

Lange Legal Group, LLC

Presents Two Different FREE Workshops:

Saturday, January 28, 2012

9:30 AM – 11:30 AM

The Best Estate Plan for Traditional Married Couples*

**Two parents with children only from that union*

What You'll Learn:

- The details of the best estate plan for married couples (Lange's Cascading Beneficiary Plan™).
- How Jim's plan works and why it is so widely quoted, including *The Wall Street Journal*, Jane Bryant Quinn (in *Newsweek*) *Financial Planning*, *Kiplinger's*, *The Tax Adviser* (the peer-reviewed AICPA tax journal) and many other sources.
- A detailed explanation of how establishing this plan will dramatically increase the flexibility for the surviving spouse and eventually the children and the measurable benefits of the increased flexibility.
- Why we think this is the best estate plan there is no matter what changes in the estate tax and income tax laws are made in the future, and why you should not wait for future developments to complete your estate planning now.
- How this plan can not only save estate taxes, but could dramatically

decrease income taxes after death. Saving income taxes, even after death, is likely to be much more important than saving estate taxes for most families.

- The devastating problem with existing, traditional estate plans in the face of ever changing exemption amounts.
- The argument against the appropriateness of our recommended estate plan. (We want to give you all of the important information to make an informed choice).
- How your IRA, retirement plan & Roth IRA is dispersed at death and how your heirs can get the most value from these assets after you die.
- Best way to complete IRA, Roth IRA or retirement plan beneficiary designations.
- When is a Trust appropriate and a good safety measure? (This is an abridged version of the detailed presentation being offered in our afternoon session).

1:00 PM – 3:00 PM

Who Says You Can't Control From the Grave? The Appropriate Use of Trusts to Protect Your Family

This is a brand new workshop, discussing the following:

Trusts as Beneficiaries of your IRA and/or Retirement Plan:

- When it's smart and when it's not.
- If your IRA or retirement plan is a significant part of your estate, you owe it to yourself and your family to get the best solution to optimize the beneficiary of your IRA or retirement plan. In many, but not all cases, trusts will be at least be part of that solution (almost always if you have minors as potential beneficiaries).

Probate:

- The benefits of avoiding probate.
- How to avoid probate.
- The disadvantages of avoiding probate.
- Objective advice on who should and who should not avoid probate.
- An overlooked advantage of avoiding probate - protection for you in the event of incapacity, dementia or Alzheimers.

Trusts for Minors:

- Sorry, my dear grandchild, "No Ferrari for you at 21!"
- Details on the "I don't want my no good son-in-law to inherit one red cent of my money" trust.
- Trusts for special needs children or grandchildren.

Tax Motivated Trusts including the Cruellest Trap of All:

- If you have Traditional Wills, you may fall into this extremely common trap.

Spendthrift Trusts:

- Challenging adult child? Ensure they never end up sleeping under a bridge – protect them from themselves.

The Best Estate Plan for Married Couples (Short Version):

- This plan is described in detail in the our morning session.

Saturday, January 28, 2012 · Pittsburgh Golf Club in Squirrel Hill

5280 Northumberland Street · Pittsburgh, PA 15217

These workshops are FREE, but seating is limited. Refreshments will be served.

For reservations, call 1.800.748.1571 (phone answers 24 hours).



Your Presenter: JAMES LANGE, CPA/Attorney

Nationally-Acclaimed IRA, Roth IRA and Estate Planning Expert & Bestselling Author

Jim's recommendations have appeared 30 times in *The Wall Street Journal*, 26 times in the *Pittsburgh Post-Gazette*, *The New York Times*, *Newsweek*, *Money Magazine*, *Smart Money*, *CNN*, *Bloomberg* and *Reader's Digest*. His articles have been published in *The Journal of Retirement Planning*, *Financial Planning*, *The Tax Adviser* (AICPA), *Bottom Line* and many other top journals.

CLASSIC

9:30 AM – 11:30 AM

The Best Estate Plan for Traditional Married Couples

This is Jim's classic estate planning workshop with his recommended solution to the biggest problem in estate planning—uncertainty. We don't know when we are going to die, which spouse will die first, how much money will be left, the needs of the surviving spouse, or the needs of the children and/or grandchildren. Another major problem—the constantly changing estate tax laws.

Traditional planning more or less fixes in stone deciding who gets what assets at death. There will almost inevitably be major changes between the day you draft your wills and either you or your spouse pass. These changes in circumstances could make whatever you decided when you drafted the “fixed in stone” inappropriate. There is a better solution.

If and only if you completely trust your spouse and you share the same heirs (usually your mutual children and grandchildren) we believe it was far more advantageous to draft an estate plan that allows the surviving spouse complete flexibility on the disposition of all of your assets. Literally, your spouse, presumably with help from a trusted advisor, an attorney, and/or one or more of the surviving children, could develop a powerful plan for each and every asset after the first death.

The top estate planners in the country warn IRA and retirement plan owners to develop an appropriate response to the changing investment landscape and the new estate tax laws. A significant number of people haven't done anything and are ripe for *the cruelest trap of all*. In their current situation, the standard language of traditional wills and trusts forces too much money (now up to \$5,120,000), or assuming your estate is smaller than that, your entire estate into a trust limiting the surviving spouse to income and the right to invade principal for health, maintenance and support. If the trust is overfunded, which is likely under the new law, less discretionary income is available for the surviving spouse.

Furthermore, if this common trust is the beneficiary of an IRA or retirement plan, massive income taxes are also accelerated. These problems can be avoided with the more flexible approach I am recommending. The added flexibility also creates enormous opportunities for IRAs and Roth IRAs after the first and second death.

We are holding a FREE workshop concentrating on what we believe is the best estate plan for married couples with traditional families after The Tax Relief Act of 2010. Our law firm has drafted roughly 1,600 sets of wills and/or trusts over 27 years using at least some and often all the elements of our recommended plan. Our experience has been our flexible plan works out much better for the spouse and the children than the old traditional plan. While our flexible plan has always been a strong protective plan, its structure and provisions are particularly appropriate in light of the highly volatile market and constantly changing estate laws. Our workshop will not only cover wills and trusts, but also the ideal beneficiary designation of IRAs, retirement plans and Roth IRAs.

The estate plan we recommend has been described in Jim's books that are endorsed by Charles Schwab, Larry King, Ed Slott, Roger Ibbotson, Natalie Choate, Jane Bryant Quinn, Jonathan Clements, and dozens of top financial professionals, including many top estate planning attorneys.

This estate plan, which we refer to as **Lange's Cascading Beneficiary Plan™**, has been featured in the following publications: *The Wall Street Journal* (multiple times), *Financial Planning* magazine, *The Tax Adviser* (the AICPA tax journal), *Kiplinger's*, *Newsweek* and dozens of other places. If you search in Google for “cascading beneficiary plan,” there are over 100 entries pointing to our direct work or others quoting Jim Lange.

WORKSHOP PREMIERE

1:00 PM – 3:00 PM

Who Says You Can't Control From the Grave? The Appropriate Use of Trusts to Protect Your Family

Trusts as Beneficiaries of IRAs & Retirement Plans

If done right, using a trust as the beneficiary of your IRA or retirement plan can protect your family and defer taxes for generations. In the case of the beneficiary of a Roth IRA, the appropriate trust can insure tax-free growth for the family for generations. Done incorrectly, or inappropriately, trusts can become a nightmare.

Assuming a trust is appropriate (a big if), the key to tax protection comes from getting the proper wording called “see-through” or “conduit” language. That way, your family will get the protection of a trust and the tax benefits of an inherited IRA or retirement plan. Income taxes are a major consideration because trusts normally pay higher income taxes than individual taxpayers. This can be avoided with a perfectly legal loophole that you should know about. The vast majority of IRA and retirement plans owners don't get it right when planning and following through on the planning for their IRAs, Roth IRAs and retirement plans after death. We will show you how to get it right.

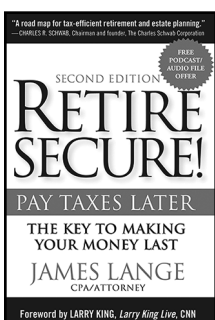
Should You Plan to Avoid Probate?

There are definite pros and cons to avoiding probate. Avoiding probate is less expensive for your heirs, less of a delay, and less paperwork which are all positive benefits. The main way to avoid probate is through the use of a revocable or living trust. But just establishing a trust is not enough. It needs to be funded to serve its purpose.

Funding a trust often means transferring certain assets like investments and even your house into the trust. These transfers take time and money. Do the advantages outweigh the disadvantages? It isn't a slam dunk “yes” every time.

Bestselling author, CPA and estate planning attorney Jim Lange will explain these topics and more in the workshop. Our law firm has drafted roughly 1,600 sets of wills and/or trusts, more than any boutique law firm in Pittsburgh.

All Workshop Attendees Will Receive the Following Two Bonuses!



All attendees receive a **FREE** copy of the Second Edition of Jim's best selling book, *Retire Secure!* (Wiley, 2006 and 2009). Jim will be happy to autograph your copy after the workshop.

“In Retire Secure!, Jim Lange provides a road map for tax-efficient retirement and estate planning. This is an invaluable resource for investors and planners alike.” — **Charles Schwab**

A **FREE** “second opinion” with Jim who will look at your wills and trusts, tax returns and investments and tell you if there are any areas that could be improved.