Chapter 11

"The Do's and Don'ts Regarding Due Diligence in the Estate Planning Process"

Course Description: The estate planning process can be quite complex and confusing to the practitioner and the client. This course teaches the practical day to day concerns of objectivity and meeting the client's needs that the estate planning process requires. This course will be supplemented by the content author's audio supportive material.

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Course Syllabus: Recommended Study Time = 1 Hours

Hour 1: Introduction and Course Outline

Estate and Tax Planning Go Together
- Know Your CPA
- Cost Basis is Valuable Key
- 50% AGI Reduction
- Tax Code References

Due Diligence and Red Flags
- What Blows Up a CRT
- The IRA-CRT Trap
- 4 Exemptions from Gross Estate
- Non-US Citizen Specialty

Producers Role in Estate Planning Process
- Educate Your Client
- Why Do Estate Planning?
- Marketing and Prospecting
- Professional Networking
- Referrals From Clients
- Age Old Adage: "Go To Your Book"

The Process With The Client
- First Appointment Elements
- Second Appointment Elements
- Third Appointment Elements
- Fourth Appointment Elements

The 11 Sections of the Written Plan

Course Review and Summary