

WEBINAR HANDOUTS

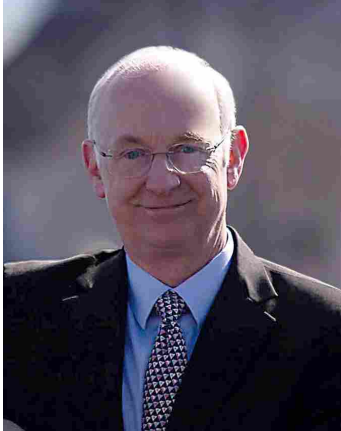


Law Offices of
Boyd & Boyd, P.C.

Attorneys for Families
Who Care About Their
Legacy



Presenter Biography



Attorney F. Keats Boyd, III is a shareholder and President at the Law Offices of Boyd & Boyd, P.C. where he concentrates his practice in the areas of Estate, Trust & Retirement: Planning, Administration & Management, Asset Protection Planning, Business & Succession Planning, Charitable Planning, Elder Law, Special Needs Planning, Tax Law and Trustee Services. He is a graduate of College of the Holy Cross. After serving in the US Air Force as a Captain he received his doctorate cum laude from Suffolk University Law School. Mr. Boyd has been helping families handle and protect their estate related matters

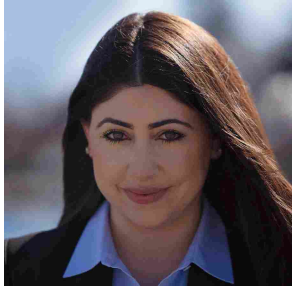
for 35 years.

His clients are from across the state, as well as up and down the eastern seaboard and from as far west as Arizona, California, Hawaii and Washington state. Mr. Boyd is admitted to the bar in Massachusetts, the United States Tax Court, the U.S. District Court of Massachusetts, the First Circuit Court of Appeals, and the U.S. Supreme Court. Mr. Boyd has authored several articles and has contributed to Leimberg Information Services, Inc.

Attorney Boyd is a well known and well respected lecturer. He regularly conducts educational seminars for continuing education credit, and for the general public. Comments from past attendees include: “The best I have attended”; “Very enlightening” and “Excellent presentation-learned a lot !” His seminar topics include: “The New Tax Law & Your Plan: What You Must Do Now!”, “Have Recent Changes in the Law Sabotaged Your Estate Plan?”, “Basic Estate Planning - Put not your trust in money, but put your money into the right kind of trust”, “Planning for Retirement Plans - What Everyone with an IRA, 401(k) or other Qualified Plan Needs to Know”, “Special Needs Planning - How to help that ‘Special’ Someone”, “What a Successor Trustee Needs to Know”, “Estate Planning for the Real Estate Investor”, “Protecting Your Home”, “Planning for the Moderate Estate”, “Planning for the \$1 Million + Estate”, “A Walk Through Your Trust”, “Charitable Planning: Putting All the Pieces Together - Techniques Available to Donors” and “The Tax Cuts and Jobs Act - This Changes Everything”.

He is also a member of Interactive Legal community of Estate Planning and Wealth Transfer Attorneys, National Academy of Elder Law Attorneys, Inc. (NAELA™), MBA Probate Law Section, the Massachusetts Bar Association, the Barnstable Bar Association and the Estate Planning Council of Cape Cod.

Presenter Biography



Attorney Whitney N. Tashjian is a shareholder at Boyd & Boyd, P.C., a graduate of The College of the Holy Cross and Suffolk University Law School. She is admitted to the Bar of Massachusetts, the District of Columbia (D.C.), the United States District Court of Massachusetts and the United States Tax Court. Prior to joining Boyd & Boyd, P. C., Whitney served as Counsel for the Law Office of Lindsey M. Straus, a general practice firm based on Cape Cod. She was a Securities Litigation Paralegal for five years at Mintz Levin in Boston, where she was responsible for filing securities class action and SEC cases on behalf of institutional investors. She also interned with the Law Offices of Vinca Jarrett & Associates, a small Boston based entertainment firm, culminating in an opportunity to represent the firm at the 2013 Cannes Film Festival. Whitney was a competitive figure skater with the United States Figure Skating Association and grew up spending her summers on the Cape with her family.

Her seminar topics include: “Have Recent Changes in the Law Sabotaged Your Estate Plan?”, “The Tax Cuts and Jobs Act - This Changes Everything,” and “The SECURE Act - What You Need to Know & Do Now!”

She is also a member of Interactive Legal community of Estate Planning and Wealth Transfer Attorneys, National Academy of Elder Law Attorneys, Inc. (NAELA™), the Massachusetts Bar Association, the Barnstable Bar Association, and the Estate Planning Council of Cape Cod.



Will Your Living Trust Work *Properly* ??

1. Changes in the Law

- One Big Beautiful Bill Act (2025)
- MA Estate Tax Reform (2023)
- Massachusetts Millionaire's Tax (2022)
- SECURE Act 2.0 (2022)
- The SECURE Act (2019)
- The Tax Cuts & Jobs Act (2017)
- American Taxpayer Relief Act of 2013 (US - 2013)
- Uniform Trust Code (MA - 2012)
- Extension of Bush Tax Cuts (US - 2011)
- New Massachusetts Homestead Law (MA - 2011)
- Affordable Care Act (US - 2010)
- No Estate Tax-Carryover Basis (US - 2010)
- Uniform Probate Code (MA - 2009)
- Uniform Principal & Income Act (MA- 2006)
- Pension Protection Act (US - 2006)
- Deficit Reduction Act of 2005 (US - 2006)
- Health Insurance Portability & Accountability Act - HIPAA (US - 1996 – effective 2006)
- Massachusetts Estate Tax (MA - 2003)

Will Your Living Trust Work *Properly* ??

2. Regulatory Changes

- ~~• Corporate Transparency Act (CTA) (2024)~~
 - ~~— BOI Required — \$500/day for late filing~~
 - ~~— (Held Unconstitutional but on appeal)~~
- FTC ban on Non-Competes (2024)
 - Non-Competes / Non-Solicitation /
Non-Disclosure
 - (Held Unconstitutional but on appeal)
- SECURE Act Regulations
- “Crummey” Provisions & No Contest Clause (IRS - 2012)
- IRA Distribution Rules (IRS - 2003)

3. Case Law Changes

- US Supreme Court (2024)
 - LOPER BRIGHT ENTERPRISES V. RAIMONDO (603 U.S. ___)
 - Overtured Chevron Deference
 - CONNELLY V. U.S. (602 U.S. ___)
 - COLI included in Company Value
 - MOORE ET UX V. U.S. (602 U.S. ___)
 - Tax on Unrealized Gains is Constitutional
- Trust Assets & Divorce (2023)
 - JONES V. JONES (103 Mass. App. Ct. 223, 218 N.E.3d 85 (Mass. App. Ct. 2023)
 - PFANNENSTIEL V. PFANNENSTIEL (407 Mass. 105, 2016)
 - PFANNENSTIEL V. PFANNENSTIEL (Mass. App., 2015)
- Inherited IRA Benefits are not protected in Bankruptcy
 - CLARK V. RAMEKER, U.S. Supreme Court (2014)
- Trust Decanting (Massachusetts Supreme Judicial Court Decision)
 - MORSE V. KRAFT (466 Mass. 92 - 2013)

Will Your Living Trust Pass This *Critical* 10 Point Test?

Shouldn't You Find Out Now, Before It's Too Late?

Do you know exactly what kind of Living Trust you have?

You see, when you buy a car and drive it off the lot, you'll probably know if it's a "lemon" in a matter of a few days or months. But when will you know whether your Living Trust is a "lemon"? Probably years from now, when you or your spouse becomes ill, disabled or passes away – the very time when you and your family most need it to work – and when it may be too late to fix!

Don't get me wrong – a Living Trust is a good foundation for most estate plans and yours may have been prepared just fine! The problem is, once you set it up, it just sits on the shelf collecting dust. It doesn't require much (or any) annual paperwork. It doesn't affect your income taxes. It doesn't restrict your use and enjoyment of your assets. So, you probably just put the Trust aside and forgot about it.

Therein lies the *danger*.

Imagine if you bought a car, left it parked in your garage for years and never drove or maintained it. And then one day you have an emergency – and in a rushed panic you jump into your car and put your key in the ignition. Will it start? Will it breakdown after a few blocks? Will it have all the newest safety features that could save your life when you drive off in such a hurried panic?

All cars are not built the same simply because they have four wheels and an engine. And even the best-built cars require periodic maintenance – and at some point maybe even an upgrade to a newer and better model!

What does all this have to do with your Living Trust? Consider this . . .

(Please turn to the other side)

**Has your Living Trust been kept up to date with your wishes?
Does it reflect the current needs and situations of your loved ones?
Has it been updated for changes in the law
and the newest planning strategies?**

Why are we alerting you to all this? Because our law firm regularly reviews hundreds of Living Trust plans drawn by others, and has administered Trusts after people have passed away, when they're truly tested -- and we've found that a lot of Trusts contain *numerous glaring defects!* Ones that down the road may cause you and your family needless suffering, as well as unnecessary court fees, attorneys' fees, taxes, nursing home bills and exposure to the claims of in-laws and other unscrupulous parties!

**Don't sit there, unsure whether your Living Trust plan is a "ticking time bomb".
It's time now to find out whether it meets our crucial 10 point test...**

1. Will your Living Trust properly protect your loved ones from losing their inheritance to divorces, lawsuits, creditors, and government claims?
2. Does your Trust use a special "legacy" provision to build your family's wealth, free of estate taxes, for several generations?
3. Does Your Trust (plus one other special document) permit your surviving spouse to potentially save hundreds of thousands of dollars in capital gains taxes?
4. Will your Living Trust give your Trustee the tools to qualify you for Medicaid if you become disabled and protect your estate from being wiped out by nursing home bills?
5. If you are married, do you have the right kind of "A-B-C" Trust so that your surviving spouse can avoid needless paperwork and fees, and so your Trust won't cause needless estate taxes or capital gains taxes?

Please turn to the next page...

You also need to find out...

6. Are your Health Care documents and your Living Trust -- properly updated for a recent law called “HIPAA” -- so the person you’ve named as your Successor Trustee can act promptly when you’re ill or disabled, rather than be forced to go to court?
7. Do you have a simple but invaluable “Emergency Card” to make sure your Health Care decision-making documents will be immediately available if and when you’re rushed to the hospital?
8. Are your company retirement plans and IRAs properly protected by your Living Trust alone? (Thanks to new IRS rules, these accounts may someday represent the largest assets your loved ones will inherit and, even if they currently total only \$100,000, your family could lose millions if these accounts are not planned for properly!)
9. Does your Trust have the flexibility to adapt after you’re gone to new tax laws and the ever-changing needs and circumstances of your beneficiaries (so your Trust will continue to work the way you intended)?
10. Do your Trustees and beneficiaries have an “Owner’s Manual” as well as a “Trustee Manual” they can turn to for guidance right away when the time comes?

Regardless of whether you’re married or single, or have a large or small estate, you should find out now whether your Living Trust plan meets this 10 point test (and, if not, how to fix it) by attending our FREE seminar to be held on the dates and times listed on the enclosed flyer.

If you have a Living Trust (or even are thinking of getting one), this may be the most important, powerful and eye-opening seminar you’ll ever attend!

Attendees of Past Seminars have said:

“One of the best I have attended”

– J.H., New Bern, NC

“Excellent presentation – learned a lot !”

– L.K., Harwich

“Very enlightening”

– S.M., Marstons Mills

**In addition, as a seminar attendee
you will be offered a FREE attorney consultation
and “second opinion”
on your existing Living Trust (a \$300.00 value)!**

It certainly will be worth an hour or so of your time to give your Living Trust a “physical” and gain the peace of mind that you and your family are properly protected. So be sure to attend the seminar and take advantage of this offer.

**CALL NOW 1-508-862-1600 (24 hours)
to reserve your seats.**

Don't risk all you've worked so hard your whole life to earn and save. Your Living Trust will someday be critical to you, your spouse and your family's well-being -- so give your Living Trust a “checkup” now, before it may be too late!

Very truly yours,



F. Keats Boyd, III

PS Remember, all Living Trusts are not created equal! Nor are they all correctly maintained and kept up-to-date. Is yours a “ticking time bomb”? Come to the most eye-opening and thought-provoking estate planning seminar ever, presented by a law firm that has the unique experience of handling trusts after people have passed away. Plus, by attending, get a free “second opinion” on your Living Trust. Isn't it worth a few hours of your time to make sure your spouse, family and loved ones are properly protected?

PPS Check the enclosed flyer now for the seminar date and time most convenient for you – then call us right away at **1-508-862-1600 (24 hours)** to reserve your seats (and remember to bring your successor Trustee and children, too!).

If you are currently represented by legal counsel, kindly disregard this letter.

The “10 point test” represents the opinion of Boyd & Boyd, P.C.

and it may not be necessary to meet all 10 in order to have a valid and effective estate plan.

Testimonials do not warrant or guarantee your particular results.

- I. THE NON-TRANSFER TAX REASONS WHY MANY FAMILIES ARE CREATING LIMITED LIABILITY COMPANIES (LLCs)
- A. The patriarch or matriarch has the power to control distributable cash flow of the LLC
 - B. Consolidation of the family assets into a Limited Liability Company may lead to significant operational cost advantages
 - C. The use of Limited Liability Companies many times simplifies annual giving by the patriarch or matriarch
 - D. Limited Liability Companies may be drafted in a manner which facilitates keeping the family assets in the family
 - E. Use of the Limited Liability Company provides some protection of family assets from future creditors
 - F. A Limited Liability Company may provide some asset protection against failed marriages
 - G. An LLC Operating Agreement is comparatively flexible
 - H. The LLC Operating Agreement provides greater flexibility in making investments because of the operation of the business judgment rule
 - I. Many clients desire to have a Limited Liability Company in order that arbitration can be utilized to resolve family disputes
 - J. Family disputes with little merit may be deterred by an LLC Operating Agreement which adopts the so-called “English” rule
 - K. The Limited Liability Company agreement institutionalizes family communication on family business and financial matters
 - L. A Limited Liability Company can save legal costs associated with out-of-state probate
 - M. The Limited Liability Company allows the manager of the LLC assets to follow modern portfolio theory

II THE TAX REASONS OF WHY MANY FAMILIES ARE CREATING LIMITED LIABILITY COMPANIES

- A. Allows use of discounting techniques, reducing value of LLC interest owned by patriarch/matriarch by as much as 50% (lack of marketability, lack of control)
- B. Increases amounts which may be transferred by annual gifting (after discounting)
- C. May allow shifting of income to member in lower income tax bracket

Date: _____

Location: _____

PLEASE TAKE A MOMENT TO COMPLETE THIS QUESTIONNAIRE NOW

(Please Print)

Name: _____ Spouse: _____

Address: _____

City: _____ State: _____ Zip: _____

Home Phone: (_____) _____ Work Phone: (_____) _____

Home Email: _____

Age Range: Under 70 Over 70 Retired Plan to Retire (___ / ___ / ___)

How did you learn of our seminar?

Invitation Referred By _____ Other _____

Do you have a Living Trust? Yes No Prepared by Us? Yes No

Has your Trust been reviewed in the past 3 years? Yes No

Has your Financial Plan been reviewed in the past 3 years? Yes No

Total value of your Retirement Accounts (IRAs, 401(k)s, 403(b)s, 457s, etc):

Under \$150K \$150K - \$750K \$750K +

Estimated Net Worth:

Under \$1.5 Million \$1.5 - \$3 Million Over \$3 - \$5 Million Over \$5 Million

I would like to schedule a short version of this presentation for my club, church, organization, or company. Name of group: _____

I know of someone who may also benefit from attending this seminar (We will call you for their address and send them an invitation).

I(we) would like to schedule a free consultation and we have an interest in (check all that apply):

Boyd & Boyd, P.C.

- Setting Up A Living Trust
- Review of My Existing Trust
- IRA Inheritance Trust®
- Estate Tax Planning
- Asset Protection
- Income Tax Planning

Wealth Enhancement Group - AMR Team

- More Retirement Income
- Investment Review
- Insurance / Annuity Review
- Selling Property without Capital Gains Tax
- Long-Term Care Planning
- Financial Plan Update/Review

On a scale of 1 - 10 (10 being the best seminar you've ever attended), please tell us how we did by circling one of the following:

1 2 3 4 5 6 7 8 9 10

Was there something we did not cover that you expected us to discuss: _____

If a friend were considering attending this seminar, how would you describe it? _____

Please use this space to share any other thoughts: _____

The lawyers at Boyd & Boyd, P.C. welcome client comments on AVVO.com, Lawyers.com and Google.

Please follow us on Facebook, Twitter, LinkedIn and at www.boydandboydpc.com

If you have a friend who might benefit from our seminars, please share your invitation and our website!

Friends invite friends to plan with
Boyd & Boyd, P.C. & Wealth Enhancement Group - AMR Team
"The greatest compliment we can receive is a referral by a client of a friend" - F. Keats Boyd, Jr.

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Has your Living Trust been kept up to date with your wishes?
Does it reflect the current needs and situations of your loved ones?
**Has it been updated for changes in the law
and the newest planning strategies?**

Each year the Congress and state legislatures pass new laws, the IRS issues new rulings, and courts issue new rulings which affect your estate plan. Additionally, estate planners are constantly improving wealth transfer techniques. Having your estate plan reviewed every two or three years is essential to retain the benefits of your planning and to take advantage of new opportunities.

Here are some recent developments:

Your Living Trust as an IRA Beneficiary: For many years we have been recommending listing your trust as a contingent beneficiary upon a disclaimer by the surviving spouse. In April of 2002 the IRS issued regulations that allowed more favorable income tax treatment to IRA distributions made to a trust *if the trust contained language that complied with the new regulations*. You don't have the required language unless you have amended your trust after April 2002.

IRA Inheritance Trust™: We are proud to be the *only* Cape Cod law firm able to bring you this new, tax savings technique. Some of you have already implemented the IRA Inheritance Trust™. This IRS approved technique can save your family hundreds of thousands, if not millions, of IRA or other retirement plan dollars by protecting the stretch-out available to your heirs and protecting their IRA inheritance from divorce and other creditors. The IRA Inheritance Trust™ is a vastly more powerful vehicle than using your Living Trust as an IRA beneficiary mentioned above. This technique is appropriate for families with IRAs in excess of \$150,000.

Massachusetts Estate Taxes: Effective January 2003, the "Sponge Tax" was repealed and Massachusetts instituted a separate Estate Tax. This tax applies to residents *and* non-residents who own real estate or personal property in Massachusetts. Massachusetts real estate owned by a revocable trust is still subject to this tax. To minimize or avoid the new estate tax your trust needs to have an amendment so that your "A-B" Trust is converted to an "A-B-C" Trust. I have found a few clients are still relying on old pre-1997 "A-B-C" Trusts ~ These old trusts don't work properly under the new law. Pre-1997 trusts MUST be reviewed and almost ALWAYS need to be amended.

Boyd & Boyd, P.C.

"You create the legacy. We create the plan."

Estate, Trust & Retirement: Planning, Administration & Management,
Elder Law, Special Needs Planning, Tax Law, Business & Succession Planning, Trustee Services

Health Insurance Portability and Accounting Act (HIPAA): In 1996 Congress passed the HIPAA law. Implementation of the privacy protection requirements of the HIPAA law proved to be problematic for estate plans across the country. Beginning in 2004 we added language to new trusts and trust amendments to address the problems raised by HIPAA. This year we have improved upon that change.

New Opportunities: This year we offer an improvement to our Living Trust to include some exciting new techniques. These new opportunities are based upon over 100 years of Asset Protection Law. We may adapt and “import this technology” into your Living Trust. These opportunities are unique and are only offered by a small number of attorneys, who have taken the time to study it and the expense of updating their documents to include it. With these updates your trust can now:

- ✓ Have the ability to protect your loved ones from losing their inheritance to *divorces*, lawsuits, creditors and government claims.
- ✓ Have the ability to build your family’s wealth, free of *estate taxes*, for several generations!
- ✓ Give your Trustee the tools to qualify you for Medicaid if you become disabled and protect your estate from being wiped out by *nursing home bills*
- ✓ Have the flexibility to adapt *after you’re gone* to new tax laws and the ever-changing needs and circumstances of your beneficiaries (so your Trust will continue to work the way you intended)

We always strive to maintain our Trusts as “state of the art,” and that is why we contact our clients when we feel that important changes need to be made. We now strongly recommend that your Living Trust be updated to conform with a number of recent developments in estate planning law and asset protection strategies.

These recommended changes are important and may save your family hundreds of thousands of dollars by better protecting their inheritance from spouses and creditors. These changes will also allow your surviving spouse or other Successor Trustee increased flexibility in administering your Trust when the time comes.

A properly planned estate is a lifetime, evolving process. It is not a one-shot, do it and forget about it event. Continue to keep your plan up to date. Schedule your free estate plan review before you leave today.

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Estate, Trust & Retirement: Planning, Administration & Management,
Elder Law, Special Needs Planning, Tax Law, Business & Succession Planning, Trustee Services



We need your 5-Star Review!

Our newer clients often come to us because of our reviews on Google, Facebook or Yelp. Do you like working with me & my firm? Do you enjoy our seminars? Please share your experience by writing a short review - You don't need to say a lot. But positive feed back that mentions Trusts, Estate Planning, Asset Protection Planning, Tax Planning, Estate Settlement or Estate Administration will help others find Boyd & Boyd, P.C. - **Thank you!**

Have you ever wondered "What should I say in my review?" (I know I have). Here are some questions you might want to answer when writing a review:

What was the problem you had BEFORE you came to Boyd & Boyd, P.C.

Why did you choose Boyd & Boyd, P.C. over other companies?

As a result of hiring our firm (or coming to our Seminar), what was the outcome?

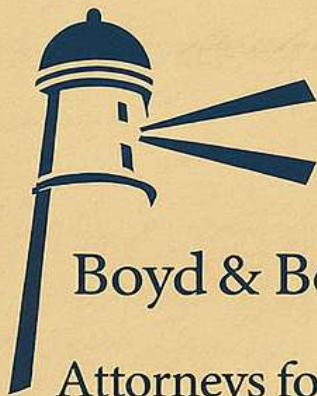
How has your life changed since achieving this outcome?



A COMPREHENSIVE GUIDE TO PROTECTING YOUR LEGACY

ESTATE PLANNING *vs.* THE WEALTH PROTECTION PLAN

*A Step-by-Step Comparison to Help Families
Safeguard Wealth, Reduce Taxes, and Protect
Future Generations*



Boyd & Boyd, P.C.

Attorneys for Families
Who Care About Their
Legacy



**A Comprehensive Comparison of
A Typical Estate Plan
VS.
Boyd & Boyd, P.C.'s
Wealth Protection Plan™**



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A Comprehensive Comparison of a Typical Estate Plan

vs.

Boyd & Boyd, P.C.'s Wealth Protection Plan™

When planning for the future, many people think estate planning is simply about deciding who inherits their belongings when they pass away. While this is an essential aspect, it's only the beginning. Estate planning should also focus on protecting your wealth, growing it, and ensuring it transfers to your loved ones with minimal taxes, complications, or risks. Boyd & Boyd, P.C.'s Wealth Protection Plan™ takes estate planning to the next level, offering an all-encompassing solution that ensures your legacy is safeguarded for generations.

What Does a Typical Estate Plan Cover?

A typical estate plan includes foundational documents that help individuals distribute their assets and make important health and financial decisions if they are incapacitated. These typically include:

1. **Revocable Trust:** Helps avoid probate and ensures assets pass smoothly to heirs.
2. **Last Will and Testament:** Specifies how assets will be distributed and appoints guardians for minor children.
3. **Durable Power of Attorney:** Allows a trusted person to make financial decisions on your behalf if you're unable to do so.
4. **Health Care Proxy:** Enables someone to make medical decisions for you if you cannot.
5. **Living Will:** (not recognized in Massachusetts) if given, outlines your preferences for end-of-life care.

While these documents are crucial, they often lack the robust features necessary to shield your assets from unexpected risks like lawsuits, divorces, or creditor claims. Additionally, standard plans may not optimize for tax savings or offer the flexibility to adapt to life's changes, such as moving to another state.

Boyd & Boyd's Wealth Protection Plan™: A Superior Solution

Boyd & Boyd's Wealth Protection Plan™ builds on the foundation of a traditional estate plan but incorporates additional layers of protection, flexibility, and tax savings that make a significant difference for families.

1. Tax Efficiency and Savings

Taxes can erode your wealth significantly, but the Wealth Protection Plan employs advanced strategies to minimize their impact:

- **Capital Gains Tax:** Helps heirs receive a 100% step-up in asset basis, reducing or eliminating capital gains tax when they sell inherited assets.
- **Estate Tax:** Offers optional estate tax shelters to maximize the use of federal and Massachusetts exemptions, avoiding unnecessary taxes.
- **Income Tax Efficiency:** Leverages beneficiaries' lower tax brackets instead of subjecting trust income to higher tax rates.

For married couples, the Wealth Protection Plan can achieve a 100% cost-basis step-up at the first passing and may provide a similar benefit at the second passing. This strategy alone can save families millions over time.

2. Asset Protection

Unlike a typical estate plan, the Wealth Protection Plan shields inherited assets from risks such as:

- Creditor claims
- Lawsuits
- Tax liens
- Divorce settlements (in most states)
- Nursing home expenses
- Loss of needs-based government benefits (like Medicaid)

This ensures that the assets you worked hard to build stay protected within your family.

3. Flexibility and Control

Life is unpredictable, and tax laws are ever-changing. Boyd & Boyd's Wealth Protection Plan gives trustees and beneficiaries the tools to adapt:

- **Trust Amendments:** Includes up to four ways to modify the trust in response to new laws or circumstances after your passing. That's because we use an amendable Irrevocable Trust.
- **Location and Governance:** Allows trustees to change the trust's jurisdiction and governing law.
- **Beneficiary Control:** Empowers each beneficiary to adjust the income tax status of their trust share or provide for a spouse while protecting their children's inheritance.

This flexibility ensures the plan remains effective and relevant, no matter what the future holds.

4. Education and Ongoing Guidance

Boyd & Boyd's Wealth Protection Plan includes exclusive resources and webinars, such as:

- "A Walk Through Your Trust"
- "A Walk Through Your IRA Inheritance Trust"
- "Funding Review"
- "What to Do When a Loved One Dies"

These sessions provide invaluable guidance, ensuring that families understand their plan and can navigate the complexities of trust administration confidently.

Key Differences at a Glance:

Feature	Typical Estate Plan	Boyd & Boyd's Wealth Protection Plan™
Documents Included	Revocable Trust, Will, Power of Attorney, etc.	All typical documents plus advanced trusts for retirement assets, funding guidance, and more.
Tax Strategies	Basic tax avoidance	Advanced strategies for capital gains, estate tax, and income tax savings.
Asset Protection	Minimal	Comprehensive protection from creditors, lawsuits, divorce, and more.
Flexibility	Limited	High flexibility for amendments, tax efficiency, and jurisdiction changes.
Ongoing Guidance	Rare	Exclusive webinars and updates on legal changes.
Potential Value for \$1M Estate	\$50,000 in probate savings	Up to \$3.9 million in savings and protection.

The Bottom Line: Why Choose the Wealth Protection Plan?

For families looking to preserve and grow their wealth while minimizing risks and taxes, the Wealth Protection Plan is a game-changer. It not only provides the tools to avoid probate and pass assets smoothly but also ensures those assets are shielded from threats and positioned for long-term growth.

Whether your estate is worth \$1 million or \$5 million, the Wealth Protection Plan offers unmatched value. It protects your legacy, empowers your loved ones, and ensures that your hard-earned wealth benefits your family for generations to come. With Boyd & Boyd, P.C., you're not just planning for the future—you're protecting it.

Thank You!

Thank you for taking the time to learn about the differences between a typical estate plan and Boyd & Boyd, P.C.'s Wealth Protection Plan™. We're dedicated to helping families like yours protect, grow, and pass on their legacy in a way that ensures lasting security and peace of mind.

If you're ready to take the next step in safeguarding your family's future, we invite you to schedule an audit of your plan with us today. We can show you how you & your family will benefit by moving to the Wealth Protection Plan™. Your plan will always be tailored to meet your unique needs and goals. Call Boyd & Boyd, P.C. at **508-775-7800** or visit us online to get started. Together, we'll create a plan that ensures your legacy is protected for generations to come.

Features	Typical Estate Plan	Boyd & Boyd, PC's Wealth Protection Plan™
Typical Plan Documents/Components		
Revocable Trust	✓	✓
Last Will & Testament	✓	✓
Durable Power of Attorney	✓	✓
Health Care Proxy	✓	✓
Living Will	??	✓
Includes Real Estate Title Review (not a Title Exam)		✓
Deed to Trust for Primary MA Home	??	✓
Obtaining permission for transfer to trust from Lenders (Note: some lenders charge an additional fee)		✓
Certificate of Trust for Real Estate	??	✓
Certificate of Trust for Banking	??	✓
Certificate of Trust for Investments	??	✓
Assignment of Tangible Personal Property		✓
Assignment of Precious Metals		✓
Funding your trust "To-Do" List		✓
Funding Memo	??	✓
In-Person Funding Guidance		✓
Contract to Plan		✓
Estate Planning Manual	??	✓
Use complex inheritance options		✓
Provides planning for retirement accounts		✓
Includes Beneficiary Designations for Retirement Accounts		✓
Includes Client Only "A Walk Through Your Trust" Webinar		✓
Includes Client Only "A Walk Through Your IRA Inheritance Trust" Webinar		✓
Includes Client Only "Funding Review" Webinar		✓
Includes Client Only "What to Do When A Loved One Dies" Webinar		✓
Includes complimentary notices of important changes in the law		✓
Costs your family unnecessary taxes by: (You DON'T want these features!)		
If married, forces the use of estate tax shelter (in many cases costing unnecessary Cap Gains Tax)	✓	
If married forces overfunding of estate tax shelter	✓	
Avoid Income Taxes by:		
If single, obtain a 100% cost basis step-up at passing	✓	✓
Using Beneficiary's tax bracket instead of more the expensive trust tax bracket		✓
If married, obtain a 100% cost basis step-up at 1st passing		✓
If married, has the option to obtain a 100% cost basis step-up at the 2nd passing		✓
Including a formula General Power of Appointment to get cost basis step-up for heirs without creating an estate tax		✓

Gives Your Family Flexibility		
Permits Trustee to change location of the trust		✓
Permits Trustee to change governing law		✓
Permits your family to run the trust without the need for a professional/institutional trustee		✓
Permits each beneficiary to change the income tax status of his/her trust share		✓
Permits each beneficiary to provide for a spouse while still protecting the beneficiary's children		✓
Permits the creation of an Amendable Irrevocable Trust		✓
Includes as many as four (4) ways to amend a trust for changes in the law after you die		✓
Once properly funded, your trust can provide the following benefits:		
Avoid Probate	✓	✓
Pass Wealth at Death	✓	✓
Place the right people in charge	✓	✓
You can be changed while you are alive	✓	✓
Assets may be returned to you at anytime	✓	✓
Tax filings remain the same while revocable	✓	✓
No need to amend trust because you move to FL		✓
May be used by residents of all 50 states		✓
Avoid Estate Tax by:		
If married allows optional funding of Credit Shelter Trust		✓
Allows Maximum use of the estate tax exemption (US & MA) - but only when desired		✓
Protect an inheritance from a 2nd or 3rd estate tax		✓
Asset Protection:		
Protect an inheritance from Beneficiary's Creditors		✓
Protect an inheritance from a Beneficiary's Bankruptcy		✓
Protect an inheritance from Tax Liens against a Beneficiary		✓
Protect an inheritance from Lawsuits against a Beneficiary		✓
Protect an inheritance from Divorce when beneficiary lives in MA		Maybe
Protect an inheritance from Divorce when beneficiary lives in 49 states		✓
Protect an inheritance from Estate Taxes on Inheritance when Bene dies		✓
Protect an inheritance from Estate Taxes on Inheritance when children of Bene dies		✓
Protect an inheritance from nursing home expenses of a beneficiary		✓
Protect a beneficiary from losing needs based government benefits (like SSI or Medicaid)		✓
Potential Value to a \$1,000,000 Estate	\$50,000*	\$3.9 million**
Potential Value to a \$5,000,000 Estate	\$250,000*	\$19.5 million**

* Assumes Probate savings= 5% of estate size

** Assumes \$1/\$5 mil estate with Basis of 50% and Total Return of 7.5% and Yield of 5%

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Boyd & Boyd, P.C.

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ADD MORE PROTECTION & FLEXIBILITY TO YOUR LIVING TRUST

by adding
The Unique
“Personal Asset TrustSM”

The “Old Way” of Estate Planning

In most Living Trusts, beneficiaries receive their inheritance “outright” -- either immediately after you’re gone, or over a certain period of time, or at certain ages. In other words, your assets are distributed out of your Trust right into the names of your beneficiaries. However, by “owning” their inheritance, your beneficiaries are then exposed to the claims of spouses in divorce, creditors, lawsuits, the loss of government needs-based benefits and potential estate taxes when their inheritance is handed down to the next generation of beneficiaries.

The “New” and Better Way

Instead of receiving their inheritance directly, each of your beneficiaries may instead receive their inheritance in a special trust, which springs out of your Living Trust. This continuing “Personal Asset TrustSM” (or “PAT”) can be controlled by each beneficiary in such a manner as to virtually give him or her all of the same rights as ownership, without the liability exposures ownership brings.

How the “PAT” Works

The beneficiary may be his or her own initial Trustee in control of his or her own “Personal Asset TrustSM”. The beneficiary may control

the investing of his or her inheritance, how and when



it is distributed and even who may receive it when that beneficiary passes away (if you wish, this right may be limited, such as only to your lineal descendants). The level of asset protection needed may be determined by the beneficiary after you're gone with the advantage of "20/20 hindsight", looking at the beneficiary's circumstances at that time. For example, if a moderate level of protection is appropriate, an independent Co-Trustee may be brought in to co-sign on distributions. Or, if a greater level of asset protection is needed, an independent "Trust Protector" can "lockdown" the Trust even more tightly from the attack of third parties. In either case, the beneficiary may continue to indirectly control his or her inheritance, while enjoying additional asset protection.

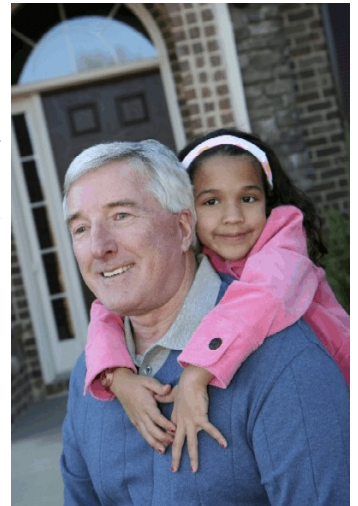
The Flexibility to Adapt

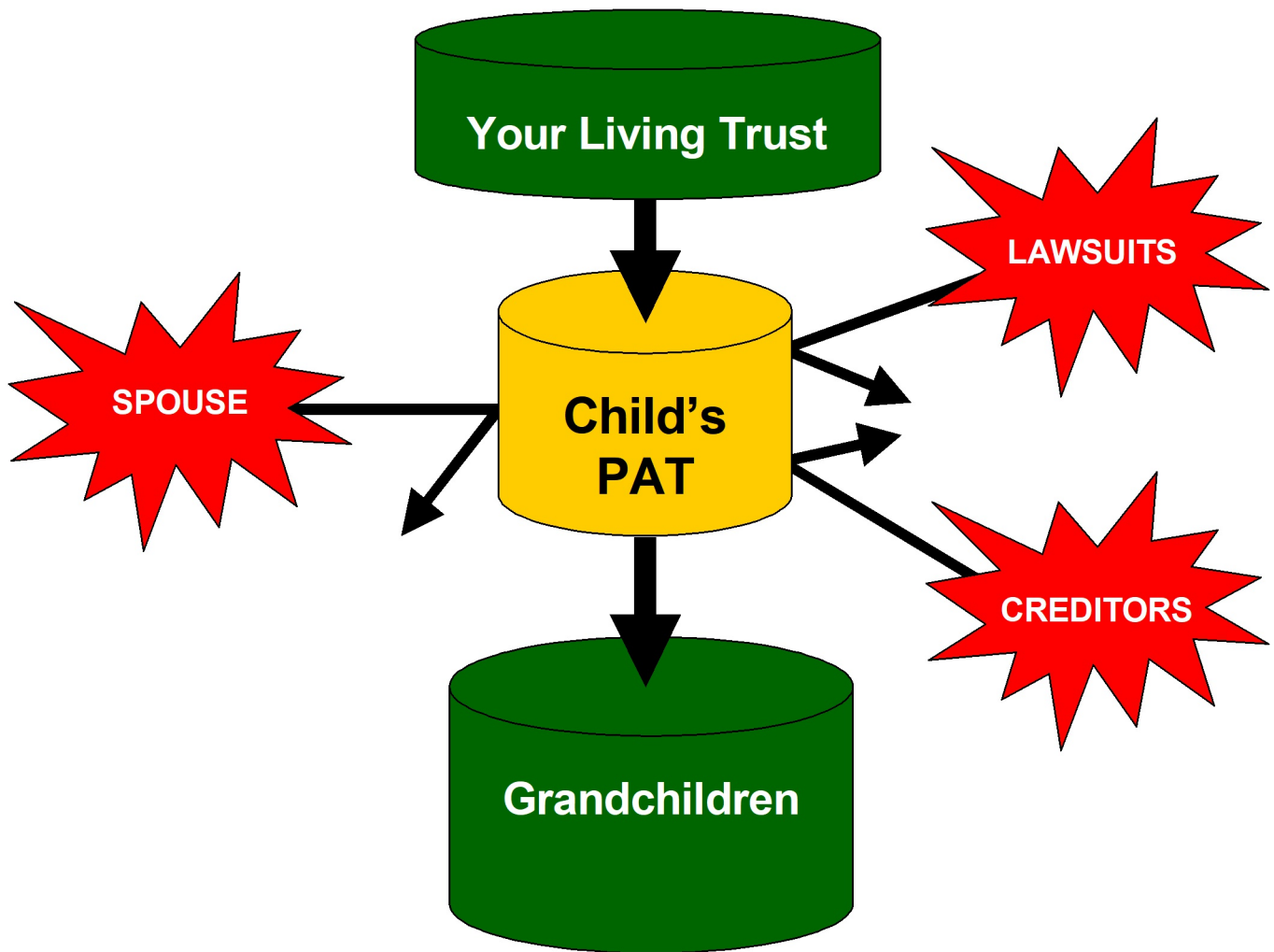
Sometimes a plan may not work as originally intended because of changed circumstances or events you don't anticipate. For example, you may have set up a restrictive trust for a beneficiary you did not feel was good at handling money or who was receiving government benefits; but later this beneficiary may prove capable or no longer require or be receiving government benefits, and the trust and its ongoing paperwork and expense may no

longer be warranted. On the other hand, you may have provided for a beneficiary to receive their inheritance right away or at a certain age and when the time comes, the beneficiary is having drug or alcohol problems, or otherwise can't properly handle his or her own affairs, or is receiving government benefits; in this case, you would want the trust to hold back the beneficiary's distributions until the beneficiary is capable of handling matters on his or her own. Or, a lawsuit may be threatened against a beneficiary and it would advantageous to take certain protective actions. Now you can add flexibility to your Trust by permitting your Trustee to bring in the "Trust Protector" to handle these situations, as you would have intended.

We Didn't "Invent" It

The "Personal Asset TrustSM" is based upon over 100 years of Asset Protection Law. We have merely adapted and "imported this technology" for your Living Trust. This "Personal Asset TrustSM" is so unique that it is only offered by a small number of attorneys, who have taken the time to study it and the expense of updating their documents to include it.





Take Advantage of This Unique Opportunity

We have prepared an Amendment that can add this "Personal Asset TrustSM" to your Trust at only a fraction of the price for an Asset Protection Trust alone. If you have not yet added this "PAT" feature to your existing Living Trust, you should seriously consider doing so right away. We believe that it's so important, we now offer the "PAT" as a standard feature in every new Living Trust vehicle we build!

Please note that the "Personal Asset TrustSM" does not alone guarantee "bulletproof" asset protection for your beneficiaries, but it does add much enhanced protection over the typical Living Trust's provisions. Other, more advanced planning measures, such as Family Limited Partnerships or Irrevocable Trusts may be warranted if you desire an even greater level of asset protection.

**For More Information Contact:
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508-775-7800**

THE LAW OFFICES OF
Boyd & Boyd, P.C.

“You create the legacy. We create the plan.”

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