing

Scenario 1: Inherits \$500K IRA. No rollover to inherited IRA; immediate withdrawal. Amount invested after taxes.

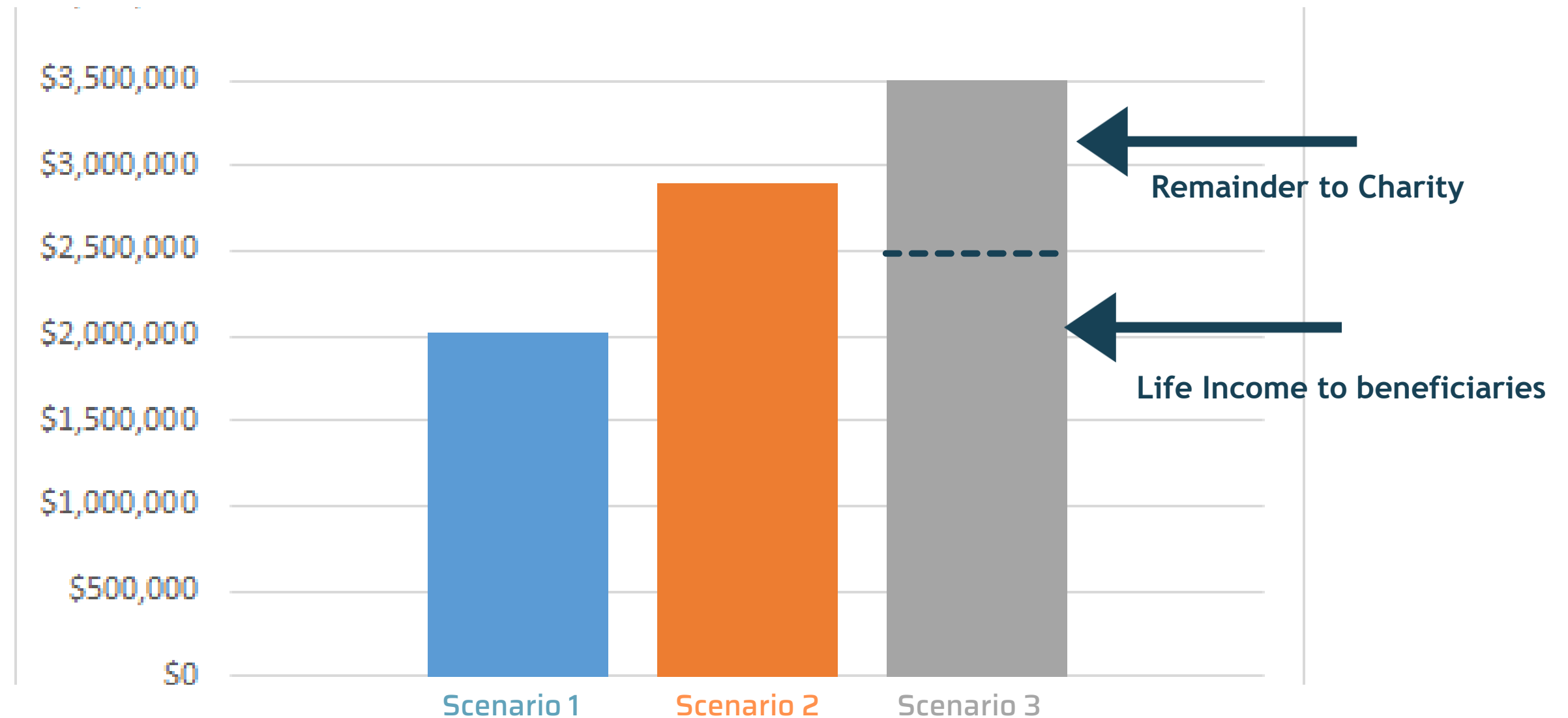
Scenario 2: Inherits \$500K IRA. Rollover to inherited IRA, 10-year deferral then withdrawn.

Scenario 3: \$500K into Testamentary CRUT. 5% annual payout based on the beginning principal balance.

Rate of return: 7%

Term of Years: 35

Principal: \$500,000



Scenario 1:

Total after 35 years: **\$2,024,805**

Growth: **\$1,524,805**

PV (Beg. Yr 1): **\$315,000**

Scenario 2:

Total after 35 years: **\$2,897,986**

Growth: **\$2,397,986**

PV (Yr 10 to Beg. Yr 1): **\$498,290**

Scenario 3:

Remaining Principal

Total after 35 years: **\$999,939**

Growth: **\$499,939**

PV: **\$93,657**

Lifetime Income

Total after 35 years: **\$2,495,565**

Growth: **\$2,495,565**

PV: **\$388,237**

NIMCRUT Defined

*Payment of Unitrust Amount. In each taxable year of the trust during the unitrust period, the Trustee shall pay to [permissible recipient] (hereinafter “the Recipient”) a unitrust amount equal to the lesser of (a) a fixed percentage amount equal to [a number no less than 5 and no more than 50] percent of the net fair market value of the assets of the trust valued as of the valuation date (hereinafter “the fixed percentage amount described in (a) of paragraph 2”) or (b) the trust income for the taxable year as defined in § 643(b) of the Code and the applicable regulations. The unitrust amount for a taxable year shall also **include any amount of trust income for the year that is in excess of [the fixed percentage amount determined under (a) of this paragraph for the year], but only to the extent that the aggregate of the amounts paid to the Recipient in prior years was less than the aggregate of the amounts determined for all prior years under (a) of this paragraph and (a) of paragraph 5.***

Rev. Proc. 2005-52, ¶6.08(2)(b), 2005-2 CB 326, 335

Blattmachr

Testamentary NIMCRUT

- trustee may be able to change the investments so receipts do constitute FAI and are well in excess of the unitrust amount for year
- Some states have statutes which seem to permit significant flexibility in controlling the amount and timing of FAI.

LLC Structure owned by trust: *if a NIMCRUT is a partner, it will report as its income any income of the partnership properly allocated to it, but if the trust received no FAI from the partnership, none of the partnership (imputed) income will be distributable to or taxed to the unitrust recipient.*

Where Should a Testamentary CRT Document “Live”?

- **CRT provisions into a revocable living trust document**

"100% to ABC Charity, trustee of a charitable remainder trust described in Clause X of a trust document executed by me on Month, Day, Year."

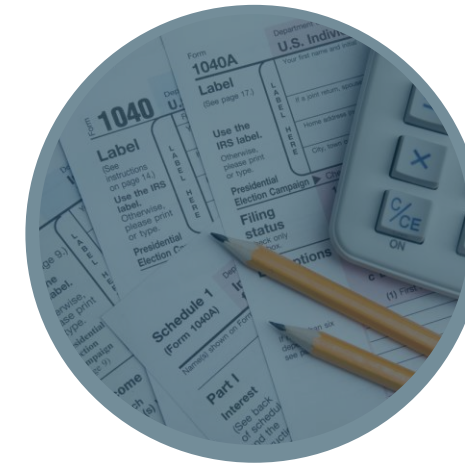
- **The “Dry” Trust**

Draft as revocable "fund with \$10" and irrevocable at the death of Grantor. There is no intent that the trustee actually invests the \$10, make payments to the income beneficiaries, or file tax returns.

- **Create a "Fund" a Qualified CRT Today**

Irrevocable, non-grantor trust.
EIN and tax reporting annually.

Agenda



Trends in Charitable Planning



EstateView for Charitable Planning Techniques



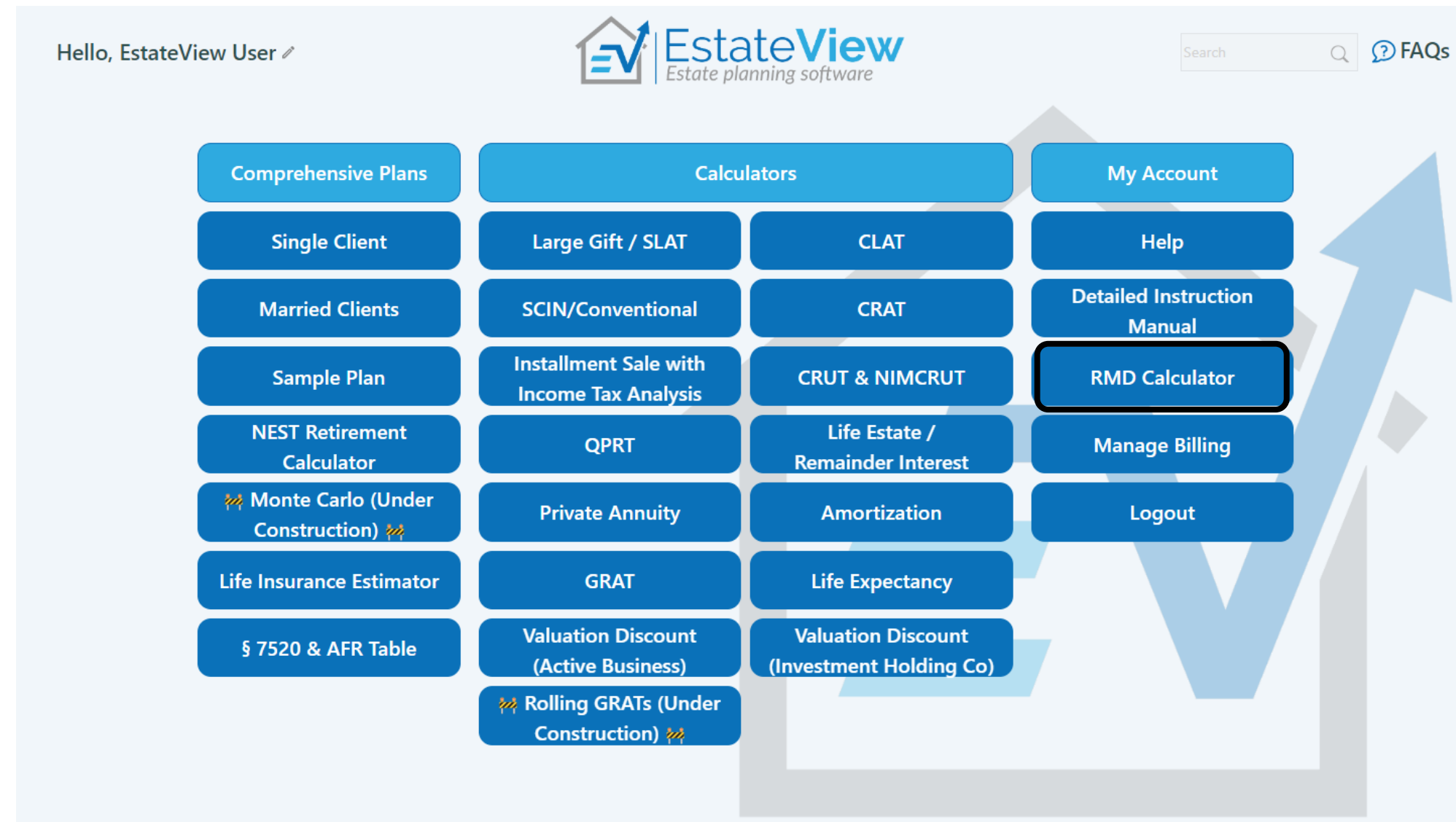
Case Study

EstateView

- RMD Calculator
- Life Insurance Premium Estimator
- Modeling a T-CRUT concept using EstateView (Ray & Janet case study)
- Ray just retired, and so his RMD is going to be massive each year.
 - TCRUT?
 - “Rolling CLAT” using his RMD each year?

ESTATEVIEW CALCULATORS

- **IRA** owners over 72* are required to take out a minimum amount from their retirement account called a Required Minimum Distribution (RMD).
*RMDs start at age 73 if you reach 72 after December 31, 2022.
- **RMDs** can be satisfied through a Qualified Charitable Donation (QCD) to a Public Charity and the taxpayer would not owe taxes on donations up to \$105,000 for 2024.



Go to estateview.link and sign-up for free until May 1, 2024!

RMD CALCULATOR WITH CHARITABLE DISTRIBUTIONS

RMD Summaries [Alter Summary Columns](#)



RMD #	Grantor Age	Life Expectancy	Year of Death	Growth Rate	Current Value	Illustrated End Value	RMD Starting Age	1st Year RMD	Yr 1 RMD Amount	Max Charitable Donation	Tax Savings From Charitable	Cumulative Taxes on RMD
1	70	15.4	16	7.50%	\$1,000,000	\$1,745,712	73	2027	\$46,879	\$105,000	\$354,744	\$0

Show your clients when they must start taking distributions, the amount of their required distributions, their net after-tax distribution, and the impact of making direct qualified charitable distributions (QCDs).

Detail your client’s annual RMDs, charitable donations, taxes and expected growth.

RMD 1

Show Every Year(s) ☒ Year Of Death ☐ First Year RMD

Year	Year #	Grantor Age	Probability Survival To Year	Beginning Value	Growth	RMD Percentage	RMD Amount	Tax on RMD	Net After Taxes	End Value	Charitable Donation	Cumulative To Charity	Distribution After Charity	Cumulative After Charity	Tax on Net	Cumulative Taxes On Net	Tax Savings From Charity Transfer	Net After Taxes	Cumulative Net After Taxes	End Value (same as left)
2024	1	70	100.00%	\$1,000,000.00	\$75,000.00	0.00%	\$0.00	\$0.00	\$0.00	\$1,075,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,075,000.00
2025	2	71	98.04%	\$1,075,000.00	\$80,625.00	0.00%	\$0.00	\$0.00	\$0.00	\$1,155,625.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,155,625.00
2026	3	72	95.95%	\$1,155,625.00	\$86,671.88	0.00%	\$0.00	\$0.00	\$0.00	\$1,242,296.88	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,242,296.88
2027	4	73	93.70%	\$1,242,296.88	\$93,172.27	3.77%	(\$46,879.13)	(\$16,407.69)	(\$30,471.43)	\$1,288,590.02	(\$46,879.13)	\$46,879.13	\$0.00	\$0.00	\$0.00	\$0.00	\$16,407.69	\$0.00	\$0.00	\$1,288,590.02
2028	5	74	91.30%	\$1,288,590.02	\$96,644.25	3.92%	(\$50,532.94)	(\$18,697.19)	(\$31,835.75)	\$1,334,701.33	(\$50,532.94)	\$97,412.07	\$0.00	\$0.00	\$0.00	\$0.00	\$18,697.19	\$0.00	\$0.00	\$1,334,701.33
2029	6	75	88.73%	\$1,334,701.33	\$100,102.60	4.07%	(\$54,256.15)	(\$20,074.78)	(\$34,181.38)	\$1,380,547.78	(\$54,256.15)	\$151,668.22	\$0.00	\$0.00	\$0.00	\$0.00	\$20,074.78	\$0.00	\$0.00	\$1,380,547.78
2030	7	76	86.00%	\$1,380,547.78	\$103,541.08	4.22%	(\$58,250.96)	(\$21,552.86)	(\$36,698.11)	\$1,425,837.90	(\$58,250.96)	\$209,919.18	\$0.00	\$0.00	\$0.00	\$0.00	\$21,552.86	\$0.00	\$0.00	\$1,425,837.90
2031	8	77	83.09%	\$1,425,837.90	\$106,937.84	4.37%	(\$62,263.66)	(\$23,037.56)	(\$39,226.11)	\$1,470,512.07	(\$62,263.66)	\$272,182.85	\$0.00	\$0.00	\$0.00	\$0.00	\$23,037.56	\$0.00	\$0.00	\$1,470,512.07
2032	9	78	80.00%	\$1,470,512.07	\$110,288.41	4.55%	(\$66,841.46)	(\$24,731.34)	(\$42,110.12)	\$1,513,959.03	(\$66,841.46)	\$339,024.30	\$0.00	\$0.00	\$0.00	\$0.00	\$24,731.34	\$0.00	\$0.00	\$1,513,959.03
2033	10	79	76.70%	\$1,513,959.03	\$113,546.93	4.74%	(\$71,751.61)	(\$26,548.10)	(\$45,203.52)	\$1,555,754.34	(\$71,751.61)	\$410,775.92	\$0.00	\$0.00	\$0.00	\$0.00	\$26,548.10	\$0.00	\$0.00	\$1,555,754.34
2034	11	80	73.22%	\$1,555,754.34	\$116,681.58	4.95%	(\$77,017.54)	(\$28,496.49)	(\$48,521.05)	\$1,595,418.38	(\$77,017.54)	\$487,793.46	\$0.00	\$0.00	\$0.00	\$0.00	\$28,496.49	\$0.00	\$0.00	\$1,595,418.38
2035	12	81	69.54%	\$1,595,418.38	\$119,656.38	5.15%	(\$82,238.06)	(\$30,428.08)	(\$51,809.98)	\$1,632,836.70	(\$82,238.06)	\$570,031.52	\$0.00	\$0.00	\$0.00	\$0.00	\$30,428.08	\$0.00	\$0.00	\$1,632,836.70
2036	13	82	65.68%	\$1,632,836.70	\$122,462.75	5.41%	(\$88,261.44)	(\$32,656.73)	(\$55,604.71)	\$1,667,038.01	(\$88,261.44)	\$658,292.96	\$0.00	\$0.00	\$0.00	\$0.00	\$32,656.73	\$0.00	\$0.00	\$1,667,038.01
2037	14	83	61.65%	\$1,667,038.01	\$125,027.85	5.65%	(\$94,182.94)	(\$34,847.69)	(\$59,335.25)	\$1,697,882.92	(\$94,182.94)	\$752,475.90	\$0.00	\$0.00	\$0.00	\$0.00	\$34,847.69	\$0.00	\$0.00	\$1,697,882.92
2038	15	84	57.48%	\$1,697,882.92	\$127,341.22	5.95%	(\$101,064.46)	(\$37,393.85)	(\$63,670.61)	\$1,724,159.68	(\$101,064.46)	\$853,540.36	\$0.00	\$0.00	\$0.00	\$0.00	\$37,393.85	\$0.00	\$0.00	\$1,724,159.68
2039	16	85	53.11%	\$1,724,159.68	\$129,311.98	6.25%	(\$107,759.98)	(\$39,871.19)	(\$67,888.79)	\$1,745,711.68	(\$107,759.98)	\$961,300.34	\$0.00	\$0.00	\$0.00	\$0.00	\$39,871.19	\$0.00	\$0.00	\$1,745,711.68
Totals:					\$1,707,012.02		\$961,300.34	\$354,743.54	\$606,556.80		\$961,300.34		\$0.00		\$0.00		\$354,743.54	\$0.00		

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RMD CALCULATOR WITH CHARITABLE DISTRIBUTIONS

- Required Minimum Distributions start once client reaches age 73
- Assuming: 1) \$3m in retirement accounts this year at age 60;
2) 7.5% asset growth rate; and
3) 30% income tax rate (RMD is not only their retirement income)

Show Every Year(s) ● Year Of Death ● First Year RMD

Year	Year #	Grantor Age	Probability Survival To Year	Beginning Value	Growth	RMD Percentage	RMD Amount	Tax on RMD	Net After Taxes	End Value	Cumulative After Charity	Cumulative Taxes On Net	Cumulative Net After Taxes
2024	1	60	100.00%	\$3,000,000.00	\$225,000.00	0.00%	\$0.00	\$0.00	\$0.00	\$3,225,000.00	\$0.00	\$0.00	\$0.00
2025	2	61	99.12%	\$3,225,000.00	\$241,875.00	0.00%	\$0.00	\$0.00	\$0.00	\$3,466,875.00	\$0.00	\$0.00	\$0.00
2026	3	62	98.18%	\$3,466,875.00	\$260,015.62	0.00%	\$0.00	\$0.00	\$0.00	\$3,726,890.62	\$0.00	\$0.00	\$0.00
2027	4	63	97.18%	\$3,726,890.62	\$279,516.80	0.00%	\$0.00	\$0.00	\$0.00	\$4,006,407.42	\$0.00	\$0.00	\$0.00
2028	5	64	96.12%	\$4,006,407.42	\$300,480.56	0.00%	\$0.00	\$0.00	\$0.00	\$4,306,887.98	\$0.00	\$0.00	\$0.00
2029	6	65	94.99%	\$4,306,887.98	\$323,016.60	0.00%	\$0.00	\$0.00	\$0.00	\$4,629,904.58	\$0.00	\$0.00	\$0.00
2030	7	66	93.77%	\$4,629,904.58	\$347,242.84	0.00%	\$0.00	\$0.00	\$0.00	\$4,977,147.42	\$0.00	\$0.00	\$0.00
2031	8	67	92.46%	\$4,977,147.42	\$373,286.06	0.00%	\$0.00	\$0.00	\$0.00	\$5,350,433.48	\$0.00	\$0.00	\$0.00
2032	9	68	91.05%	\$5,350,433.48	\$401,282.51	0.00%	\$0.00	\$0.00	\$0.00	\$5,751,715.99	\$0.00	\$0.00	\$0.00
2033	10	69	89.54%	\$5,751,715.99	\$431,378.70	0.00%	\$0.00	\$0.00	\$0.00	\$6,183,094.69	\$0.00	\$0.00	\$0.00
2034	11	70	87.92%	\$6,183,094.69	\$463,732.10	0.00%	\$0.00	\$0.00	\$0.00	\$6,646,826.79	\$0.00	\$0.00	\$0.00
2035	12	71	86.20%	\$6,646,826.79	\$498,512.01	0.00%	\$0.00	\$0.00	\$0.00	\$7,145,338.80	\$0.00	\$0.00	\$0.00
2036	13	72	84.36%	\$7,145,338.80	\$535,900.41	0.00%	\$0.00	\$0.00	\$0.00	\$7,681,239.21	\$0.00	\$0.00	\$0.00
2037	14	73	82.39%	\$7,681,239.21	\$576,092.94	3.77%	(\$289,858.08)	(\$101,450.33)	(\$188,407.75)	\$7,967,474.07	\$289,858.08	\$101,450.33	\$188,407.75
2038	15	74	80.28%	\$7,967,474.07	\$597,560.55	3.92%	(\$312,449.96)	(\$115,606.49)	(\$196,843.48)	\$8,252,584.65	\$602,308.05	\$217,056.82	\$385,251.23
2039	16	75	78.02%	\$8,252,584.65	\$618,943.85	4.07%	(\$335,470.92)	(\$100,641.28)	(\$234,829.64)	\$8,536,057.58	\$937,778.97	\$317,698.09	\$620,080.88
2040	17	76	75.61%	\$8,536,057.58	\$640,204.32	4.22%	(\$360,171.21)	(\$108,051.36)	(\$252,119.84)	\$8,816,090.70	\$1,297,950.17	\$425,749.45	\$872,200.72
2041	18	77	73.05%	\$8,816,090.70	\$661,206.80	4.37%	(\$384,982.13)	(\$115,494.64)	(\$269,487.49)	\$9,092,315.37	\$1,682,932.30	\$541,244.09	\$1,141,688.21
2042	19	78	70.34%	\$9,092,315.37	\$681,923.65	4.55%	(\$413,287.06)	(\$123,986.12)	(\$289,300.94)	\$9,360,951.96	\$2,096,219.36	\$665,230.21	\$1,430,989.15
2043	20	79	67.44%	\$9,360,951.96	\$702,071.40	4.74%	(\$443,647.01)	(\$133,094.10)	(\$310,552.91)	\$9,619,376.35	\$2,539,866.37	\$798,324.31	\$1,741,542.06
2044	21	80	64.38%	\$9,619,376.35	\$721,453.23	4.95%	(\$476,206.75)	(\$142,862.02)	(\$333,344.72)	\$9,864,622.83	\$3,016,073.12	\$941,186.34	\$2,074,886.79
2045	22	81	61.14%	\$9,864,622.83	\$739,846.71	5.15%	(\$508,485.71)	(\$152,545.71)	(\$355,940.00)	\$10,095,983.82	\$3,524,558.84	\$1,093,732.05	\$2,430,826.78
2046	23	82	57.75%	\$10,095,983.82	\$757,198.79	5.41%	(\$545,728.86)	(\$163,718.66)	(\$382,010.20)	\$10,307,453.76	\$4,070,287.69	\$1,257,450.71	\$2,812,836.98
2047	24	83	54.20%	\$10,307,453.76	\$773,059.03	5.65%	(\$582,342.02)	(\$174,702.61)	(\$407,639.41)	\$10,498,170.77	\$4,652,629.71	\$1,432,153.32	\$3,220,476.40
2048	25	84	50.54%	\$10,498,170.77	\$787,362.81	5.95%	(\$624,891.12)	(\$187,467.34)	(\$437,423.78)	\$10,660,642.46	\$5,277,520.83	\$1,619,620.65	\$3,657,900.18
2049	26	85	46.69%	\$10,660,642.46	\$799,548.18	6.25%	(\$666,290.15)	(\$199,887.05)	(\$466,403.11)	\$10,793,900.49	\$5,943,810.98	\$1,819,507.70	\$4,124,303.29
2050	27	86	42.74%	\$10,793,900.49	\$809,542.54	6.58%	(\$710,125.03)	(\$213,037.51)	(\$497,087.52)	\$10,893,317.99	\$6,653,936.02	\$2,032,545.21	\$4,621,390.81
2051	28	87	38.70%	\$10,893,317.99	\$816,998.85	6.94%	(\$756,480.42)	(\$226,944.12)	(\$529,536.29)	\$10,953,836.43	\$7,410,416.43	\$2,259,489.33	\$5,150,927.10
2052	29	88	34.63%	\$10,953,836.43	\$821,537.73	7.30%	(\$799,550.10)	(\$239,865.03)	(\$559,685.07)	\$10,975,824.05	\$8,209,966.54	\$2,499,354.36	\$5,710,612.17
2053	30	89	30.57%	\$10,975,824.05	\$823,186.80	7.75%	(\$850,839.07)	(\$255,251.72)	(\$595,587.35)	\$10,948,171.78	\$9,060,805.61	\$2,754,606.08	\$6,306,199.53
2054	31	90	26.60%	\$10,948,171.78	\$821,112.88	8.20%	(\$897,391.13)	(\$269,217.34)	(\$628,173.79)	\$10,871,893.53	\$9,958,196.74	\$3,023,823.42	\$6,934,373.32
Totals:					\$17,830,090.27		\$9,958,196.74	\$3,023,823.42	\$6,934,373.32				

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ESTATEVIEW CALCULATORS

EstateView includes a Life Insurance Estimator.

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Married Clients

Sample Plan

NEST Retirement Calculator

Monte Carlo (Under Construction)

Life Insurance Estimator

§ 7520 & AFR Table

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Large Gift / SLAT

SCIN/Conventional

Installment Sale with Income Tax Analysis

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EstateView: Life Insurance Estimates

Life Insurance Estimates



Amir and Dalia

Prepared by EstateView for John Planner

* Actual rates and availability may vary significantly.

EstateView does not sell or recommend any particular life insurance or confirm the need thereof.

Amir

Male

Age

- 60 +

Premium Multiplier

- 1 +

	Risk Class	10 yr	20 yr	25 yr	30 yr	Universal For Life
Annual Premium Per \$1,000,000	Standard	\$5,193	\$8,270	Probably not available	Probably not available	\$30,819
Annual Premium Per \$1,000,000	Preferred	\$3,462	\$5,247	Probably not available	Probably not available	\$25,997

Dalia

Female

Age

- 60 +

Premium Multiplier

- 1 +

	Risk Class	10 yr	20 yr	25 yr	30 yr	Universal For Life
Annual Premium Per \$1,000,000	Standard	\$4,368	\$5,551	Probably not available	Probably not available	\$25,274
Annual Premium Per \$1,000,000	Preferred	\$2,875	\$3,684	Probably not available	Probably not available	\$24,247

- After a physical arranged with their insurance provider, clients will learn if they are in the standard or preferred risk class
- Example:
 - Amir can expect (per \$1m):
 - \$5,193/yr for 10 yr coverage at standard risk
 - \$5,247/yr for 20 yr coverage at preferred risk
 - Dalia can expect (per \$1m):
 - \$5,551/yr for 20 yr coverage at standard risk

ESTATEVIEW CALCULATORS

EstateView includes a Life Expectancy Calculator.

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EstateView: Life Expectancy

Life Expectancy

Center Screenshot

Life 1 Duplicate Delete

Number of Lives: Two

Person 1 Age: 60

Person 2 Age: 60

Mortality Table: Table 2010CM

- EstateView's Life Expectancy Calculator considers:
 - The number of lives;
 - Amir's and Dalia's ages; and
 - A specified mortality table (here, Table 2010CM).
- Results show a spreadsheet of probability of survival:
 - For each person;
 - For both surviving that year; and
 - For at least one survivor that year.

LE #	Person 1 Age	Person 1 Life Expectancy	Person 2 Age	Person 2 Life Expectancy	Survivor Life Expectancy
1	60	23	60	23	28.6

Life Expectancy 1

Show Every 5 Year(s)

Export to Excel

Year	Year #	Person 1 Age	Person 1 Probability of Survival	Person 2 Age	Person 2 Probability of Survival	Probability of Both Surviving	Probability of At Least One Surviving
2025	1	61	99.12%	61	99.12%	98.24%	99.99%
2030	6	66	93.77%	66	93.77%	87.93%	99.61%
2035	11	71	86.20%	71	86.20%	74.30%	98.10%
2040	16	76	75.61%	76	75.61%	57.18%	94.05%
2045	21	81	61.14%	81	61.14%	37.39%	84.90%
2050	26	86	42.74%	86	42.74%	18.27%	67.21%
2055	31	91	22.78%	91	22.78%	5.19%	40.37%
2060	36	96	7.82%	96	7.82%	0.61%	15.02%
2065	41	101	1.42%	101	1.42%	0.02%	2.82%
2070	46	106	0.12%	106	0.12%	0.00%	0.23%
2074	50	110	0.00%	110	0.00%	0.00%	0.00%

EstateView: Life Expectancy

Life 1 Duplicate Delete ^

Number of Lives Two ▼

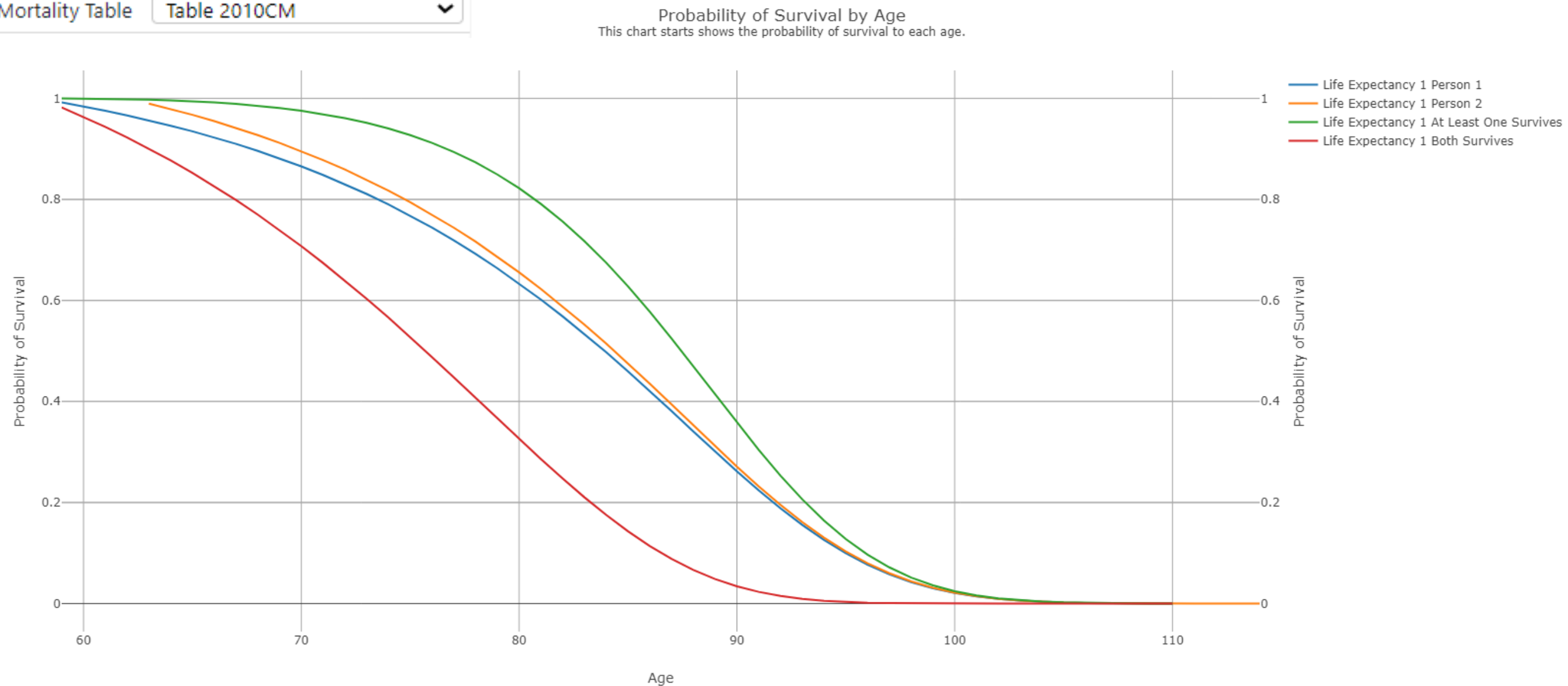
Person 1 Age - 58 +

Person 2 Age - 62 +

Mortality Table Table 2010CM ▼

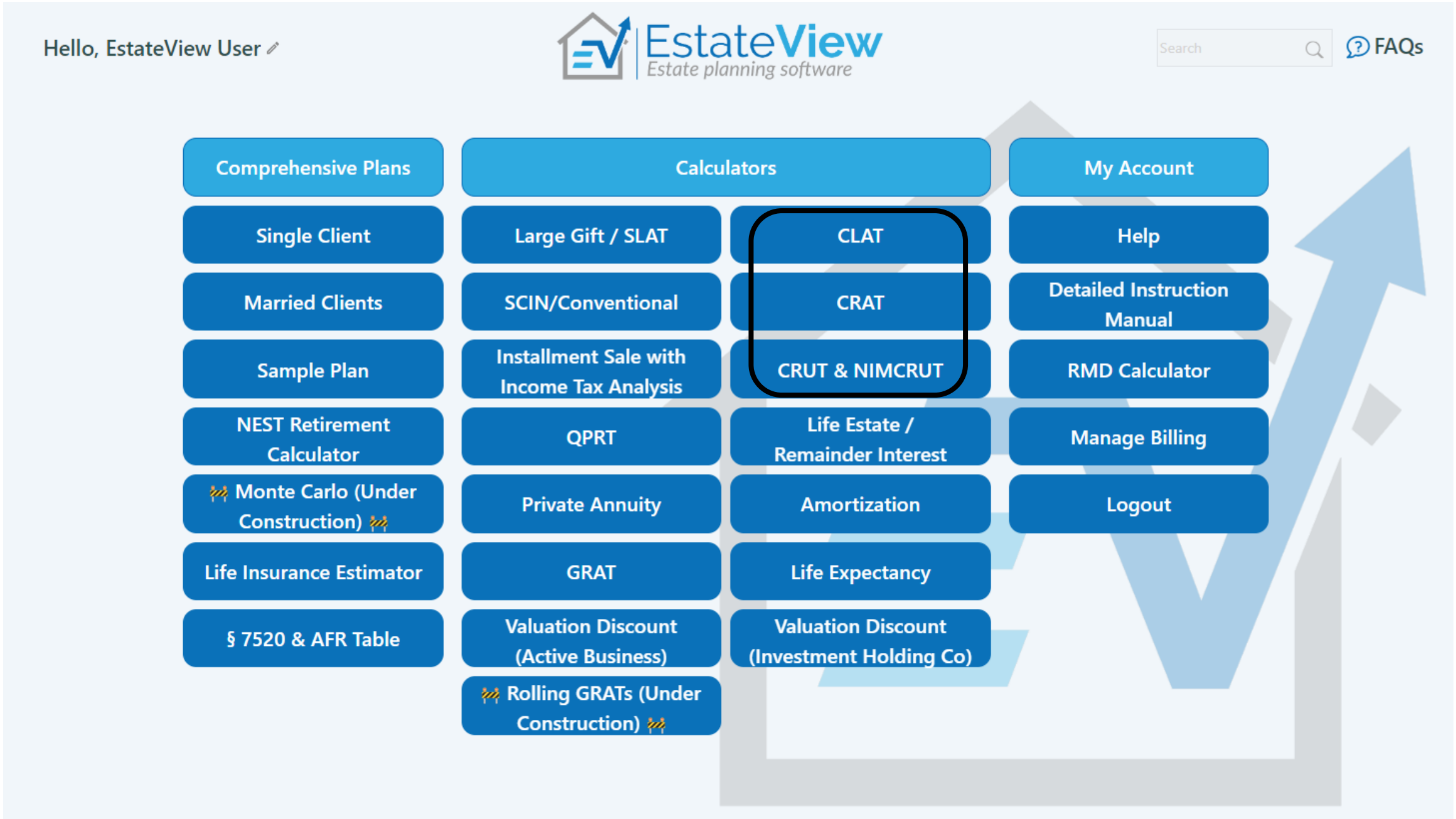
- The Life Expectancy Calculator also shows a graph for Amir and Dalia to visualize their likelihood of survival over time.

Note: Ages modified to prevent completely overlapping lines



CHARITABLE CALCULATORS

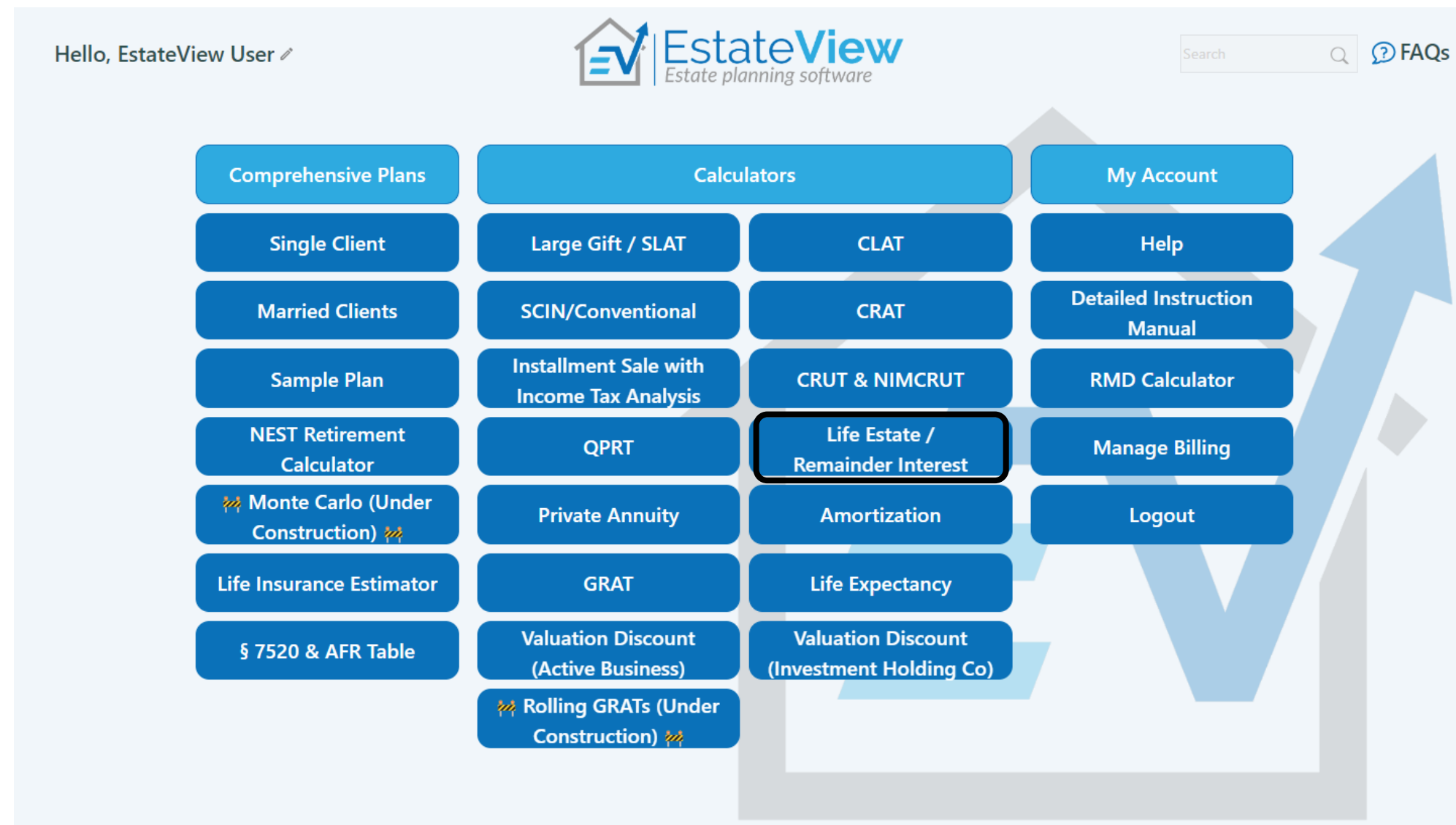
CLAT	CRAT	CRUT	NIMCRUT
Charity paid first	Charity gets remainder	Charity gets remainder	Charity gets remainder
Level, increasing, or shark-fin	Pays fixed <u>A</u> mount	Pays <u>U</u> niform percent	Delays first payments



CHARITABLE CALCULATORS

- **CLATs** make annual payments to Charity resulting in a first-year income tax deduction for the present value of all annual charitable payments.
- **CRATs/CRUTs** delay the charitable payment resulting in an immediate deduction for the present value of the trust's remainder.
 - Charitable Remainder = funding assets + growth – non-charitable lead payments

Bonus tip: Find your first-year deduction amount for CRATs and CRUTs with the “Life Estate / Remainder Interest” Calculator!



ESTATEVIEW CALCULATORS

EstateView includes a Charitable Lead Annuity Trust (CLAT) Calculator.

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NEST Retirement Calculator	QPRT	Life Estate / Remainder Interest	Manage Billing
Monte Carlo (Under Construction)	Private Annuity	Amortization	Logout
Life Insurance Estimator	GRAT	Life Expectancy	
§ 7520 & AFR Table	Valuation Discount (Active Business)	Valuation Discount (Investment Holding Co)	
	Rolling GRATs (Under Construction)		

CLAT CALCULATOR

CLAT Summaries: Compare different Payment Terms and impact of Discounts

CLAT #	Term of CLAT	Value Before Discounts	Discount Rate	Value After Discounts	Asset Growth Rate	Payment Terms	1st Yr Annuity Amt	Total Charitable Payments	Yr 1 Income Tax Savings	Percent to Charity	Percent to Remainder	Yr 1 Inc Tx Savings + PV of Remaindr	Present Value Discount Rate	Present Value to Charity	Present Value of Remainder	Illustrated End Value
1	20	\$1,000,000	0%	\$1,000,000	7.50%	Level	\$78,887	\$1,577,747	\$362,614	71%	29%	\$759,212	5.00%	\$983,111	\$396,598	\$1,714,075
2	20	\$1,000,000	20%	\$800,000	7.50%	Level	\$63,110	\$1,262,198	\$288,556	52%	48%	\$1,010,974	5.00%	\$786,489	\$722,418	\$3,122,251
3	20	\$1,000,000	0%	\$1,000,000	7.50%	Increasing 20%	\$10,849	\$2,025,359	\$362,363	61%	39%	\$977,133	5.00%	\$972,715	\$614,770	\$2,657,001
4	20	\$1,000,000	20%	\$800,000	7.50%	Increasing 20%	\$8,679	\$1,620,288	\$288,355	46%	54%	\$1,185,311	5.00%	\$778,172	\$896,956	\$3,876,592
5	20	\$1,000,000	0%	\$1,000,000	7.50%	Sharkfin	\$10,000	\$2,430,272	\$362,360	56%	44%	\$1,117,985	5.00%	\$965,188	\$755,626	\$3,265,771
6	20	\$1,000,000	20%	\$800,000	7.50%	Sharkfin	\$8,000	\$1,944,218	\$288,352	43%	57%	\$1,297,993	5.00%	\$772,151	\$1,009,640	\$4,363,608

Easily calculate the payment amounts to find the first-year income tax deductions and remainder values that will go to your chosen beneficiaries.

The illustrated scenarios provide a comparison of charitable payments that are level, increasing by 20% per year, and utilizing a Sharkfin structure (starting at a low level with a sharp increase in the final year).

The illustration also compares contributions of discounted assets and the income tax deductions generated for the year of contribution, and income tax expenses in subsequent years.

Most meaningfully, the display shows the percentage of assets and total dollar amounts that will go to charity and the remainder assets that will pass to non-charitable beneficiaries using net present values.

CLAT CALCULATOR

CLAT Details: See the annual growth, payments, and expenses of the trust

CLAT Details [Alter Detail Columns Below](#)

CLAT 1

2

3

4

5

6

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

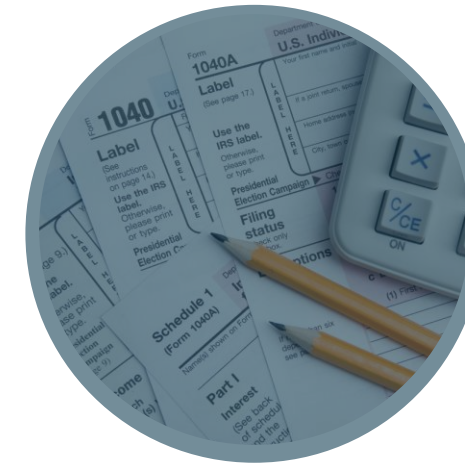


Export to Excel

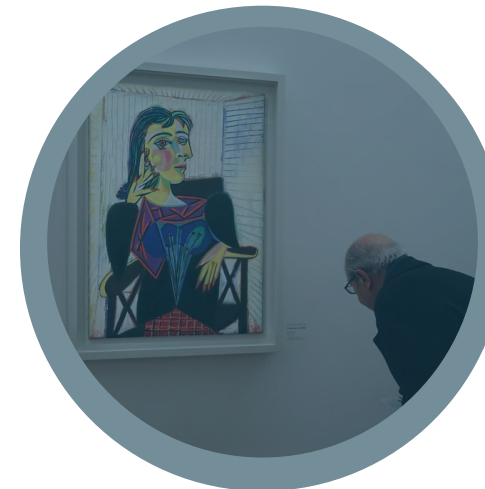
Year	Year #	Grantor Age	Probability Survival To Year	Beginning Value	Growth	Annuity Amount	End Value	Ordinary Income	Income Tax Savings / Expense	PV Inc Tx Savings / Expense
2025	1	71	98.04%	\$1,000,000.00	\$75,000.00	\$78,887.37	\$996,112.63	\$19,961.13	\$362,613.89	\$345,346.56
2026	2	72	95.95%	\$996,112.63	\$74,708.45	\$78,887.37	\$991,933.71	\$19,880.46	(\$7,355.77)	(\$6,671.90)
2027	3	73	93.70%	\$991,933.71	\$74,395.03	\$78,887.37	\$987,441.37	\$19,793.75	(\$7,323.69)	(\$6,326.48)
2028	4	74	91.30%	\$987,441.37	\$74,058.10	\$78,887.37	\$982,612.10	\$19,700.53	(\$7,289.20)	(\$5,996.84)
2029	5	75	88.73%	\$982,612.10	\$73,695.91	\$78,887.37	\$977,420.64	\$19,600.33	(\$7,252.12)	(\$5,682.23)
2030	6	76	86.00%	\$977,420.64	\$73,306.55	\$78,887.37	\$971,839.82	\$19,492.60	(\$7,212.26)	(\$5,381.90)
2031	7	77	83.09%	\$971,839.82	\$72,887.99	\$78,887.37	\$965,840.44	\$19,376.80	(\$7,169.42)	(\$5,095.17)
2032	8	78	80.00%	\$965,840.44	\$72,438.03	\$78,887.37	\$959,391.10	\$19,252.32	(\$7,123.36)	(\$4,821.37)
2033	9	79	76.70%	\$959,391.10	\$71,954.33	\$78,887.37	\$952,458.06	\$19,118.49	(\$7,073.84)	(\$4,559.86)
2034	10	80	73.22%	\$952,458.06	\$71,434.35	\$78,887.37	\$945,005.04	\$18,974.63	(\$7,020.61)	(\$4,310.05)
2035	11	81	69.54%	\$945,005.04	\$70,875.38	\$78,887.37	\$936,993.05	\$18,819.98	(\$6,963.39)	(\$4,071.35)
2036	12	82	65.68%	\$936,993.05	\$70,274.48	\$78,887.37	\$928,380.16	\$18,653.73	(\$6,901.88)	(\$3,843.23)
2037	13	83	61.65%	\$928,380.16	\$69,628.51	\$78,887.37	\$919,121.30	\$18,475.01	(\$6,835.75)	(\$3,625.15)
2038	14	84	57.48%	\$919,121.30	\$68,934.10	\$78,887.37	\$909,168.03	\$18,282.89	(\$6,764.67)	(\$3,416.62)
2039	15	85	53.11%	\$909,168.03	\$68,187.60	\$78,887.37	\$898,468.26	\$18,076.36	(\$6,688.25)	(\$3,217.16)
2040	16	86	48.61%	\$898,468.26	\$67,385.12	\$78,887.37	\$886,966.01	\$0.00	\$0.00	\$0.00
2041	17	87	44.02%	\$886,966.01	\$66,522.45	\$78,887.37	\$874,601.09	\$0.00	\$0.00	\$0.00
2042	18	88	39.38%	\$874,601.09	\$65,595.08	\$78,887.37	\$861,308.80	\$0.00	\$0.00	\$0.00
2043	19	89	34.77%	\$861,308.80	\$64,598.16	\$78,887.37	\$847,019.59	\$0.00	\$0.00	\$0.00
2044	20	90	30.26%	\$847,019.59	\$63,526.47	\$78,887.37	\$831,658.69	\$0.00	\$0.00	\$0.00
Totals:					\$1,409,406.09	\$1,577,747.40			\$263,639.68	\$278,327.25

Go to estateview.link and sign-up for free until May 1, 2024!

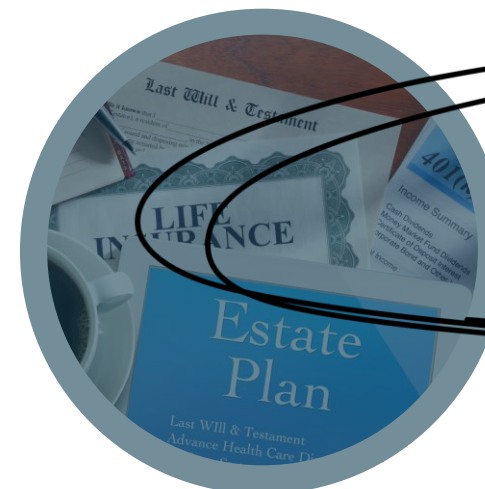
Agenda



Trends in Charitable Planning



EstateView for Charitable Planning Techniques

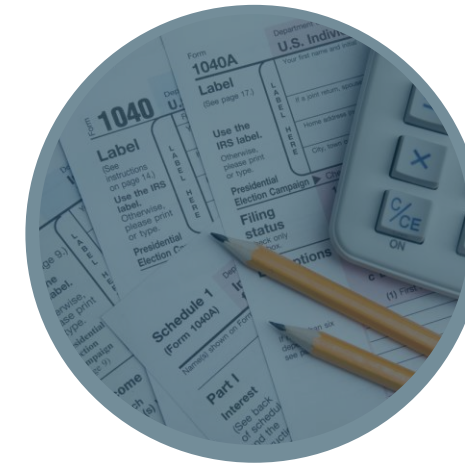


Case Study

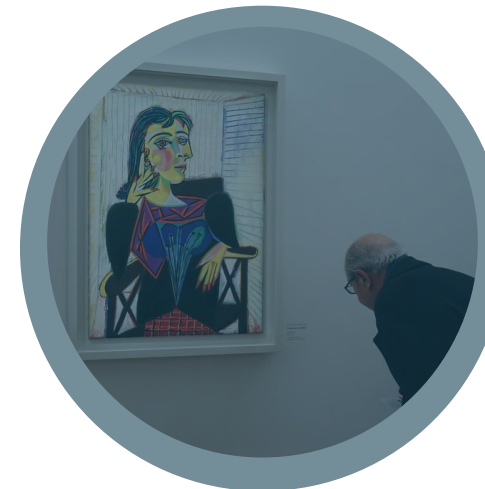
CASE STUDY:

- Ray (86) and Janet (78)
- Second marriage
- Ray 2 kids from the first marriage
- Net worth \$80m
- \$20m non-qualified assets, including residence
- \$60m in Ray's profit-sharing plan
- Massachusetts residents with their own state estate tax
- Ray is very charitable
- Use EstateView to zero out estate taxes

Conclusion



Trends in Charitable Planning



EstateView for Charitable Planning Techniques



Case Study

Thank you!

THANK YOU FOR PARTICIPATING!

Sophisticated Charitable Planning and Recent Events Associated Therewith Using EstateView Software for Charitable Strategy



Alan Gassman, J.D., LL.M, AEP®



Paul Caspersen, CFP®, AEP®, MS