

Wealth Preservation Strategy Questionnaire

Date _____ Home Phone: (____) _____
Facsimile: (____) _____

Name: _____ Birth Date : _____ Social Security Number: _____

Spouse: _____ Birth Date : _____ Social Security Number: _____

Is first Grantor a U.S. Citizen? Yes [] No [] Second Grantor? Yes [] No []
Work Phone: (____) _____

Address _____
City, State, Zip _____

Community Property State? Yes [] No []

Trust Name _____

Trust Address _____ City/St./Zip _____

Please provide your accountant's information

Name: _____

Address _____

City/St/Zip _____

Phone (____) _____

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TRUSTEE SELECTION

Note on the Below Individual Trustee Choices: You may choose either one or two individuals of legal age to serve as trustee(s). Neither a grantor nor a member of the grantor's family may serve as trustee. If you choose one individual trustee, a second trustee (who will be an equal, co-trustee) is optional, though not required.

Trustee _____

Relation to Grantor(s) _____

Address _____

City/St/Zip _____

Phone (____) _____

Co-Trustee _____

Relation to Grantor(s) _____

Address _____

City/St/Zip _____

Phone (____) _____

Successor Trustee Selection

Note On Successor Trustee Selection. A successor trustee is not legally required to have an effective trust. However, if you chose a single trustee, a successor trustee is extremely important. If the single trustee you choose dies, resigns or is otherwise unavailable, an expensive and time consuming court procedure may be required to appoint a replacement.

Successor Trustee #1 _____

Relation to Grantor(s) _____

Address _____

City/St/Zip _____

Phone (____) _____

Successor Trustee #2 _____

Relation to Grantor(s) _____

Address _____

City/St/Zip _____

Phone (____) _____

If you identified 2 successor trustees, they may serve simultaneously as joint and equal co-successors, or they may serve serially as first successor and then alternate to the first successor. Indicate your choice:

Simultaneous, Co-Successors Serial, 1st and 2nd Successors

EXCHANGE PROPERTY INFORMATION

How is the Legal Title to the property held? _____ Grantor(s) Name(s) _____ Corporation/Partnership/LLC Name _____ Other
Please indicate how title is held if other: _____

Check here if the exchange property is Real Estate Property.

Check here if the exchange property involves the shares or assets of an existing business.

Check here if the exchange property is held in an LLC or Partnership. (The LLC or Partnership shares are the actual exchange property.)
NOTE: If the exchange property is in a partnership or LLC, please provide a copy of the partnership or operating agreement.

Check here if the exchange property is held in an S Corp. (The S shares are the actual exchange property)
NOTE: If the assets are S corp. shares, please provide a copy of the bylaws and initial corporate resolutions.

Check here if the exchange property is shares of a C Corp.

PLEASE PROVIDE THE FOLLOWING DOCUMENTS TO YOUR ATTORNEY (Please note if not applicable):

- 1. Copy of your personal and business (if a business is being sold) tax return for the last 3 years.
- 2. Loan Documents associated with the transferred asset(s).
- 3. Copy of the Purchase Contract associated with the asset(s), if applicable.
- 4. Copy of the deed or title to the transferred asset(s).
- 5. List of fees to be paid at closing.

NOTE: The attorney may request additional documents to effect your sale.

BENEFICIARY DESIGNATIONS

List below the heirs/beneficiaries and the percentage to each. Beneficiaries may be your children, other individuals, organization and charities.

1. _____ % _____
Age _____ (req.) Relationship _____ (req.)

Social Sec. No. _____

Address _____

City/St./Zip _____

2. _____ % _____
Age _____ (req.) Relationship _____ (req.)

Social Sec. No. _____

Address _____

City/St./Zip _____

3. _____ % _____
Age _____ (req.) Relationship _____ (req.)

Social Sec. No. _____

Address _____

City/St./Zip _____

4. _____ % _____
Age _____ (req.) Relationship _____ (req.)

Social Sec. No. _____

Address _____

City/St./Zip _____

5. _____ % _____
Age _____ (req.) Relationship _____ (req.)
Social Sec. No. _____

Address _____
City/St./Zip _____

6. _____ % _____
Age _____ (req.) Relationship _____ (req.)
Social Sec. No. _____

Address _____
City/St./Zip _____

If there are any heirs which you specifically wish to *omit* from any inheritance, list them below. Be certain to consider children from a previous marriage. If you are naming direct heirs (issue) as beneficiaries, generally it is not necessary to specifically omit more distant heirs, such as siblings, nephews and nieces.

1. Name _____
Relation to Grantor(s) _____
City/St./Zip _____
Soc. Sec. No. _____

2. Name _____
Relation to Grantor(s) _____
City/St./Zip _____
Soc. Sec. No. _____

3. Name _____
Relation to Grantor(s) _____
City/St./Zip _____
Soc. Sec. No. _____

NAMED CONTINGENT BENEFICIARIES TO SOLE BENEFICIARY

Sole Beneficiaries: If you have only one child or one remainder beneficiary listed above, and that beneficiary does not presently have children, list a contingent beneficiary(ies) below, in the event your one named beneficiary predeceases you.

1. _____ % _____
Age _____ (req.) Relationship _____ (req.)
Social Sec. No. _____

Address _____
City/St./Zip _____

2. _____ % _____
Age _____ (req.) Relationship _____ (req.)
Social Sec. No. _____

Address _____
City/St./Zip _____

Distributions of the Trust to Beneficiaries

Upon the death(s) of the grantor(s), the remainder of the general trust shares will be distributed in some manner to the beneficiaries (Heirs) listed above. Each Beneficiary will receive the percentage or share of the remainder of the trust which you assigned above to that beneficiary. Choose from one of the following most common of final distribution methods.

Ages at Which Shares are Distributed _____

Please list any special instructions for Distribution

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ADDITIONAL INFORMATION

Give a general description of the type property or investment which you plan to exchange for the Trust (such as: 10 Acres undeveloped land, apartment house, residential home and lot, 100 Shares of XYZ Corp, portfolio of stocks & bonds, etc.).

Have the grantors already signed a buy-sell agreement or real estate sales contract? _____ Yes _____ No

Note: If the answer is no, the best transaction can be created by transferring the property to the Trust before signing the buy-sell agreement.

Payments can begin immediately or be deferred (deferral cannot go beyond twenty (20) years.) The longer they are deferred the larger the lifetime payout will be. If you planned to defer them, how long would you want the deferral period to last? _____ Yrs. _____ Mos.

At what frequency intervals do you want annuity payments to be made to you?

_____ Monthly _____ Quarterly _____ Annually

Asset Information:

What is the Fair Market Value of the asset?

What is the transferor's basis in the asset (cost plus improvements) before depreciation? \$ _____

What is the amount of depreciation (if applicable) that has been taken? \$ _____

NOTE: If possible, please have your accountant provide a copy of your depreciation schedule.

If you plan to keep some cash up-front from the trust liquidation, state the amount. \$ _____

NOTE: Any cash held out up-front will be subject to its pro-rata share of gains, and therefore immediately taxable to that extent.

Check here if the exchange property is held in an LLC or partnership, meaning that LLC or partnership shares are the actual exchange property. _____

Check here if the exchange property is held in an S Corp., meaning that the S shares are the actual private annuity exchange property. _____

Check here if the private annuity exchange property is shares of a C Corporation. _____