THE SEVEN QUESTIONS

YOU MUST ASK AN ESTATE PLANNING PROFESSIONAL

Why These Questions Matter

Congratulations! You have just received the 7 Questions most attorneys don't want you to ask. This valuable information will give you the knowledge you need to know who has the qualified experience to prepare your living trust and estate plan. Over the past 22 years we have worked with attorneys who are considered the top Estate Planning Professionals in the country. These qualifying questions were created from that experience.

Did you know there is **no one regulating attorneys** who sell estate plans and living trusts? A person can go through law school, pass the BAR, and immediately begin charging consumers for estate planning services — with only the basics from law school. A huge percentage of lawyers are selling inadequate estate plans to consumers. That is why we want you to know these questions so you can tell the difference between an experienced, proficient attorney and an inexperienced one.

Before you engage an estate planning professional, qualify them with the following seven questions.

Question 1

Have you settled an estate? If so, how many? What are the procedures and steps?

Think of it like boarding a flight. You wouldn't want a pilot who has a license but has **never landed a plane**. Attorneys in this country have a license to write a living trust and estate plan but are *not regulated on their proficiency and experience.*

We recommend finding an attorney who has settled at least 50 estates. Ask them to walk you through the steps of settling an estate. If they cannot answer with confidence and detail, they do not have the experience to create your estate plan. This is the first and most important qualifying question.

Question 2

What is the list of documents in your estate planning portfolio?

If it's only the "Basic 4" — move on. The Basic 4 consists of a Will, Living Trust, Power of Attorney for Healthcare, and Power of Attorney for Financials. A proper estate plan goes well beyond the Basic 4.

An attorney offering only the Basic 4 will not know other nuances — the importance of specific document language, or proper titling of property, among other things. Contact LivingTrust-Advisor.com for a comprehensive list of additional documents.

Question 3

When was the last time the documents in your portfolio were updated?

Estate planning portfolios continuously change based on court cases that set precedence for new legal verbiage. **Most Estate Planning Professionals use outdated software templates that may be inadequate.**

This is especially dangerous if you need an amendment — obsolete language in an amendment could actually null and void the original verbiage of your asset distribution, costing your estate more money and time in the long run.

Question 4

What experience do you have with Elder Care Law and Catastrophic Illness Planning?

It is inevitable that we are all going to get older. As the potential for illness and accident increases, the need for strategic planning to preserve your estate becomes critical. **It is shocking how few elder law professionals are available.**

If the estate planning professional does not have experience in this field, improper planning could cause your estate to lose as much — or more — than it could lose from probate itself.

Question 5

What are the steps to implementing my Living Trust and Estate Plan with you?

If the answer involves a questionnaire or packet you fill out yourself — stay away. This is a do-it-yourself program. Also, NO celebrity programs! Fame does not qualify someone to handle your estate plan.

The Estate Planning Professional or their direct assistant should work closely with you, explain all your choices and options, fill out all paperwork, and assist with executing, notarizing, and funding all your assets into your Living Trust. That's what you're paying them for.

Question 6

How exactly will my real estate be vested or titled once the trust is created?

"We'll simply transfer ownership into your trust" is the wrong answer. With an inexperienced professional you could lose potentially thousands of dollars to capital gains if your home is not vested and titled properly.

Most homes of married couples are titled as "Husband and Wife as Joint Tenants." An experienced professional will explain why that is *not* the most advantageous way to hold title. Improper titling could result in losing $20,000, $75,000 or more in capital gains tax.

Question 7

What is the total cost from start to finish — including execution and funding?

Only ask this question **after** the first six are answered satisfactorily. A proper estate plan with an experienced professional who has settled at least 50 estates should cost in the range of **$3,000 – $6,000.**

Beware of $495 advertisements — these are usually loss leaders designed to sell insurance or annuities. **Fire extinguishers, brain surgery, parachutes, and estate plans are not things you want to go cheap on.**

Here's the Great News for You!

LivingTrust-Advisor.com can help you get a proper Estate Plan in place — created by an experienced Estate Planning Professional — **for a fraction of the typical price.**

With experience assisting over **2,200 clients over 22 years**, we act as your mentor to coach and guide you from start to finish. We handle all the preliminary steps, package everything, and connect you with attorneys who have settled over **4,000 estates.**

You will have one of the most comprehensive and advanced estate planning portfolios that exists — protecting you, your family, and your loved ones from the unnecessary expenses, frustration, and agony of the probate process.

Call LivingTrust-Advisor.com now to get your estate plan completed!

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