

80/20 Estate Planning
Host – Albert E. Gibbons

Tape # 10

Guests:

Alan J. Mittelman, JD, CLU – Spector, Gadon & Rosen, P.C.
Brian K. Titus, JD, LUM, CLU, ChFC – Phoenix Life

Topic:

The use of Insurance in Estate Planning

Outline:

What is the difference between Estate Tax Planning and Estate Planning?

What are the other important issues concerning Estate Planning besides Tax Planning?

What are the important issues for business owners when it comes to Estate Planning?

-What are the personal and emotional issues that might complicate the process for business owners?

In what ways can Life Insurance help business owners in this process that some people might not know?

How is Life Insurance used in Estate Tax Planning?

Is it cost effective to buy Life Insurance for Estate Tax Planning?

Life Insurance is at least considered in almost every high net worth Estate Plan, Why is that?

Which cases would be more fitting to “first-to-die” life insurance, and which ones for “second-to-die” life insurance?

What is a “Total Return Trust”, and when is it used?

How does a client deal with the burden of providing for their children when they die while still taking care of themselves during their lifetime?