

Significant wealth creates challenges for those who acquired it. Proper planning is critical to successfully maximizing the wealth for current and future generations.

MELVIN J. HOWARD
MANAGING PARTNER



HOWARD CAPITAL MANAGEMENT



WELCOME

Making your wealth last for you and future generations

Welcome to our *Guide to Wealth Preservation*. After a lifetime of hard work, you want to make sure you protect as much of your wealth as possible and pass it to those who you would like to receive it. Wealth, just like your health, must be carefully preserved, and the correct solution for you is the one that suits your personal circumstances.

The subject of wealth preservation can be an emotional and complex matter. By making use of lifetime planning opportunities and tailor-making Wills and trusts to your particular circumstances, you can ensure that your valuable assets are retained for future generations in the most financially prudent and effective way.

The preservation and constructive transfer of wealth are primary components of a successful wealth protection strategy. While assets can grow over a lifetime, so can the need to consider a variety of products and services to protect wealth for the future. A forward-looking, integrated wealth protection strategy will help ensure a lasting legacy for you and your loved ones.

With numerous options, available when structuring and preserving your wealth, with our advice you can be confident of making the right decisions based on your financial and family situation to best meet your personal objectives. To review your situation and discuss your options, please contact us for further information.

This guide is for your general information and use only and is not intended to address your particular requirements. It should not be relied upon in its entirety and shall not be deemed to be, or constitute, advice. Although endeavors have been made to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No individual or company should act upon such information without receiving appropriate professional advice after a thorough examination of their particular situation. We cannot accept responsibility for any loss as a result of acts or omissions taken in respect of any articles.

CONTENTS

2	Welcome	Making your wealth last for you and future generations
4	Life insurance	Helping dependents to cope financially in the event of your premature death
6	Term life insurance	The most basic type of life insurance
7	Whole-of-life insurance	Guaranteed financial protection that lasts for the rest of your life
9	Critical illness cover	Minimize the financial impact on you and your loved ones
11	Income/protection insurance	No one is immune to the risk of illness and accidents
13	Making a Will	An essential part of your financial planning
14	Power of Attorney	Permitting someone to act on your behalf
15	Inheritance Tax	Passing your estate to the people that matter to you in the most effective way
17	Trusts	Control over your assets for the benefit of one or more people
20	Glossary	Understanding the jargon





LIFE INSURANCE

Helping dependents to cope financially in the event of your premature death

It may be the case that not everyone needs life insurance (also known as 'life cover' and 'death cover'). But if your children, partner or other relatives depend on your income to cover the mortgage or other living expenses, then the answer is yes – you probably do want life insurance, since it will help provide for your family in the event of your death.

Life insurance can make sure they're taken care of financially if you die. So, whether you're looking to provide a financial safety net for your loved ones, moving to a new house or a first-time buyer looking to arrange your mortgage life

insurance – or simply wanting to add some cover to what you've already got – you'll want to make sure you choose the right type of cover. That's why obtaining the right advice and knowing which products to choose – including the most suitable sum assured, premium, terms and payment provisions – is essential.

Coping financially

Life insurance helps your dependents to cope financially in the event of your premature death. When you take out life insurance, you set the amount you want the policy to pay out should you die – this is called the 'sum assured'. Even if you consider that currently you

have sufficient life insurance, you'll probably need more later on if your circumstances change. If you don't update your policy as key events happen throughout your life, you may risk being seriously under-insured.

Own personal circumstances

As you reach different stages in your life, the need for protection will inevitably change. How much life insurance you need really depends on your circumstances, for example, whether you've got a mortgage, you're single or have children. Before you compare life insurance, it's worth bearing in mind that the amount of cover you need will very

much depend on your own personal circumstances, such as the needs of your family and dependents.

There is no one-size-fits-all solution, and the amount of cover – as well as how long it lasts for – will vary from person to person.

These are some events when you should consider reviewing your life insurance requirements:

- ⁿ Buying your first home with a partner
- ⁿ Covering loans
- ⁿ Getting married or entering into a registered civil partnership
- ⁿ Starting a family
- ⁿ Becoming a stay-at-home parent
- ⁿ Having more children
- ⁿ Moving to a bigger property
- ⁿ Salary increases
- ⁿ Changing your job
- ⁿ Reaching retirement
- ⁿ Relying on someone else to support you
- ⁿ Personal guarantee for business loans

Individual lifestyle factors

The price you pay for a life insurance policy depends on a number of things. These include the amount of money you want to cover and the length of the policy, but also your age, your health, your lifestyle and whether you smoke.

Household to household

If you have a spouse, partner or children, you should have sufficient protection to pay off your mortgage and any other liabilities. After that, you may need life insurance to replace at least some of your income. How much money a family needs will vary from household to household, so, ultimately, it's up to you to decide how much money you would like to leave your family that would enable them to maintain their current standard of living.

Two basic types

There are two basic types of life insurance, 'term life' and 'whole-of-life', but within those categories there are different variations. The cheapest, simplest form of life insurance is term life insurance. It is straightforward protection: there is no investment

element, and it pays out a lump sum if you die within a specified period. There are several types of term insurance.

The other type of protection available is a whole-of-life insurance policy, designed to provide you with cover throughout your entire lifetime.

The policy only pays out once the policyholder dies, providing the policyholder's dependents with a lump sum, usually tax-free. Depending on the individual policy, policyholders may have to continue contributing right up until they die, or they may be able to stop paying in once they reach a stated age, even though the cover continues until they die.

Tax matters

Although the proceeds from a life insurance policy are tax-free, they could form part of your estate and become liable to Inheritance Tax. The simple way to avoid Inheritance Tax on the proceeds is to place your policy into an appropriate trust, which enables any payout to be made directly to your dependents. Certain kinds of appropriate trust allow you to control what happens to your payout after death, and this could speed up a payment. However, they cannot be used for life insurance policies that are assigned to (earmarked for) your mortgage lender.

Remove the burden

Generally speaking, the amount of life insurance you may need should provide a lump sum that is sufficient to remove the burden of any debts and, ideally, leave enough over to invest in order to provide an income to support your dependents for the required period of time.

The first consideration is to clarify what you want the life insurance to protect. If you simply want to cover your mortgage, then an amount equal to the outstanding mortgage debt can achieve that.

To prevent your family from being financially disadvantaged by your premature death, and to provide

enough financial support to maintain their current lifestyle, there are a few more variables you should consider:

- ⁿ What are your family expenses, and how would they change if you died?
- ⁿ How much would the family expenditure increase on requirements such as childcare if you were to die?
- ⁿ How much would your family income drop if you were to die?
- ⁿ How much cover do you receive from your employer or company pension scheme, and for how long?
- ⁿ What existing policies do you have already, and how far do they go to meeting your needs?
- ⁿ How long would your existing savings last?
- ⁿ What state benefits are there that could provide extra support to meet your family's needs?
- ⁿ How would the return of inflation to the economy affect the amount of your cover over time?

If you have a spouse, partner or children, you should have sufficient protection to pay off your mortgage and any other liabilities.



TERM LIFE INSURANCE

The most basic type of life insurance

With term life insurance, you choose the amount you want to be insured for and the period for which you want cover. This is the most basic type of life insurance. If you die within the term, the policy pays out to your beneficiaries. If you don't die during the term, the policy doesn't pay out, and the premiums you've paid are not returned to you.

There are two main types of term life insurance to consider: level-term and decreasing-term life insurance.

Level-term life insurance policies

A level-term policy pays out a lump sum if you die within the specified term. The amount you're covered for remains level throughout the term – hence the name.

The monthly or annual premiums you pay usually stay the same, too.

Level-term policies can be a good option for family protection, where you want to leave a lump sum that your

family can invest to live on after you've gone. It can also be a good option if you need a specified amount of cover for a certain length of time, for example, to cover an interest-only mortgage that's not covered by an endowment policy.

Decreasing-term life insurance policies

With a decreasing-term policy, the amount you're covered for decreases over the term of the policy. These policies are often used to cover a debt that reduces over time, such as a repayment mortgage.

Premiums are usually cheaper than for level-term cover, as the amount insured reduces as time goes on.

Decreasing-term insurance policies can also be used for Inheritance Tax planning purposes.

Family income benefit policies

Family income benefit life insurance

is a type of decreasing-term policy. However, instead of a lump sum, it pays out a regular income to your beneficiaries until the policy's expiry date if you die.

You can arrange for the same amount of your take-home income to be paid out to your family if you die.

Whole life insurance policies can be a useful way to cover a future Estate Tax bill.

WHOLE LIFE INSURANCE

Guaranteed financial protection that lasts for the rest of your life

As the name suggests, whole-of-life insurance policies are ongoing policies that pay out when you die, whenever that is. Because it's guaranteed that you'll die at some point (and therefore that the policy will have to pay out), these policies are more expensive than term insurance policies, which only pay out if you die within a certain time frame.

Paying Inheritance Tax

Whole life insurance policies can be a useful way to cover a future Inheritance Tax bill. If you think your estate will have to pay Inheritance Tax when you die, you could set up a whole -of- life insurance policy to cover the tax due, meaning that more is passed to your beneficiaries. However, to ensure the proceeds of the life insurance policy are not included in your estate, it is vital that the policy be written in an appropriate trust. This is a very complicated area of estate planning, and you should obtain professional advice.

A whole life policy has a double benefit: not only are the proceeds of the policy outside your estate for Inheritance Tax purposes, the premium paid for the policy will reduce the value of your estate while you're alive, further

reducing your estate's future Inheritance Tax bill.

Providing financial security

These policies provide financial security for people who depend on you financially. As the name suggests, whole-of-life insurance helps you protect your loved ones financially with cover that lasts for the rest of your life. This means the company providing the cover will have to pay out in almost every case, and premiums are therefore higher than those charged on term insurance policies.

Different types of policy

There are different types of whole-of-life insurance policy – some offer a set payout from the outset while others are linked to investments, and the payout will depend on performance. Investment-linked policies are either unit-linked policies, linked to funds or with-profits policies which offer bonuses.

Some whole life policies require that premiums are paid all the way up to your death. Others become paid-up at a certain age and waive premiums from that point onwards.

Whole life policies can seem attractive because most (but not all) have an investment element and therefore a surrender value. If, however, you cancel the policy and cash it in, you will lose your cover. Where there is an investment element, your premiums are usually reviewed after ten years, and then every five years.

Whole life policies are also available without an investment element and with guaranteed or investment-linked premiums from some providers.

Reviews

The level of protection selected will normally be guaranteed for the first ten years, at which point it will be reviewed to see how much protection can be provided in the future. If the review shows that the same level of protection can be carried on, it will be guaranteed to the next review date.

If the review reveals that the same level of protection can't continue, you'll have two choices:

- ⁿ Increase your payments
- ⁿ Keep your payments the same and reduce your level of protection

Maximum cover

Maximum cover offers a high initial level of cover for a lower premium until the first plan review, which is normally after ten years. The low premium is achieved because very little of your premium is kept back for investment, as most of it is used to pay for the life insurance.

After a review, you may have to increase your premiums significantly to keep the same level of cover, as this depends on how well the cash in the investment reserve (underlying fund) has performed.

Standard cover

This cover balances the level of life Insurance with adequate investment to support the policy in later years. This maintains the original premium throughout the life of the policy. However, it relies on the value of units invested in the underlying fund growing at a certain level each year. Increased charges or poor performance of the fund could mean you'll have to increase your monthly premium to keep the same level of cover.

After a review, you may have to increase your premiums significantly to keep the same level of cover, as this depends on how well the cash in the investment reserve (underlying fund) has performed.

Critical illness cover could help to minimize the financial impact on you and your loved ones.

CRITICAL ILLNESS COVER

Minimize the financial impact on you and your loved ones

We never think a critical illness is going to happen to us, especially when we feel fit and healthy, but it can and does. If the worst does happen, it's important to make sure you're financially protected against the impact a critical illness could have on you and your family.

Critical illness cover could help to minimize the financial impact on you and your loved ones. For example, if you needed to give up work to recover, or if you passed away during the length of the policy, the money could be used to help fund the mortgage or rent, everyday bills, or even simple things like the weekly food shop – giving you and/or your family some peace of mind when you need it most.

Surviving financial hardship

After surviving a critical illness, sufferers may not be able to return to work straight away (or ever), or may need home modifications or private therapeutic care. It is sad to contemplate a situation where someone survives a serious illness but fails to survive the ensuing financial hardship. Preparing for the worst is not something we want to think about when feeling fit and healthy, but you never know what life is going to throw at you next.

Tax-free lump sum

Critical illness cover, either on its own or as part of a life insurance policy, is designed to pay you a tax-free lump sum on the diagnosis of certain specified life-threatening or debilitating (but not necessarily fatal) conditions, such as a heart attack, stroke, certain types/stages of cancer and multiple sclerosis. A more comprehensive policy will cover many more serious conditions, including loss of sight, permanent loss of hearing and a total and permanent disability that stops you from working. Some policies also provide cover against the loss of limbs. But not all conditions are necessarily covered, which is why you should always obtain professional advice.

Much-needed financial support

If you are single with no dependents, critical illness cover can be used to pay off your mortgage, which means that you would have fewer bills or a lump sum to use if you became very unwell. And if you are part of a couple, it can provide much-needed financial support at a time of emotional stress.

Exclusions and limitations

The illnesses covered are specified in the policy along with any exclusions

and limitations, which may differ between insurers. Critical illness policies usually only pay out once so are not a replacement for income. Some policies offer combined life and critical illness cover. These pay out if you are diagnosed with a critical illness or you die, whichever happens first.

Pre-existing conditions

If you already have an existing critical illness policy, you might find that by replacing a policy, you would lose some of the benefits if you have developed any illnesses since you took out the first policy. Before 2014 some insurance policies would not cover expenses due to **pre-existing conditions** that is no longer the case.

Lifestyle changes

Some policies allow you to increase your cover, particularly after lifestyle changes such as marriage, moving home or having children. If you cannot increase the cover under your existing policy, you could consider taking out a new policy just to 'top up' your existing cover.

Policy definition

A policy will provide cover only for



conditions defined in the policy document. For a condition to be covered, your condition must meet the policy definition exactly. This can mean that some conditions, such as some forms of cancer, won't be covered if deemed insufficiently severe. Similarly, some conditions may not be covered if you suffer from them after reaching a certain age, for example, many policies will not cover Alzheimer's disease if diagnosed after the age of 60.

Survival period

Very few policies will pay out as soon as you receive diagnosis of any of the conditions listed in the policy, and most pay out only after a 'survival period', which is typically 14, 30 etc days. This means that if you die within those days of meeting the definition of the critical illness given in the policy, the cover would not pay out.

Range of factors

How much you pay for critical illness cover will depend on a range of factors including what sort of policy you have chosen, your age, the amount you want the policy to pay out and whether or not you smoke.

Permanent total disability is usually included in the policy. Some insurers

define 'permanent total disability' as being unable to work as you normally would as a result of sickness, while others see it as being unable to independently perform three or more 'activities of daily living' as a result of sickness or accident.

Activities of daily living include:

- ⁿ Bathing
- ⁿ Dressing and undressing
- ⁿ Eating
- ⁿ Transferring from bed to chair and back again

Make sure you're fully covered

The good news is that medical advances mean more people than ever are surviving conditions that might have killed earlier generations. Critical illness cover can provide cash to allow you to pursue a less stressful lifestyle while you recover from illness, or you can use it for any other purpose. Don't leave it to chance – make sure you're fully covered.

No one can guarantee that they will not be the victim of an unfortunate accident or be diagnosed with a serious illness. The bills won't stop arriving and the mortgage payments won't stop being deducted from your bank account, so going without income protection insurance could be tempting fate.

INCOME PROTECTION INSURANCE

No one is immune to the risk of illness and accidents

No one likes to think that something bad will happen to them, but if you couldn't work due to a serious illness, how would you manage financially? Could you survive on savings or sick pay from work? If not, you may need some other way to keep paying the bills – and you might want to consider income protection insurance.

You might think this may not happen to you (and, of course, we hope it doesn't), but it's important to recognize that no one is immune to the risk of illness and accidents.

No one can guarantee that they will not be the victim of an unfortunate accident or be diagnosed with a serious illness. The bills won't stop arriving and the mortgage payments won't stop being deducted from your bank account, so going without income protection insurance could be tempting fate.

Providing monthly payments

Income protection insurance is a long-term insurance policy that provides a monthly payment if you can't work because you're ill or injured, and typically pays out until you can start working again, or until you retire, die or the end of the policy term – whichever is sooner.

Unable to work

It replaces part of your income if you can't work because you become ill or disabled

- ⁿ **It pays out until you can start working again**, or until you retire, die or the end of the policy term – whichever is sooner
- ⁿ **There's a waiting period before the payments start**, so you generally set payments to start after your sick pay ends, or after any other insurance stops covering you. The longer you wait, the lower the monthly payments
- ⁿ **It covers most illnesses that leave you unable to work**, either in the short or long term (depending on the type of policy and its definition of incapacity)
- ⁿ **You can claim as many times as you need to** while the policy lasts

Generous sickness benefits

Those in very good jobs may receive generous sickness benefits through the workplace, and these can extend right up until the date upon which they had intended to retire. The majority of employees with long-term health problems could, on the

other hand, find themselves having to rely on the state, which is likely to prove hard.

Tax-free monthly income

Without a regular income, you may find it a struggle financially, even if you were ill for only a short period, and you could end up using your savings to pay the bills. In the event that you suffered from a serious illness, medical condition or accident, you could even find that you are never able to return to work. Few of us could cope financially if we were off work for more than six to nine months. Income protection insurance provides a tax-free monthly income for as long as required (up to retirement age) should you be unable to work due to long-term sickness or injury.

Profiting from misfortune

Income protection insurance aims to put you back to the position you were in before you were unable to work. It does not allow you to make a profit out of your misfortune. So the maximum amount of income you can replace through insurance is broadly the after-tax earnings you have lost, less an adjustment for state benefits you can claim. This is typically translated into a maximum of 60% of your before-tax earnings, but the actual amount will depend on the company that provides your cover.

Self-employment

If you are self-employed, then no work is also likely to mean no income. However, depending on what you do, you may have income coming in from earlier work, even if you are ill for several months. The self-employed can take out individual policies rather than business ones, but you need to ascertain on what basis the insurer will pay out. A typical basis for payment is your pre-tax share of the gross profit (after deduction of trading expenses) in the 12 months immediately prior to the date of your incapacity. Some policies operate an average over the last three years, as they understand that self-employed people often have a fluctuating income.

Cost of cover

The cost of your cover will depend on your gender, occupation, age, state of health and whether or not you smoke. The 'occupation class' is used by insurers to decide whether a policyholder is able to return to work. If a policy will pay out only if a policyholder is unable to work in 'any occupation', it might not pay benefits for long – or indeed at all. The most comprehensive definitions are 'Own Occupation' or 'Suited Occupation'. 'Own Occupation' means you can make a claim if you are unable to perform your own job; however, being covered under 'Any Occupation' means that you have to be unable to perform any job, with equivalent earnings to the job you were doing before not taken into account.

You can also usually choose for your cover to remain the same (level cover) or increase in line with inflation (inflation-linked cover):

- ⁿ **Level cover** – with this cover, if you made a claim, the monthly income would be fixed at the start of your plan and does not change in the future. You should remember that this means if inflation eventually starts to rise, the buying power of your monthly income payments may be reduced over time
- ⁿ **Inflation-linked cover** – with this cover, if you made a claim, the monthly income would go up in line with the Consumer Price Index (CPI).

When you take out cover, you usually have the choice of:

- ⁿ **Guaranteed premiums** – the premiums remain the same all the way throughout the term of your plan. If you have chosen inflation-linked cover, your premiums and cover will automatically go up each year in line with CPI
- ⁿ **Reviewable premiums** – this means the premiums you pay can increase or decrease in the future. The premiums will not typically increase or decrease for the first five years of your plan, but they may do so at any time after that. If your premiums do go up or down, they will not change again for the next 12 months

Making a claim

How long you have to wait after making a claim will depend on the waiting period. You can typically choose from between 1, 2, 3, 6, 12 or 24 months. The longer the waiting period you choose, the lower the premium for your cover will be, but you'll have to wait longer after you become unable to work before the payments from the policy are paid to you. Premiums must be paid for the entire term of the plan, including the waiting period.

Innovative new products

Depending on your circumstances, it is possible that the payments from the plan may affect any state benefits due to you. This will depend on your individual situation and what state benefits you are claiming or intending to claim. This market is subject to constant change in terms of the innovative new products that are being launched. If you are unsure whether any state benefits you are receiving will be affected, you should seek professional advice.

MAKING A WILL

An essential part of your financial planning

Your Will lets you decide what happens to your money, property and possessions after your death. If you make a Will, you can also make sure you don't pay more Inheritance Tax than you need to. It's an essential part of your financial planning. Not only does it set out your wishes, but die without a Will, and your estate will generally be divided according to the rules of intestacy, which may not reflect your wishes. Without one, the State directs who inherits, so your loved ones, relatives, friends and favorite charities may get nothing.

Same-sex partners

It is particularly important to make a Will if you are not married or are not in a registered civil partnership (a legal arrangement that gives same-sex partners the same status as a married couple). This is because the law does not automatically recognize cohabitants (partners who live together) as having the same rights as husbands, wives and civil partners. As a result, even if you've lived together for many years, your cohabitant may be left with nothing if you have not made a Will.

A Will is also vital if you have children or dependents who may not be able to care for themselves. Without a Will, there could be uncertainty about who will look after or provide for them if you die.

Peace of mind

No one likes to think about it but death is the one certainty that we all face. Planning ahead can give you the peace of mind that your loved ones can cope financially without you and, at a difficult time, helps remove the stress that monetary worries can bring.

Making a Will is the first step in ensuring that your estate is shared out exactly as you want it to be.

If you leave everything to your spouse or registered civil partner, there'll be no Inheritance Tax to pay because they are classed as an exempt beneficiary. Or you may decide to use your tax-free allowance to give some of your estate to someone else or to a family trust.

Good reasons to make a Will

A Will sets out who is to benefit from your property and possessions (your estate) after your death.

There are many reasons why you need to make a Will:

- ⁂ You can decide how your assets are shared – if you don't have a Will, the law says who gets what
- ⁂ If you're an unmarried couple (whether or not it's a same-sex relationship), you can make sure your partner is provided for
- ⁂ If you're divorced, you can decide whether to leave anything to your former partner
- ⁂ You can make sure you don't pay more Inheritance Tax than necessary
- ⁂ Several people could make a claim on your estate when you die because they depend on you financially
- ⁂ You want to include a trust in your Will (perhaps to provide for young children or a disabled person, save tax, or simply protect your assets in some way after you die)
- ⁂ Your permanent home is not in the US or you are not an American citizen
- ⁂ You live here but you have overseas property
- ⁂ You own all or part of a business

Before you write a Will, it's a good idea to think about what you want included in it.

You should consider:

- ⁂ How much money and what property and possessions you have
- ⁂ Who you want to benefit from your Will
- ⁂ Who should look after any children under 18 years of age
- ⁂ Who is going to sort out your estate and carry out your wishes after your death (your executor)

Passing on your estate

An executor is the person responsible for passing on your estate. You can appoint an executor by naming them in your Will. The courts can also appoint other people to be responsible for doing this job. Once you've made your Will, it is important to keep it in a safe place and tell your executor, close friend or relative where it is.

Review your Will

It is advisable to review your Will every five years and after any major change in your life such as getting separated, married or divorced, having a child, or moving to a new house. Any change must be by 'codicil' (an addition, amendment or supplement to a Will) or by making a new Will.

When making an LPA, you are permitting someone to act on your behalf when you are no longer mentally capable of making decisions on your behalf.

POWER OF ATTORNEY

Permitting someone to act on your behalf

A Power of Attorney is a legal document that allows you to give someone else the legal authority to act on your behalf. There are several different types of Power of Attorney.

A Lasting Power of Attorney (LPA), or an “durable” power of Attorney, allows your attorneys or your appointee to make decisions for you when you no longer wish to, or when you lack the mental capacity to do so.

When making an LPA, you are permitting someone to act on your behalf when you are no longer mentally capable of making decisions on your behalf.

There are two different types of LPA:

- ⁿ Health and welfare
- ⁿ Property and financial affairs

Making decisions

A property and financial affairs LPA allows your attorneys to make decisions regarding your finances. This could include decisions about paying bills, operating your bank accounts or even selling your home.

A health and welfare LPA allows your attorneys to make decisions for things such as medical treatment, accepting or refusing types of health care, and whether or not you continue to live in

your own home. You can also give your attorneys the power to make decisions about life-sustaining treatment for you.

Your attorneys can be the same as those appointed under the property and financial affairs LPA.

Financial affairs

If you decide not to make an LPA and subsequently lack the mental capacity to understand the nature and effect of the document, you may no longer be able to create an LPA. In those circumstances, if you are no longer mentally capable of dealing with your financial affairs, someone will have to make an application to the Court to be appointed as attorney in fact. This process applies even if the person incapacitated is your spouse or registered civil partner.

To avoid the Court making decisions on your behalf, it is therefore beneficial to create an LPA because it allows you to decide in advance:

- ⁿ The decisions you want to be made on your behalf if you lose the capacity to make them yourself
- ⁿ The people you want to make these decisions
- ⁿ How you want the people to make these decisions



INHERITANCE TAX

Passing your estate to the people that matter to you in the most effective way

Few taxes are quite as emotive or as politicized as Inheritance Tax, which was once confined to the very wealthy but today is no longer the case. Even families and individuals with a relatively moderate level of wealth may need to plan ahead to ensure that their assets are passed on to their loved ones as efficiently as possible.

The term 'estate planning' can be defined as passing your estate to the people that matter to you in the most effective way. In order to protect the future wealth of your family and loved ones, it is essential to have provisions in place after you're gone, and one of the simplest ways to prevent unnecessary tax payments such as Inheritance Tax is to organize your tax affairs by obtaining professional advice and having a valid Will in place to ensure that your legacy does not involve just leaving a large Inheritance Tax bill for your loved ones.

Size matters

Effective Inheritance Tax planning could save your beneficiaries thousands of dollars, maybe even hundreds of thousands depending on the size of your estate. At its simplest, Inheritance Tax is the tax payable on your estate when you die if the value of your estate exceeds a certain amount.

Inheritance Tax is payable on everything you have of value when you die, including:

- ▯ Your home
- ▯ Your jewelry
- ▯ Your savings and investments
- ▯ Your works of art
- ▯ Your cars
- ▯ Any other properties or land – even if they are overseas

Inheritance Tax threshold

Inheritance Tax is currently paid on amounts above \$5.45 million for the current 2016/17 tax year, at a rate of 40%.

Without proper planning, many people could end up leaving a substantial tax liability on their death, considerably reducing the value of the estate passing to their chosen beneficiaries.

Assets held in trust

Your estate includes everything owned in your name, the share of anything owned jointly, gifts from which you keep back some benefit (such as a home

given to a son or daughter but in which you still live), and assets held in some trusts from which you receive an income.

Against this total value is set everything that you owed, such as any outstanding mortgages or loans, unpaid bills, and costs incurred during your lifetime for which bills have not been received, as well as funeral expenses.

Potentially exempt transfers

Any amount of money given away outright to an individual is not counted for tax if the person making the gift survives for seven years. These gifts are called 'potentially exempt transfers' and are useful for tax planning.

Some cash gifts are exempt from tax. Regular gifts from after-tax income, such as a monthly payment to a family member, are also exempt as long as you still have sufficient income to maintain your standard of living.

Exempt from Inheritance Tax

Any gifts between husbands and wives, or registered civil partners, are exempt from Inheritance Tax whether they were made while both partners were still alive or left to the survivor on the death of the first. Inheritance Tax will be due eventually when the surviving spouse or registered civil partner dies if the value of their estate is more than the combined tax threshold.

Calculating tax payable

Inheritance or estate Tax is a complicated area with a variety of solutions available, and without proper tax planning, many people could end up leaving a huge tax liability on their death, considerably reducing the value of the estate passing to chosen beneficiaries. So without Inheritance Tax planning, your family could be faced with a large tax liability when you die. To ensure that your family benefits rather than the Government, it pays to plan ahead. As with most financial planning, early consideration and planning is essential.

*The **gift tax** is assessed on the donor of the **gift**, based on the value of the assets that were given away. **Inheritance tax**, on the other hand, is paid by the beneficiary when he/she receives assets from a deceased person (if the **inheritance tax** has not already been paid by the executor of the estate).*

TRUSTS

Control over your assets for the benefit of one or more people

Putting your savings, investments, life policies or assets into a trust can play an important part in estate planning. A trust is a legal entity that has control over assets for the benefit of one or more people, and there are different types of trust which can be set up according to what you intend to achieve.

When you set up a trust, you will choose one or more trustees to be responsible for the assets. You will also choose one or more beneficiaries who will receive the assets at a time specified by you. Setting up a trust can ensure that, for example, your estate is passed to the right people at the right time, and may be able to reduce Inheritance Tax liability.

Trusts may be set up for a number of reasons, for example:

- ⁿ To control and protect family assets
- ⁿ When someone is too young to handle their affairs
- ⁿ When someone can't handle their affairs because they are incapacitated
- ⁿ To pass on money or property while you are still alive
- ⁿ To pass on money or assets when you die under the terms of your will – known as a 'will trust'
- ⁿ Under the rules of inheritance that apply when someone dies without leaving a valid Will (England and Wales only)

What is a trust?

A trust is an obligation binding a person called a 'trustee' to deal with property in a particular way for the benefit of one or more 'beneficiaries'.

Settlor

The settlor is someone who puts assets into the trust.

Trustee

The trustee is someone who holds, manages and makes the decisions about the assets (such as money, land or buildings) in the trust.

Beneficiary

The beneficiary is someone who benefits from the assets in the trust.

Testamentary Trust. The testamentary trust is created through explicit instructions in the will of a deceased individual. This type of irrevocable trust is used to leave assets to a beneficiary but only at a specified time, and take effect upon the grantor's death. This trust does not avoid probate – it actually needs probate to take effect.

Discretionary Trust. In discretionary trusts the beneficiaries and assets are not fixed, but determined by criteria established in a trust instrument and administered at the discretion of the trustees, who decide which beneficiaries, and which assets from the trust, will be involved.

Revocable Living Trust or Inter Vivos Trust.

The inter vivos trust, also called a revocable living trust, is often established to avoid the probate process, and make sure that assets go to the trust grantor (creator) intended recipients without a lengthy court process after the grantor's death. Typically, the revocable living trust is the "mothership" containing many sub trusts.

Grantor Trust. The Grantor Trust is the individual who has initiated the trust in order to transfer property to another person or business entity for purposes of avoiding probate, taxes, or other complications stemming from the disposal of assets.

Irrevocable Living Trust. These trusts are contracts created to transfer or manage assets of an individual that the trust creator claims is not competent to manage property or other assets. The irrevocable aspect can be limited to a portion of the trust – so other parts of the trust could be changed. So, depending on the terms of these trusts, these types of trusts cannot be changed or reversed.

Generation Skipping Trust. This trust places assets in a trust designed to transfer them to a grantor's grandchildren, rather than children, in order to avoid estate taxes that occur if the deceased's children directly inherit the assets.

Blind Trust. Blind trusts allow the trustees or anyone who is holding power of attorney to handle the assets of the trust without the knowledge of the beneficiaries. These trusts can be useful in situations where the beneficiary should be kept unaware of the contents of the trust to avoid conflicts of interest.

Parental trusts for children

Some trusts are set up to give benefits to the minor unmarried child of the person who put the assets into the trust the 'settlor'. These types of trusts are known as 'parental trusts for minors'. The income from the trust is taxed as the income of the settlor.

Trusts or a combination of more than one type of trust. For tax purposes, the different parts of a trust are treated according to the tax rules that apply to each part of the trust.

Non-resident trusts

The tax rules for non-resident trusts are very complicated. Non-resident trusts are usually ones where:

- ⁿ None of the trustees are resident in the US for tax purposes
- ⁿ Only some of the trustees are resident in the US, and the settlor of the trust wasn't resident, ordinarily resident or domiciled in the US when the trust was set up or funds added

Trusts for vulnerable people

Some trusts for disabled people and children get special tax treatment, which means they may pay less tax. These trusts are known as trusts for vulnerable beneficiaries or special needs Trust.

A beneficiary is anyone who benefits from a trust. A 'vulnerable beneficiary' is either:

- ⁿ A person who is mentally or physically disabled
- ⁿ Someone under 18 – called a 'relevant minor' – who has lost a parent through death.

Generations to come

By using trusts, you have control over what happens to your estate, both immediately after your death and for generations to come.

Placing assets in trust also ensures that they pass smoothly to your heirs without the delays, costs and publicity often associated with probate. That's because the assets in a trust are legally owned by the trustees, not the settlor. Trusts are

very complicated, and you may have to pay Inheritance Tax and/or Capital Gains Tax when putting property into the trust. If you want to create a trust, you should seek professional advice.



GLOSSARY

Understanding the jargon

Insured

A person or persons who are insured under the terms of a protection policy.

Convertible Term Insurance

A term insurance plan that gives the owner the option to convert the policy to a whole -of- life contract or endowment without the need for medical checks.

Critical Illness Cover

Critical illness cover is an insurance plan that pays out a guaranteed tax-free cash sum if you're diagnosed as suffering from a specified critical illness covered by the plan. There is no payment if you die. You can take out the plan on your own or with someone else. For joint policies, the cash sum is normally payable only once, on the first claim.

Decreasing Term Insurance

A term insurance plan designed to reduce its cover each year, decreasing to nil at the end of term. Decreasing term insurance cover is most commonly used to cover a reducing debt or repayment mortgage.

Deferred Period

A period of delay prior to payment of benefits under a protection policy. Periods are normally 4, 13, 26 or 52 weeks – the longer the period, the cheaper the premium.

Family Income Benefit

A life insurance policy that pays regular benefits on death to the end of the plan term.

Guaranteed Premiums

This means the premiums are guaranteed to remain the same for the

duration of the plan, unless you increase the amount of cover via 'indexation'.

Income Protection

This insurance provides you with a regular tax- free income if, by reason of sickness or accident, you are unable to work, resulting in a loss of earnings. Income protection is also known as 'permanent health insurance' (PHI).

Inflation protection

You can arrange for your insurance benefit and premiums to increase annually in line with inflation or at a fixed percentage. Premiums are normally increased in line with costs of inflation.

Inheritance Tax

Not everyone pays Inheritance Tax. It's only due if your estate – including any assets held in trust and gifts made within seven years of death – is valued over the current Inheritance Tax

Threshold. Married couples and registered civil partners can effectively increase the threshold on their estate when the second partner dies.

Insurable Interest

A legally recognized interest enabling a person to insure another. The insured must be financially worse off on the death of the life assured.

Joint Life Second Death

A policy that will only pay out when the last survivor of a joint life policy dies.

Level Term Insurance

A life insurance policy that pays out a fixed sum on the death of the life assured within the plan term. No surrender value is accumulated.

Life Assured

The person whose life is insured against death under the terms of a policy.

Life Insurance

An insurance plan that pays out a guaranteed cash sum if you die during the term of the plan. Some term insurance plans also pay out if you are diagnosed as suffering from a terminal illness. You can take out the plan on your own or with someone else. For joint life insurance policies, the cash sum is normally payable only once, on the first claim.

Mortgage Protection

'Mortgage life insurance' or 'repayment mortgage protection' is an insurance plan to cover your whole repayment mortgage, or just part of it. The policy pays out a cash sum to meet the reducing liability of a repayment mortgage. You can take out the policy on your own or with someone else. For joint policies, the cash sum is normally payable only once, on the first claim.

Paid-up Plan

A policy where contributions have ceased, and any benefits accumulated are preserved.

Renewable Term Insurance

An ordinary term insurance policy with the option to renew the plan at expiry without the need for further medical evidence.

Reviewable Premiums

Plans with reviewable premiums are usually cheaper initially; however, the premiums are reviewed regularly and can increase substantially.

Surrender Value

The value of a life policy if it is cashed before a claim due to death or maturity.

Sum Assured

The benefit payable under a life insurance policy.

Term Insurance

A life insurance policy that pays out a lump sum on the death of the life assured within the term of the plan.

Terminal Illness

Some life policies include this benefit free of charge, and this means the life insurance benefit will be paid early if you suffer a terminal illness.

Total Permanent Disability Cover

Also known as 'permanent health insurance' or 'income protection' and sometimes available as part of a life insurance policy, this pays out the benefit of a policy if you are unable to work due to illness or disability.

Trusts

Many insurance companies supply trust

documents when arranging your policy. Placing your policy in an appropriate trust usually speeds up the payment of proceeds to your beneficiaries and may also assist with Inheritance Tax mitigation.

Waiver of Premium

If you are unable to work through illness or accident for a number of months, this option ensures that your cover continues without you having to pay the policy premiums.

Whole Life

Unlike term insurance, whole life policies provide life insurance protection for the life of the assured individual(s). Cover may either be provided for a fixed sum assured on premium terms established at the outset or flexible terms which permit increases in cover once the policy is in force, within certain pre-set limits, to reflect changing personal circumstances.

With numerous options, available when structuring and reserving your wealth, with our advice you can be confident of making the right decisions based on your financial and family situation to best meet your personal objectives. To review your situation and discuss your options, please contact Howard Capital Management for further information (602) 492-6928 Toll Free (855) 226-2731 info@melvinjhoward.com