

# CASE STUDY:

## Wealthier Retirees



Steven and Jen just retired. As senior vice-president of his company, Steven made a decent living and saved plenty for retirement. Despite having enough wealth to set up some sort of estate plan, they haven't done it yet. And while they are not necessarily worried about estate taxes, they want a smooth and quick transfer of assets without the need for Probate.

### How do you advise them?

Steven and Jen need to set up a Revocable Living Trust. It can either be a Joint Trust or two (2) separate Trusts to help assuage potential tax liability as their money continues to grow and their estate nears potential estate tax levels.

With a Revocable Living Trust, Steven and Jen will be able to transfer their wealth to their beneficiaries, provide for contingencies during their lifetime, and keep everything out of the courts. Depending on how it's set up, it can even take advantage of estate tax portability laws.

### ASSETS:

- House & Lakehouse
- IRAs
- Mutual Funds
- Life insurance policies
- 3 cars
- Gun collection

**Total Net Worth: \$4.5 million**

### QUESTIONS TO ASK:

- How do you plan to distribute your assets after death?
- Do you want to be tied down by the court system?
- How much do you know about estate taxes?
- Are you concerned about creditors?
- Do you want an easy transfer of assets?