

## Top Ten Keys to Effective Estate Planning for 2009

Do you want to know what Jonathan G. Blattmachr recommends for “supercharging” your practice in 2009? Whether you represent clients of modest wealth, or very high net worth clients, distinguish yourself and add value to your practice by offering these creative solutions. For approximately \$15 per day, you can leverage all ten of these powerful strategies using the **Wealth Transfer Planning™** practice system. The system includes commentary, education, coaching and support, enabling you to “Practice with Confidence.”

1. Use the special options in the Wealth Transfer Planning comprehensive Revocable Trust or Will to ensure use of the full estate tax exemption of the first spouse to die.
2. Use the Lifetime QTIP Trust for each married client to "supercharge" the estate tax exemption of the spouse dying first. The system includes a special "Supercharged Credit Shelter Trust(sm)" profile to accomplish this.
3. Substitute new family promissory notes using the current low AFR for older higher AFR notes. That substitution should be completely income tax and gift tax free. (For reference material on this strategy, see Blattmachr, Crawford & Madden, "How Low Can You Go," Journal of Taxation (June 2008).)
4. Encourage clients to consider installment sales to grantor trusts, using the new Installment Sale to Grantor Trust form in the system. This will reduce gift tax risk. Also, encourage married clients to consider having their spouses do the installment sales to grantor trusts the clients create to element gift tax risk.
5. Encourage clients to consider making charitable bequests at death of "fractional" dollar bequests that can be funded with the right to income in respect of a decedent to greatly reduce the cost of such gifts.
6. Encourage married clients who wish to make small bequests to others (such a grandchild, friends or charity) to make an outright bequest to their surviving spouses who can make the gifts for the married clients in more tax efficient ways.
7. Have clients make annual exclusion gifts using the unique "Extra Crummey Trust (sm)" form. This strategy may be the best annual exclusion vehicle around!
8. Encourage clients to do "near zeroed out" short-term Walton GRATs now that property values are very low. The system includes an important option so the each annuity payment is automatically "rolled" into a new GRAT under the same instrument.
9. Have married clients, who are in long term stable marriages (but do not live in community property states) create Alaska Community Property Trusts to enjoy a "double" tax free step up in basis when the first spouse dies. (The Alaska Community Property Trust will be added to the Wealth Transfer Planning practice system in a future release.)
10. Use the Wealth Transfer Planning comprehensive Will to take into account the possibility for 2010 with no estate tax and carryover basis.