

TRUST ADMINISTRATION WORKSHOP

PRESENTED BY:

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Michael Bates

Sr. Business Development Officer Trustco Wealth Management

AGENDA

You Can Find This Presentation at: www.pierrolaw.com/resources

- 2024 Gifts and Tax Rates
- Trust Planning Basics
- Trust Funding and Related Tax Issues
 - Revocable
 - Irrevocable
 - Medicaid Changes Coming
- Lifetime Administration
 - Managing as Trustee
 - Rights of Beneficiaries
- Tax Reporting and Accounting During Lifetime
- Trust Administration at Death



2024 TAX RATES

GIFTING: You can gift individuals
 Up from \$17K

■ FEDERAL GIFT TAX EXCLUSION: \$13,610,000

Up from \$12.92mil

■ NYS ESTATE TAX EXEMPTION: \$6,940,000

CAUTION – No Exemption if over 105% (\$7,287,000)
THE CLIFF!

TYPES OF TRUSTS

- Living vs. Testamentary
- Revocable vs. Irrevocable
- Life Insurance Trusts
- Retirement Plan Trusts
- Special Needs Trusts
- Dynasty Trusts
- Asset Protection Trusts
- Beneficiary Controlled Trust



WHO'S WHO IN THE WORLD OF TRUSTS?

- A Trust is a contract which creates legal relationships Grantor hands over assets to Trustee to manage for Beneficiaries
- Grantor
- Trustee
- Lifetime Beneficiaries
- Remainder Beneficiaries

WHAT IS TRUST ADMINISTRATION?

- Provides lifetime management of assets
- Allows family to avoid probate & assure privacy
- Can be used to protect assets or reduce taxes
- Trustee is responsible for managing trust assets and administering the trust- there is a "fiduciary duty" to beneficiaries

TRUST FUNDING

An Essential Step in Trust Planning

THE TRUST FUNDING PROCESS

Revocable

- All Assets included- avoid probate
- All bank accounts included

Irrevocable

- Select Assets for inclusion
- Some bank accounts out

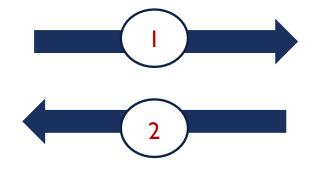
EXCEPTION FOR BOTH

*IRA, 401(K) – outside trust; beneficiary designations control
 All other assets are treated the same

TRUST FUNDING - REVOCABLE TRUST

Place assets in trust

Grantor



Receives income and/or principal from trust

Revocable Living Trust

Grantor is Trustee and Beneficiary



Trust is distributed at death

Family, heirs, trusts and charitable organizations

KEY QUESTIONS ON PAYING FOR LTC

- 1. Where would you want to live?
- 2. Who would take care of you?
- 3. How would you pay for it \$200K+/yr!

Self-Insuring

Private LTC
Insurance
+ Life
Products

Medicaid



MEDICAID: YOUR HOME...OR THE NURSING HOME?



Chronic Care

- Nursing home care
- 5-year lookback
- Transfer penalties = # of mos.
- "Rule of Halves" planning



Community

- Home health care
- Assisted living facility
- Medicaid managed long-term
- Care and Adult day care
- No lookback under current rules

MEDICAID HOME CARE



Changes now in effect

 Independent Assessment – not your doctor – determines # of hours care is needed

Expected sometime in 2025:*

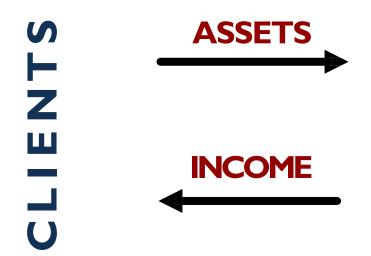
Phase-in of 30-month lookback for asset transfers



*Awaiting NYS DOH Guidance

TRUST FUNDING - IRREVOCABLE TRUST

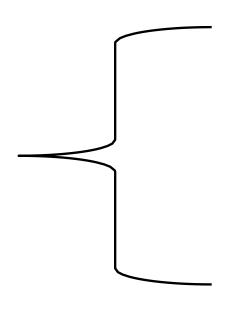
Medicaid Asset Protection Trust



- Trustee manages trust assets
- Beneficiaries income & principal
- Client income for life and rights to use real and personal property
- Heirs = Remaindermen inherit when trust ends

TRUST FUNDING- IRREVOCABLE TRUST

Home
Bank Accounts
Stocks & Bonds
Annuities
Life Insurance
Business
Real Estate



MAPT

- Income can be paid or accumulated
- Principal can NOT be given back to the Grantor directly
- Principal can be paid to children or others (who can use it for any purpose)

TRUST FUNDING - IRREVOCABLE TRUST

KEEP OUT

Cash Bank Acct. IRA, 401(k)

Security Features

- Power to change Trustee
- Power to change beneficiaries
- Can revoke under NY Law with consents

NOW THAT YOU CREATED THE TRUST: THE DAY OF YOUR DOCUMENT SIGNING...



- Once your documents are drafted and carefully reviewed, a document execution will be held
- You will receive originals and copies of documents listed on Form 1 - "Post Execution Checklist"
- (See "Your Planning Documents" Form I)
- Storing and Maintaining your documents

TRUST FUNDING KIT

- A. Trust Funding Letter (see Form 2)
- B. Certification of Trust (see Form 3)
- Provided to each Financial Institution
- C. Attorney Certified Copy of your Trust
- D. Trust Funding Worksheet (see Form 4)



TRUST FUNDING - PCS

- Tangible Personal Property
 - Assignment (see Form 5)
 - Distribution (see Form 6)
- Real Property
 - Deeds to Trust
- Intangible Personal Property
 - Shares Corporations
 - Membership Interests LLC's



TREATMENT OF RETIREMENT ACCOUNTS

Transfer of retirement accounts would be a taxable event

Beneficiary designations must be reviewed & redrafted to

coordinate with the Trust

- SECURE Act effective January 1, 2020 changed the rules
- SECURE Act 2.0 signed by President Biden in 2022



THE SECURE ACT

- Imposes a mandatory <u>10-year payout</u> for all qualified retirement accounts, including 40 I (k)s, 403(b)s, etc. (Exceptions for spouse, disabled or chronically ill individual)
- Secure Act 2.0 signed by President Biden:
 - RMD's must be taken by age 73
- Careful consideration must be given to naming trusts as beneficiaries
- Trust Protectors can be used to add flexibility
- All existing Trusts should be reviewed to avoid unintended consequences

TAXATION OF TRUSTS

Marie Stark, Stark & D'Aprile CPAs



TRUST & TAX ISSUES

- Separate tax returns
- New tax ID unless Grantor=Trustee- See SS-4 (see Form 7)
- Situs of trust- what state to file in
- Different type= different tax considerations
- Determined by terms within trust
 - Grantor
 - Simple
 - Complex
- See "Information for Tax Professionals" (see Form 8)

GIFTS AND THE IMPACT ON THE ESTATE TAX



- Transfers to Trusts can be either completed as gifts or remain in the grantor's taxable estate.
- Income tax rules are different income on an irrevocable trust can be taxed to the Grantor

Note: Trump individual tax cuts sunset 12/31/25

GRANTOR TRUST

Definition: A trust in which the grantor of the trust is treated as if he or she owns the property outright for income tax purposes

- Separate tax filing
- Income taxes paid by grantor
- No gift tax return if power of appointment is retained

SIMPLE TRUST

Definition: A trust that requires all income to be distributed to non-charitable beneficiaries at least annually.

- Trustee has no discretion
- Income tax paid by beneficiary
- Watch capital gains

COMPLEX TRUST

Definition: A trust that may distribute income or principal to its beneficiaries or make charitable contributions at the trustee's discretion

- Income tax could be shared by trust and beneficiaries
- Beneficiary brackets vs. trust brackets = planning opportunity

FEDERAL TRUST AND ESTATE INCOME TAX BRACKET

2024 Estate & Trust Income Tax Bracket		
If taxable income is:	The tax is:	
Not over \$3,100	10% of taxable income	
\$3,101 but not over \$11,150	\$310 plus 24% of the amount over \$3,100	
\$11,151 to \$15,200 in income	\$2,242 plus 35% of the amount over \$11,150	
Over \$15,200 in income	\$3,659 plus 37% of the amount over \$15,200	

3.8% Net Investment Income Tax Surcharge

Taxable Income Above \$15,200

FEDERAL INCOME TAX BRACKET FOR INDIVIDUALS

2024 Income Tax Bracket for Individuals Married/Filing Jointly and Qualifying Widowers

If taxable income is:	The tax is:
Not over \$23,200	10% of taxable income
\$23,201 but not over \$94,300	\$2,320 plus 12% of the amount over \$23,200
\$94,301 to \$201,050 in income	\$10,852 plus 22% of the amount over \$94,300
\$201,051 to \$383,900 in income	\$34,337 plus 24% of the amount over \$201,050
\$383,901 to \$487,450 in income	\$78,221 plus 32% of the amount over \$383,900
\$487,451 in income to \$731,200	\$111,357 plus 35% of the amount over \$487,450
\$731,201 and above	\$196,669 plus 37% of the amount over \$731,200

3.8% Net Investment Income Tax Surcharge

Taxable Income Above \$250,000

FEDERAL INCOME TAX BRACKET FOR INDIVIDUALS

2024 Income Tax Bracket for Single Individuals		
If taxable income is:	The tax is:	
Not over \$11,600	10% of taxable income	
\$11,601 but not over \$47,150	\$1,160 plus 12% of the amount over \$11,600	
\$47,151 to \$100,525 in income	\$5,426 plus 22% of the amount over \$47,150	
\$100,526 to \$191,950 in income	\$17,168 plus 24% of the amount over \$100,525	
\$191,951 to \$243,725 in income	\$39,110 plus 32% of the amount over \$191,950	
\$243,726 in income to \$609,350	\$55,678 plus 35% of the amount over \$243,725	
\$609,351 and above	\$183,646.25 plus 37% of the amount over \$609,350	

3.8% Net Investment Income Tax Surcharge

Taxable Income Above \$200,000

2024 NYS TAX INCOME BRACKETS FOR INDIVIDUALS

2024 NYS Tax Bracket

If taxable income is:	The tax is:
Not over \$8,500	4% of taxable income
\$8,501 but not over \$11,700 in income	\$340 plus 4.5% of the amount over \$8,500
\$11,701 to \$13,900 in income	\$484 plus 5.25% of the amount over \$11,700
\$13,901 to \$80,650 in income	\$600 plus 5.50% of the amount over \$13,900
\$80,651 to \$215,400 in income	\$4,271 plus 6.00% of the amount over \$80,650
\$215,401 to \$1,077,550 in income	\$12,356 plus 6.85% of the amount over \$215,400

2024 CAPITAL GAINS TAX RATES

FEDERAL CAPITAL GAINS TAX RATE THRESHOLDS - INDIVIDUALS

Tax Rate	Taxable Income	Taxable Income
	(Single)	(Married Filing Jointly)
0%	Up to \$47,025	Up to \$94,050
15%	\$47,026 to \$518,900	\$94,051 to \$583,750
20%	Over \$518,900	Over \$583,750

DEFINITION OF INCOME

- Money or property received as current return from a principal asset
- Can sometimes include a portion of receipts from a sale, exchange or liquidation of a principal asset



ALLOCATION TO PRINCIPAL

- Property received
- Money received in exchange for trust's interest
- Money received in total or partial liquidation

DISTRIBUTION PLANNING FOR COMPLEX TRUSTS

- The compressed income tax brackets for trusts require planning
- Uneven tax brackets among beneficiaries, net investment income tax present opportunities and pitfalls
- Year end planning and the 65 day rule to reduce income taxes
- Distributing Capital Gains



LIFETIME ADMINISTRATION



YOUR REVOCABLE TRUST DURING YOUR LIFE

- Grantor=Trustee=Beneficiary > business as usual
- Incapacity
 - Successor Trustee takes over administration
- How is incapacity determined?
 - Physician Affidavit
 - Court Determination
 - Disappearance



YOUR REVOCABLE TRUST DURING YOUR LIFE



- Management of your Assets during Incapacity
 - Provisions to cover your needs and those of your family
 - Administered for Grantor, Spouse and Dependents
 - Consider Special Needs and Spendthrifts
 - Obtain Tax ID #

IRREVOCABLE- MEDICAID ASSET PROTECTION TRUST

- Grantor ≠ Trustee During Lifetime
- Income to Grantor or Remainder Beneficiaries
 - What is income? (Principal & Income Act)
 - Sale of real property- capital gains tax?
- Principal Remainder Beneficiaries
 - In the Trustee's discretion
 - No restrictions on use of principal distributions

WHO SHOULD BEYOUR TRUSTEE?

- You Revocable
- Children and Family Basic Irrevocable
- Corporate Trustee –Complex or Family Issues



TRUSTCO BANK TRUST & INVESTMENT SERVICES



Trustco Bank Wealth Management

Michael Bates
Sr. Business Development Officer

TRUSTCO BANK MENU OF SERVICES

ESTATES

TRUSTS

INVESTMENT MANAGEMENT



TRUSTCO –PARTIAL CHECKLIST FOR ADMINISTRATION OF TRUSTS

Review trust documents and all estate planning documents

- to identify beneficiaries and the plan of distribution the decedent intended
- acquire names, addresses, phone numbers, email addresses and age and social security numbers

As trustee you have the duty to:

- Locate and assemble creditor information, passwords, bank and brokerage, statements, tax information and search all assets whether in trust or not to inventory and take custody of; including Deed(s) Stock Certificates and Life Insurance
- To make required changes to existing accounts and open new accounts if necessary
- To notify Social Security, the post office to forward mail, place of employment and any utilities

TRUSTCO –PARTIAL CHECKLIST FOR ADMINISTRATION OF TRUSTS (cont.)

Determine date of death values

- For securities and real estate and send copies to beneficiaries
- File claims for insurance, social security or veterans benefits
- Determine current bills owed to doctors, hospitals, funeral services
- Estimate cash needs for taxes, fees and other expenses of settling the estate
- Satisfy debts and obtain receipts for claims paid
- If appropriate you have a duty to deny payment of claims and to defend that denial in court

TRUSTCO –PARTIAL CHECKLIST FOR ADMINISTRATION OF TRUSTS

Collect all income, receivable and other money due to the estate

 Maintain accurate records including additions of principal and interest

Manage property(s)

File Tax returns and pay taxes due (1040, 1041, Form 706, Form 4810)

Distribute some or all of the trust assets



TRUSTCO BANK – CORPORATE TRUSTEE SERVICES

- Administer the Trust
- Provide professional investment management of trust assets.
- Uphold the standards of the Prudent Investor Act when managing assets
- Professional review of client or beneficiary needs in conjunction with the trust <u>especially</u> when making trust disbursements
- Preparation of an annual Federal and State informational return for your accountant. Preparation for fiduciary returns are available upon request.

BENEFITS OF USING A CORPORATE TRUSTEE

- Trust administration a long and complicated process
- Family member can become burdened by the time and attention needed
- A bank and trust company has resources and expertise
- Corporate trustees administer trusts in unbiased manner, can make independent decisions that can be difficult for family members
- Corporate trustees are bonded, insured and highly regulated

TRUSTCO BANK - SERVICES

Estates:

- We can serve as executor, co-executor, successor, and/or agent for the executor
- Work in tandem with Attorney and Accountant in performing administration
- Selecting a qualified executor is a key component of an effective Will

TRUSTCO BANK – SELECTING AN EXECUTOR

Your executor is responsible for safeguarding the assets of your estate; payment of proper debts, contesting improper claims, collecting sums owed to the estate, and filing estate and income tax returns. Your executor must decide what assets to sell and when to pay taxes and estate expenses

Also, your executor needs to make timely and accurate distributions to your beneficiaries or to the trusts you establish for their benefit. The characteristics of an ideal executor include:

- Unquestioned integrity and freedom from personal bias
- Familiarity with special tax questions that arise when an estate is settled
- Professional, full-time investment management of assets in your trust or estate
- Experience in handling all types of assets and unique holdings
- Tax preparation and expertise in dealing with unusual tax situations

TRUSTCO BANK - INVESTMENT MANAGEMENT

- Provide professional investment management and advisory services of trust assets,
 incorporating an allocation of fixed income and equities
- Customized investment portfolio catered to a client or grantor's needs and wishes with respect to a trust agreement
- Management of both qualified and non-qualified accounts
- Monthly statements
- Provide detailed tax statements of income, expenses and capital gains/losses
- Bill paying services
- Fee schedule incorporates both asset management and trust services

TAX REPORTING & ACCOUNTING

Return Requirements
Revocable = Form 1040
Irrevocable = Form 1041

CALCULATING TAX LIABILITY

- Income
- Less deductions
- Less distributions
- Less exemption



CALCULATING TAX LIABILITY

Income

- Investment earninginterest/ dividends
- Rental real estate
- Business income
- Pass-through income

Deductions

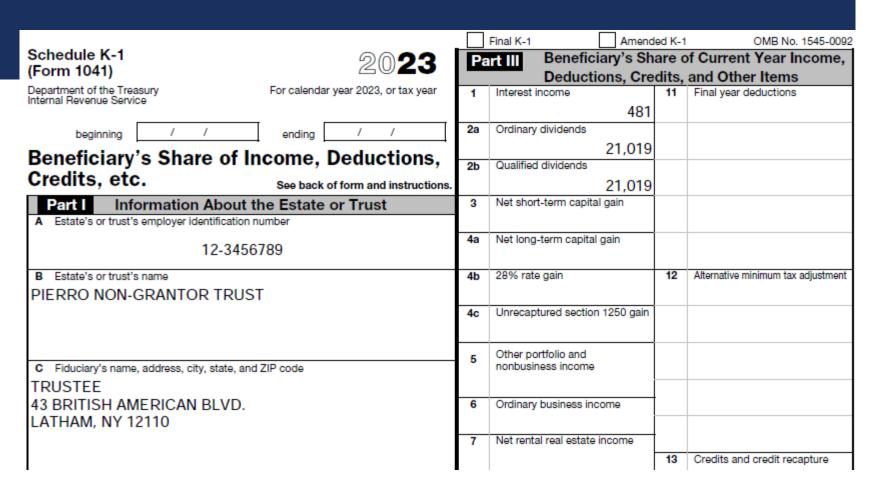
- Legal and accounting fees
- Fiduciary fees
- Interest
- Taxes-TCJA limitation
- Administration expenses

GRANTOR 1041 SIMPLE TRUST - FORM 9

	/ ₅ 1 ΩΔ1 \U.S.	nt of the Treasury—Internal Revenue Service ncome Tax Return for Estates and Trusts ww.irs.gov/Form1041 for instructions and the latest information.	20:	23	OMB No. 1545-0092		
/	A Check all that apply:	For calendar year 2023 or fiscal year beginning , 2023	3, and end	ing	, 20		
	Decedent's estate	Name of estate or trust (If a grantor type trust, see the instructions.)			C Employer identification number		
	✓ Simple trust	PIERRO NON-GRANTOR TRUST		12-3456789			
	Complex trust	Name and title of fiduciary			D Date entity created		
	Qualified disability trust	TRUSTEE		03/01/2020			
	☐ ESBT (S portion only) ☐ Grantor type trust	Number, street, and room or suite no. (If a P.O. box, see the instructions.) 43 BRITISH AMERICAN BLVD.	E	Nonexempt of trusts, check See instruction	charitable and split-interest applicable box(es). ons.		
\	Bankruptcy estate - Ch. 7 Bankruptcy estate - Ch. 11	City or town, state or province, country, and ZIP or foreign postal code		_	sec. 4947(a)(1). Check here		
1	Pooled income fund	LATHAM, NY 12110		Described in	sec. 4947(a)(2)		
	Number of Schedules K-1 attached (see instructions) 1	F Check applicable boxes: Change in trust's name Change in fiduciary Change in f	return fiduciary's na		operating loss carryback inge in fiduciary's address		
	G Check here if the estate or fili	ng trust made a section 645 election	TIN				

SCHEDULE K-1

(see Form 10)



1041 – GRANTOR TRUST

(see Form II)

Form	104		nt of the Treasury—Internal Revenue Service ncome Tax Return for Estates and Trusts ww.irs.gov/Form1041 for instructions and the latest information.	20	23	0	MB No. 1545-0092
Α (Check all	I that apply:	For calendar year 2023 or fiscal year beginning , 202	23, and en	iding		, 20
	Deceden	it's estate	Name of estate or trust (If a grantor type trust, see the instructions.)		C Employer	identi	ification number
	Simple tr	rust	PIERRO GRANTOR TRUST - See Grantor Stmnt for Grantor(s) name, etc.			12-34	156789
	Complex	trust	Name and title of fiduciary D Date entit			y creat	ted
	Qualified	disability trust	TRUSTEE			01/01	1/2022
	ESBT (S	portion only)	Number, street, and room or suite no. (If a P.O. box, see the instructions.)	see the instructions.)		E Nonexempt charitable and split-interest trusts, check applicable box(es).	
✓ Grantor type trust 43 BRITISH AMERICAN BLVD		type trust	43 BRITISH AMERICAN BLVD		See instru		
	Bankrupt	tcy estate - Ch. 7			Described	in sec.	. 4947(a)(1). Check here
	Bankrupt	tcy estate - Ch. 11	City or town, state or province, country, and ZIP or foreign postal code		if not a pri	vate fo	oundation
	Pooled in	ncome fund	LATHAM, NY 12110		Described	in sec	c. 4947(a)(2)
	B Number of Schedules K-1 F Check Initial return Final return Amended return attached (see				N	et ope	erating loss carryback
	instructio		boxes: Change in trust's name Change in fiduciary Change in	fiduciary's	name C	hange	in fiduciary's address
G C	heck he	re if the estate or fili	ng trust made a section 645 election	TIN			
	1	Interest incom	e			1	
	2a	Total ordinary	dividends			2a	
	b	Qualified divide	nds allocable to: (1) Beneficiaries (2) Estate or trust _				
Ф	3	Business inco	me or (loss). Attach Schedule C (Form 1040)			3	
Income	4	Capital gain or	(loss). Attach Schedule D (Form 1041)			4	
ĕ	5		s, partnerships, other estates and trusts, etc. Attach Schedule E (Fo		,	5	
=	6	Farm income	or (loss). Attach Schedule F (Form 1040) . PURSUANT TO: REG. 1	:671-4A	ALL INC	6	
	7	Ordinary gain	or (loss). Attach Form 4797 DEDUCTIONS AND CR	EDITS		7	
	8		List type and amountATTRIBUTED TO THE			8	
	9	Total income.	. Combine lines 1, 2a, and 3 through 8 . UNDER IRC SEC 671-67	8 ARE		9	49
	10	Interest. Chec	k if Form 4952 is attached 🔲 REPORTED ON ATTAC	HED SE	PARATE	10	
	11		och i bo			11	
	12	Fiduciary fees	. If only a portion is deductible under section 67(e), see instructions			12	
	42	Charitable doe	fuction (from Schodulo A. lino 7)			42	

1041 – GRANTOR REPORT OF INCOME, DEDUCTIONS, CREDITS

(see Form 12)

Form 1041	Report of Income, Deductions, Credits 2023
For calendar year 2023, or tax year	r beginning , and ending
lame of trust	
	Amended
PIERRO GRANTOR TRUST	Final
Grantor's identifying number _***-**-0000	Trust's EIN ▶ 12-3456789
Grantor's name, address, and ZIP code	Fiduciary's name, address, and ZIP code
BENEFICIARY	TRUSTEE
7 SUNNY LANE	43 BRITISH AMERICAN BLVD
LATHAM NY 12110	LATHAM NY 12110
Enter the following items o	n the federal income tax return of the above named individual.
Portfolio Income:	Expenses/ Deductions:
Interest SEE STMT 1	750 Investment interest
Includes from LLS, obligations	Other interest 4 . 500
Dividends SEE STMT 2	2,750 Taxes:
Includes from qualified dividends	2,750 State / local taxes (including withholding)
10000	Property toyon poid
Includes from U.S. obligations	Property taxes paid /, 500
	Other
Tax-exempt Expenses allocated to tax-exempt income	Other Foreign tax credit

TRUST ADMINISTRATION AT DEATH

- I. Paying Bills & Costs
- II. Distributions to Beneficiaries
- III. Tax and Accounting Issues

DURATION OF PROBATE ESTATE ADMINISTRATION

- No access to assets prior to probatecourt must issue Letters Testamentary- risk of delays
- Minimum 7 months for simple estates
- Larger estates with complicated assets average 12-24 months
- Maximum timeframe: Unlimited in the event of litigation or other complications



POTENTIAL PROBATE PITFALLS

- Complicated assets
- Minors
- Incapacitated distributees or beneficiaries
- Predeceased distributees or beneficiaries

- Charities
- Creditors
- Disharmony
- Estate Taxes
- Unknown Heirs (Publication)
- Litigation/ Will contests

COSTS FOR PROBATE & ADMINISTRATION

- Court fees
- Heir search/ publication
- Executors commissions
- Legal Fees
- Service of process
- Bond if needed
- Accountant fees
- Appraisal fees
- GAL if needed
- Litigation expenses if applicable



Trust

Will

- No probate
- Manages assets during life and provides long term protection
- Provides for successor trustee upon death or incapacity
- Financial affairs remain private

- Probate: cost & delays
- Takes effect after death pursuant to court order
- No provision for incapacity
- May need a guardian or other planning
- No privacy court papers filed in probate are public record

DISTRIBUTIONS TO BENEFICIARIES

Revocable Trust Administration: First Spouse's Death

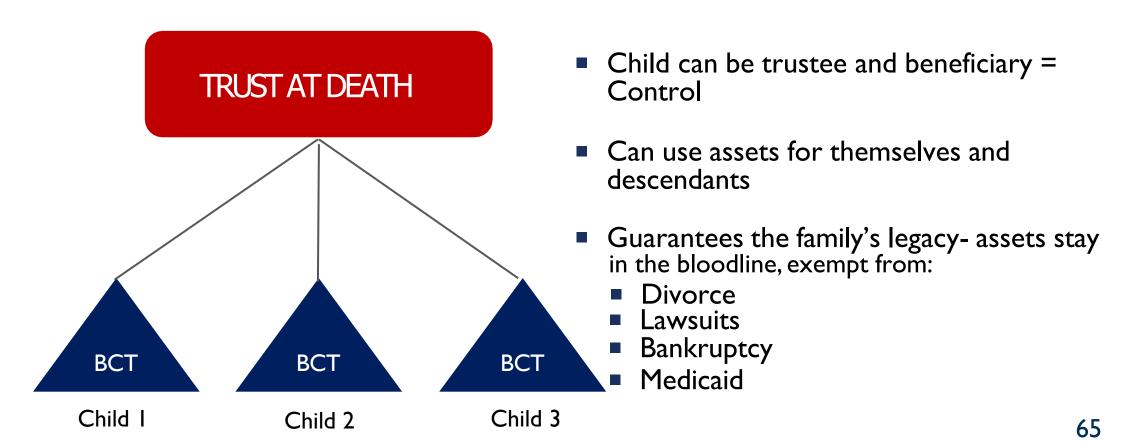
- Generally, all to Survivor-joint trust considerations
- Survivors' credit shelter and marital deduction sub-trusts tax planning and creditor protection
- Testamentary Trusts (SNT option)
- Funding formula but laws change
- Disclaimers
- QTIP's

DISTRIBUTIONS TO BENEFICIARIES

At First or Second Spouse's Death

- Outright to children & beneficiaries
- Lifetime Sub-trusts-Beneficiary Controlled Trusts
 - Creditors
 - Divorcing Spouses
 - Spendthrift
 - Predators
 - Government Benefits Special Needs Trusts
- Beneficiary income discretionary, unitrust
- Principal discretionary, HEMS
- Beneficiary as trustee NY Rule

BENEFICIARY CONTROLLED TRUSTS



Pierro, Connor & Strauss, LLC

TAX FILINGS AFTER DEATH



- Decedent's final 1040
- Estate 1041
- Estate 706 or ET-706?
 - (claim portability- federal)
- Trust 1041
- Timing issue- if expenses and fees paid late, may lose deductions due to distribution of corpus

ACCOUNTING REQUIREMENT

To whom does the trustee account?

 To each beneficiary that income or principal is required or authorized in the trustee's discretion to be currently distributed

What is accounted for?

- Every incoming and outgoing transaction
- Formal accountings must follow an established format and add costs and delays to the administration of the trust.

Will or Trust can/should waive formal accounting

MAINTAINING YOUR PLAN

- Life Happens! Keep your plan current to account for changes in laws and circumstances
- Maintaining your plan is crucial- what are your options?

P.A.L.M.S.

Professional Advocates Lifetime Maintenance System

(see Form 13 plus brochure)

MAINTAINING YOUR PLAN WITH PALMS

- A comprehensive annual meeting with your attorney from Pierro, Connor & Strauss
- 24/7 Access to clear, concise online dashboard displaying summaries of your legal and financial information through Inheralink
- Analysis, new insights and recommendations that will help your strategy continue its success as changes in life, laws and regulations affect your existing plan
- Direct phone access to your attorney at no additional cost (2 hours a year)
- Immediate access to legal documents, your asset information and values, anywhere, anytime
- Personalized Total Net Worth Statement
- Updates to your financial and personal info and profile with no appointment necessary





NEXT TRUST WORKSHOP

September 2024

Details and Registration Coming Soon www.pierrolaw.com/events



SATURDAYS 11AM - 12PM WGY 810AM & 103.1FM ONLINE AT iHEART RADIO www.lifehappensradio.net





FREE CONSULTATION



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