

BEYOND TAXES: 5 REASONS A TRUST IS NECESSARY

Learn how a trust can be used to protect, control and maximize the assets in your estate.



KEY TAKEAWAYS

Recent tax legislation addressed key tax issues as they pertain to estate planning, but it did not impact many of the reasons people traditionally use trusts.



In addition to tax planning, trusts can be used to help you retain control and management of assets, protect your estate, plan for a disability, maximize philanthropic goals and avoid probate.



You should work with an experienced trust consultant to help ensure your assets are protected and distributed as intended.

INTRODUCTION

The American Taxpayer Relief Act of 2012 made permanent the lifetime exclusion for estate, gift and generation skipping tax purposes. While this legislation provides a great advantage in estate planning, it does not address many of the reasons people traditionally use trusts. In fact, taxes are rarely the only reason, and usually not the most important reason, people have comprehensive estate plans. You should work with an experienced trust consultant to ensure your assets are protected and distributed as intended upon your death.

RECENT HISTORY

With many policy decisions regarding estate planning now written into law, baby boomers and seniors can get down to the business of planning their legacy. The American Taxpayer Relief Act set the exemption amount for estate, gift and generation skipping tax purposes at \$5.25 million (inflation-adjusted), with a top tax rate of 40%. The bill also extended the portability of exemption amounts to the surviving spouse if it wasn't utilized, not just given away, by the deceased spouse during his or her lifetime. This means that any unused amount a husband, for example, didn't give away is available for his surviving wife to pass on free of federal estate taxes upon her death.

Both the House and Senate have acknowledged that additional wealth transfer legislation is up for debate, so now is a good time to get your estate in order. While the status of these exemptions has changed, most of the tax laws pertaining to trusts and other estate planning strategies remained intact with the recent legislation. If you use these tools now, plans already in place may predate, or "grandfather," any new legislation in the future.

TRUST ISSUES

There are *many* more reasons to utilize a trust than simply to minimize the impact of taxes. This paper specifically details trust strategies that address:

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Trust planning can be complex, but it also can be very effective at meeting specific goals and helping provide peace of mind throughout your lifetime.

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1 ► MAINTAINING CONTROL

One key reason to utilize a trust as part of your estate plan is to retain control of your assets – particularly in light of any family strife that could ensue over who gets what assets now and/or when you pass away.

For example, we've all heard stories about stepchildren and a surviving spouse going to court over a wealthy widower's estate. This is one of the problems inherent in today's second and third marriages, and why it's so important to set up specific trusts to ensure that both your spouse and your children are protected.

One such trust is the marital/bypass trust. This trust, which becomes irrevocable upon a Grantor's passing, maps out your inheritance plan, cannot be changed by a surviving spouse and eliminates the possibility of any undue influence from your children, subsequent spouses or external parties. Even if your surviving spouse remarries and decides to leave her own assets to her second husband, the bypass trust would still pass assets intact to your children as intended.

Another key consideration in estate planning is the prospect of leaving all or a portion of your assets to a young child – or even a young adult child not ready for the responsibility. This is a circumstance in which a trust, administered by an appointed trustee, can be particularly advantageous to ensure your assets are not mismanaged or lost precipitously.

In any situation where influence may play a role, you may wish to protect the assets you intend to leave in a trust. The umbrella protection of a trust also can help ensure that your assets are controlled and managed by a trustee of your choosing, rather than by the child, who may be influenced by others.

2 ► PROTECTING ASSETS

Greedy relatives aren't the only ones from whom you need to protect your assets. An irrevocable trust is highly effective against claims of liability, lawsuits, creditors and divorce settlements. If you work in a high-risk profession – such as a doctor – transferring assets to a trust can shield them from a malpractice lawsuit. Should you or someone you love ever become involved in a car accident, trust assets cannot be touched as part of a liability lawsuit either. The same applies if someone sues you for an injury incurred while on your property.

A trust may be a less-contentious alternative to a prenuptial agreement. Assets owned prior to marriage can be transferred to a trust naming you as both trustee and beneficiary. This would protect those assets from a settlement should the marriage end in dissolution.

Of course, perhaps the most obvious reason to utilize an irrevocable trust in estate planning is to help minimize estate and gift tax liabilities. If your estate is valued at more than \$5.25 million (in 2013), excess proceeds may be subject to a federal tax rate as high as 40%.

A trust can help you minimize state transfer taxes as well. Some states have particularly high estate tax rates or low exemption amounts. Regardless of the size of your estate, it's important to work with an estate planner familiar with your state's laws and tax rates to determine if a trust would be an effective tool to help minimize your estate tax liability.

A trust may be useful when planning for the eventual transfer and distribution of a retirement plan, such as an IRA or 401(k). By structuring a trust as the beneficiary of a retirement plan, you may be able to minimize the impact of individual income taxes on plan distributions, as well as plan for the ongoing management and control of these assets once you pass away.

If you have assets or business interests that are currently below the federal estate tax exemption limit, a trust can enable you to effectively "freeze" these valuations. By transferring assets to a trust, you may be able to shelter any resulting growth from future federal and state taxes, depending on the trustee and state in which you domicile the trust.

STATES WITH ESTATE AND/OR INHERITANCE TAXES IN 2013			
State	Type of Tax	Exempted Amount	Top Tax Rate
Connecticut	estate	\$2 million	12%
Delaware	estate	\$5.25 million	16%
District of Columbia	estate	\$1 million	16%
Illinois	estate	\$4 million	16%
Iowa	inheritance	none	15%
Kentucky	inheritance	\$500	16%
Maine	estate	\$2 million	12%
Maryland	both	\$1 million	16%
Massachusetts	estate	\$1 million	16%
Minnesota	estate	\$1 million	16%
Nebraska	inheritance	\$10,000	18%
New Jersey	both	\$675,000	16%
New York	estate	\$1 million	16%
North Carolina	estate	\$5.25 million	16%
Oregon	estate	\$1 million	16%
Pennsylvania	inheritance	none	15%
Rhode Island	estate	\$910,725	16%
Tennessee	estate	\$1.25 million	9.5%
Vermont	estate	\$2.75 million	16%
Washington	estate	\$2 million	19%



2013 PLANNING TIP: FAMILY VACATION HOME

With real estate prices still low in some areas of the country and the gift tax exclusion at its current high, 2013 is a good time to consider gifting a family vacation home to your children. You can do so by transferring it to a qualified personal residence trust (QPRT) for a specified term of years. The present-day value of the house, appreciating at the IRS's assumed rate of investment return and based on assumed mortality rates after the term of the QPRT has expired, will constitute the taxable gift that counts toward your lifetime gift exclusion. If you are still alive when the QPRT term is up, your heirs will receive ownership without incurring gift or estate tax consequences. If you pass away before the term is up, the house will be included in your estate.

3 ► PLANNING FOR A DISABILITY

Given today's longer life spans, you may wish to develop a plan for the possibility that you may experience a disability in later years that impairs your ability to manage financial affairs. This is one reason a person may transfer assets to a revocable trust and name himself as both beneficiary and trustee. The trust document would include language detailing the criteria to establish diminished capacity, at which point your pre-appointed successor trustee would take over management of trust assets.

A special needs trust, also known as a supplemental needs trust, is designed to preserve eligibility for government benefit programs for a disabled beneficiary – such as a child. This irrevocable trust enables you to leave assets to help meet the future supplemental needs of someone with a mental or physical disability. Without such a trust, ownership of assets totaling more than \$2,000 would disqualify that disabled beneficiary from receiving most federal needs-based assistance, such as Medicaid and Social Security income.

A special needs trust can be funded with a variety of assets, including cash, stocks, mutual funds, insurance and property. Once a trust is established for a beneficiary, the designated trustee has full discretion to distribute trust assets as he or she sees fit – with the guiding purpose of enhancing the life of the beneficiary.

Because a special needs trust is managed by a separate trustee, the beneficiary does not have any legal rights to the trust assets. This structure offers three advantages: (1) the beneficiary may qualify for government benefits, (2) the beneficiary still receives the beneficial use of his or her inheritance, and (3) trust assets are protected from lawsuits and creditors.



DID YOU KNOW?

A special needs trustee may authorize distributions from the trust for a wide variety of expenses designed to enhance the beneficiary's life, such as:

Medical expenses not covered by government programs, such as vision or dental care, medications, durable medical equipment, therapy or home care

Household items such as a television and DVDs

Vacation, hobby or entertainment expenses

Membership dues and subscriptions

Transportation expenses

Legal expenses

Insurance policies or burial expenses

4 PHILANTHROPIC GIVING

Currently, you may gift up to \$14,000 (\$28,000 for couples) per year to any number of individuals without triggering estate taxes. Gifts in excess of this amount are applied against your lifetime gift tax exemption. If you utilize any lifetime gift tax exemption during your lifetime, simply put, it would conversely reduce the federal estate tax exemption available to the person making the gift by that amount.

For larger gifts, you may wish to consider using a trust to help you retain control and use of your current assets, while leaving the remaining balance for the charitable organization(s) of your choice. Another advantage for today's estate planning strategies is the current low interest rate environment, which can reduce the taxable value of transferred assets.

For example, consider establishing a charitable lead annuity trust (CLAT), which is designed to generate a larger tax deduction in a low interest rate environment. You may fund a CLAT with cash, investments and even life insurance. Over the term of the trust, the CLAT will provide a fixed annuity payment to the charitable organization of your choice, including a donor advised fund, while continuing to earn interest. At the end of the term, the remaining balance in the trust is transferred to your beneficiaries (not the charity). Due to the current low discount rate used in calculating the amount of the lead payments to the charity, your individual beneficiaries may receive a significantly higher amount at the end of the trust term. For most CLATs, you may take a one-time income tax deduction in the year the trust is funded.

While it may appear that provisions of the American Taxpayer Relief Act of 2012 have hampered tax-advantaged philanthropic strategies for some, charitable tax deductions are as viable as ever – particularly given the recently increased rate for top income brackets. Carefully consider the role of a trust to take full advantage of today's transfer strategies when planning philanthropic gifts.



MAKING GIFTS DURING YOUR LIFETIME OFFERS SEVERAL ADVANTAGES

The assets you transfer while you are still alive are removed from your estate

Any future appreciation that could be earned by these assets is also removed from your estate

Any future income shifted to beneficiaries in a lower income tax bracket will enable them to keep more of the income generated

The transferred assets, and their subsequent appreciation, may be protected from potential creditors, lawsuits or divorce proceedings

Transferring assets while living allows you to ensure distribution goes according to your desires

5 ► AVOIDING PROBATE

Unlike a will, which merely distributes your assets upon death, a living trust places your assets and property “in trust,” which are then managed by a trustee for the benefit of your heirs. It allows you to avoid probate entirely because the property and assets are already distributed to the trust.

If you utilize a revocable living trust, also called an inter vivos trust, you may transfer ownership of some or all of your property to yourself in your capacity as trustee, so you don't give up any control over those assets. Upon your death the successor trustee will transfer your property and assets directly to your beneficiaries. Under the umbrella of a trust, you may name the people or organizations you want to inherit your assets upon your death. You also have the right to change those choices at any time, as well as revoke the trust if you wish.

A revocable living trust is ideal for assets located in more than one state in order to eliminate the potential for multi-state probates. Given that a living trust is not subject to probate whatsoever, you avoid both the costs and the delays associated with these court procedures. It is also private, so details of your assets cannot be accessed publicly.

CONCLUSION

The exemption amounts made permanent by the American Taxpayer Relief Act help make the estate planning landscape more definitive going forward. However, there are many complexities that require the analysis and advice of an experienced advisor – particularly where the use of a trust is concerned.

In addition to tax planning, trusts can be used to help you retain control and management of assets, protect your estate, plan for a disability, maximize your philanthropic goals and avoid probate.

Work with an experienced financial advisor and trust consultant to maximize today's tax laws for your particular situation to help ensure your assets are maximized, protected and distributed as intended upon your death.

WORK WITH A TRUST CONSULTANT

Consider the five key reasons to own a trust in 2013 (and beyond)

Assess your potential need for one or more trusts using the enclosed checklist

Implement trust strategies within the context of your overall financial and estate plan

Please note, changes in tax laws or regulations may occur at any time and could substantially impact your situation. Raymond James financial advisors do not render advice on tax or legal matters. You should discuss any tax or legal matters with the appropriate professional.



ESTATE PLANNING CHECKLIST

Please rate the following as to how important they are to you:

H = high concern **S** = some concern

L = low concern **N/A** = no concern or not applicable

YOUR CONCERNS

	LEVEL OF CONCERN			
	H	S	L	N/A
Desire to get affairs in order and create a comprehensive plan to manage affairs in case of death or disability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Providing for and protecting children	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Providing for and protecting grandchildren	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Disinheriting any children or descendants	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Providing for charities during lifetime and at the time of death	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Planning for the transfer and survival of a family business	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Avoiding or reducing your estate taxes	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Avoiding probate	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Reducing administrative costs at time of your death	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Avoiding a guardianship ("living probate") in case of a disability	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Avoiding will contests or other disputes upon death	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Protecting assets from lawsuits or creditors	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Preserving the privacy of affairs in case of disability or at time of death from business competitors, predators, dishonest persons and curiosity seekers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Plan for a child with disabilities or special needs, such as medical or learning disabilities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Protecting children's inheritance from the possibility of failed marriages	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Ensuring that your death shall not be unnecessarily prolonged by artificial means or measures	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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