

Estate Planning

The Fundamentals of Planning for the
Preservation and Transfer of Family Wealth

Estate Planning Overview

- Protection, preservation and distribution of wealth in accordance with stated objectives
- Tax minimization is important, but nontax objectives should take precedence
- While planning issues and potential solutions may be influenced by the size of the estate, the importance of planning is universal
- Planning in an uncertain environment is challenging
 - Overly-complex tax laws are changed frequently
 - Politics plays a key role in setting tax policy

Estate Planning Process

- Record a complete inventory of current assets, liabilities, insurance policies, etc.
- Articulate and document personal, financial and estate goals, objectives and constraints
- Analyze current financial condition, structure of estate and review current legal documents
- Evaluate alternative planning solutions
- Develop agreed-upon courses of action
- Implement, monitor and adjust accepted plan

Property Ownership

- Form in which property is owned determines an owner's property rights and privileges
 - Right to improve, rent, partition, sell, bequeath, borrow against, etc.
 - Property laws are not uniform across jurisdictions
- Especially with married couples, determining how property is titled early can facilitate the estate planning process
- Community property laws complicate data gathering, especially with moves into or out of such states

Trusts in Estate Planning

- Creations of law that separate ownership interests in property from beneficial interests
 - Trust creator known as grantor or settlor
 - Trustee holds legal title to trust property
 - Trust beneficiaries possess beneficial interests
- Trusts may be revocable or irrevocable, funded or unfunded, established during life (*inter vivos*) or at death (testamentary)
- Attractive features include asset protection
- Frequently play a significant estate planning role

Role of Life Insurance

- Source of replacement income for survivors
- Provides cash for estate liquidity
 - Avoids fire sale of unmarketable property (e.g., family business, investment real estate)
 - Large retirement plan balances, stock options and other IRD items create significant tax exposure
- Can be used to equalize value of bequests across heirs with different needs and circumstances
- Can replace lost wealth due to taxes

Estate Distribution

- Postmortem distribution of property is governed by
 - Operation of law
 - Joint property with rights of survivorship
 - Retirement plan/insurance policy beneficiary designations
 - Decedent's will
 - Decedent's revocable living trust
 - Laws of intestate succession if no will or living trust exists
- Disclaimers may alter prearranged plan
 - Disclaimant treated as having predeceased other legatees
 - Can be used tactically to achieve superior planning results

Probate

- Process of proving the legal validity of a will with ultimate distribution of estate property
- Becomes a matter of public record
- Personal representative has a number of significant responsibilities and challenges
 - Collect decedent's property and create inventory
 - Pay decedent's debts, expenses and taxes
 - File creditor notices, tax returns and accountings
 - Distribute net estate to proper estate legatees
- Ancillary probate required in states with real property

Last Will and Testament

- Document most commonly used to control postmortem distribution of property
- Revocable until the testator's death
 - Changes in circumstances necessitate periodic review
 - Only the testator can ratify changes to the will
 - Entirely new will may supersede preexisting wills
 - Will may simply be amended via codicil
- Serves other important purposes
 - Designates guardians for minor children
 - Designates personal representative (executor/executrix)

Revocable Living Trust

- May substitute for the will as the primary dispositive document in an estate plan
 - Offers a measure of privacy that a will cannot
 - Property in trust at death bypasses probate
- Trust may be funded or unfunded until death
 - Funding during life by agent under power of attorney may be triggered by grantor's disability and/or incompetence
 - At grantor's death, a pour-over will may direct transfer of remaining property into the trust
- Grantor trust for income tax purposes

Other Will Substitutes

- Pass at death outside of the will and probate
- Joint property with rights of survivorship
 - At death, property passes automatically to surviving joint tenant
 - Overuse of joint tenancy property can potentially increase family's estate-tax exposure
- Postmortem transfer of certain property is governed by beneficiary designations
 - Tax-deferred retirement plans and annuities
 - Life insurance policy proceeds

Qualified Disclaimers

- Unqualified, irrevocable refusal to accept an interest in property
- Requirements
 - Must be in writing
 - Must be provided to transferor or representative within 9 months of event giving rise to gift or bequest
 - Disclaimant cannot receive any of the benefits
 - Disclaimant cannot direct where property goes
- Postmortem disclaimer by surviving spouse can fund a contingent bypass trust

Estate Taxes

- An excise tax on the postmortem transfer of property
- Estates bear heavy tax burden
 - Planning can substantially reduce potential estate shrinkage associated with taxes
 - Decreases effective cost of charitable giving
- EGTRRA 2001 provides phased-in tax relief
 - Reduction in rates and increase in exemption
 - Repeal in 2010 may last for only one year or may not even occur
 - New legislation in 2009 is expected

EGTRRA Estate Tax Relief

Applicable Exclusion

- \$1.0 million: 2002-03
- \$1.5 million: 2004-05
- \$2.0 million: 2006-08
- \$3.5 million: 2009
- \$1.0 million: 2011+*

* *Assuming EGTRRA 2001 sunsets
12/31/2010*

Maximum Tax Rate

- 50%: 2002
- 49%: 2003
- 48%: 2004
- 47%: 2005
- 46%: 2006
- 45%: 2007-09
- 0%: 2010
- 55%: 2011+*

Note: A 5% surtax applies for estates
between \$10 MM and \$17.184 MM

Estate Tax Base

- Unified transfer tax system
 - Designed to tax gifts and bequests similarly
 - EGTRRA 2001 creates partial estate/gift tax disconnect
- + Gross estate (after valuation discounts)
 - Expenses, debts, QFOBI deduction
 - Qualifying marital and charitable bequests
- = Taxable estate
- + Post-1976 adjusted taxable gifts
- = Estate tax base

Gross Estate

- Essentially all property owned by or in which decedent held an interest at death is included
- Includes interests over which decedent held the right to affect others' beneficial enjoyment
- Transfers with a retained life estate are includible
- Relinquishment, lapse or transfer of certain retained interests within three years of death is includible
- Life insurance payable to decedent's estate or in which decedent possessed incidents of ownership during three years prior to death is includible

Valuation of Property

- Gross estate can be valued at death or six months after death (alternate valuation date)
 - Election is available only if federal estate tax is reduced
 - Property that declines with passage of time ineligible for election (e.g., survivor annuity)
- Special valuation reductions for certain real estate used in a business or farm operation
- Valuation discounts for lack of marketability, control, etc. may apply and reduce estate tax

Deductions from Gross Estate

- Unpaid expenses, debts and taxes are claims against the estate that reduce taxable value
- Value of decedent's qualified family-owned business interests may also be deductible
 - Deduction is coordinated with applicable exclusion
 - Deduction not available for 2004-09
 - Business interests must pass to qualified heirs
- Qualifying marital bequests
- Qualifying charitable bequests

Estate Tax Marital Deduction

- Unlimited federal deduction for qualifying bequests to U.S. citizen spouses
 - Outright bequests (including joint tenancy property)
 - Power-of-appointment or estate trusts
 - Qualified terminable interest property (QTIP) trusts
- Bequests to non-U.S. citizen spouses are nondeductible unless transfer is to qualified domestic trust (QDOT)
- Coordination of marital and nonmarital bequests minimizes potential estate tax exposure

Charitable Bequests

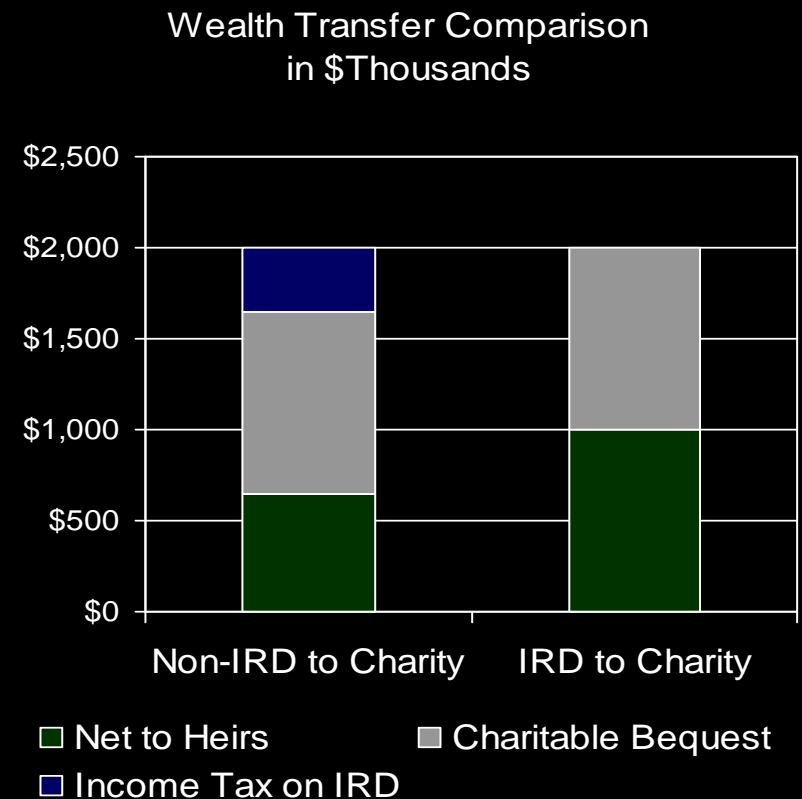
- Taxes reduce the effective cost of charitable giving during life or at death
 - $\text{Transfer} \times (1 - \text{tax rate}) = \text{after-tax cost of transfer}$
 - Bequest of IRD property to charity avoids income taxes that would otherwise be payable by heirs
- Bequests to charity may be outright or in trust, to public charities or private foundations
- Split-interest charitable trusts (i.e., CLTs and CRTs) must meet numerous requirements to qualify transfers for charitable deduction

Income in Respect of a Decedent

- Income recognized upon receipt of certain property by decedent's estate or legatee
- IRD only applies where decedent would have recognized income if he/she had received the item in question during life
- No step-up in basis at death for IRD items
- Income taxes paid by IRD recipient are effectively reduced by federal estate tax attributable to inclusion of item in gross estate

Charitable Bequest Example

- \$2,000,000 total property owned by decedent
 - \$1,000,000 IRD property
 - \$1,000,000 non-IRD property
- Decedent dies in 2008
- Estate plan calls for \$1,000,000 charitable bequest at death
- Objective is to maximize combined net bequest to heirs and charity
- Heirs in highest tax bracket



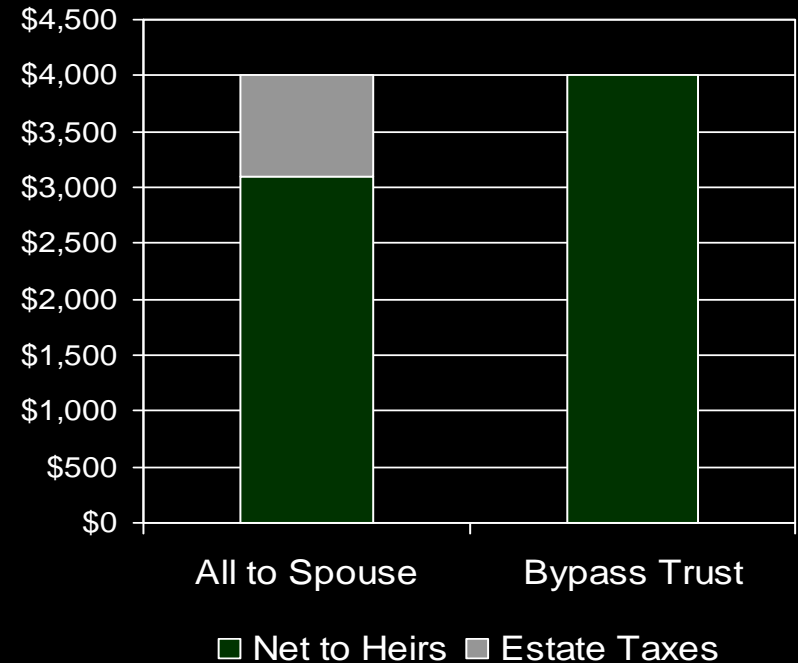
Credit Shelter Bypass Trust

- Funded at death with the decedent's available applicable exclusion amount (AEA)
 - Creates a taxable estate, but the federal estate taxes are offset by the unified credit amount
 - Lifetime taxable gifts reduce (AEA) at death
- Trust bypasses the surviving spouse's estate, but may provide spouse with lifetime benefits
- Zero estate-tax plan combines marital and nonmarital bequests in a way that eliminates estate taxes in each spouse's estate

Bypass Trust Example

- \$4,000,000 separate property owned by decedent
- Couple owns no other property
- Each spouse dies in 2008
- Objective is to minimize estate taxes in each estate

Wealth Transfer Comparison
in \$Thousands



QTIP Trust

- Trust designed to do the following
 - Qualify for the federal estate tax marital deduction
 - Benefit the surviving spouse exclusively during his/her lifetime
 - Enable the testator to control the disposition of trust property after the surviving spouse's death
- Situations where a QTIP trust may be warranted
 - Testator has children from a previous marriage he/she wishes to benefit after current spouse dies
 - Surviving spouse has potential creditor problems so other types of marital bequests present risks

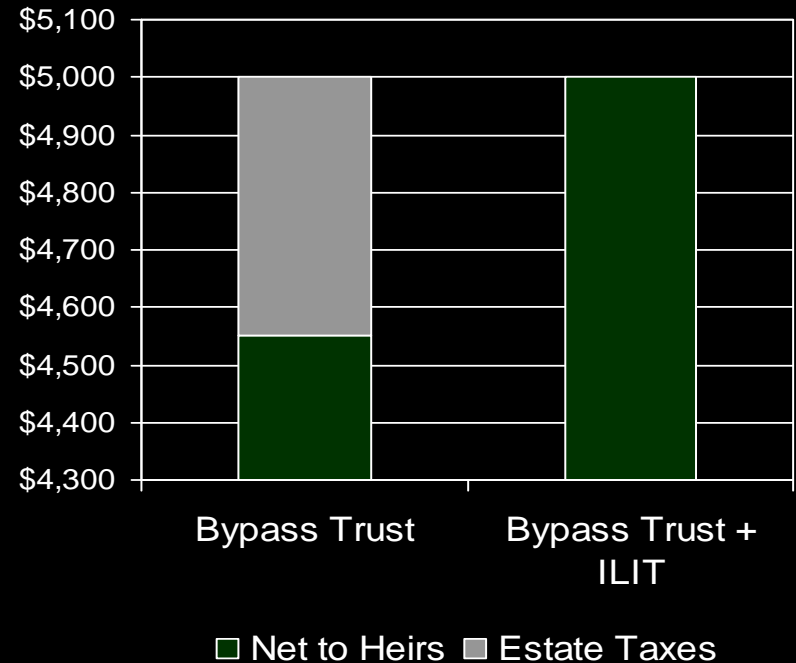
Irrevocable Life Insurance Trust

- Designed to exclude insurance proceeds from the insured's and surviving spouse's estates, but may provide spouse with lifetime benefits
- Trustee is owner and beneficiary of policy
- Policy premiums are typically funded with lifetime gifts from the insured and/or spouse
 - Crummey powers granted to ILIT beneficiaries qualify gifts for the gift tax annual exclusion
 - Large premium-funding gifts may be made when ILIT is combined with other planning techniques (e.g., IDGT)

Bypass Trust + ILIT Example

- \$2,000,000 separate property owned by each spouse
- Couple owns no other property
- \$1,000,000 life insurance
 - First decedent is insured
 - Surviving spouse is beneficiary
- Each spouse dies in 2008
- Objective is to minimize estate taxes in each estate

Wealth Transfer Comparison
in \$Thousands



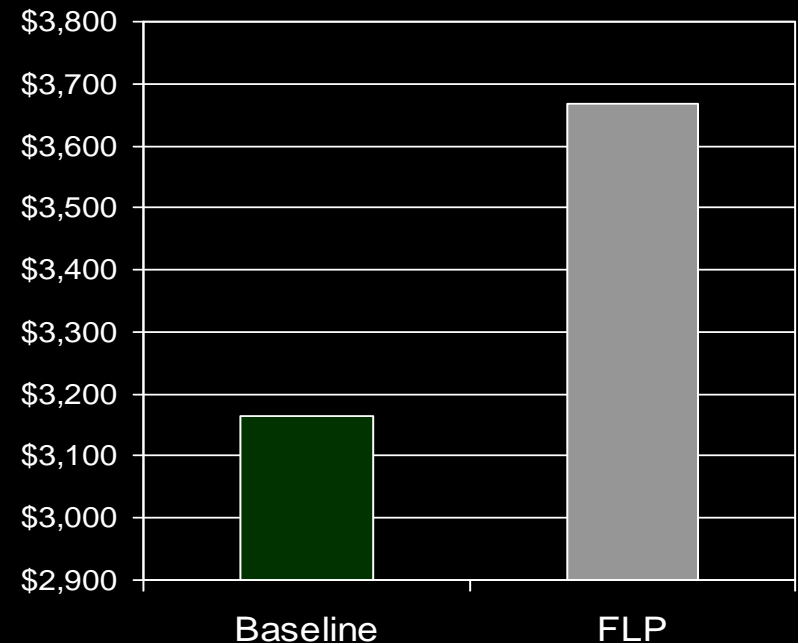
Family Limited Partnerships & LLCs

- FLPs and FLLCs are popular business entities used frequently today in family wealth planning
- Must have valid business purpose to be respected for transfer tax purposes
- Offer a number of benefits
 - Asset protection (e.g., creditors, divorces)
 - Centralized management of family wealth
 - Facilitates intrafamily transfers of wealth
 - Valuation discounts can reduce estate/gift taxes, especially when combined with other techniques

Valuation Discount Example

- \$1,000,000 real estate property held inside an FLP
- \$300,000 basis in property
- LP interest owned by client, age 60
- Age 85 life expectancy
- 35% valuation discount
- Highest tax brackets
- 45% federal estate tax rate
- 5% income rate
- 4% growth rate

Wealth Transfer Comparison
in \$Thousands



Lifetime Gifting Overview

- A gift is a lifetime transfer of property from donor to donee without adequate and full consideration
 - May be direct or indirect
 - May be of tangible or intangible property
- Basic gifting alternatives
 - Outright gifts
 - Gifts in trust
 - Donor retains an interest for life or for a fixed period
 - Donor retains no interests in transferred property

Pros & Cons of Lifetime Gifts

■ Benefits

- Donor enjoys personal benefits of assisting donee
- Reduces taxable estate
- Donor controls timing of transfer
- Income-tax savings if donee is in lower tax bracket

■ Drawbacks

- Transfer is irrevocable
- Loss of income on transferred property
- Donor may owe gift taxes
- Carryover basis treatment for donee

Gift Taxes

- An excise tax on the gratuitous lifetime transfer of property
- Tax bracket is determined on the basis of cumulative taxable gifts (i.e., progressive)
- Paying gift taxes reduces taxable estate
 - Donor must survive for more than three years
 - Opportunity cost = foregone earnings on taxes paid
- EGTRRA 2001 fixes gift tax applicable exclusion amount (AEA) at \$1 million per donor and reduces the maximum gift tax rate

EGTRRA Gift Tax Relief

Applicable Exclusion

- \$1.0 million: 2002-10
- \$1.0 million: 2011+*

** Assuming EGTRRA 2001 sunsets 12/31/2010, the applicable exclusion that would have reached \$1 million in 2006 will apply.*

Maximum Tax Rate

- 50%: 2002
- 49%: 2003
- 48%: 2004
- 47%: 2005
- 46%: 2006
- 45%: 2007-09
- 35%: 2010
- 55%: 2011+*

Note: A 5% surtax applies for gifts between \$10 MM and \$17.184 MM

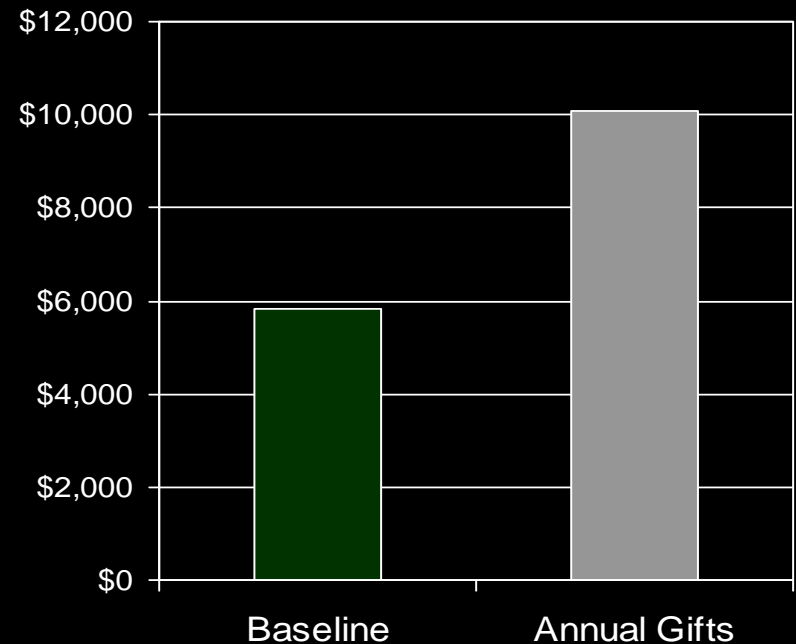
Gift Tax Exclusions

- Annual gift exclusion
 - Inflation-indexed exclusion that applies on a per-donee basis (\$12,000 in 2008)
 - Only gifts of a present interest are eligible
- \$1 million AEA or exemption equivalent
- Unlimited exclusions for payments of qualified medical and education expenses made directly to provider on donee's behalf
- Gift-splitting between married spouses effectively doubles available exclusions

Annual Exclusion Gifts Example

- Annual exclusion cash gifts over 25-year period
- 5 donees with gift-splitting
- Highest tax brackets
- 45% federal estate tax rate
- 2% income rate
- 8% growth rate
- 3% annual inflation rate applied to gift tax annual exclusion allowance

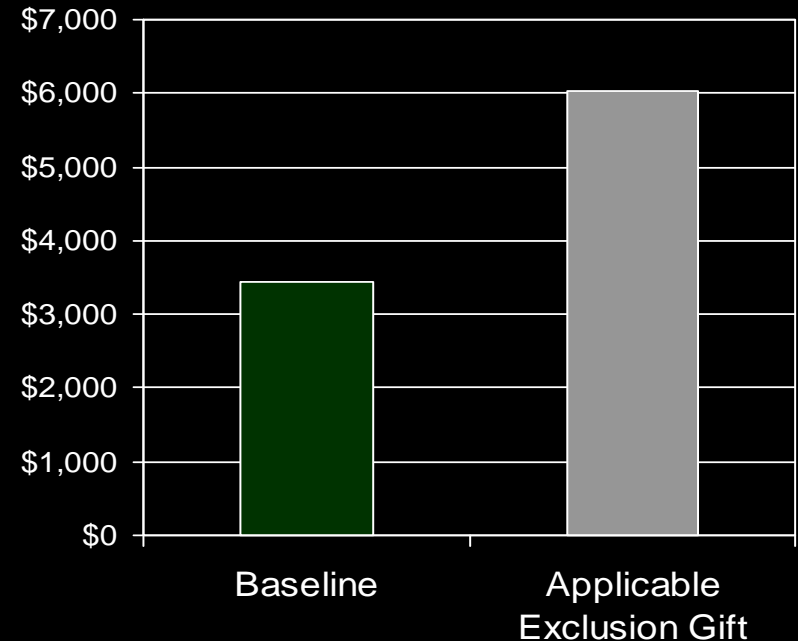
Wealth Transfer Comparison
in \$Thousands



Applicable Exclusion Gifts Example

- Transfer of marketable securities equal to gift tax applicable exclusion in 2008
- \$1,000,000 portfolio transferred
- \$300,000 basis
- 25-year projection
- Highest tax brackets
- 45% federal estate tax rate
- 2% income rate
- 8% growth rate

Wealth Transfer Comparison
in \$Thousands



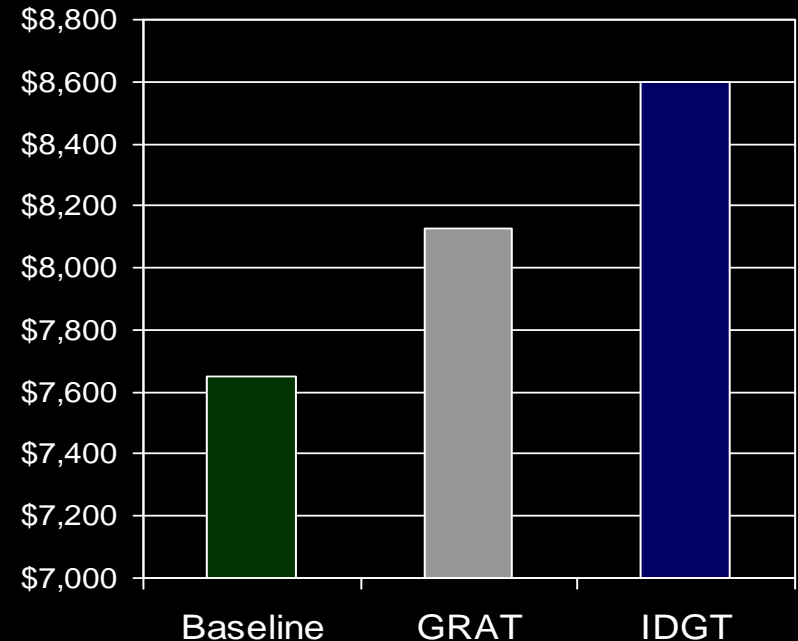
Estate Freeze Planning

- Utilizing lifetime gifting techniques that essentially fix the value of property in the transferor's estate
 - Future income and appreciation (or excess returns) are transferred to junior generations estate tax-free
 - Interests retained or debt received in exchange for a sale of property are includible in the gross estate
- Many techniques involve transfers of business interests subject to valuation discounts
- Examples include GRATs, QPRTs, CLATs, installment sales, private annuities and SCINs

Estate Freeze Planning Example

- 4-yr GRAT vs. sale to grantor trust
- Seller receives 9-year balloon note at 3.5% interest in exchange
- \$ 5,000,000 S corp transfer (both)
- 10% of transfer is gift (sale only)
- 35% valuation discount
- Highest tax brackets
- 45% federal estate tax rate
- 5% income rate
- 7% growth rate
- 3% liquid fund rate
- 4% 7520 rate
- 9-year projection

Wealth Transfer Comparison
in \$Thousands



Generation-Skipping Transfers

- Lifetime or testamentary transfer of property to a skip person—an individual two or more generations below transferor
- GST planning is designed to bypass estate taxes at the generation immediately below transferor
- Bypassing children (even in part) may be warranted where children are affluent and already exposed to significant estate taxes
- Dynasty trusts are GST-exempt trusts governed by state laws that permit them to last in perpetuity

GST Taxes

- An excise tax on the lifetime or postmortem transfer of property to skip persons
- Tax is applied to the taxable transfer at the maximum federal estate tax rate
 - With direct skips taxable event occurs up front
 - With taxable distributions and terminations taxable event is delayed until some triggering event occurs
- Exclusions and exemptions are available
- EGTRRA 2001 provides phased-in tax relief similar to the federal estate tax

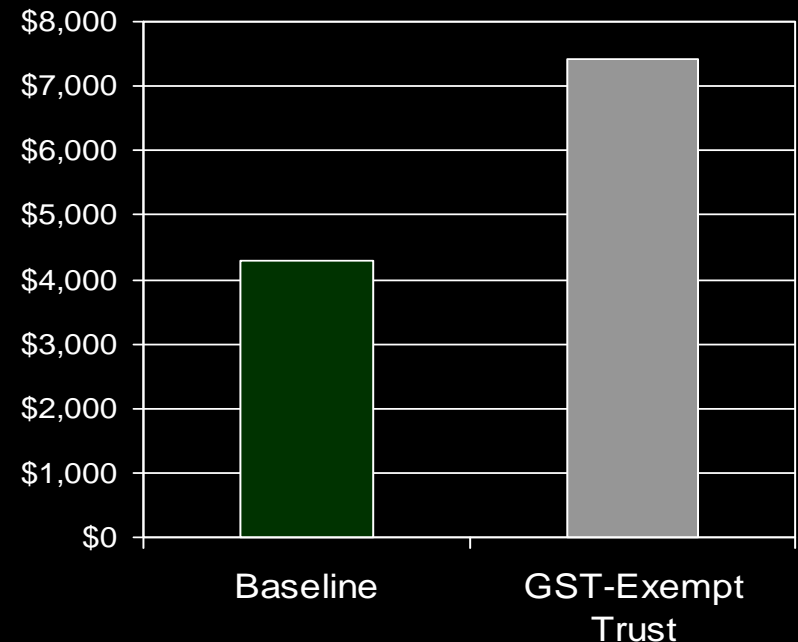
GST Planning

- Transfers to skip persons can be made during transferor's life or at death
 - GST exemption is applied against transfers in trust to immunize trust from GST tax
 - Trust can be structured to benefit multiple generations
- Coordinating estate-tax planning and GST planning is important
 - Apply GST exemption to credit shelter trust
 - Apply remaining GST exemption to a separate GST-exempt marital trust (reverse QTIP election)

GST-Exempt Gift Trust Example

- Transfer of marketable securities equal to gift tax applicable exclusion in 2008
- \$1,000,000 property transferred & GST exemption allocated
- \$300,000 basis
- 25-year projection
- Highest tax brackets
- 45% federal estate tax rate
- 2% income rate
- 8% growth rate

Wealth Transfer to 3rd Generation
Comparison in \$Thousands



State Death Taxes

- All states and the District of Columbia have some sort of death tax system in place
 - Estate taxes levied on the transferor's estate
 - Inheritance taxes levied on the recipient of property
- Federal estate taxes are reduced by state death taxes actually paid
 - Credit is phased-out under EGTRRA (2001-04)
 - State death tax deduction applies after 2004
- Many states have decoupled from the federal system to avert significant loss of revenue

Other Nontax Planning Matters

- A comprehensive estate plan generally includes legal documents that address a family's needs in the event of incapacity
 - Durable power of attorney or DPA (financial decisions)
 - Advance medical directive (includes a living will)
- A principal names an attorney-in-fact (i.e., agent) to make financial and/or health-related decisions on the principal's behalf
- DPA often directs the power holder to fund the principal's revocable trust during period of incapacity

Summary

- Estate planning is an interdisciplinary process designed to assist the client in protecting, preserving and transferring family wealth
- Estates of all sizes can be decimated by taxes, expenses and poor wealth management without coordinated planning
- Creating an enduring legacy for future generations requires clearly stated goals and objectives
- Numerous planning techniques are available to reduce potential estate shrinkage due to taxes