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# MEETING YOUR ADDITIONAL PERSONAL OBJECTIVES

USE THIS FORM WHEN:



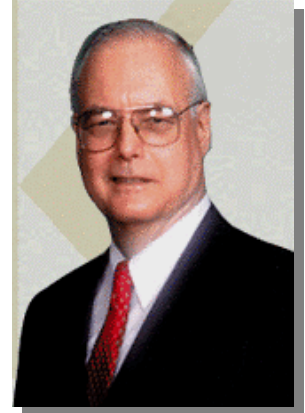
- YOUR COMBINED NET ESTATE EXCEEDS \$2,000,000
- YOU HAVE A LARGE IRA OR OTHER RETIREMENT PLAN
- YOU ARE CONCERNED ABOUT PROTECTING YOUR ASSETS
- YOU OWN (OR ARE A MAJOR SHAREHOLDER OF) A BUSINESS

# Meeting Additional Personal Objectives

There are many components to a client's estate plan. The EPS System meets each of these components.

EPS answers the question: **How do I provide for the orderly and efficient administration of my estate?**

By simply following a series of questions developed by our law firm, and providing the necessary information on an eData-kit, a specifically tailored estate plan is created that accomplishes this goal. Using a trust, will, powers of attorney, and the related documents in the EPS Portfolio, the majority of clients will find a speedier method of distribution for their estate. Mechanisms are put into place to care for the clients upon their disability and protect and preserve their estate for their loved ones upon their death, all without court interference. For the larger estates, avoidance, or at least savings, of estate, gift, and generation-skipping taxation is provided.



James G. Knollmiller, J. D., CPA

But there are other client needs that sometimes arise that are not met with a trust or a will. These too are met with the EPS System as developed with our firm.

- ◆ For the client still facing estate taxation even though a trust and its tax clauses are or would be in place, additional mechanisms can be created to minimize this greater exposure which can take up to 50% of the client's hard earned assets.
- ◆ For the client with large IRAs or other retirement plans (or clients that own an IRA and want to create a special purpose trust), mechanisms to assure that the retirement plan is made available to the client's heirs for their entire lifetimes are available.
- ◆ For the client concerned about asset protection, procedures can be put into place to protect the client's assets from creditor attack.
- ◆ For the client that operates a business or owns a significant portion of a business, mechanisms can be put into place to protect the client's personal assets from business liabilities and to make sure succession planning objectives for the business are put into place.

Please take a few minutes to provide us additional information about your objectives in these areas. Our office will evaluate your responses to these various issues and respond with a solution or solutions that you can implement to accomplish your personal objectives. We will also include a fee quote for these solutions.

Should you have any questions about this form, please contact IIG at [303-690-1927](tel:303-690-1927)

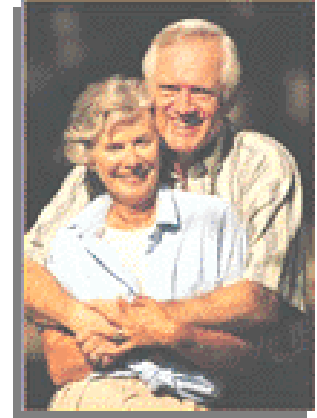
Remember that this form needs to be returned to EPS with the brochure, [Getting Started](#).

# Meeting Additional Personal Objectives

Client Name: \_\_\_\_\_

NOTE: Providing information on any of the following areas will generate an e-mail response. The e-mail will include attorney suggested solutions and estimated fees to implement personalized objectives. This is a separate file from **Getting Started**.

E-mail or FAX **Getting Started** and **Meeting Additional Objectives** to IIG.  
E-mail = [iig@iigrp.com](mailto:iig@iigrp.com) FAX = 866-867-0863



Several of the following objectives overlap. We suggest you view each area to be sure ALL of your personal objectives are met.

(When finished, save this as a file - you name it. Then attach to e-mail to EPS with **Getting Started** )

## FOLLOWING ARE AREAS OF ADDITIONAL PERSONAL OBJECTIVES

YOU MAY SELECT ONE OR MORE AREAS TO TELL US ABOUT

These objectives concern:

### Advanced Estate Tax Planning

For the client still facing estate taxation even though a trust and its tax clauses are or would be in place. Additional mechanisms can be created to minimize this greater exposure, which can take up to 50% of the client's hard earned assets.

Tell us more - Click [HERE](#)

### IRA Distribution Planning

For the client with large IRAs or other retirement plans (or clients that own an IRA and want to create a special purpose trust), mechanisms can be put into place to assure that the retirement plan is properly positioned in the client's overall planning and made available to the client's heirs for their entire lifetimes.

Tell us more - Click [HERE](#)

### Asset Protection Planning

For the client concerned about asset protection, procedures can be put into place to protect the client's assets from creditor attack.

Tell us more - Click [HERE](#)

### Business Planning

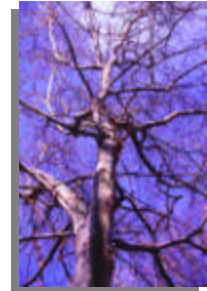
For the client that operates a business or owns a significant portion of a business, mechanisms can be put into place to protect the client's personal assets from business liabilities and to make sure succession planning objectives for the business are put into effect.

Tell us more - Click [HERE](#)

# Advanced Estate Tax Planning

~ Tell us by checking a box or filling in a space ~

(Click [HERE](#) to go back to page 1)



- 1) You are citizen of: \_\_\_\_\_ Your spouse is a citizen of: \_\_\_\_\_
- 2) You currently are making gifts to one or more beneficiaries to lower your estate size.  
Describe: \_\_\_\_\_ USE TAB  
\_\_\_\_\_  
\_\_\_\_\_
- 3) You would like to begin a gifting program. *Note: You can make exempt gifts of \$11,000 per year to a beneficiary*
- 4) You would like to make gifts YET continue to control the gifted asset(s). Click here (select page 5)
- 5) You would like to "leverage" a gift. As an example, a \$1 gift could "buy" \$10 to pay Federal Estate Taxes.  
Making a gift to buy life insurance accomplishes this objective.  
You are in good health \_\_\_\_\_ Your spouse is in good health \_\_\_\_\_
- 6) You or your spouse own life insurance and the death benefit exceeds \$100,000  
Annual premium(s) of your policy(s) : \_\_\_\_\_ Annual premium(s) of spouses policy(s) : \_\_\_\_\_  
Total Death Benefit of your policy(s) : \_\_\_\_\_ Total Death Benefit of spouses policy(s) : \_\_\_\_\_  
Total net cash values: your policy(s) : \_\_\_\_\_ Total net cash values: spouses policy(s) : \_\_\_\_\_
- 7) You have a business, or a certain asset, that you want to go to a specific beneficiary(s), YET you want to be fair and equal to all your beneficiaries. This asset(s) is: \_\_\_\_\_.
- 8) You have a business or real estate that you want to protect from loss due to estate taxation or a personal debt. This asset(s) is: \_\_\_\_\_
- 9) You (or spouse) expect an inheritance or other financial windfall of \$: \_\_\_\_\_
- 10) You have an asset(s) that you expect to increase greatly in value in the next five years.  
This asset(s) is: \_\_\_\_\_
- 11) You have a highly appreciated asset(s).  
You would like to get more income from this asset(s).  
You DO NOT want to sell this asset(s) because you would be subject to high capital gains taxes.  
This asset(s) is: \_\_\_\_\_  
This asset(s) has a debt against it for: \_\_\_\_\_  
The original cost of this asset(s) was: \_\_\_\_\_  
Current value of this asset(s) is: \_\_\_\_\_  
Current income from this asset(s) is: \_\_\_\_\_  
You would like to receive the following amount of income from this asset: \_\_\_\_\_

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NOTE: If you need to tell us more, please click [HERE](#)

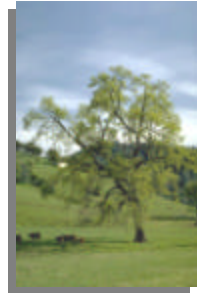
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# I R A Distribution Planning

~ Tell us by checking a box or filling in a space ~

(Click [HERE](#) to go back to page 1)



- 1) You would like to create lifetime benefits for one or more beneficiaries from the proceeds of your IRA(s) or other qualified plans by "stretching out" proceeds. List beneficiary(s):

C	S	Name:	Relationship	Date of Birth
		1) _____		
		2) _____		
		3) _____		
		4) _____		
		5) _____		
		6) _____		

(List more in #9)

- 2) You want the maximum benefits to go to your beneficiary(s) **AND** pay the minimum or no Federal Estate Taxes
- 3) You want the maximum dollars going to your spouse
- 4) You want to EQUALIZE dollars going to your spouse AND your children (or other heirs).
- 5) You want the maximum dollars going to your children (or other heirs).
- 6) You want the income from your IRA (or other qualified plan) going to the beneficiary to be:  
Only MRD (minimum required distributions) from plan income + non-plan income \* (see #3)  
Lesser of MRD or plan income + non-plan income \* (see #5)  
Greater of MRD or plan income + non-plan income (see #3)  
Equalize tax bracket of trust and beneficiary (see #4)  
Actual plan income + non-plan income (see #5)  
*\*Not a choice for the QTIP Trust*
- 7) You want to create an educational trust, or other specific purpose trust, using IRA proceeds. (Explain in #9)
- 8) You want to create a supplement retirement fund for the above beneficiaries.
- 9) Use the following space to tell us more.

USE TAB

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# Asset Protection Planning

~ Tell us by checking a box or filling in a space ~

(Click [HERE](#) to go back to page 1)



- 1) You engage in the following occupation: \_\_\_\_\_
- 2) Your spouse engages in the following occupation: \_\_\_\_\_
- 3) You own, or have a large interest in, a business. Please describe this business:  
\_\_\_\_\_
- 4) You are a sole proprietor.
- 5) You anticipate OR are currently involved in a lawsuit, creditor claim or other actions ([Explain in #19](#))
- 6) There are criminal, civil, tax or regulatory liabilities pending. ([Explain in #19](#))
- 7) You are concerned over being sued because of specific actions by you in the past/present/future. ([Explain in #19](#))
- 8) You are concerned over being sued because of your sense that we live in a litigious society.
- 9) You own real estate (other than your home)  
This property(s) is (e.g. rental) : \_\_\_\_\_  
This property(s) is leased or rented to someone else.
- 10) You **are** willing to permit a third party to control partial distribution of income and principal to you in order to receive asset protection.
- 11) You are concerned about protecting your privacy from both the government and potential creditors.

**NOTE: A FAMILY LIMITED PARTNERSHIP (FLP) MAY PROVIDE FEDERAL ESTATE TAX SAVINGS BECAUSE THE VALUE OF THE ASSET PLACED INTO THE FLP CAN BE DISCOUNTED FOR ESTATE TAX PURPOSES AND YOU CAN CONTROL THE ASSETS THAT YOU GIFT AND THE ASSETS MANAGED IN THE FLP MAY RECEIVE CREDITOR PROTECTION.**

- 12) The goals listed in the Note above may have application to you and your family's needs.
- 13) The following are beneficiaries/partners that you would to be a part of your FLP:

Name:	Relationship	Date of Birth
1) _____		
2) _____		
3) _____		
4) _____		
5) _____		
6) _____		

(List more in #19)
- 14) The asset(s) you would like to place into the FLP is: \_\_\_\_\_
- 15) You would like to give \$ \_\_\_\_\_ value per year to each beneficiary
- 16) You **do not require all** the income that is generated on your investments annually to sustain your lifestyle.
- 17) It would be OK for the beneficiary(s) to sell the asset(s) in the partnership shortly after your death.
- 18) You would be willing to treat the asset(s) placed in the FLP as separate assets even though you will continue to have control and a beneficial interest in those assets.

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**NOTE: If you need to tell us more, please click [HERE](#)**

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# Personal Business Planning

~ Tell us by checking a box or filling in a space ~

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NOTE: If you have multiple businesses, fill out this section for each business.



## Business Planning:

- 1) Name of your business: \_\_\_\_\_.
- 2) Nature of business: \_\_\_\_\_.
- 3) You or your business engages in the following activities:  
\_\_\_\_\_.
- 4) The format of your business is:  
Sole proprietorship  
Partnership or Limited Liability Company - Percentage of ownership \_\_\_\_\_  
General or Limited interest  
"C" Corporation - percentage of ownership \_\_\_\_\_; # of shares owned \_\_\_\_\_  
"S" Corporation - percentage of ownership \_\_\_\_\_; # of shares owned \_\_\_\_\_  
There are agreements or safeguards to prevent accidental termination of "S" election  
NOTE: Special provisions are necessary to prevent termination of the "S" Election.
- 5) You want to protect your personal assets from **business-incurred** liabilities
- 6) You have umbrella/liability coverage on your business in the amount of: \_\_\_\_\_.
- 7) You have employees that engage in the following liability-type activities:  
\_\_\_\_\_.

## Business Succession Planning:

- 1) You are actively involved in this business.
- 2) Value of your business is: \_\_\_\_\_
- 3) Method of calculating value: \_\_\_\_\_
- 4) You have other individuals, other than a spouse, that you consider owner(s) in the business. If , who are they and what is their relationship to you?  
\_\_\_\_\_  
\_\_\_\_\_
- 5) You have \_\_\_\_\_ persons who are involved in management of the business, \_\_\_\_\_ persons are employees, and \_\_\_\_\_ family members working in the business.
- 6) There are other owners that are NOT active in this business.
- 7) There is a buy-sell agreement. If , supply copy of agreement.
- 8) You would like an agreement in place that provides for the orderly transfer of the business to pre-selected individuals (commonly called a buy-sell agreement).
- 9) You do not want a non-involved spouse of a business partner to become involved in the business at the death or disability of a business partner.

