Place this outline in your LifeDesign™ Portfolio behind the tab called “Update Meeting Notes”

Annual Client Meeting 2026

Williams Allen Casey LPA
LifeDesign™ Legal Services

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Welcome & Administration

- Introductions
- Restrooms down the hallway past vending machines
- Thank you for wearing your name tags
- Zoom attendees can post questions in the chat box
- Handouts distributed at check-in or sent by email

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State of the Firm

- Continuous and controlled growth
- Increased number of disability and death settlements
- Scott’s role
- Continue to welcome new clients
- New “sharable” education strategies in development

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State of the Firm – Clio Client Portals

- Confidential and secure client portals introduced last year
- Contains:
  - Health Care Documents & Checklists
  - Medication Lists
  - Asset Reports
  - Invoices
  - Appointment reminders
  - Texting
  - Document storage
  - New features will be added over time

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State of the Firm – Clio Client Portals

- Access via a website or the app on your smart phone
- Feedback has been overwhelmingly positive
- We are now using the portal for all electronic delivery of documents
- Goal is to have portals for all clients by year end
- Request a 5-minute installation call on your Client Response Form

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State of the Firm – DocuBank®

- DocuBank® vs Clio Portal
- Challenges with DocuBank®
  - Don't have the card with them when it is needed
  - Resistance from hospitals
- Last year, 25% of clients requested to move from DocuBank® to Clio Portal
- We are recommending the Clio Client Portal
- Let us know if you prefer to stay with DocuBank® on your Client Response Form

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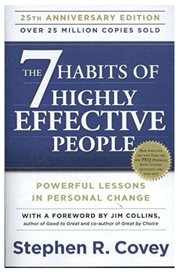
STATE OF THE FIRM



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THE GREAT EXPERIMENT

- "That will never work"
- "Clients will never update their asset lists"
- "Clients don't care that much about their estate plan"
- "Clients won't come to an annual education program"

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THE GREAT EXPERIMENT

- Our goal has always been to share what we have learned from our experiences
- What has worked
- What has not

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Keys To A Successful Estate Plan

- Updated Legal Documents
- Fully Funded Trusts
- Appropriate Professional Assistance
- Educated Clients, Helpers, and Professional Team

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Updated Legal Documents

- The "average" estate plan sits on a shelf collecting dust
- Average time the "average" plan is updated?
- Changes that necessitate an estate planning update
  - Family
  - Finances
  - Law
- Clients can update documents at any time
- Client Update Program every three years

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Fully Funded Trusts

- Title trumps the documents
- Goal is no probate
- Do it yourself vs Do it right
- Even one asset outside the trust could trigger probate
- Now vs. Later
- No good surprises when winding down affairs

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Fully Funded Trusts

- Asset Review Reports ensure your trust remains fully funded
- How we use updated financial information:
  - Fund newly reported assets
  - Monitor estate size
  - Look for anomalies (fraud, scams, undue influence, unanticipated growth)
  - Enables us to be of more help in crisis situations
- In development on new reporting process – stay tuned

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Fully Funded Trusts

- Current challenges in winding down affairs (settlement)
- Unreported Assets
  - Safe Deposit Boxes
  - New (or paid off) vehicles
  - Loans (more on this topic later)
  - Long Term Care Insurance
  - Cemetery Plots & Prepaid Funeral Plans

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Appropriate Professional Assistance

- DIY Clients
  - What process do you have in place to replace yourself (on disability or death)?
  - What is life like for the “normal spouse?”
- Challenges for the successor trustee
  - How to pay for expenses on disability or death
  - Lack of knowledge about your finances
  - Have required distributions from IRAs occurred?

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Education

- Who do we need to educate?
- When does that education need to occur?
- Lucile Ball Syndrome

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Education

- Annual Client Meetings
  - You can share the Annual Client Meeting video with helpers
- Back to Basics™ (July 21st 10:00 – 11:00 a.m.)
  - High level overview of the trust and supporting documents
- What To Do™ Workshop (Nov 25th, 10:00 a.m. to 12:00 p.m.)
  - Recommend attending every 5 years
- Education Day (August 18th 10:00 a.m. to 3:00 p.m.)
  - Practical strategies to simplify winding down affairs

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Education

- Family Meetings
  - Introduces loved ones to the firm, Client Care™ Program, and other firm resources (ie. educational videos, workshops, portal, etc.)
  - Introduces loved ones to your advisors
  - Educates loved ones about the trust concept
  - Set expectations as to who is named in the document as a helper
  - Provide opportunities to get questions answered
  - Meeting content is customized based on what you want us to cover (or not cover)

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Education

- Family Meetings
  - Can be in person or via zoom
  - Expect resistance from family
  - Handout on conducting your own family meeting located in your blue LifeDesign Legal Services™ portfolio
  - Contact us if you would like to schedule a Family Meeting

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Legal Update – Estate and Gift Tax

- 2026 increase to Federal Estate Tax "Coupon"
- 2026: $15,000,000 per individual ($30,000,000 total for married couple)
  - Inflation adjustment each year
  - This law is "permanent" – i.e. No expiration date
- Gift tax exclusion is $19,000 per donor per recipient
  - Also adjusted for inflation

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Legal Update - Promissory Notes

- Common scenario
- Gift or a loan?
- Impacts settlement process and sibling relationships
- Utilize gifting memos for gifts and promissory notes for loans
- We can assist you with both
- Client Response Form

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Legal Update – Proposed Probate Law Changes

- Individual ownership = will = probate
- Exception for "small" estates
- Current release from administration – allows for estates to skip probate **IF**
  - Estate is <$35,000 and distributed to a non-spouse beneficiary; **OR**
  - Estate is <$100,000 and distributed to a surviving spouse
- Pour over will

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Legal Update – Proposed Probate Law Changes

- New proposal (not yet law but likely will be)
- Allows for release from administration **IF** distributed to a living trust
- No cap on the value of estate

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Legal Update – Proposed Probate Law Changes

- You will hear commentary suggesting that trust funding is no longer necessary
- Is this good advice?

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NO

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Legal Update – Proposed Probate Law Changes

- Only addresses assets that are owned individually (no joint and survivor ownership)
- Doesn't apply to assets that pass by beneficiary designation (IRAs, Life Insurance, Annuities, TOD/POD accounts)
- Affords no disability protection
- Would provide a safety net we do not recommend you rely on
- Stay tuned

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Legal Update – Community Property

- Ten states are "community property" states
- Ohio is a separate property state
- Five states allow for married couples to "opt in" to community property status
- Ohio Bar Association advocating for Ohio to adopt community property opt-in trusts legislation
- Tennessee, South Dakota, Kentucky, Florida and Alaska already adopted
- Currently, model legislation approved by Ohio Bar, but not sponsored in Ohio Legislature

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Legal Update – Community Property

- **Benefits** to a Community Property Opt-in Trust
- Capital gains taxes
- Overview of capital gains tax
  - Income generating assets are subject to income tax
  - Growth generating assets are subject to income tax when sold (called a capital gain tax)
- Example:
  - Buy apple stock in 2006 for $100,000 (called original basis)
  - Sell apple stock in 2026 for $400,000
  - $300,000 subject to capital gains tax

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Legal Update – Community Property

- Gifts of an asset include the original basis
- Example:
  - Buy apple stock in 2006 for $100,000 (called original basis)
  - Gift apple stock in 2026 for $400,000
  - Recipient sells the stock the next day for $400,000
  - $300,000 subject to capital gains tax – tax paid by recipient
- **Exception:** "Step Up" on Death of owner
- Example:
  - Buy apple stock in 2006 for $100,000 (called original basis)
  - Die owning the apple stock in 2026 $400,000
  - Trustee sells the stock the next day for $400,000
  - No capital gains tax on the sale because of the Step Up on death

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Legal Update – Community Property

- Must own the asset to get the Step Up on Death
- For married couples with separate trusts
  - When Spouse 1 dies, the assets in their trust get a Step Up but not the assets in Spouse 2's trust
  - When Spouse 2 dies, the assets in their trust get a Step Up but not the assets in Spouse 1's Family Trust
- In Community Property states, if the assets are owned in a joint trust, all the assets in the joint trust get a Step Up on the death of Spouse 1 and again on the death of Spouse 2

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Legal Update – Community Property

- Joint Community Property Trust is limited to married couples
- Not everyone needs a community property trust
- Community property trust would not replace your existing revocable living trust
- Appropriate for highly appreciated assets
- Stay tuned!

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Estate Planning Review Worksheets

Initial Disability Trustees: These "helpers" are responsible for making financial and investment decisions over assets titled in your trust in the event you are unable to manage your financial affairs. They are also responsible for spending trust assets in accordance with the instructions you provided in your living trust. The "helper(s)" listed below shall serve as initial disability trustee(s).

MARY A. SAMPLE
ROBERT A. SAMPLE

Request Change	If "Yes", Describe Change to be Made
☑ Yes ❑ No	*Add John A. Sample*

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Estate Planning Review Worksheets

Authorization (Check the appropriate box and sign below):

❑ I hereby authorize the changes described above to be made to my estate plan and it is my *intent* that these changes become effective immediately.

❑ I have no changes or concerns.

William A. Sample

WILLIAM A. SAMPLE — Date

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Estate Planning Review Worksheets

- When completed, please return to a team member today
- If you need more time to complete you are welcome to stay after the program
- Attorneys will be available after the workshop to answer questions
- **PLEASE do not take them home!**

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Has The Law Firm Exceeded Your Expectations?

- Please consider leaving us a 5-star review on Google using the QR code on screen

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