Schmerling
FINANCIAL GROUP

Welcome to Our Webinar

ESTATE PLANNING 101

Presented By:

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Our Mission

Our mission is to ***Inspire Intentional Living*** by helping our clients make smart choices about their money.

Identifying your unique core values can help you pinpoint the guiding force that drives you. This can make future decision-making less stressful and overwhelming by quickly eliminating options that don't fit your established values.

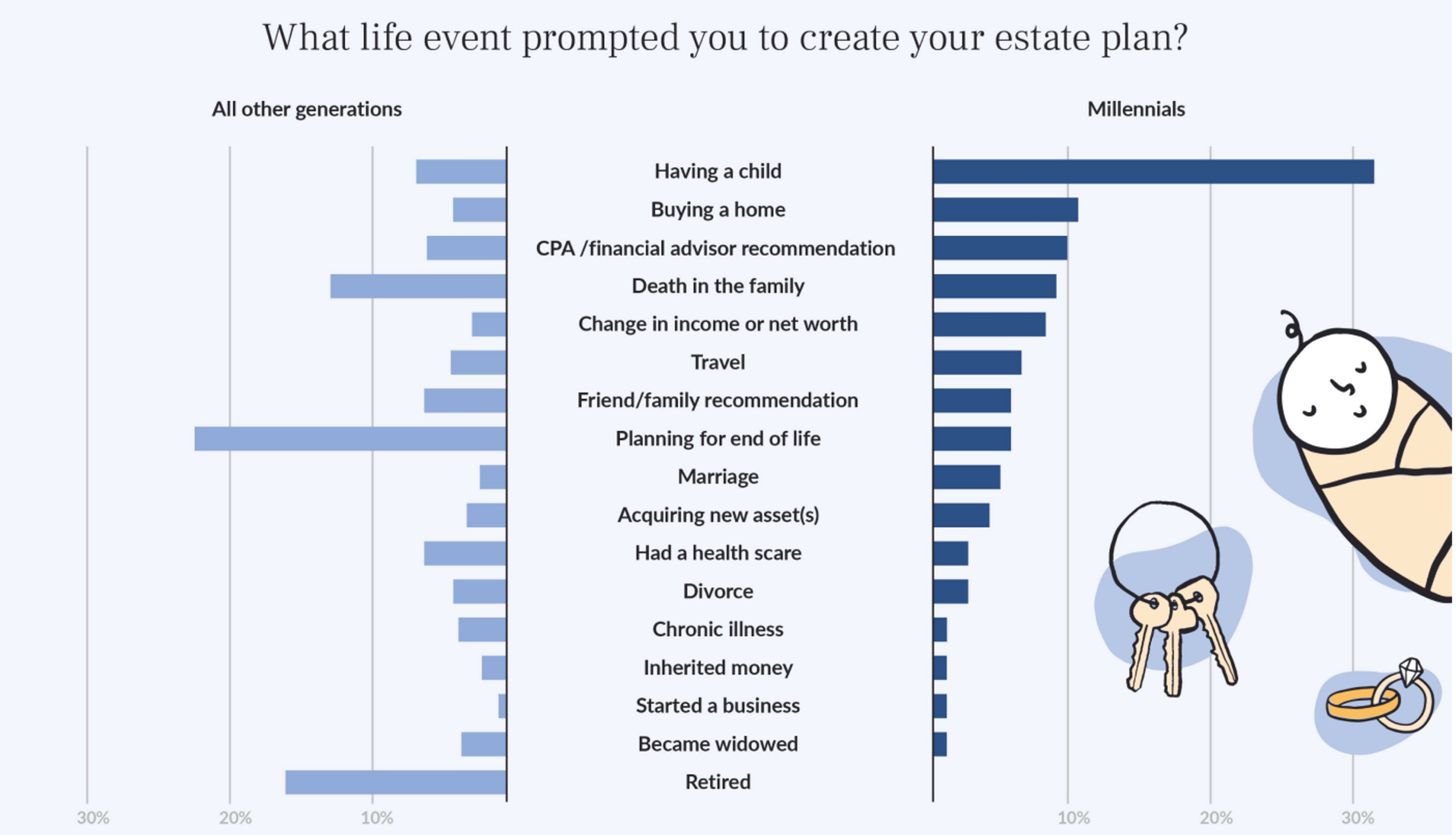
We allow our clients to focus on the areas of their life that can't be delegated to others like their physical, relationship, spiritual and career health.

"Values reflect our life priorities and represent the things that are most important to us. Who and what we spend our time and money on reveals what we value."

Estate Planning 101

Why estate planning?

- Protect Loved Ones
- Asset Transfer
- Guardian for Minors or Dependents
- Incapacity Protection
- Charitable Intent
- Tax Control
- Business Succession


What life event prompted you to create your estate plan?
All other generations
Millennials
Having a child
Buying a home
CPA /financial advisor recommendation
Death in the family
Change in income or net worth
Travel
Friend/family recommendation
Planning for end of life
Marriage
Acquiring new asset(s)
Had a health scare
Divorce
Chronic illness
Inherited money
Started a business
Became widowed
Retired
30%
20%
10%
10%
20%
30%

What is a Will?

- Legal document that governs the distribution of assets upon death
- Three purposes:
    - Distribute Assets
    - Guardians for Children
    - Final Arrangements
- Dying without a Will? “Intestacy”

Administering a Will

- Wills go through probate
  - Court process to validate and enforce the terms of a Will
  - Executor is appointed in probate

- Executor manages administration
  - Collect assets
  - Pay expenses
  - Distribute assets

- Probate can be undesirable
  - Slow
  - Stressful
  - Expensive

What is a Trust?

- A legal agreement between a Settlor and Trustee
    - Settlor creates Trust
    - Trustee manages Trust
    - Beneficiary receives assets
- Benefits of a Trust
    - Avoid probate
    - Control over assets
    - Tax planning
    - Incapacity planning
- Trustee role - and who to named as Trustee

Will

Simpler documents

Name Guardians for kids and pets

Designate where assets go and specify final arrangements

Goes through probate after death

Has limited control over distribution unless testamentary language is added

VS

Trust

Greater control over when and how assets are distributed

Trusts only apply to assets held in Trust

Minimize or avoid probate entirely

Has an impact while you're alive and when you pass

When to Consider a Trust?

Younger Children

- More control over when and how asset are distributed
- Staggered distributions
- Incentive distributions

Complex Families

- Blended families & second marriages
- Provide for your spouse and preserve inheritance for your children

Privacy Concerns

- Wills become public through probate
- Trusts remain private

High Asset Levels

- Probate avoidance
- Estate and income tax minimization
- Stretching retirement distributions

Healthcare Documents

Healthcare Documents

Power of Attorney:	Designate someone to make non-medical decisions for you
Healthcare Directive:	Specify your healthcare preferences & Designate someone to make medical decisions for you
HIPAA Authorization:	Authorizes your doctors to communicate with those named in your plan

Who Needs an Estate Plan?

- Everyone over the age of 18 should have a plan in place
- Typical motivators to create a plan include:
  - Getting married
  - Having children
  - Accumulating assets
  - Medical concerns
  - Approaching retirement

When to update an Estate Plan?

- Your plan should evolve as your life does
  - Needs at age 18 vs. 40 vs. 65

- Update when your needs change
  - Update beneficiaries
  - Change guardians
  - Different preferences
  - Moving to tax friendly state

- Update after major life events
  - Births
  - Deaths
  - Changes in Marital Status
  - Retirement

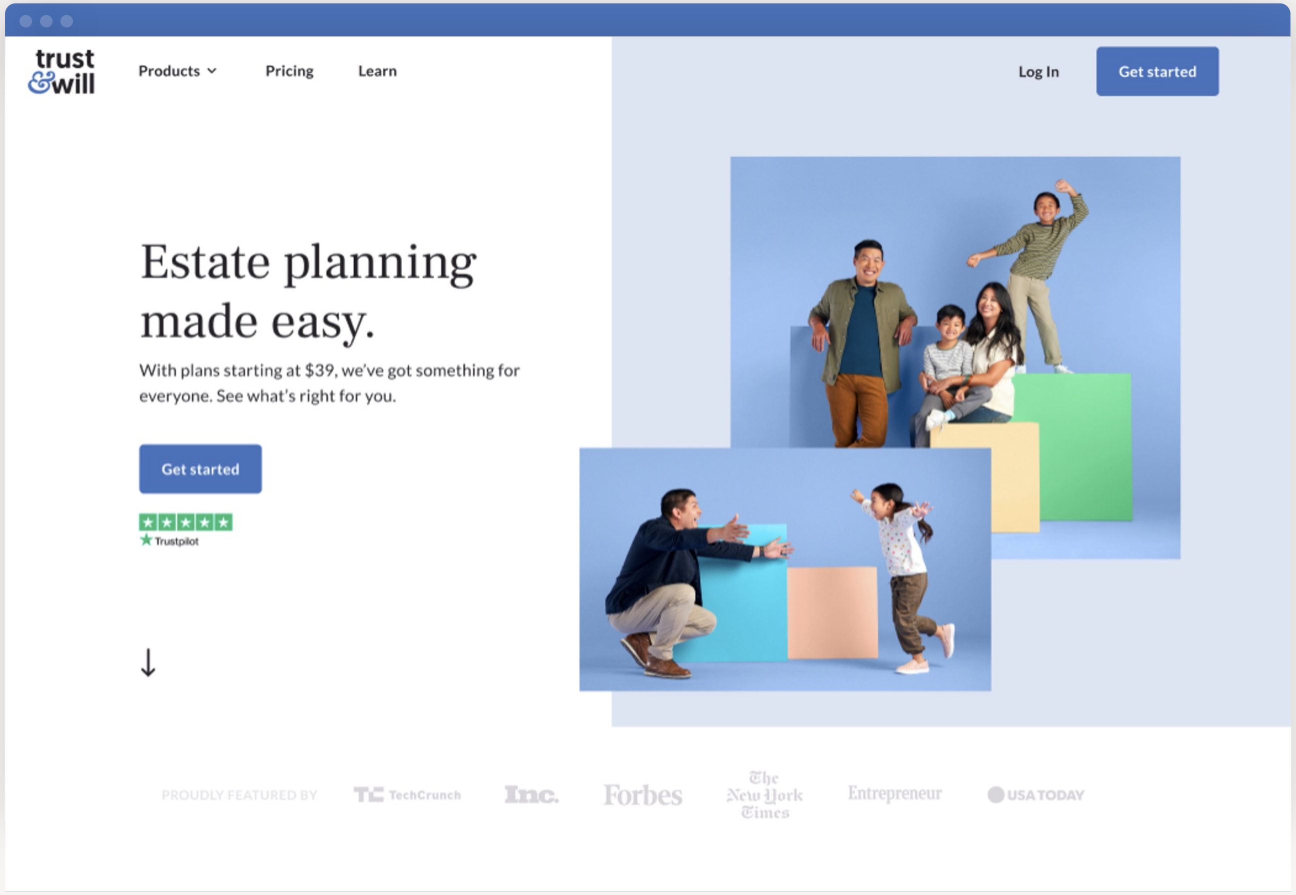
- Revisit your plan every 3-5 years to stay current with law changes.

- As children become adults, they need their own plans

ABOUT TRUST & WILL

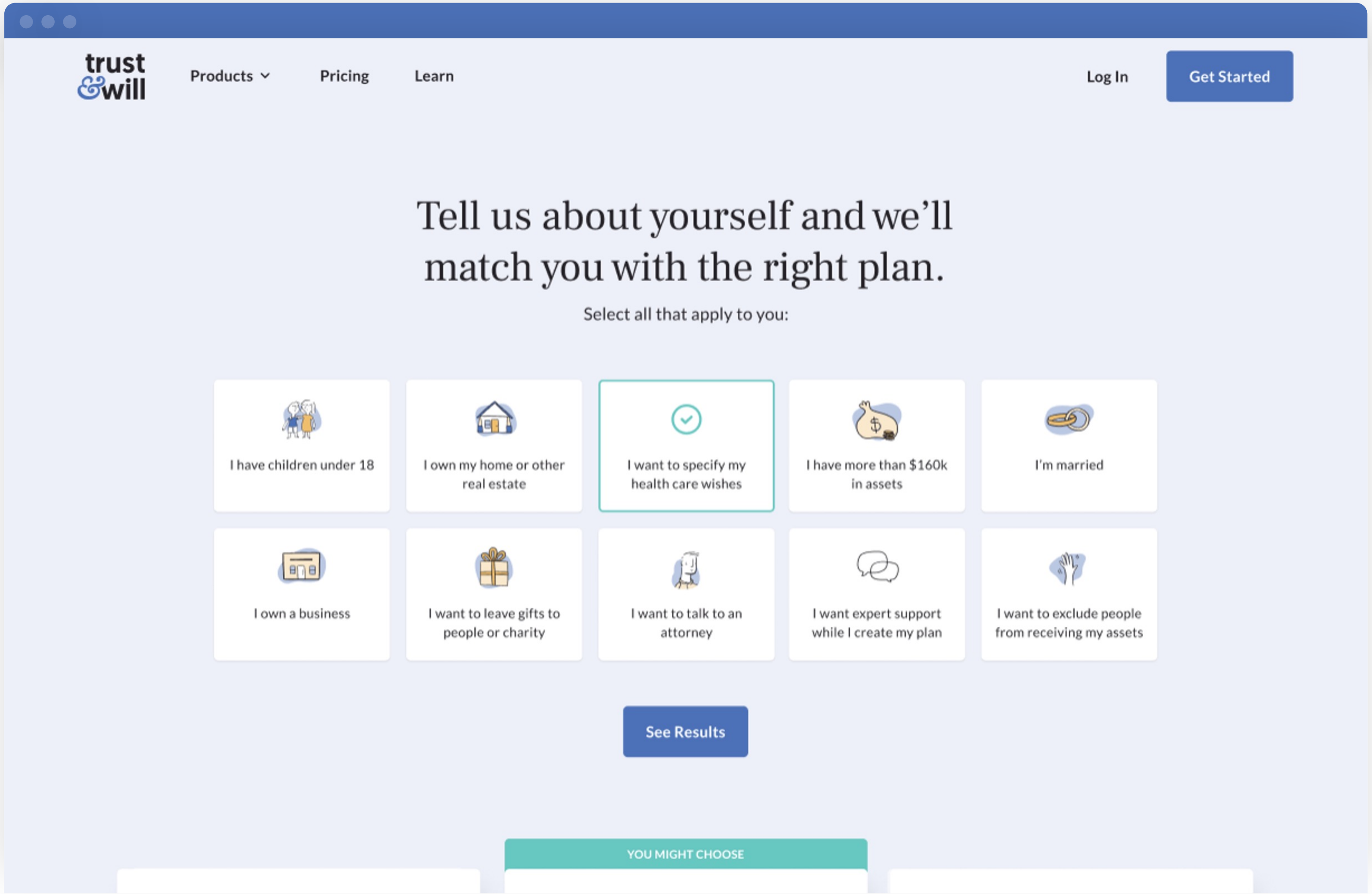
The leading digital estate planning solution

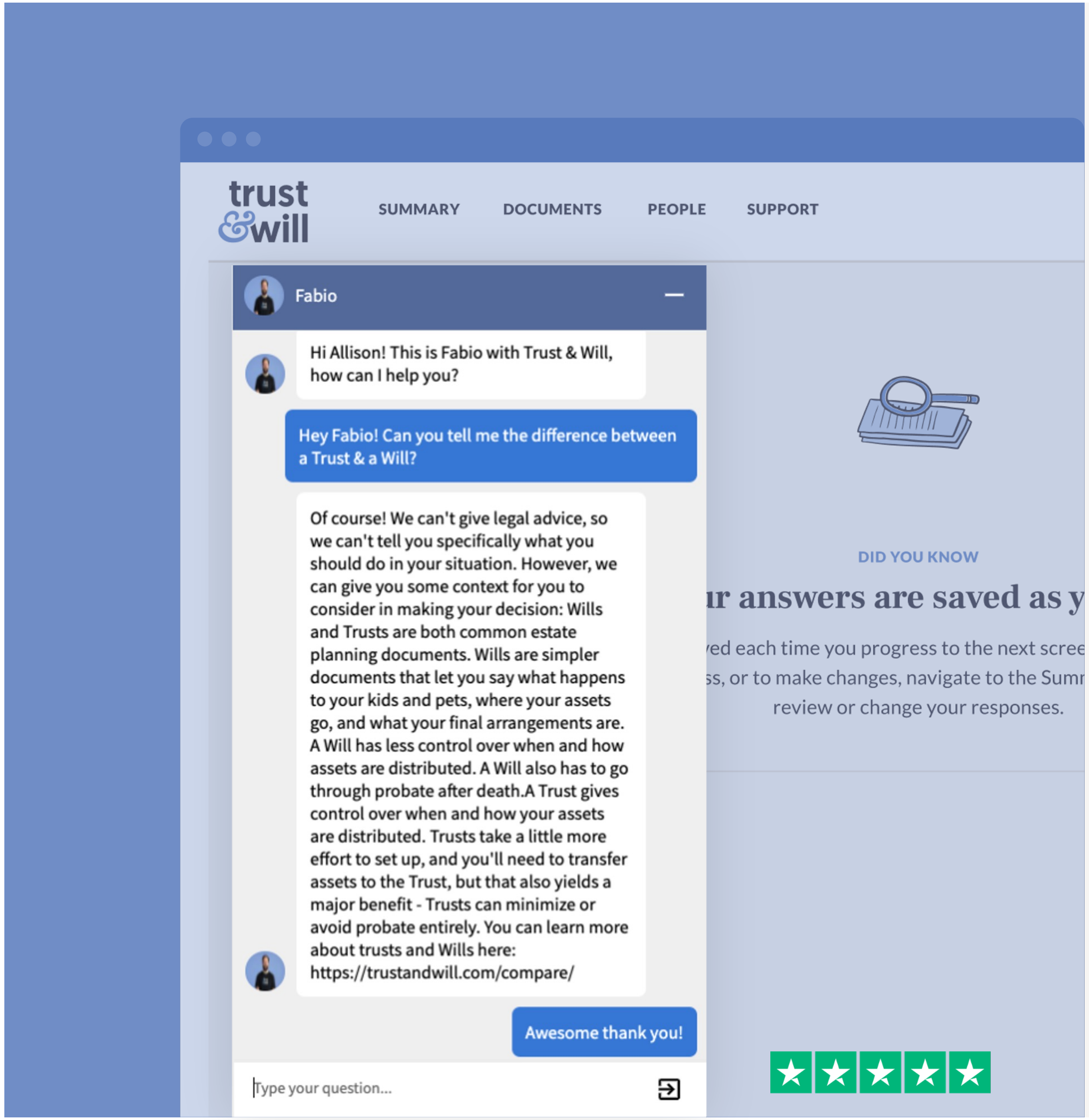
- Established in 2017
- 520,000+ estate plans created
- State specific for all 50 States
- 90+ remote employees with HQ in San Diego, CA
- Partners include: AARP, 5/3 Bank, Northwestern Mutual, John Hancock, Charles Schwab, Fidelity, Raymond James, Bank of America, and more



A guided experience

Members are guided to the right Estate Plan based on their personal circumstances.





MEMBER SUPPORT

- Available 6 days a week via live chat, phone, or email
- Free, unlimited use in all 50 states
- Before, during, and after document creation
- Help with education, basic questions, and technical support

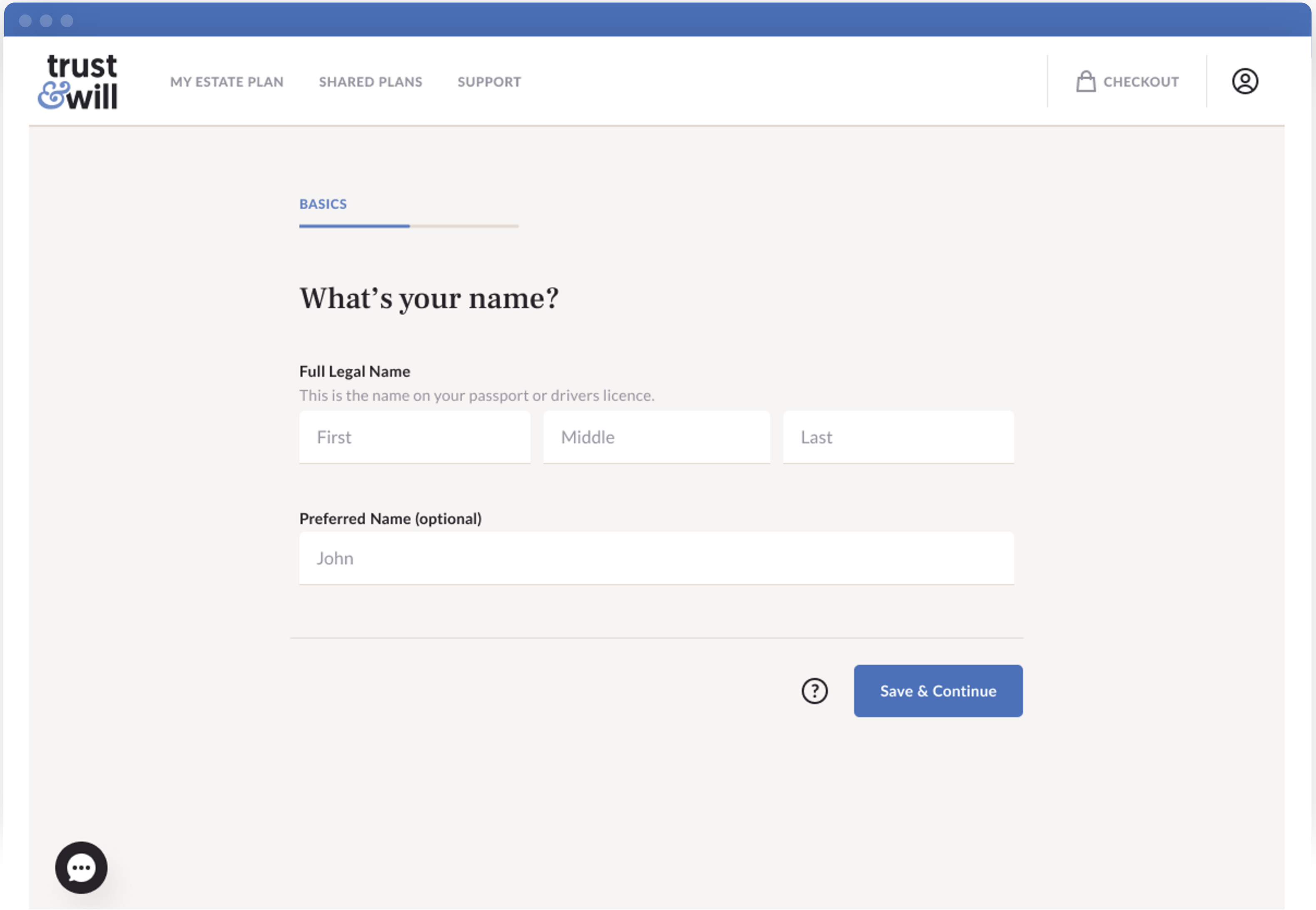
ATTORNEY SUPPORT

- Attorney support can be added for an additional fee of $200
- One year of unlimited access to a vetted estate attorney
- Legal advice, document creation guidance, and line-by-line document review

Attorney Support: AL, AR, AZ, CA, CT, DE, GA, IA, ID, IL, IN, KS, KY, MA, MD, ME, MI, MN, MO, MT, NC, ND, NE, NH, NJ, NY, OH, OK, PA, RI, SD, TX, UT, VA, VT, WA, WI, WV & Washington, DC - more coming soon!

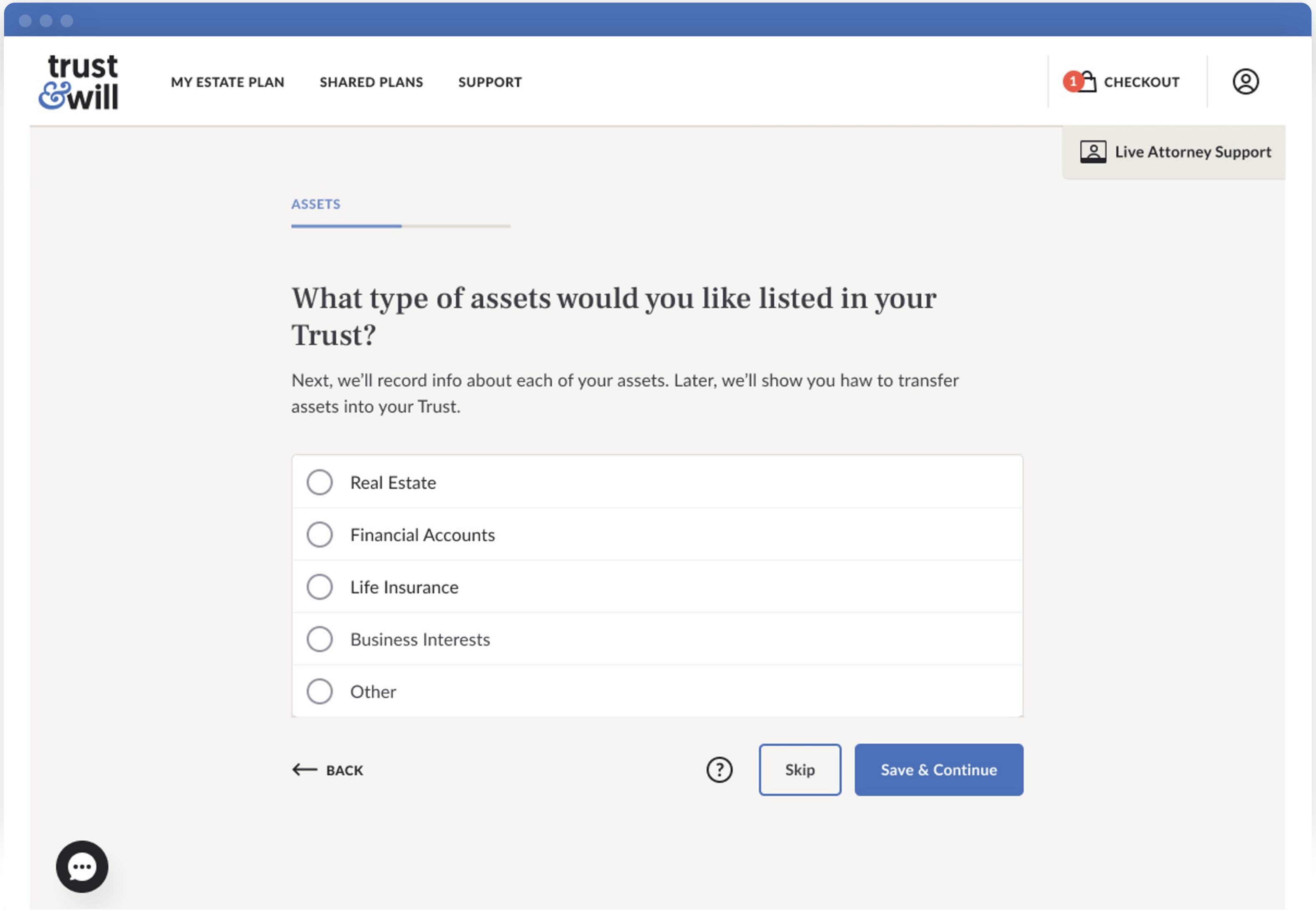
Simple & Clear

We carry your customers through creating their Estate Plan one question at a time. Users can save their progress along the way and pick up right where they left off.



One place for all assets

Record and list important assets so executors have an account of the full estate.



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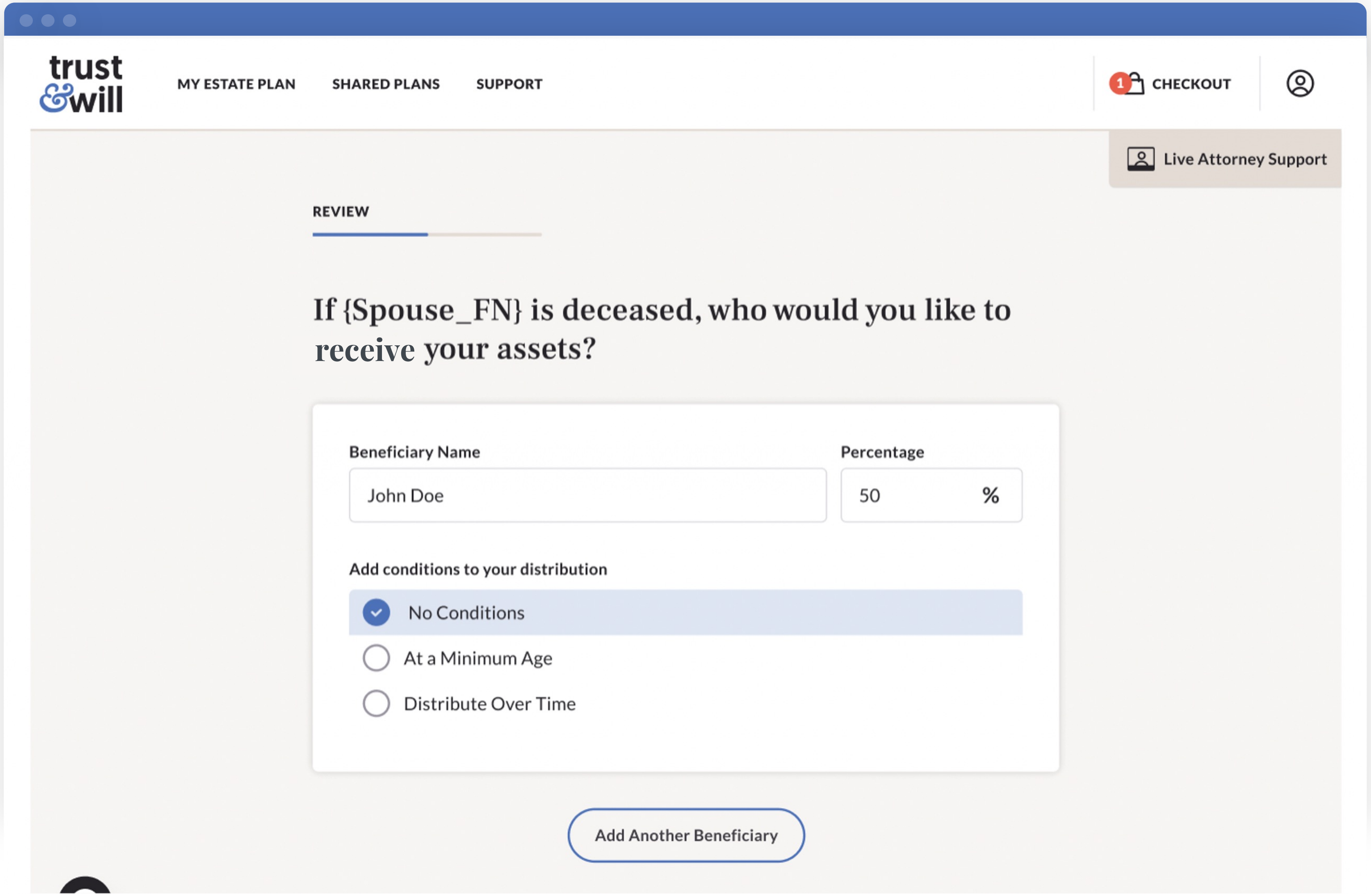
Beneficiary Designation

Customize your beneficiaries with conditions based distributions



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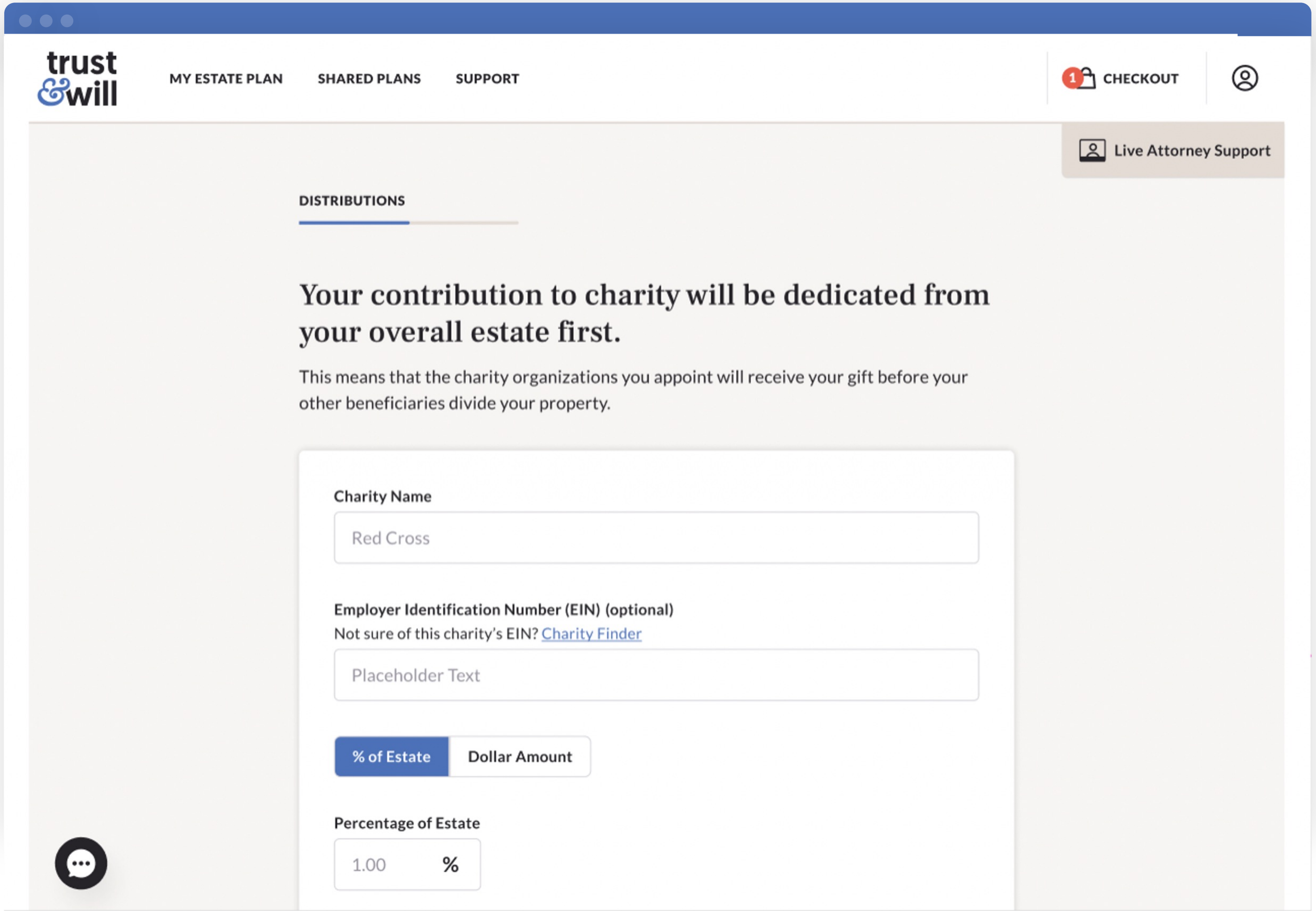
MEMBER EXPERIENCE

Support for planned giving

Set up planned giving to your favorite charities



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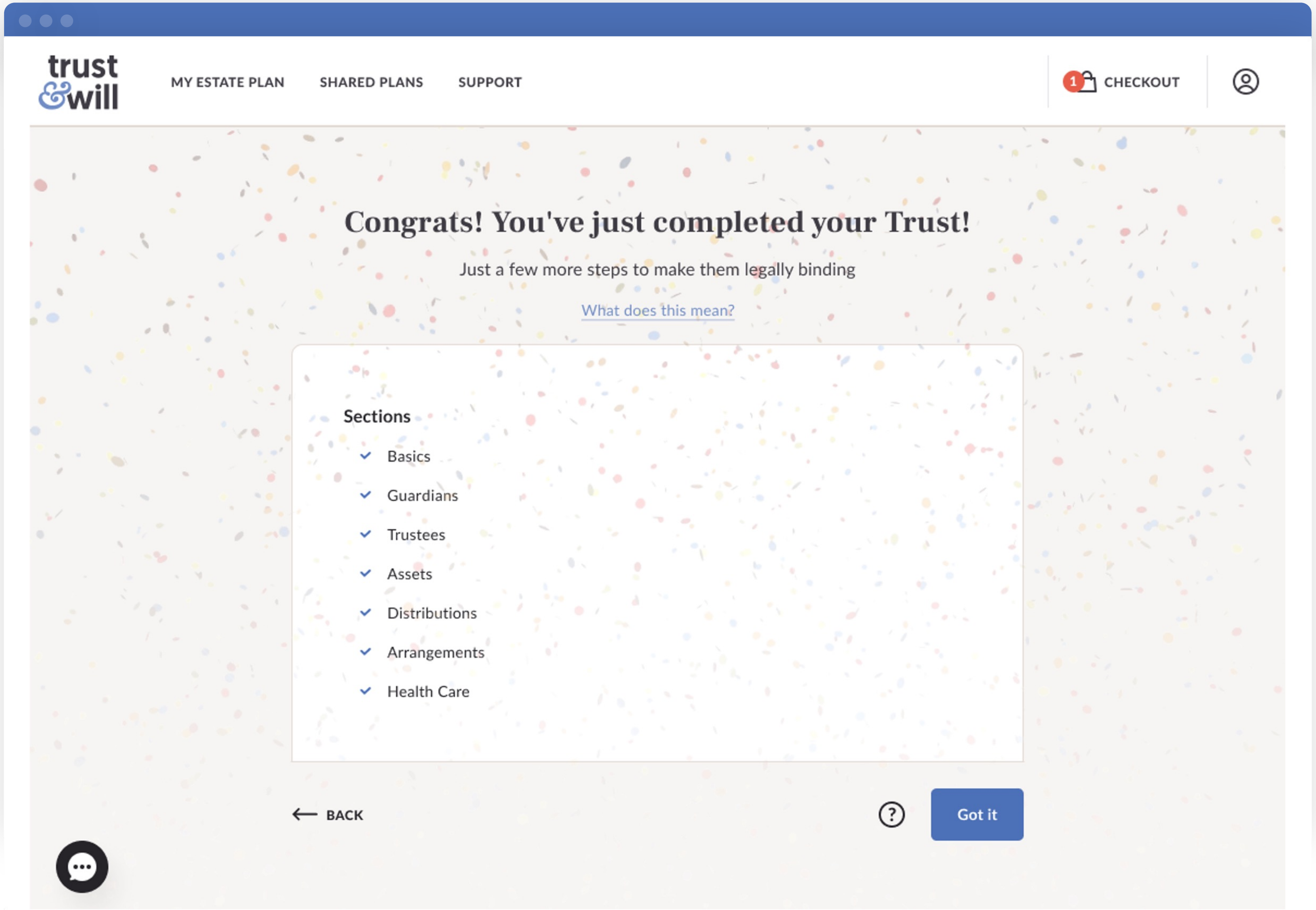
Complete in 30 minutes

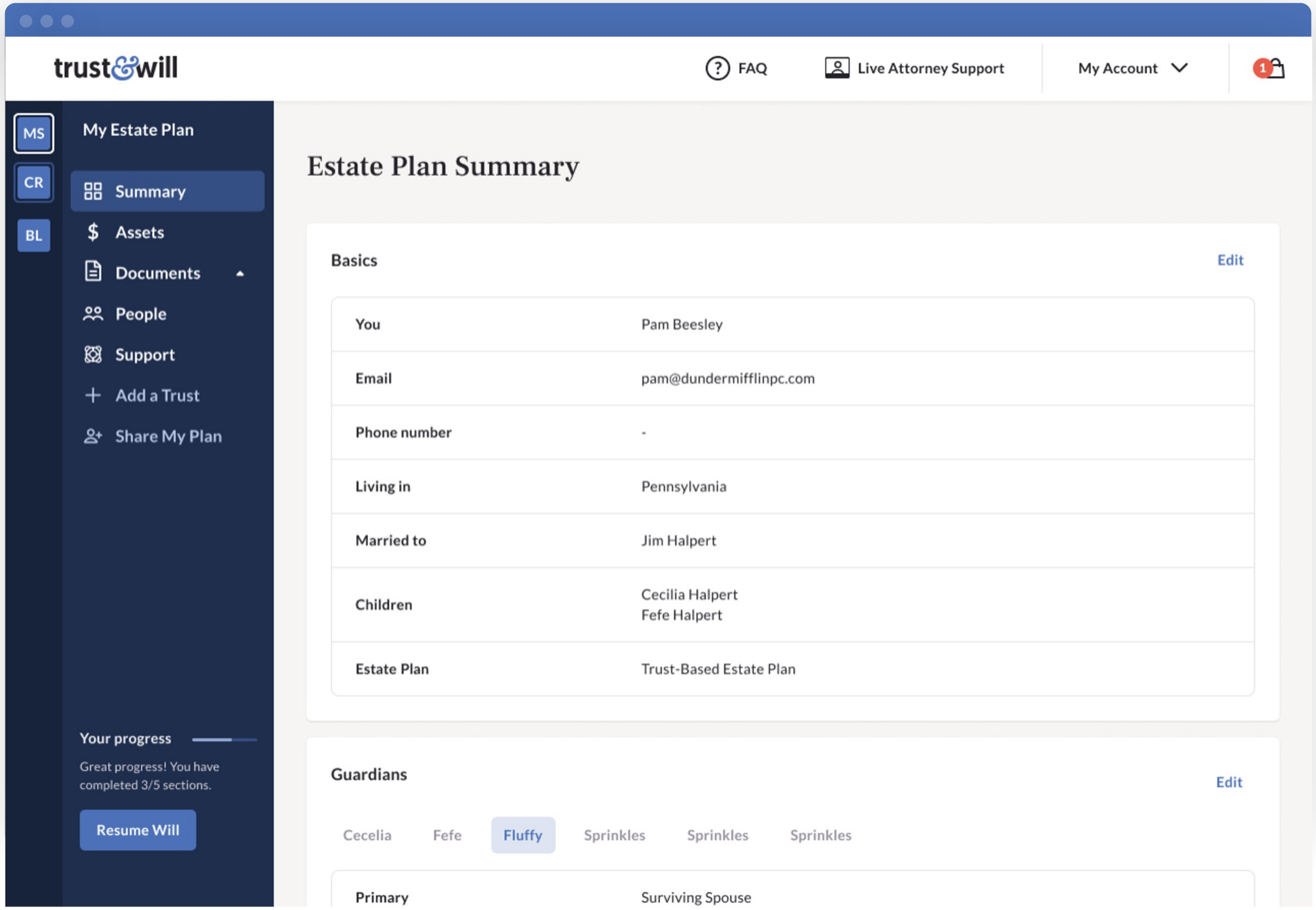
Our guided flow makes the entire process easy.



MEMBER EXPERIENCE

All managed through an intuitive dashboard

Members can easily make updates or additions to their plan as life changes.



HAVING CHILDREN

MOVING STATES

BUYING A HOME

RECEIVING AN INHERITANCE

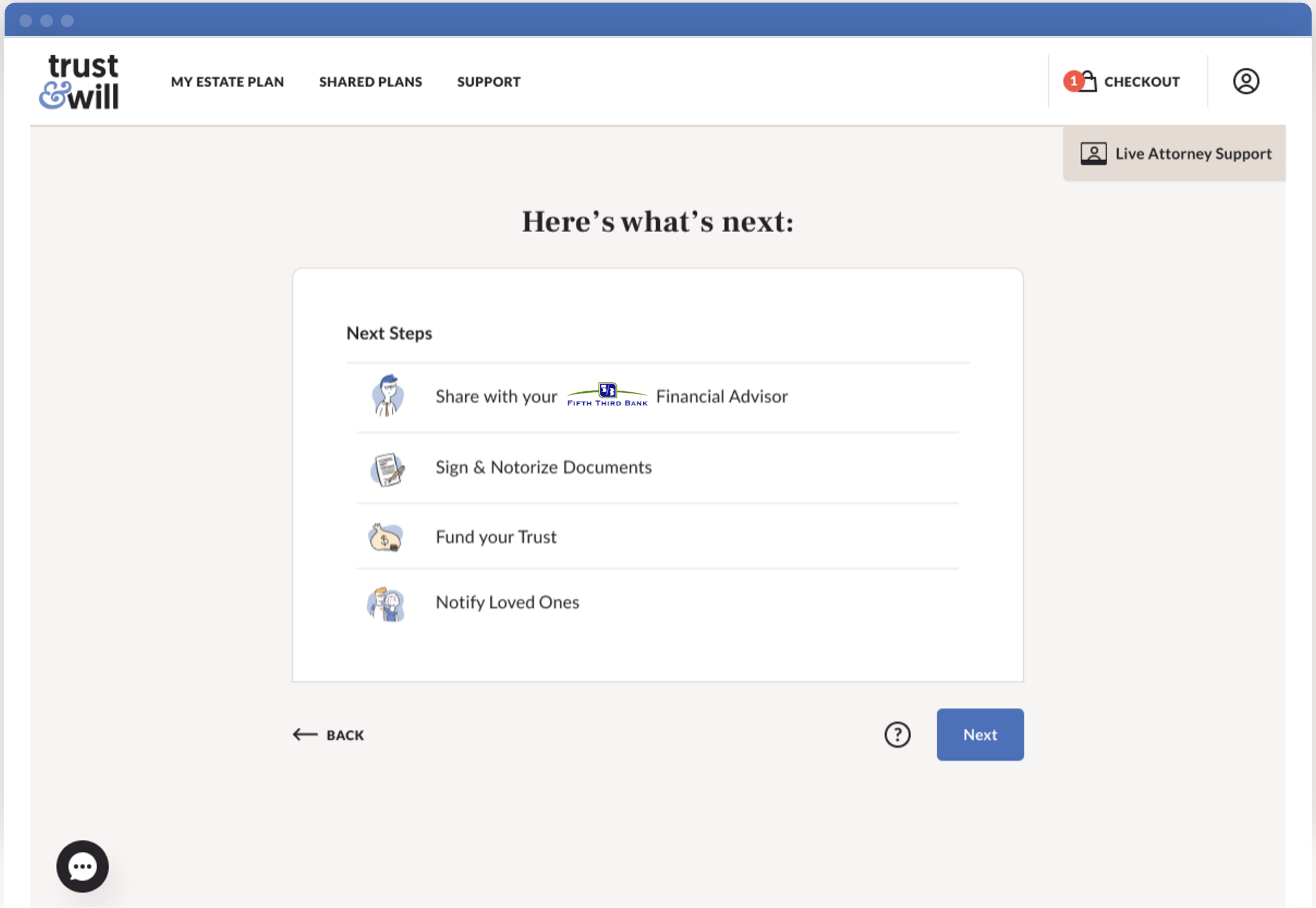
HEALTH CARE CONCERNS

PASSING WEALTH TO HEIRS

MEMBER EXPERIENCE

Guided next steps

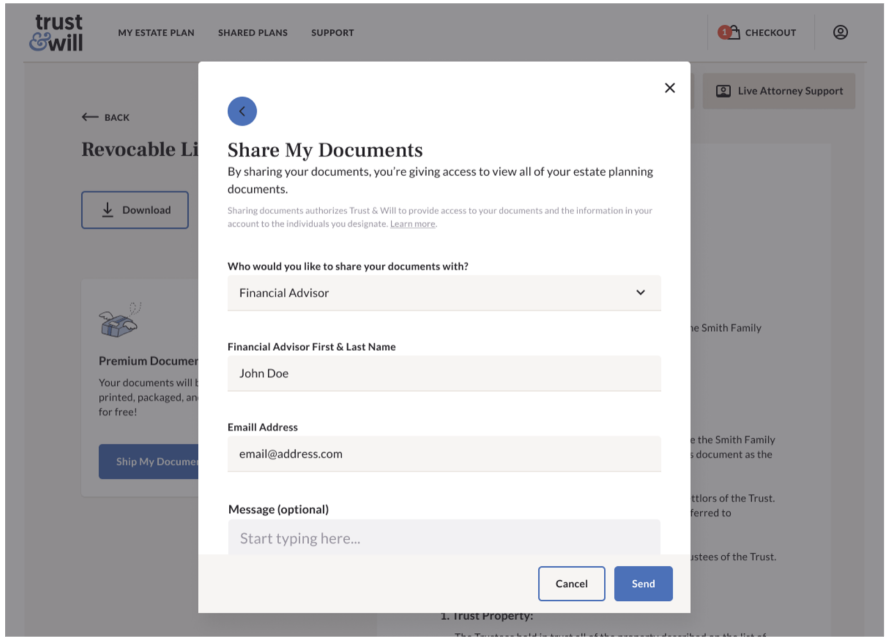
We can prompt a member to share completed documents directly with your Advisors



MEMBER EXPERIENCE

Physical & Digital Documents

All orders receive complimentary printing & shipping of the physical documents. Digital documents are also instantly available and can be shared seamlessly with trusted family & advisors.



Documents & Pricing

Clients get 10% off when purchasing.

Will

$159 Individual
$259 Couple

- Last Will & Testament
-HIPAA Authorization
-Living Will
-Power of Attorney
-Guardians for Kids & Pets

+$19/yr Subscription

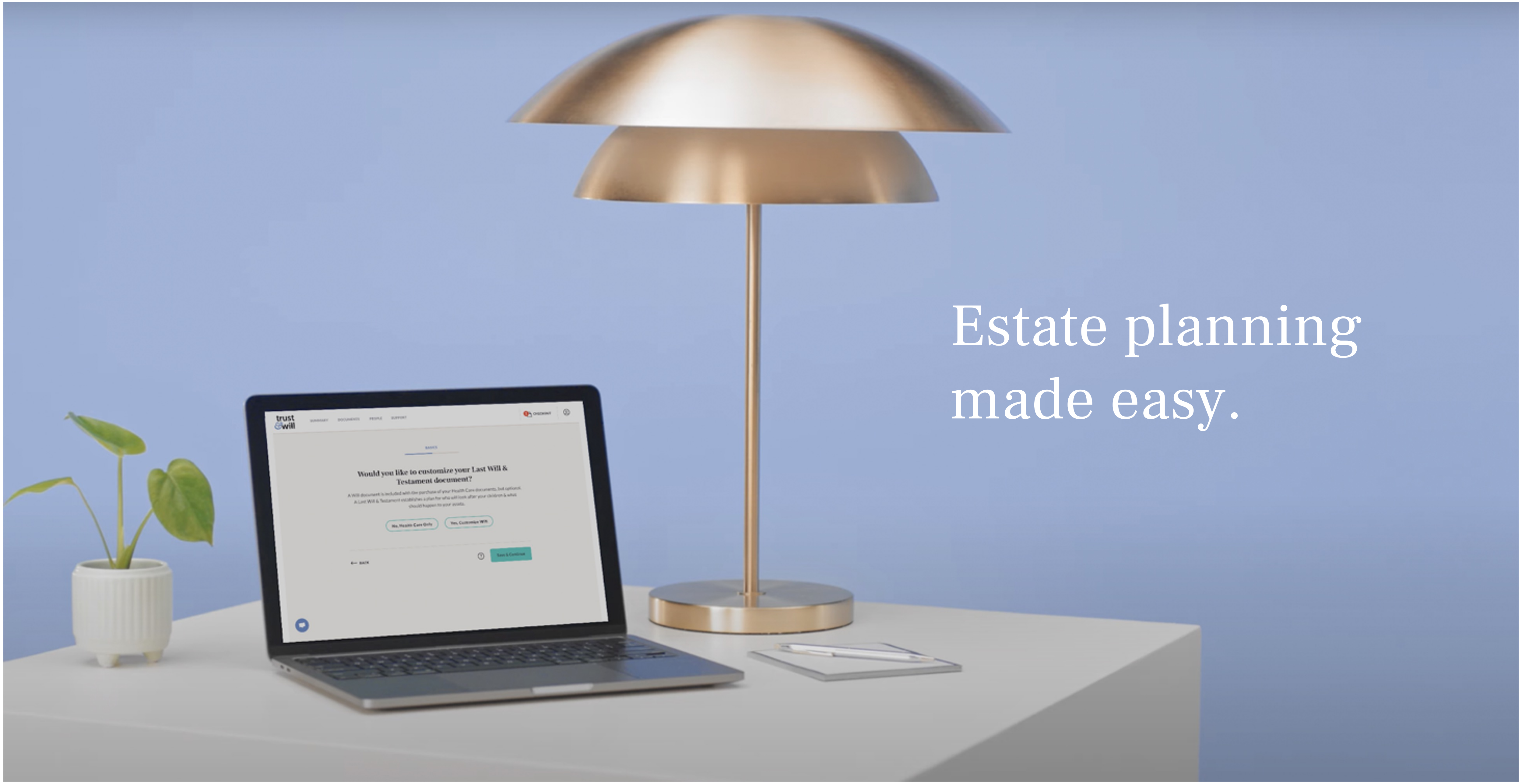
Trust

$599 Individual
$699 Couple

-Revocable Living Trust
-Schedule of Assets
-Certification of Trust
-Pour Over Will
-HIPAA Authorization
-Living Will
-Power of Attorney
-Guardians for Kids & Pets

+$39/yr Subscription

Attorney Review & Consultation +$200


Estate planning
made easy.
Would you like to customize your Last Will & Testament document?

Q&A Discussion

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