



Inside Track Estate Planning

Make an estate plan one of your top priorities

Simply put, your personal estate is every single thing you own at the time of your death. If you don't already have an estate plan in place, make a promise to yourself to make it a top priority. You'll ensure your estate is distributed according to your exact wishes and protect the assets you've worked so hard to accumulate during your lifetime.

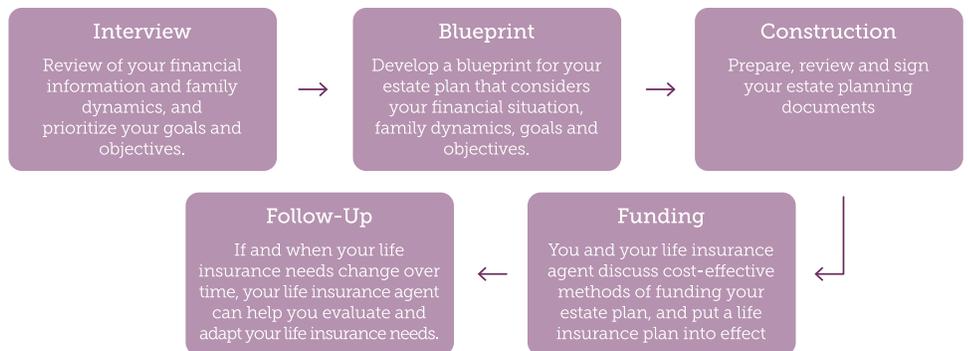
Estate plans take a long-range view of the management and distribution of your assets. You can plan out exactly how you want your assets to be passed on, minimize taxes, reduce delays and costs, and ensure financial protection of your loved ones for generations to come.

Talk to your insurance representative today to discuss how life insurance fits into your estate plan.

Without an estate plan, the courts will distribute your estate according to state guidelines – subjecting your loved ones to uncertainty, delays, and possibly to both federal and state taxes that may leave them in extreme financial distress. There are many things to consider when creating a plan. Here are some thoughts to get you started.

The estate planning process:

Although the precise process that you and your family take will vary depending on your goals and objectives, there are essentially five basic phases to creating and maintaining your estate plan with your insurance representative.



Although these phases will rarely happen in linear order, each phase is crucial to creating a well designed and successful estate plan.

What can an estate plan do for you?

An estate plan takes a long-range view of the management and distribution of your assets. It allows you to plan out exactly how your assets will be passed on after your death and ensures that your wishes are respected. You can plan to minimize taxes, reduce delays and costs and even maintain privacy. Most importantly, an estate plan is the best way to ensure financial protection for your loved ones – tomorrow and for generations to come.

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Do you need a formal estate plan?

Each state has various rules about how your assets will be taxed or not taxed upon your death. Under current federal law, there is an estate tax exemption which may vary by year. Even with the exemptions, you may still need an estate plan – especially when you look at the financial impact your death will create.

Life insurance and your estate plan

Although life has few certainties, one we can all count on is mortality. What responsibilities will your loved ones be left with when you are gone? Will they have the resources to continue to pay the mortgage, taxes, car payments, college costs, childcare, and debts? And, how will they replace the contributions you would have made to your retirement savings?

While you may not be overly concerned about paying federal estate taxes on your current assets, it is still important that you consider the estate planning process and determine exactly how much life insurance you would need to lessen the financial impact your death will create. Life insurance proceeds can be used to help cover the financial responsibilities you leave behind, relieving some of the financial burden your family will be under.

Take action

Make this the day you get your estate plan in order. Once your plan is in place, you can discuss what type and how much life insurance you and your family will need to reduce the financial and the emotional burden that your death may cause.