

New York Chapter Society of Financial Service Professionals

Section Meeting

Split-Dollar as a Better Mousetrap in Estate Planning

Presented by

Richard Harris, CLU, AEP and Kevin O'Connor, CLU

APPROVED FOR 2 NYS CE CREDITS for LA, C1 and LB LICENSES

NON-MEMBERS WELCOME! BRING AN ACCOUNTANT OR ATTORNEY!

Wednesday, September 16, 2009

Location: 989 Ave. of the Americas, 6th Fl. NYC

Time: 8:30 am –11:00 (Coffee provided)

How about a viable and documented idea that estate planning attorneys don't already know that can lead to the placing of large life insurance cases?

Join fellow SFSP member and *Trust & Estates* magazine advisory board member Richard Harris as he shares ideas from his article to be published in the December 2009 issue of *Estate Planning*. Learn how using split-dollar loans can offer a more effective alternative to GRAT's and Sales to Intentionally Defective Grantor Trusts.

Installment Sales to Intentionally Defective Grantor Trusts And How to Improve Them

For years attorneys have used short-term "Zeroed Out" GRATs and/or Installment Sales to Defective Grantor Trusts to pass assets on a favorable tax basis to younger generations. The confluence of current depressed market values, the ability to discount asset values and low interest rates provide a once-in-a-lifetime planning opportunity. These benefits will disappear as asset values return to normal levels and interest rates increase.

Let us share with you how to improve those results. We will demonstrate how you can:

- Extend the duration to a lifetime transaction instead of just a short-to intermediate-term transaction.
- Eliminate the need for "Seed Money" (typically 10% or more) and/or loan guarantees from the beneficiaries.
- Lock in today's (Treasury Reg. 1.7872-15.) interest rates - a combination of the long-term AFR rate through life expectancy (4.26% for August) and the 2009 Demand (82 basis points)) for the balance of a client's life.
- Allow all interest and principal to be paid currently or accrued for life.
- Remove the potential gift tax exposure of "deficiency forgiveness" if the trust doesn't earn the hurdle rate on an installment sale.
- Eliminate gift taxes on life insurance premiums.
- Use cash or "In-Kind" property that can be discounted due to lack of control, marketability or minority interest issues.

In addition, FSP member Kevin O'Connor will demonstrate a complete presentation of this concept along with a sample illustration that he has used with law firms, CPA's and clients.

Please fill out the registration form on back.

**Invite an accountant or attorney to this Educational Meeting.
Just fill in the information highlighted in red below**

**I will attend the Section Meeting on September 16, 2009 from 8:30 am to 11:00 am!
Location: 989 Ave of the Americas, 6th Fl, NYC (between 36th and 37th streets)**

I am a Member of the NYC Chapter SFSP:

Name: _____ Company _____

Address: _____

Phone: _____ Fax: _____

Email: _____

Non Members Registering: \$25 Please fill out all information below

Circle One: Are you an Accountant or Attorney

Name _____ Company _____

Address: _____

Phone: _____ Fax: _____

Email: _____

Make check payable & mail to: NY Chapter SFSP
989 Avenue of the Americas, 6th Fl
New York, NY 10018
Att: Karen Beno – Sept 16

OR Charge my Credit Card:

Print Name on Card _____ Signature: _____

Credit Card #: _____ Exp Date: _____

For **Visa & MasterCard** please provide the 3 digit code (CVV) on the back of your credit card above your signature:

CVV _____

Registrations by Credit Card can be faxed to (212) 764-8693

Questions? Contact Karen Beno at (212) 221-3500, ext. 308 or via Email at kbeno@taifp.com