Outlining Your Goals

Consider the following question: What would you like to happen – to you, your spouse, your children and your assets – once you are no longer able to make decisions for yourself?

Since we all have different goals, there is no “one size fits all” estate strategy. That said, most can be categorized into five overarching objectives, as outlined in the table below. The first four items are important regardless of net worth, and while all of us would prefer to have more control over our taxes, tax control typically becomes more relevant for individuals with larger estates. While the objectives may be similar, every plan will need to be tailored by your estate-planning attorney and qualified tax advisor.

<table>
<thead>
<tr>
<th>Objective</th>
<th>Category</th>
<th>Common Legal Documents and Strategies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Control the movement of wealth to beneficiaries either during life or at death</td>
<td>Asset Transfer</td>
<td>• Will</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Transfer on Death (TOD)/P正确ly on Death</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Beneficiary designations</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Trusts</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Life insurance</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Charitable giving (cash or assets)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Power of attorney (legal)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Health care dec/primary/lawyer of power of attorney</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Living will</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Nulity</td>
</tr>
<tr>
<td>Ensuring someone to make financial and medical decisions if you are unable to do so</td>
<td>Incapacity Protection</td>
<td>• Will</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Power of attorney (financial)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Power of attorney (health)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Trusts</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Living will</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Nulity</td>
</tr>
<tr>
<td>Providing for minor children or dependents if you are unable to do so</td>
<td>Minority Protection</td>
<td>• Will</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Trusts</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Beneficiary designations</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Charitable giving (cash or assets)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Direct beneficiary designation to charity</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Charitable gift/plantation/Trust</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Charitable remainder/trust/Charitable lead/trust</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Donor-advised funds</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Foundation</td>
</tr>
<tr>
<td>Protecting and maintaining control over charitable organizations during life and at death</td>
<td>Charitable Intent</td>
<td>• Will</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Trusts</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Charitable gifest/plantation/Trust</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Qualified charitable trust</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Foundation</td>
</tr>
<tr>
<td>Managing income and estate taxes to increase lifetime worth, and while all of us would prefer to have more control over our taxes, tax control typically becomes more relevant for individuals with larger estates.</td>
<td>Tax Control</td>
<td>• Will</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Trusts</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Charitable giving (cash or assets)</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Direct beneficiary designation to charity</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Charitable gift/plantation/Trust</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Charitable remainder/trust/Charitable lead/trust</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Donor-advised funds</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Foundation</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Trusts</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Qualified charitable trust</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Charitable gift/plantation/Trust</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Charitable remainder/trust/Charitable lead/trust</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Donor-advised funds</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Foundation</td>
</tr>
</tbody>
</table>

This table is for informational and educational purposes only, and should not be interpreted as legal advice. Edward Jones does not provide legal advice. You should consult with your estate-planning attorney regarding your situation.

A Team Approach

Edward Jones does not provide estate planning or tax advice, so it’s important to have a team of professionals, including your:

- Edward Jones financial advisor
- Estate-planning attorney
- CPA/tax professional

Each team member has a different area of expertise. For example, your Edward Jones financial advisor can:

- Help you identify and prioritize your overarching financial legacy goals
- Consider how these goals align with other financial goals, such as living comfortably in retirement, ensuring your surviving spouse can maintain his or her lifestyle should you pass away, or providing for your children’s, grandchildren’s education
- Provide investment portfolio allocation and insurance advice to develop a comprehensive financial strategy

Your attorney drafts legal documents for specific estate strategies based on these goals, while your tax professional determines the tax implications of these strategies.

Having a Family Meeting

Often, having a “family meeting” about your estate strategy can help you achieve your legacy goals, generally preparing your beneficiaries for future inheritances and responsibilities (or lack thereof).

A general discussion of strategies and expectations is a personal decision; you are certainly not obligated to share your strategy, as every family situation is unique. However, it is important to consider if and when to involve those affected by your estate strategy in broader discussions with your estate-planning attorney as well as your financial advisor and qualified tax professional.

Perhaps the Most Important Part – The Review

One thing you can count on is change, be it regulatory or personal. Consequently, it’s paramount to sit down periodically with the appropriate member of your professional team to review your estate strategy, including:

- Legal documents
- Life changes
- Investment strategy
- Beneficiary designations

Taking the time to review your plan can better ensure your strategy remains aligned with your goals, keeping you in control of your legacy.

Individuals with Complex Situations

Some individuals, such as those listed below, will have more complex situations, with the potential solutions rising in complexity as well. It’s important to work with your estate-planning attorney and tax professional, in addition to your professional team for broader discussions and expectations.

Individuals with Larger Potential Estates

While the objectives may be similar (providing for their families, incapacity protection, charitable intent), relying strictly on strategies such as TOT and beneficiary designations may be insufficient, and strategies to help control and ensure your control become important. Living trust planning, lifetime gifting and/or irrevocable life insurance trusts may provide the ability to take better advantage of estate tax exemptions and/or minimize the portion of the estate subject to estate taxes.

Business Owners

Unfortunately, many family owned and privately owned businesses fail to continue following the death of the owner, typically because there is no succession plan. Now, and to whom, the business is transferred can affect spending and legacy strategies. Business owners also face additional issues, such as death of a key person, business liability and liquidity issues.

Outlining Your Goals

Consider the following question: What would you like to happen – to you, your spouse, your children and your assets – once you are no longer able to make decisions for yourself?

Since we all have different goals, there is no “one size fits all” estate strategy. That said, most can be categorized into five overarching objectives, as outlined in the table below. The first four items are important regardless of net worth, and while all of us would prefer to have more control over our taxes, tax control typically becomes more relevant for individuals with larger estates. While the objectives may be similar, every plan will need to be tailored by your estate-planning attorney and qualified tax advisor.
Plan for the Expected

Getting Started: Where Are You Today?

To get started, it’s important to review your current situation, including:

- Assets, liabilities and net worth (including owner-occupied and rental property)
- Income needs and sources of income
- Previously drafted estate planning documents (e.g., wills, trusts, powers of attorney, etc.)

By outlining the above facts, you’ll identify:

- Assets needed for retirement and/or other goals versus those designated for estate purposes, including their tax treatment in the current and future years
- Trusts, if you want more control over these laws, trusts may provide more options. However, these options may bring additional cost and complexity, and your decisions could even become irrevocable, depending on the type of trust
- Flexibility in your budget to pursue your estate goals while still providing for your current needs
- Current status of your estate strategy

Potential Events

<table>
<thead>
<tr>
<th>Inconsistent Aspects on Strategies and Documents</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Potential Impacts to Financial Goals</strong></td>
</tr>
<tr>
<td>Changes in income or estate taxes or laws</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>Change in the ability or willingness of your designated decision maker</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>Intermarriage or change in family status</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>Inconsistencies of documents (e.g., documents don’t address the same issue or could be modified by a beneficiary)</td>
</tr>
</tbody>
</table>

Consistency among Strategies and Documents

A strategy can depend on an analysis of the consistency among strategies and documents. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a life event (e.g., marriage, birth, or death). Such changes could also occur when circumstances change, and assets are shifted into the trust, but then fail to be corrected. If these assets are not updated or aligned, your wishes may not be followed as you intended. Ultimately, you should review your strategies and documents periodically with your appropriate members of your professional team to ensure your strategies and documents are aligned with your goals.

Financial Legacy is the Primary Goal

If you want to ensure that you and a named beneficiary receive the 100% of your net worth, your legacy if you die, your goals may need to be prioritized over your retirement needs. We generally recommend the use of charitable trusts or other tax-saving strategies to increase the net worth for your estate, which may be more generous than expected, depending on the investment time horizon of the legacy.

Investment Considerations

Certain situations may need to be addressed during your life, including:

- “Earning” specific assets and separating them from those designated for other goals
- Life insurance with a death benefit matching your desired amount of legacy
- Long-term care insurance/life insurance with a rider that cancels a death benefit rate in the event of a disability
- Long-term care insurance/life insurance with a rider that cancels a death benefit rate in the event of a disability
- Investment of tax-deferred accounts: Ensure the assets are passing to the named beneficiary covered by the tax-deferred strategy

Account Type and Spending Considerations

Your investment accounts can have different tax treatment, which can influence how you decide to structure your estate-planning strategies.

- The assets in taxable accounts generally receive a “stepped-up” cost basis when they are passed to beneficiaries. Gifting them to charities could also remove a taxable gain from the estate.
- Qualified account balances and non-qualified tax-deferred accounts passing to designated beneficiaries are taxable when they take distributions. If the beneficiaries are charities, these assets may be excluded from the estate.
- Roth accounts, while included in the estate tax base, could be very attractive vehicles for transferring wealth, since distributions are generally considered taxable.

Taxes

- Captive insurance companies, used to pay for the costs of health care and other expenses, can also affect the allocation and strategy of your financial legacy.

Taking Time to Stretch

A strategy can depend on whether you have an appropriate beneficiary to “stretch” distributions from an inherited IRA over the life expectancy of the beneficiary. If you die with an IRA, the required minimum distribution for a beneficiary is 100% of the balance of the IRA over the beneficiary’s life expectancy. If the beneficiary is a named individual, the IRS imposes a minimum distribution over the life expectancy of the beneficiary. Therefore, the distribution is affected by the beneficiaries spending decisions and the investment time horizon.
Plan the Expected

Prepare for the Unexpected

Financial Legacy Is a Secondary Goal

Financial Legacy is a Secondary Goal
Because it is more important to determine which of your assets will be passed after a person’s death, how to handle the decisions of an incapacitated person, and whose strategy do you want – yours or the State’s?

Whose Strategy Do You Want – Yours or the State’s?

A properly designed strategy for your legacy includes three major parts:

1. Estate Planning
2. Investment Planning
3. Spending Planning

Estate planning often will require you to prioritize your goals and make some trade-offs. For example, you might want to maximize growth while still ensuring that your current needs are met. However, if you don’t plan for these items, your wishes may not be followed as you intended.

Engaging a Fee-based Trust Company

Estate planning can be complex, and it’s important to work with a professional who can help you navigate the process. Edward Jones Trust Company provides professional trust services, including:

- Review and update estate strategy upon any long-term care insurance/life insurance and account/asset designations, life insurance and account/asset size of after-tax estate affected
- Review and update estate strategy when they move to a new state
- Review spending, investment and estate planning approaches when changing a plan
- Consider multiple successors or professional control entity (such as Broker dealer trust company)

Investment Considerations

Certain solutions may be recommended depending on your situation, including:

- “Earmarking” specific assets and separating them from those designated for other purposes.
- Life insurance with a death benefit matching your desired amount of legacy.
- Long-term care insurance to help preserve “legacy assets” by providing cash flow if you develop a qualified medical need.
- Amortiles that could provide payments to beneficiaries for a period of time or life.

Financial Legacy Is a Secondary Goal

Because it is more important to determine which of your assets will be passed after a person’s death, how to handle the decisions of an incapacitated person, and whose strategy do you want – yours or the State’s?

Account Type and Spending Considerations

Your investment accounts can have different tax treatment, which can influence how you decide to structure your estate-planning strategies.

- The assets in taxable accounts generally receive a “step-up” in cost basis when they are passed to beneficiaries. Gifting them to charities could also remove a taxable gain from the estate.
- Qualified account balances and non-qualified test- deferred annuities paid to designated beneficiaries are taxable when they take distributions. If the beneficiaries are charities, these assets may be excluded from estate tax.
- Roth accounts, while included in the estate for tax purposes, could be very attractive vehicles for transferring wealth, since distributions are generally considered taxable income after the owner’s death.

Taking Time to Stretch

A stretch IRA can provide a significant after-tax benefit to beneficiaries. For example, if you have a traditional IRA and want to reduce the size of your estate, you may consider leaving a beneficiary a 10-year distribution of the IRA assets into the trust, but then sell off 10% each year.

Inconsistency among Strategies and Documents

A strategy can be consistent with a document, but inconsistent with another document. For example, after-tax funds to either stocks or bonds. These considerations may be different as well. For example, assets designated for retirement – but there are trade-offs, for both your retirement goal – i.e., spending goals and expected length of time in retirement. We generally recommend a balanced portfolio between stocks and bonds, with assets designated for legacy may be more growth-oriented, depending on the investment time horizon of the legacy.

Financial Legacy Is a Secondary Goal
Because it is more important to determine which of your assets will be passed after a person’s death, how to handle the decisions of an incapacitated person, and whose strategy do you want – yours or the State’s?

Financial Legacy is a Secondary Goal
Because it is more important to determine which of your assets will be passed after a person’s death, how to handle the decisions of an incapacitated person, and whose strategy do you want – yours or the State’s?

Financial Legacy is a Secondary Goal
Because it is more important to determine which of your assets will be passed after a person’s death, how to handle the decisions of an incapacitated person, and whose strategy do you want – yours or the State’s?

Financial Legacy is a Secondary Goal
Because it is more important to determine which of your assets will be passed after a person’s death, how to handle the decisions of an incapacitated person, and whose strategy do you want – yours or the State’s?

Financial Legacy is a Secondary Goal
Because it is more important to determine which of your assets will be passed after a person’s death, how to handle the decisions of an incapacitated person, and whose strategy do you want – yours or the State’s?

Financial Legacy is a Secondary Goal
Because it is more important to determine which of your assets will be passed after a person’s death, how to handle the decisions of an incapacitated person, and whose strategy do you want – yours or the State’s?

Financial Legacy is a Secondary Goal
Because it is more important to determine which of your assets will be passed after a person’s death, how to handle the decisions of an incapacitated person, and whose strategy do you want – yours or the State’s?
Prepare for the Unexpected

While your goal is to address important financial issues in your “Plan for the Expected,” there is always the possibility that unexpected items could derail your estate strategy.

You can’t predict tax law or family situation changes, but regular reviews with your professional team can help ensure your strategy keeps up.

The table highlights some of the unexpected events that could affect your strategy and considerations to address them.

<table>
<thead>
<tr>
<th>Potential Events</th>
<th>Potential Impacts to Financial Goals</th>
<th>Potential Considerations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Birth, death, marriage, divorce affecting beneficiaries</td>
<td>Change in income or estate tax law at time of death</td>
<td>Review and update estate strategy upon any change in family status.</td>
</tr>
<tr>
<td>Long-term health costs</td>
<td></td>
<td></td>
</tr>
<tr>
<td>If you have a qualified long-term care policy, your beneficiaries may be able to use distributions to pay for qualified long-term care services.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>In the event of long-term care expenses exceeding anticipated costs, review estate strategy and consideration to provide for qualified long-term care.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gift or bequest to a charity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gifts in excess of the annual exclusion can be made to qualified charitable organizations.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gifts to non-charitable persons are subject to gift tax and may be subject to estate tax as well.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>In the event of a bequest to a non-charitable recipient, consider the use of a charitable remainder unitrust or charitable remainder annuity to avoid potential estate taxes.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Whose Strategy Do You Want – Yours or the State’s?

In many cases, the level of control is a trade-off between simplicity of the strategy and the goals and make some trade-offs. For example, there is the possibility that unexpected items could derail your estate strategy.

For as you intend. Additionally, having a strategy can help your wishes are followed in an orderly and structured manner, reducing potential delays and conflicts that could arise among your beneficiaries.

Engaging a Fee-based Trust Company

As you plan for your estate, you might want to consider engaging a Fee-based Trust Company. These firms provide a range of services, including:

- Estate planning
- Investment management
- Beneficiary management

By outlining the above items, you’ll identify:

- Assets needed for retirement and/or other goals
- Income needs and sources of income
- Future cash flow needs
- Inconsistencies in documents (e.g., incorrect names, dates of death)

The decision of who controls your assets and your health care will be controlled by state law and the courts.

Financial Legacy Is a Secondary Goal

Your goals should be a direct result of your estate planning efforts. This means having a strategy for your family, not just for your assets. A well-thought-out estate plan can help ensure your wishes are followed in an orderly and structured manner, reducing potential delays and conflicts that could arise among your beneficiaries.

You can’t predict tax law or family situation changes, but regular reviews with your professional team can help ensure your strategy keeps up.

The table highlights some of the unexpected events that could affect your strategy and considerations to address them.

<table>
<thead>
<tr>
<th>Potential Events</th>
<th>Potential Impacts to Financial Goals</th>
<th>Potential Considerations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Birth, death, marriage, divorce affecting beneficiaries</td>
<td>Change in income or estate tax law at time of death</td>
<td>Review and update estate strategy upon any change in family status.</td>
</tr>
<tr>
<td>Long-term health costs</td>
<td></td>
<td></td>
</tr>
<tr>
<td>If you have a qualified long-term care policy, your beneficiaries may be able to use distributions to pay for qualified long-term care services.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>In the event of long-term care expenses exceeding anticipated costs, review estate strategy and consideration to provide for qualified long-term care.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gift or bequest to a charity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gifts in excess of the annual exclusion can be made to qualified charitable organizations.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gifts to non-charitable persons are subject to gift tax and may be subject to estate tax as well.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>In the event of a bequest to a non-charitable recipient, consider the use of a charitable remainder unitrust or charitable remainder annuity to avoid potential estate taxes.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Inconsistencies among Strategies and Documents

A strategy for your estate can derail your plan if your strategies and documents are not properly coordinated. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a new event (e.g., marriage, birth, adoption, death of a beneficiary). If this is not the case, your current strategy may no longer reflect your current needs or the wishes you have expressed.

One solution is to periodically review and update your estate strategy to ensure it is aligned with your current needs and wishes.

Consistency in Estate Planning

A strategy for your estate can derail your plan if your strategies and documents are not properly coordinated. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a new event (e.g., marriage, birth, adoption, death of a beneficiary). If this is not the case, your current strategy may no longer reflect your current needs or the wishes you have expressed.

One solution is to periodically review and update your estate strategy to ensure it is aligned with your current needs and wishes.

Consistency in Estate Planning

A strategy for your estate can derail your plan if your strategies and documents are not properly coordinated. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a new event (e.g., marriage, birth, adoption, death of a beneficiary). If this is not the case, your current strategy may no longer reflect your current needs or the wishes you have expressed.

One solution is to periodically review and update your estate strategy to ensure it is aligned with your current needs and wishes.

Consistency in Estate Planning

A strategy for your estate can derail your plan if your strategies and documents are not properly coordinated. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a new event (e.g., marriage, birth, adoption, death of a beneficiary). If this is not the case, your current strategy may no longer reflect your current needs or the wishes you have expressed.

One solution is to periodically review and update your estate strategy to ensure it is aligned with your current needs and wishes.

Consistency in Estate Planning

A strategy for your estate can derail your plan if your strategies and documents are not properly coordinated. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a new event (e.g., marriage, birth, adoption, death of a beneficiary). If this is not the case, your current strategy may no longer reflect your current needs or the wishes you have expressed.

One solution is to periodically review and update your estate strategy to ensure it is aligned with your current needs and wishes.

Consistency in Estate Planning

A strategy for your estate can derail your plan if your strategies and documents are not properly coordinated. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a new event (e.g., marriage, birth, adoption, death of a beneficiary). If this is not the case, your current strategy may no longer reflect your current needs or the wishes you have expressed.

One solution is to periodically review and update your estate strategy to ensure it is aligned with your current needs and wishes.

Consistency in Estate Planning

A strategy for your estate can derail your plan if your strategies and documents are not properly coordinated. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a new event (e.g., marriage, birth, adoption, death of a beneficiary). If this is not the case, your current strategy may no longer reflect your current needs or the wishes you have expressed.

One solution is to periodically review and update your estate strategy to ensure it is aligned with your current needs and wishes.

Consistency in Estate Planning

A strategy for your estate can derail your plan if your strategies and documents are not properly coordinated. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a new event (e.g., marriage, birth, adoption, death of a beneficiary). If this is not the case, your current strategy may no longer reflect your current needs or the wishes you have expressed.

One solution is to periodically review and update your estate strategy to ensure it is aligned with your current needs and wishes.

Consistency in Estate Planning

A strategy for your estate can derail your plan if your strategies and documents are not properly coordinated. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a new event (e.g., marriage, birth, adoption, death of a beneficiary). If this is not the case, your current strategy may no longer reflect your current needs or the wishes you have expressed.

One solution is to periodically review and update your estate strategy to ensure it is aligned with your current needs and wishes.

Consistency in Estate Planning

A strategy for your estate can derail your plan if your strategies and documents are not properly coordinated. This can occur, for example, where legal documents and/or beneficiary designations are not updated to reflect a new event (e.g., marriage, birth, adoption, death of a beneficiary). If this is not the case, your current strategy may no longer reflect your current needs or the wishes you have expressed.

One solution is to periodically review and update your estate strategy to ensure it is aligned with your current needs and wishes.
Outlining Your Goals
Consider the following question: What would you like to happen – to you, your spouse, your children and your assets – once you are no longer able to make decisions for yourself?

Since we all have different goals, there is no one-size-fits-all estate strategy. That said, most can be categorized into five overarching objectives, as outlined in the table below. The first four items are important regardless of net worth, and while all of us would prefer to have more control over our taxes, tax control typically becomes more relevant for individuals with larger estates. While the objectives may be similar, every plan will need to be tailored by your estate-planning attorney and qualified tax advisor.

<table>
<thead>
<tr>
<th>Objective</th>
<th>Category</th>
<th>Common Legal Documents and Strategies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Control the movement of wealth to beneficiaries either during life or at death</td>
<td>Asset Transfer</td>
<td>Will, Trust, Transfer on Death (TOD)/Payable on Death (POD)</td>
</tr>
<tr>
<td>Preparing someone to make financial and health care decisions if you are unable to do so</td>
<td>Incapacity Protection</td>
<td>Power of Attorney, Living will, Health Care Proxy, Healthcare Power of Attorney</td>
</tr>
<tr>
<td>Providing for minor children or dependents if you are unable to do so</td>
<td>Disability and Financial Support for Minor Children or Dependents</td>
<td>Guardianship, Custody, Special Needs Trust, Life Insurance</td>
</tr>
<tr>
<td>Managing income and estate taxes is an effective avenue</td>
<td>Tax Control</td>
<td>Will, Trust, Life Insurance, Charitable Remainder Trust</td>
</tr>
</tbody>
</table>

Perhaps the Most Important Part – The Review
One thing you can count on is change, be it regulatory or personal. Consequently, it’s paramount to sit down periodically with the appropriate member of your professional team to review your estate strategy, including:

• Legal documents
• Life changes
• Investment strategy
• Beneficiary designations

Taking the time to review your plan can better ensure your strategy remains aligned with your goals, keeping you in control of your legacy.

A Team Approach
Edward Jones does not provide estate planning or tax advice, so it’s important to have a team of professionals, including your Edward Jones financial advisor, estate-planning attorney, and qualified tax professional.

- Help you identify and prioritize your overarching financial legacy goals
- Consider how these goals align with other financial goals, such as living comfortably in retirement, ensuring your surviving spouse can maintain his or her lifestyle should you pass away, or providing for your children’s, grandchildren’s education
- Provide investment, portfolio allocation and insurance advice to develop a comprehensive financial strategy.
- Your attorney drafts legal documents for specific estate strategies based on these goals, while your tax professional determines the tax implications of these strategies.

- Often, having a “family meeting” about your estate strategy can help you achieve your legacy goals, generally preparing your beneficiaries for future inheritances and responsibilities (or lack thereof). A general discussion of strategies and expectations is a personal decision; you are certainly not obligated to share your strategy, as every family situation is unique. However, it is important to consider if and when to involve those affected by your estate strategy in broader discussions with your estate-planning attorney as well as your financial advisor and qualified tax professional.

Individuals with Complex Situations
Some individuals, such as those listed below, will have more complex situations, with the potential solutions rising in complexity as well. It’s important to work with your estate-planning attorney and tax professional, in addition to your financial advisor. You should consult with your estate-planning attorney regarding your situation.

- Individuals with a Larger Estate
- Individuals with Complex Situations
- Business Owners

Individuals with Larger Potential Estates
While the objectives may be similar (providing for their heirs, incapacity protection, charitable intent), relying strictly on strategies such as TOD and beneficiary designations may be insufficient, and strategies to help control taxes during life and at death become important. Living trust planning, lifetime gifting and/or irrevocable life insurance trusts may provide the ability to take better advantage of estate tax exemptions and/or minimize the portion of the estate subject to estate taxes.

Business Owners
Unfortunately, many family owned and privately owned businesses fail to continue following the death of the owner, typically because there is no succession plan. Now, and to whom, the business is transferred can affect retirement spending and legacy strategies. Business owners also face additional issues, such as death of a key person, business liability and liquidity issues.

Planning Your Estate
Taking Control of Your Legacy

Outlining Your Goals
Consider the following question: What would you like to happen – to you, your spouse, your children and your assets – once you are no longer able to make decisions for yourself?

Since we all have different goals, there is no one-size-fits-all estate strategy. That said, most can be categorized into five overarching objectives, as outlined in the table below. The first four items are important regardless of net worth, and while all of us would prefer to have more control over our taxes, tax control typically becomes more relevant for individuals with larger estates. While the objectives may be similar, every plan will need to be tailored by your estate-planning attorney and qualified tax advisor.

<table>
<thead>
<tr>
<th>Objective</th>
<th>Category</th>
<th>Common Legal Documents and Strategies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Control the movement of wealth to beneficiaries either during life or at death</td>
<td>Asset Transfer</td>
<td>Will, Trust, Transfer on Death (TOD)/Payable on Death (POD)</td>
</tr>
<tr>
<td>Preparing someone to make financial and health care decisions if you are unable to do so</td>
<td>Incapacity Protection</td>
<td>Power of Attorney, Living will, Health Care Proxy, Healthcare Power of Attorney</td>
</tr>
<tr>
<td>Providing for minor children or dependents if you are unable to do so</td>
<td>Disability and Financial Support for Minor Children or Dependents</td>
<td>Guardianship, Custody, Special Needs Trust, Life Insurance</td>
</tr>
<tr>
<td>Managing income and estate taxes is an effective avenue</td>
<td>Tax Control</td>
<td>Will, Trust, Life Insurance, Charitable Remainder Trust</td>
</tr>
</tbody>
</table>

Perhaps the Most Important Part – The Review
One thing you can count on is change, be it regulatory or personal. Consequently, it’s paramount to sit down periodically with the appropriate member of your professional team to review your estate strategy, including:

• Legal documents
• Life changes
• Investment strategy
• Beneficiary designations

Taking the time to review your plan can better ensure your strategy remains aligned with your goals, keeping you in control of your legacy.

A Team Approach
Edward Jones does not provide estate planning or tax advice, so it’s important to have a team of professionals, including your Edward Jones financial advisor, estate-planning attorney, and qualified tax professional.

- Help you identify and prioritize your overarching financial legacy goals
- Consider how these goals align with other financial goals, such as living comfortably in retirement, ensuring your surviving spouse can maintain his or her lifestyle should you pass away, or providing for your children’s, grandchildren’s education
- Provide investment, portfolio allocation and insurance advice to develop a comprehensive financial strategy.
- Your attorney drafts legal documents for specific estate strategies based on these goals, while your tax professional determines the tax implications of these strategies.

- Often, having a “family meeting” about your estate strategy can help you achieve your legacy goals, generally preparing your beneficiaries for future inheritances and responsibilities (or lack thereof). A general discussion of strategies and expectations is a personal decision; you are certainly not obligated to share your strategy, as every family situation is unique. However, it is important to consider if and when to involve those affected by your estate strategy in broader discussions with your estate-planning attorney as well as your financial advisor and qualified tax professional.

Individuals with Complex Situations
Some individuals, such as those listed below, will have more complex situations, with the potential solutions rising in complexity as well. It’s important to work with your estate-planning attorney and tax professional, in addition to your financial advisor. You should consult with your estate-planning attorney regarding your situation.

- Individuals with a Larger Estate
- Individuals with Complex Situations
- Business Owners

Individuals with Larger Potential Estates
While the objectives may be similar (providing for their heirs, incapacity protection, charitable intent), relying strictly on strategies such as TOD and beneficiary designations may be insufficient, and strategies to help control taxes during life and at death become important. Living trust planning, lifetime gifting and/or irrevocable life insurance trusts may provide the ability to take better advantage of estate tax exemptions and/or minimize the portion of the estate subject to estate taxes.

Business Owners
Unfortunately, many family owned and privately owned businesses fail to continue following the death of the owner, typically because there is no succession plan. Now, and to whom, the business is transferred can affect retirement spending and legacy strategies. Business owners also face additional issues, such as death of a key person, business liability and liquidity issues.
Outlining Your Goals

Consider the following question: What would you like to happen — to you, your spouse, your children and your assets — once you are no longer able to make decisions for yourself?

Since we all have different goals, there is no “one size fits all” estate strategy. That said, most can be categorized into five overarching objectives, as outlined in the table below. The first four items are important regardless of net worth, and while all of us would prefer to have more control over our taxes, tax control typically becomes more relevant for individuals with larger estates. While the objectives may be similar, every plan will need to be tailored by your estate-planning attorney and qualified tax advisor.

### Objectives

<table>
<thead>
<tr>
<th>Category</th>
<th>Common Legal Documents and Strategies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Control the movement of wealth to beneficiaries either during life or at death</td>
<td>Will, Trusts (e.g., revocable, irrevocable, family trust)</td>
</tr>
<tr>
<td>Preventing someone from making financial and medical decisions if you are unable to do so</td>
<td>Power of attorney, Living will</td>
</tr>
<tr>
<td>Ensuring your wishes are carried out after your death</td>
<td>Will, Trusts</td>
</tr>
<tr>
<td>Managing income and estate taxes in an efficient manner</td>
<td>Insurance planning (e.g., life insurance), Trusts (e.g., credit shelter, A/B, family trust)</td>
</tr>
<tr>
<td>Consider how these goals align with other financial responsibilities</td>
<td>Foundation, Charitable Lead/Remainder Trust</td>
</tr>
<tr>
<td>Help you identify and prioritize your overarching financial legacy goals</td>
<td>Charitable Intent, Will</td>
</tr>
<tr>
<td>For example, your Edward Jones financial advisor can:</td>
<td>Life insurance, Will</td>
</tr>
<tr>
<td>Be a valuable resource for the above objectives</td>
<td>Trusts</td>
</tr>
<tr>
<td>Edward Jones does not provide estate planning or tax advice, nor does it provide legal advice. Your attorney drafts legal documents for your specific estate strategy based on these goals, and your tax professional determines the tax implications of these strategies.</td>
<td>Trusts, Foundation</td>
</tr>
</tbody>
</table>

### Considerations for All Individuals

- **Legacy Protection:**
  - Will
  - Trust
  - Beneficiary designations

- **Life Insurance:**
  - Buy insurance (cash value growth)
  - Give to charity

- **Charitable Intent:**
  - Charitable Lead/Remainder Trust
  - Direct beneficiary designation to charity

- **Asset Transfer:**
  - Transfer on Death (TOD)/Payable on Death
  - Trust

- **Beneficiary designations:**
  - Military
  - Ex-spouse

- **Incapacity Protection:**
  - Will
  - Trusts

- **Medicaid Planning:**
  - Planning for long-term care. Your attorney may use Edward Jones or other affiliates to act as a broker-dealer for transactions or for other services. Payments of such services will generally be charged as an expense to the trust and will not reduce the amount of fees payable to Edward Jones Trust Company. Edward Jones Trust Company may use Edward Jones or other affiliates to act as a broker-dealer. Edward Jones Trust Company and Edward Jones are subsidiaries of the Jones Financial Companies, L.L.L.P. Edward Jones, its employees and financial advisors are not estate planners and cannot provide tax or legal advice. You should consult your attorney, CPA, tax professional, estate-planning attorney, and Edward Jones financial advisor regarding your situation.

### Individuals with Complex Situations

Some individuals, such as those listed below, will have more complex situations, with the potential solutions rising in complexity as well. It’s important to work with your estate-planning attorney and tax professional, in addition to your financial advisor, to determine which options may be most appropriate.

<table>
<thead>
<tr>
<th>Category</th>
<th>Common Legal Documents and Strategies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individuals with Larger Potential Estates</td>
<td>Will, Trusts (e.g., revocable, irrevocable, family trust)</td>
</tr>
<tr>
<td>Preventing someone from making financial and medical decisions if you are unable to do so</td>
<td>Power of attorney, Living will</td>
</tr>
<tr>
<td>Ensuring your wishes are carried out after your death</td>
<td>Will, Trusts</td>
</tr>
<tr>
<td>Managing income and estate taxes in an efficient manner</td>
<td>Insurance planning (e.g., life insurance), Trusts (e.g., credit shelter, A/B, family trust)</td>
</tr>
<tr>
<td>Consider how these goals align with other financial responsibilities</td>
<td>Foundation, Charitable Lead/Remainder Trust</td>
</tr>
<tr>
<td>Help you identify and prioritize your overarching financial legacy goals</td>
<td>Charitable Intent, Will</td>
</tr>
<tr>
<td>For example, your Edward Jones financial advisor can:</td>
<td>Life insurance, Will</td>
</tr>
<tr>
<td>Be a valuable resource for the above objectives</td>
<td>Trusts</td>
</tr>
<tr>
<td>Edward Jones does not provide estate planning or tax advice, nor does it provide legal advice. Your attorney drafts legal documents for your specific estate strategy based on these goals, and your tax professional determines the tax implications of these strategies.</td>
<td>Trusts, Foundation</td>
</tr>
</tbody>
</table>

### Business Owners

Unfortunately, many family owned and privately owned businesses fail to continue following the death of the owner, typically because there is no succession plan. How, and to whom, the business is transferred can affect retirement spending and legacy strategies. Business owners also face additional issues, such as death of a key person, business liability and liquidity issues.

### Perhaps the Most Important Part – The Review

One thing you can count on is change, be it regulatory or personal. Consequently, it’s paramount to sit down periodically with your appropriate professional team to review your estate strategy, including:

- Legal documents
- Life changes
- Investment strategy
- Beneficiary designations

Taking the time to review your plan can better ensure your strategy remains aligned with your goals, keeping you in control of your legacy.

Edward Jones does not provide estate planning or tax advice, nor does it provide legal advice. You should consult your attorney, CPA, tax professional, estate-planning attorney, and Edward Jones financial advisor regarding your situation.

**Edward Jones Trust Company**

Edward Jones is a licensed insurance producer in all states and Washington, D.C., through Edward D. Jones & Co., L.P. and in California, New Hampshire, New York and Washington, D.C., through Edward Jones D.& Co., L.P. (Edward Jones), a registered broker-dealer and member of SIPC. Edward Jones Trust Company is a registered investment advisor offering trust and investment advisory services. Edward Jones Trust Company is a wholly owned subsidiary of Edward Jones Investments, Inc. Edward Jones Investments Inc. is a separate, affiliated, financial services firm. Edward Jones is not an attorney or CPA. Your estate-planning attorney and tax professional may use Edward Jones or other affiliates to act as a broker-dealer for transactions or for other services. Payments of such services will generally be charged as an expense to the trust and will not reduce the amount of fees payable to Edward Jones Trust Company. Edward Jones Trust Company may use Edward Jones or other affiliates to act as a broker-dealer. Edward Jones Trust Company and Edward Jones are subsidiaries of the Jones Financial Companies, L.L.L.P. Edward Jones, its employees and financial advisors are not estate planners and cannot provide tax or legal advice. You should consult your attorney, CPA, tax professional, estate-planning attorney, and Edward Jones financial advisor regarding your situation.