



Frequently Asked Questions

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Table of Contents

Frequently Asked Questions	1
What is EstateView?	2
Is EstateView another document drafting platform?	2
What sets EstateView apart from the other calculation programs on the market?	2
What other features are included besides the computations and client illustrations?	3
What are NEST and Monte Carlo Simulations?	4
What types of computers or devices are compatible with EstateView?	6
Does EstateView store my client's data on its cloud platform?	6
Is it possible to save a completed analysis for future reference?	6
What are the primary uses of EstateView?	6
Can EstateView help me with charitable planning?	7
Tell me about the Comprehensive Planning modules.	7
How do the Single and Married modules differ?	8
Does EstateView take state estate taxes into account?	8
Does EstateView include features for managing federal generation skipping transfer tax (GSTT) and strategies for avoiding generation skipping tax?	8
What is the pricing structure of EstateView?	9
Who owns EstateView?	Error! Bookmark not defined.

What is EstateView?

EstateView is a comprehensive web-based program that revolutionizes estate and financial planning. Designed for estate planners and financial advisors, EstateView simplifies the projection, design, and illustration of sophisticated estate plans. Beyond estate planning, EstateView empowers planners to guide clients through retirement planning, navigate the complexities of IRA/pension minimum distribution rules, strategize charitable giving, and estimate the cost of life insurance.

Is EstateView another document drafting platform?

EstateView is planning platform and not a document drafting platform at all, although it provides some sample clauses for guidance in drafting various types of trusts.

What sets EstateView apart from the other calculation programs on the market?

EstateView distinguishes itself in the marketplace with its **comprehensive planning modules for both married couples and single individuals**, along with its unique features further described below. Each EstateView calculator enables instant access to an Excel spreadsheet with numbers to show the numbers and primary and secondary aspects of the planning technique on a year-by-year basis. The numbers are shown for the duration of the trust term, as well as for an individual's lifespan, but they can also extend to a selected number of years beyond, facilitating comparisons between various scenarios.

Moreover, EstateView empowers planners with the **flexibility to modify variables** within a planning arrangement and **instantly compare the outcomes** with different variables. These comparisons are conveniently **presented in a horizontal "side-by-side" format**.

What sets EstateView apart from the rest is its **client education presentation capabilities** which allow planners to quickly download PowerPoint summaries, general and short explanations, planners' checklists and sample provisions.

These presentations illustrate the information used in the calculation, the structure of the plan, and the outcomes before, during, and after the planning in a format that is both client-friendly and easy to understand.

To enhance collaboration, **EstateView enables planners to share not just the calculations, but also the functionality of the software itself**. Planners can send an e-mail to clients and colleagues with essential planning information, granting them access to the selected software calculator for

up to 14 days so that they can "see for themselves" and help model how the calculations and the estate strategy works.

In addition, **EstateView is designed to point out many traps for the unwary**, thereby educating the planner and the client about various planning opportunities and alternatives. These pointers are integrated into the software and are also included in the comprehensive EstateView software-planning guide provided to subscribers. This information keeps users well-informed and prepares clients to make better planning decisions.

The Practice Delegation module streamlines task management for the planner and administrative personnel to assign tasks to team members and others, following a structured sequence of activities. The organized workflow and assignment of individuals to tasks is populated on an Excel spreadsheet that can then be used by team members and monitored by the estate planning lawyer or practice manager. This module will help ensure meticulous attention is given to each step, from initial intake to beneficiary designation and the work to be completed after documents are signed.

Moreover, which the comprehensive married and single modules EstateView can instantly generate a detailed client letter that summarizes the factual inputs and various assumptions used, describes each planning technique, and illustrates scenarios with full-color charts. The planner can produce single or multiple client letters to explain various plans or sets of variables, providing clarity and detailed insights for the client's unique situation.

What other features are included besides the computations and client illustrations?

The EstateView Newsfeed feature provides a streamlined news update which simultaneously displays up to four news sites in parallel columns, side-by-side. This layout allows the user to simultaneously view multiple news sources online, with article summaries one at a time. The Newsfeed aggregates a wide range of online news from tax and financial publishers and magazines, national news sources, and specialized news providers. Leave it running on one of your devices to keep yourself informed effortlessly as the Newsfeed auto-refreshes every 30 minutes.

Starting **[WHEN?]**, the EstateView Chat will be accessed within left pane of the startup screen. This interactive platform will allow you to ask questions about the use of EstateView or tax or estate planning issues and view questions and answers from others. EstateView Chat will be moderated "live" by the experienced attorneys at Gassman, Crotty & Denicolo, P.A., with occasional guest hosts. It will also be monitored outside standard hours for added convenience. We expect to provide the best service possible for any issues that may arise. Until **[WHEN?]**, users can reach out with any queries to EstateView@GassmanPA.com.

Our innovative life insurance pricing and organization modules provide estimated premiums for individuals aged 20 through 70, covering both term life insurance and universal life insurance. These estimates are based on surveys from multiple carriers showing standard and preferred rates for normal non-smokers.

It's important to note that actual insurance policy costs and options can significantly differ from these estimates. Nevertheless, this module serves as a valuable tool for giving clients a preliminary understanding of potential coverage costs before consulting an insurance agent.

The Life Insurance Organizer module will allow the user to maintain a comprehensive spreadsheet of all a single individual or married couple's individual and second to die life insurance policies, showing total premiums, total death benefits, and recommended coverage adjustments based upon the client's evolving needs and circumstances.

What are NEST and Monte Carlo Simulations?

Our NEST (Needs/Estimated Savings Tabulation) module and our Monte Carlo Simulator are designed to offer clients and planners a deeper understanding of potential rates of return or loss in their investment portfolios based on the allocation between equities and bonds, and the number of years assets will grow.

Consider, for example, projecting a 7.5% rate of return for a conventional investment portfolio. A Monte Carlo analysis simulates all possible outcomes over periods of 5 and 20-years and provides the likelihood of achieving this "expected rate of return" and the variations around it (standard deviations) for a 60/40 equity-to-bond asset allocation, according to a reputable website:

Annual Return Probabilities

Return	1 Year	3 Years	5 Years	10 Years	15 Years	20 Years
≥ 0.00%	78.65%	90.16%	94.91%	98.84%	99.78%	99.99%
≥ 2.50%	73.02%	83.38%	88.30%	94.97%	97.77%	99.06%
≥ 5.00%	67.84%	73.10%	77.12%	84.73%	89.14%	92.22%
≥ 7.50%	65.21%	61.52%	61.56%	64.12%	67.14%	68.20%
≥ 10.00%	54.30%	47.13%	43.50%	38.05%	34.37%	31.29%
≥ 12.50%	46.20%	31.10%	24.69%	15.09%	10.20%	7.24%

Expected Annual Return

	1 Year	3 Years	5 Years	10 Years	15 Years	20 Years
10th Percentile	(3.21%)	0.06%	2.01%	4.01%	4.84%	5.38%
25th Percentile	2.18%	4.56%	5.40%	6.36%	6.74%	6.96%
50th Percentile	11.01%	9.53%	9.12%	8.88%	8.83%	8.76%
75th Percentile	17.39%	13.58%	12.46%	11.26%	10.81%	10.51%
90th Percentile	2.33%	16.95%	15.21%	13.36%	12.53%	12.03%

After reviewing the above probabilities, a planner designing a 5-year GRAT (Grantor Retained Annuity Trust) might be inclined to show 3 or more different scenarios, giving the planner and the client an idea of potential positive and negative outcomes.

This analysis can be very helpful for clients intending to make large gifts in 2024 and 2025, as it helps ensure they do not deplete their assets.

The EstateView Monte Carlo Simulator allows the planner to select any ratio of equities and fixed income, along with the number of years invested to determine an estimated rate of return. While it

streamlines the core functions of a full Monte Carlo Simulator, making it more accessible and user-friendly, it still retains the essential capabilities needed for effective financial planning.

To facilitate easy sharing and real-time collaboration, law firms can integrate this module with Google Sheets and Google Suite which allows team members to share these spreadsheets with a simple click on their browser icon for instant access, accommodating multiple users at the same time.

What types of computers or devices are compatible with EstateView?

As a web app, EstateView can operate on any device with a modern web browser, including PCs and Macs, iPads and other tablets, and even on most smartphones.

Does EstateView store my client's data on its cloud platform?

EstateView does not receive or store client data. EstateView provides the user's computer with the "engine" to operate based upon the data entered into the computer.

Nevertheless, you may wish to simply use your client's initials or similar name. The calculation platform does not request or require any information that would cause a client's identity to be revealed.

Is it possible to save a completed analysis for future reference?

Yes, from the "File" drop-down button you can use the commands "save" or "save as" to save the data and results to your computer, for future access.

Furthermore, if you ever experience a system disconnection or computer shut down, all of your recently used data for all of the calculators last used will remain accessible the next time you access EstateView from the same computer.

What are the primary uses of EstateView?

EstateView estate planning calculators equip users and planners with the necessary calculations to determine the tax deductions, taxable gifts, payment amounts, and other "numbers" required for designing and implementing various trust arrangements. EstateView illustrates a range of trusts, including Irrevocable "Grantor" Trusts, Qualified Personal Residence Trusts, Grantor Retained Annuity Trusts, Charitable Remainder Unitrusts, Charitable Remainder Annuity Trusts, as well as

Life Estate/Remainder Interests, Self-Cancelling Installment Notes, and Conventional Installment Sales to Grantor Trusts. EstateView accesses current and previous § 7520 rates, mortality tables, estate and gift tax exemptions and annual exclusions, applying them effortlessly to the scenarios that you input.

For example, EstateView prompts the user that it is best to use the lowest of the present month's and previous two months' § 7520 rate for a CLAT or a GRAT, and the highest of the present month's and the previous two months' § 7520 rate for a CRAT or a CRUT, while also using the lowest of this month's and the previous two months' Applicable Federal Rate (AFR) on an Installment Sale or a Self-Cancelling Installment Note.

Can EstateView help me with charitable planning?

Yes. EstateView currently features calculators for several charitable planning tools, including Charitable Remainder Annuity Trusts (CRATs), Charitable Remainder Unitrusts (CRUTs), Flip Net Income Make-Up Charitable Remainder Unitrusts (Flip NIMCRUTs), and Charitable Lead Annuity Trusts (CLATs). Additionally, our Remainder Interest/Life Estate calculator can determine the value of a remainder interest in a home or farm for charitable gifts.

While we do not yet offer calculators for Charitable Private Annuities, Pooled Income Trusts, or additional charitable planning strategies, we are working to expand our suite of tools to include these options sometime in 2024.

Tell me about the Comprehensive Planning modules.

The Comprehensive Planning module is a robust tool designed for planners to simulate and design a client's estate plan, illustrating both lifetime and post-death scenarios to help determine the proper planning technique, or combination of techniques that should be used. This module excels in its ability to illustrate and demystify complex planning techniques and combinations, surpassing the capabilities of simpler programs or spreadsheets.

EstateView is finely tuned to process key information often overlooked by basic tools. It can estimate excess income from outside sources before and after retirement, take into account income paid from operating companies or the growth rate of dividend-generating investments that impact the value of ownership, account for "exploding assets," such as a closely held business that is expected to "explode in value" within a defined period of time. It also illustrates the impact of income taxes on a client's net worth and cash flow, including the "burn" that takes place when the Grantor of a Trust must pay federal income tax on the Trust's income. Furthermore, the program allows the planner to toggle the Grantor Trust status on and off according to the client's wishes.

Under EstateView's Comprehensive Plans module, planners can select for a single or married client plan, which also features a function to integrate existing and proposed life insurance policies either held personally or inside Irrevocable Life Insurance Trusts (ILITs). Comprehensive Plans also integrate various estate planning vehicles such as one or two QPRTs, annual exclusion Gifting, Discounted Gifting, making a single Large Gift, and conventional Installment Sales to trusts or Self-Cancelling Installment Notes. Additionally, it enables planners to instantly see the impact of testamentary transfers to charity or a Charitable Lead Annuity Trust, with the ability to simply "dial up and down" the amounts transferred under each planning scenario, displaying the results instantly on-screen to select the desired balance of planning techniques.

How do the Single and Married modules differ?

The Single module illustrates scenarios for one taxpayer, and enables the planner to demonstrate the utilization of a credit shelter trust and the potential portability allowance from a predeceased spouse. The Married module shows what happens on the death of each spouse and can illustrate the outcomes of gifting the portability allowance, along with a portion of the client's estate tax exemption to an irrevocable trust sooner rather than later.

Does EstateView take state estate taxes into account?

While EstateView currently does not directly calculate state estate taxes, it offers the flexibility to adjust the estate tax rate beyond 40% allowing users to approximate the tax impact of state estate taxes. We're continuously evaluating user needs and may introduce specific state estate tax calculations for more populated states in the future, based on demand. Meanwhile, planners in states with estate taxes can effectively demonstrate federal tax implications to their clients and manually incorporate state taxes into their overall planning discussions.


Does EstateView include features for managing federal generation skipping transfer tax (GSTT) and strategies for avoiding generation skipping tax?

Currently, EstateView focuses on providing robust features for other aspects of estate planning and does not yet include tools specifically for generation-skipping transfer tax and tax avoidance strategies. We are always looking to enhance our software's capabilities, and the inclusion of generation-skipping tax features could be a part of future updates, reflecting our commitment to meeting the evolving needs of our users.

What is the pricing structure of EstateView?

We are proud to announce that our calculators and modules are fully operational. EstateView offers three levels of users:

- (1) **Standard** – offers almost every feature available from competitors plus “side-by-side” comparisons and additional features.
- (2) **PRO** – offers everything possible except comprehensive letters, sharing software with others, Rolling GRATs and FLIP-NIMCRUTS (includes all PowerPoints).
- (3) **PRO-Plus** – only PRO-Plus provides comprehensive letters, sharing software, Rolling GRATs and FLIP-NIMCRUTS, as well as income tax analysis for QPRTs. (MOST POPULAR)
- (4) **Pro-Elite** - Featuring 4 hours of tax lawyer time and 30 hours of customized video editing by our EstateView production team.

<div>  <div> <u>Standard</u> <u>Pro</u> <u>MOST POPULAR Pro Plus</u> <u>Pro-Elite</u> </div> </div>				
Subscription Cost (Volume Discounts Available)	\$199/year	\$399/year	\$499/year	\$2,599/year
Comprehensive Plans: Married and Single Client Modules	<i>Excludes letter, sharing and installment sales</i>	<i>Excludes letter and sharing features</i>	<i>Full Access (*included with Pro Plus & Pro Elite only)</i>	<i>Full Access (**Plus bonus features)</i>
Amortization Calculator	YES	YES	YES	YES
Life Expectancy Calculator	YES	YES	YES	YES
Holding Company Valuation Calculator	YES	YES	YES	YES
Valuation Discount Calculator	YES	YES	YES	YES
Create side-by-side Plan Comparisons for Each Calculator	YES	YES	YES	YES
Access to stand-alone SCIN/Conventional Calculator	<i>Limited Features (excludes spreadsheet)</i>	YES	YES	YES
Large Gift / SLAT Calculator	<i>Limited Features (excludes spreadsheet)</i>	YES	YES	YES
SCIN / Conventional Note Calculator	<i>Limited Features (excludes spreadsheet)</i>	YES	YES	YES

EstateView		<u>Standard</u>	<u>Pro</u>	<u>MOST POPULAR Pro Plus</u>	<u>Pro-Elite</u>
Installment Sale with Income Tax Analysis Calculator	Limited Features (excludes spreadsheet)	YES	YES	YES	YES
QPRT Calculator	Limited Features (excludes spreadsheet)	YES	YES	YES	YES
Private Annuity Calculator	Limited Features (excludes spreadsheet)	YES	YES	YES	YES
GRAT Calculator	Limited Features (excludes spreadsheet)	YES	YES	YES	YES
CLAT Calculator	Limited Features (excludes spreadsheet)	YES	YES	YES	YES
CRAT Calculator	Limited Features (excludes spreadsheet)	YES	YES	YES	YES
CRUT Calculator	Limited Features (excludes spreadsheet)	YES	YES	YES	YES
Life Estate/Remainder Interest Calculator	Limited Features (excludes spreadsheet)	YES	YES	YES	YES
Rolling GRAT Calculator	NO	NO	YES*	YES	YES
Access to our Exploding Asset Planning Feature	NO	NO	YES*	YES	YES
Comprehensive Plans: Access to Installment Sale to Grantor Trust / SCIN	NO	YES	YES	YES	YES
Comprehensive Plans: Married and Single Client Letters	NO	NO	YES*	YES	YES
Send e-copies of plans to clients & colleagues (with a free 14-day trial)	NO	YES	YES	YES	YES
Generate Personalized Client PowerPoints	NO	YES	YES	YES	YES
Income Tax Impacts of QPRTs	NO	NO	YES*	YES	YES
Rolling GRAT Calculator	NO	NO	YES*	YES	YES
Flip NIMCRUT Calculator	NO	NO	YES*	YES	YES
4 Hours of Tax Lawyer Time	NO	NO	NO	YES**	YES
30 Hours of Customized Video Editing Time	NO	NO	NO	YES**	YES
Special Access to Video Editors for \$35 an Hour	NO	NO	NO	YES**	YES

EstateView is also happy to provide **volume user discounts** to help your organization expand its capabilities and increase the efficiency and knowledge of its valuable planning professionals. The chart below illustrates the pricing benefits of including your whole team in your purchase.

VOLUME USER DISCOUNTS

<i>Units</i>	<i>Discount</i>	<i>Standard</i>	<i>Pro</i>	<i>Pro Plus</i>	<i>Pro-Elite</i>
2-5	15%	\$170.10	\$339.95	\$424.95	\$2,209.15
6-10	20%	\$159.96	\$319.96	\$399.96	\$2,079.20
11-15	25%	\$149.96	\$299.96	\$374.96	\$1,949.25
16-20	30%	\$139.96	\$279.96	\$349.96	\$1,819.30
21-30	35%	\$129.96	\$259.96	\$324.96	\$1,689.35
31-35	40%	\$119.97	\$239.97	\$299.97	\$1,559.40
36-40	45%	\$109.97	\$219.97	\$274.97	\$1,429.45
41-42	50%	\$99.50	\$199.97	\$249.97	\$1,299.50
46-50	55%	\$89.97	\$179.97	\$224.97	\$1,169.55
51-55	60%	\$79.98	\$159.98	\$199.98	\$1,039.60
56-100	65%	\$69.98	\$139.98	\$174.98	\$909.65
101-200	70%	\$59.98	\$199.98	\$149.98	\$779.70
201-300	75%	\$49.98	\$99.98	\$124.98	\$649.75

Purchasers can pay by check, credit card or over the phone or by carrier pigeon.

For more information, you can contact Alan Gassman at:

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