

DATE: February 7, 2008

SUBJECT: **Common Financial and Legal Mistakes Cause Pain and Could Cost Your Heirs Dearly**

New Year's is a prime time for goal setting and reflection as we spend time with family. It is also the perfect time to address latent threats that may become real problems to our families one day. **Unfortunately, there are many sad stories of families and heirs who have been financially devastated by improper estate planning and administrative sloppiness.** For this reason, Marc Melamed, Attorney, and myself, Eudora Adolph, Financial Growth Engineer, decided to team up and offer a much-needed forum to help you, members of our community, **avoid the six most deadly legal and financial mistakes that cost heirs dearly every single day.**

Start 2008 with an important check-up of your affairs. Ask yourself these key questions listed below. If you are not 110% assured that everything is in order as either a prospective heir or family leader, take advantage of this limited, educational forum designed to help you and your family prevent common, devastating mistakes. We offer valuable experience and insight to limit preventable estate losses from happening to your family, and you may even identify areas of possible benefit as a result of attending this forum.

Did you know that...?

- The IRS may be the real heir to your IRA, 401K, or annuity unless beneficiaries are designated properly. You could leave 35% to as much as 90% to Uncle Sam inadvertently through income and estate taxes.
- Lack of succession planning could force your heirs to sell your business and your major personal assets in order to meet estate tax requirements if you have not planned appropriately.
- Improper beneficiary designations carry more weight than your legal will according to federal law.
- ANY size estate is subject to probate, and probate can also occur due to incapacitation.
- If you hold your assets in joint ownership, you may be subjecting your family to extra estate tax, probate, creditor claims and improper distribution.
- If your assets are held with your child and that child is sued, your assets could be frozen.
- Starting January, 2008, qualified pension and savings plans must allow non-spouse beneficiaries to stretch plan proceeds, the same as a spouse, instead of being required to take the lump-sum payout and pay the large tax bill upfront. Not taking advantage of this may result in a huge loss over time.

Please review the attached event notice for times that this exclusive, interactive workshop is being offered. Seating IS very limited. There is a small fee to help cover the costs of printing and logistics, but this forum is NOT a "sales seminar". This is our way to help our community preserve its financial strength and help enable long-term economic growth.

Tragic estate tax stories are very common and easily prevented. **Please share this event information with your friends, family and colleagues that may be interested.** All program questions can be addressed to me, Eudora Adolph, at AverTrust Advisors LLC, sponsor of this event. My phone number is 248-553-3201 ext. 3109, and my email is eudora@avertrust.com.

May 2008 be a happy, prosperous and successful year for you and your family!

Eudora Adolph