



Protect Wealth: International Estate Planning

Explore the complex world of tax and estate planning structures in the US and abroad. Learn client situations requiring formal planning structures and which structures are best under specific circumstances during life and after death. Examine the resulting implications of not planning, and how to have sensitive discussions with clients and prospects.

Targeted Audience

New Private Bankers, New Wealth Advisors, Brokers who are going to cover broader wealth solutions, Portfolio Managers and other Product Specialists requiring an in-depth overview of wealth management, Individuals working in the finance arena

Special Offer

Clients who register for this course will receive a complimentary 4-month subscription to FT.com. The Financial Times is the world's most respected financial newspaper, providing a broad assessment on finance, business and the industrial sector. The move to the electronic version follows an ongoing review of our environmental responsibilities as a global business and as part of the Pearson group. FT.com also has features that are not available in hard copy, such as: Special Reports, Alphaville, editor blogs, education sections and much more! Subscriptions will start within 6-8 weeks of the start of class and are limited to one subscription per client. (Please note: as of May 1, 2011, the electronic subscription replaces the hard-copy 3-month Financial Times subscription.)

Advance Preparation

No advance preparation required.

Prerequisites

Overview of Trusts Online or equivalent knowledge. Financial calculator required.

Learning Objectives

Students will be able to:

- . Understand the benefits of estate planning during life and afterwards
- . Compare and contrast various US and international planning tools
- . Gain an in-depth understanding of the trusts, and how to apply the right structure in a variety of situations

Level: Basic

CPE Credits: 14.0

Instructional Method: Group-Live

Detailed Outline

Part 6 of the Wealth Management Program

- . Value to clients & firm
- . Purpose to clients
 - . - Exercise
 - . - Privacy
 - . - Tax efficiency
 - . - - Income
 - . - - Estate
 - . - - Gift
 - . - Succession planning
 - . - Inheritance laws
 - . - Family issues
 - . - Liquidity
 - . - Political risk
 - . - Creditor protection

Exercise

- . How to surface issues
 - . - Generate & build concern

Role play

- . Estate planning for US residents
 - . - Common structures
 - . - Ownership
 - . - - Sole
 - . - - JRWROS

- . Basic trust distinctions
 - . - Revocable vs. irrevocable
 - . - Testamentary vs. intervivos
- . Levels of Trusts
 - . - Prime
 - . - Standard distribution
 - . - Preferred distribution
 - . - Family trust
 - . - Protection trust
- . Types of trusts
 - . - GRAT
 - . - GRUT
 - . - CRAT
 - . - CRUT
 - . - CLUT & CLAT
 - . - LIT
 - . - NIMCRUT
 - . - Combo NIMCRUT & LIT
 - . - Crummey
 - . - QTIP
 - . - QDOT
 - . - GST/Dynasty
- . Case Study

- . - - Community property
- . - - Tenants in common
- . - - Property with beneficiary designation
- . - - Living (intervivos) trust property
- . Alternative solutions: features & limitations
 - . - Wills
 - . - POAs
 - . - JTWROS
 - . - Family asset holding vehicle
 - . - Gifting
 - . - Guardianship
 - . - Insurance
- . International issues/solutions
 - . - Jurisdictional issues
 - . - Alternative solutions: features & limitations
 - . - - PIC
 - . - - Foundation
 - . - - Establishment
- . Trusts
 - . - Key roles
 - . - - Grantor/Creator/Settlor
 - . - - Trustee
 - . - - Beneficiary(ies)/Remaindermen
 - . - Basic concepts
 - . - - Ownership concept
 - . - - - History
 - . - - - Fiduciary relationship
 - . - - - Ownership transfer
 - . - Features & advantages
 - . - - Flexible distribution plan
 - . - - Confidentiality
 - . - - Forced heirship avoidance, succession planning
 - . - - Lifetime & beyond
 - . - - Avoids probate
 - . - - Potential tax benefits
 - . - - Avoids asset freezing/confiscation
 - . - - Potential protection from creditors
 - . - - Consolidation
- PIC/Trust exercise

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- . Fiduciary law overview
 - . International-US issues
 - . - Residency
 - . - - IRS code
 - . - - Estate & gift taxes
 - . - Consequences of residency
 - . - Simple US residency mitigation
 - . - Complex US residency mitigation
 - . - - PRE-immigration
 - . - - Non-US beneficiaries
 - . - - US beneficiaries
 - . - - Investments
 - . - - International life insurance
 - . - - International variable annuity
 - . Summary
- Comprehensive Case Study

For more information regarding administrative policies such as complaints and refunds, please contact our offices at 212-641-6616.