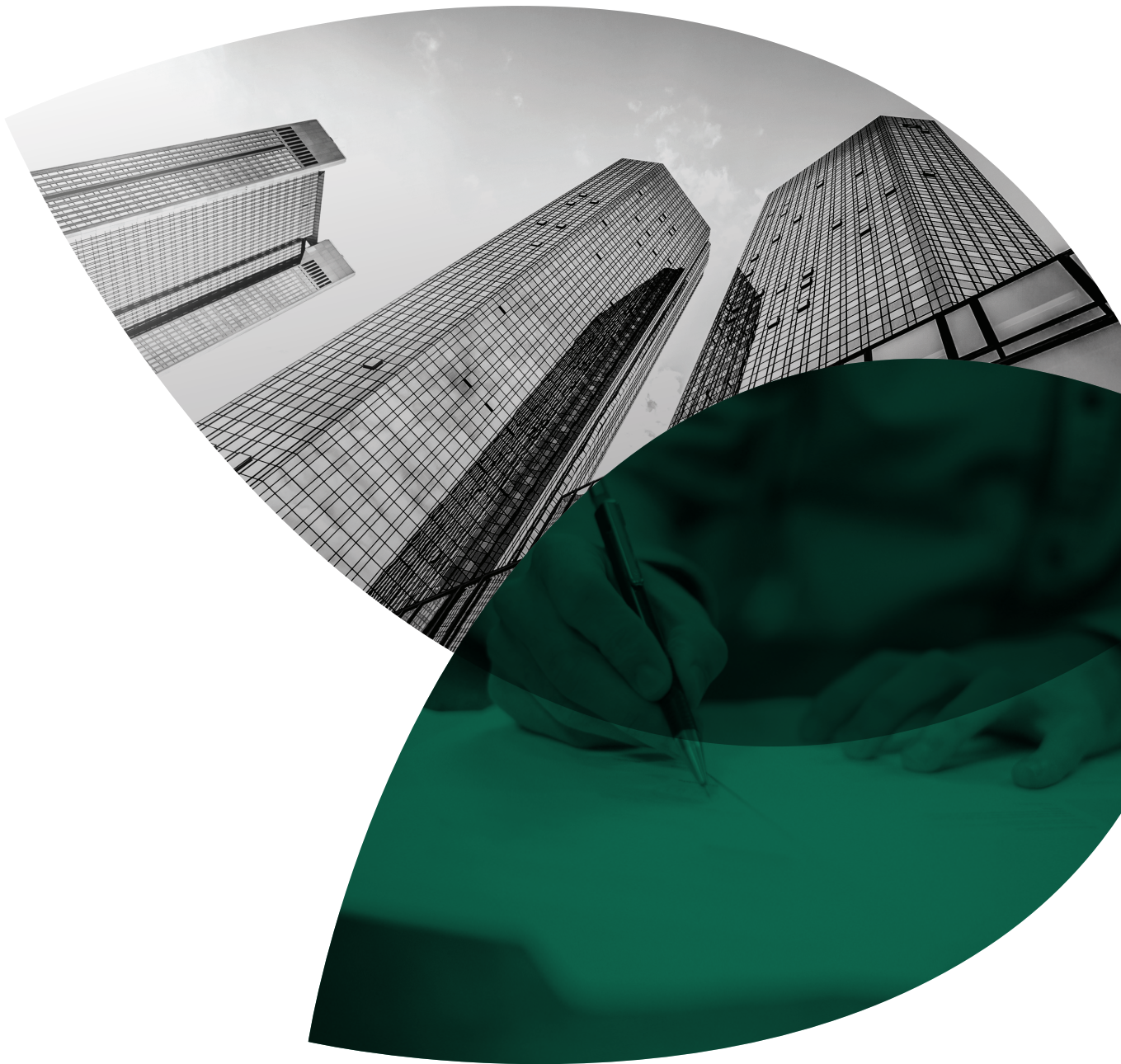




# Generational Planning Guide

Strategies to maximize wealth to heirs and charity



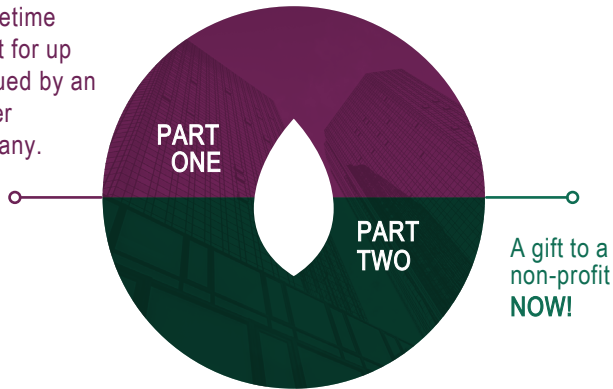
# Gift and Insured Income Program™

## Unbundled Gift Annuity

### What

This is a program composed of two parts:

A guaranteed lifetime income payment for up to two lives, issued by an A- rated or better insurance company.



### Benefits

- Guaranteed Lifetime Income
- Tax Deduction
- Gift to Charity Now
- Insurance Company is Guarantor
- No Risk to Charity
- Mortality Credits\*
- Refund Options to Beneficiaries

\* Pool of Annuities — mortality credits are passed on to those who live a long time

The rate of payment will be based upon the **American Council of Gift Annuities** for the total amount of money. The major advantage of the GIIP is the charity receives a current gift now and the Donor's income is guaranteed by a major insurance company.



### Sample Rate For One Person

Amount	Age	Rate	Insure Income	Tax Deduction and Gift	Avg. SPIA** Premium
\$100,000.00	55	4.8%	\$4,800.00	\$18,798.08	\$81,201.92
\$100,000.00	60	5.2%	\$5,200.00	\$18,595.86	\$81,404.14
\$100,000.00	65	5.7%	\$5,700.00	\$19,132.04	\$80,867.96
\$100,000.00	70	6.3%	\$6,300.00	\$21,433.19	\$78,566.81
\$100,000.00	75	7.0%	\$7,000.00	\$26,486.36	\$73,513.64
\$100,000.00	80	8.1%	\$8,100.00	\$32,081.55	\$67,918.45
\$100,000.00	85	9.1%	\$9,100.00	\$42,864.50	\$57,135.50



### Sample Rate For Two People

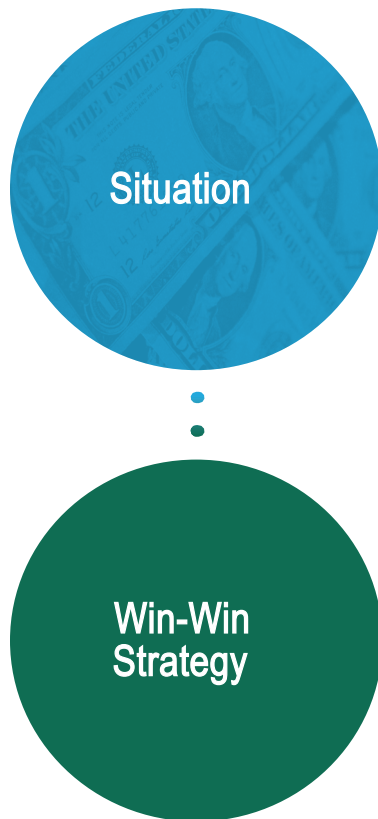
Amount	Age	Rate	Insure Income	Tax Deduction and Gift	Avg. SPIA** Premium
\$100,000.00	55/55	4.4%	\$4,400.00	\$17,802.16	\$82,197.84
\$100,000.00	60/60	4.7%	\$4,700.00	\$16,904.67	\$83,095.33
\$100,000.00	65/65	5.0%	\$5,000.00	\$17,779.56	\$82,220.44
\$100,000.00	70/70	5.5%	\$5,500.00	\$17,876.84	\$82,123.16
\$100,000.00	75/75	6.2%	\$6,200.00	\$18,707.74	\$81,292.26
\$100,000.00	80/80	6.9%	\$6,900.00	\$24,058.06	\$75,941.94
\$100,000.00	85/85	8.1%	\$8,100.00	\$29,112.58	\$70,887.42

\*The rate is subject to change daily and is indicative as of June 2024. This is for educational purpose and is not a guarantee of future rates.

\*\* Single Premium Immediate Annuity

# Tax Exempt Trust

IRS Section 644 Charitable Remainder Trust is a tax-exempt trust which can sell property without a capital gains tax.



Seller has a large capital gain and wishes to reduce the tax on the sale of the property. Potential gains and recapture of depreciation cause the seller to look for alternatives to reduce the tax.

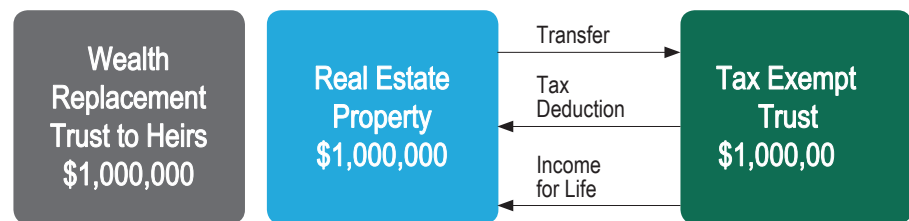
## Problem Tax



Capital Gains rates vary by the individual situation. This is for illustrative purpose only.

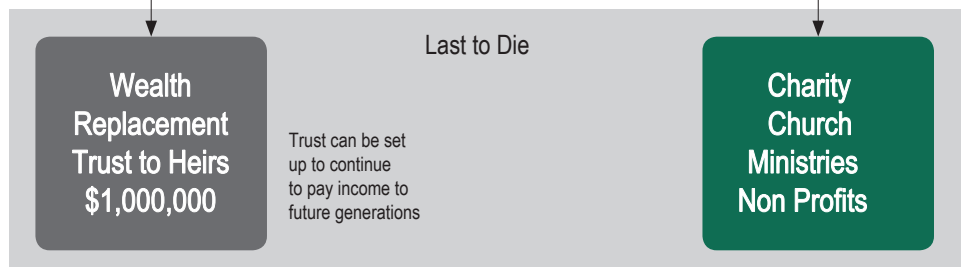
The seller transfers their property to a specially designed trust which avoids the capital gains tax on the sale of the property in the trust. The property is sold in the trust and the value is reinvested such as to pay a lifetime income of a minimum of 5% to the sellers (donors) of the property. The sellers of the property (donors) receive a charitable tax deduction for placing the property in the trust. Instead of paying tax, they get a tax deduction. The strategy can provide for the heirs to inherit the full value of the property at the death of the sellers (donors).

## Lifetime Income Trust



Steps to Selling Highly Appreciated Assets and avoid Capital Gains on the sale

- Establish a Tax Exempt Trust
- Transfer Property to Tax Exempt Trust
- Sell Property within Tax Exempt Trust
- Receive Tax Deduction for PV of Gift
- Receive Income for Life and Spouse Life from Trust Account



# Commitment Giving Trust

Accelerating charitable tax deductions

## Who can benefit?

- Sold Business
- Stock Sale
- Capital Gain
- Roth Conversion
- Real Estate Sale
- Exc Stock Options
- Bonus

## Trust Gives \$5,000 per year for 5 years



## Traditional Tax Deduction

\$100,000 5 year giving commitment

	Annual gift	Tax deduction
Year 1	\$5,000	\$5,000
Year 2	\$5,000	\$5,000
Year 3	\$5,000	\$5,000
Year 4	\$5,000	\$5,000
Year 5	\$5,000	\$5,000

## Commitment Giving Trust™

Accelerate gift to PV tax deduction

	Annual gift	Tax deduction
Year 1	\$5,000	\$21,735 PRESENT VALUE
Year 2	\$5,000	
Year 3	\$5,000	
Year 4	\$5,000	
Year 5	\$5,000	

# Retirement Assets

Passing Retirement Assets to children may cost your children up to 65% tax.

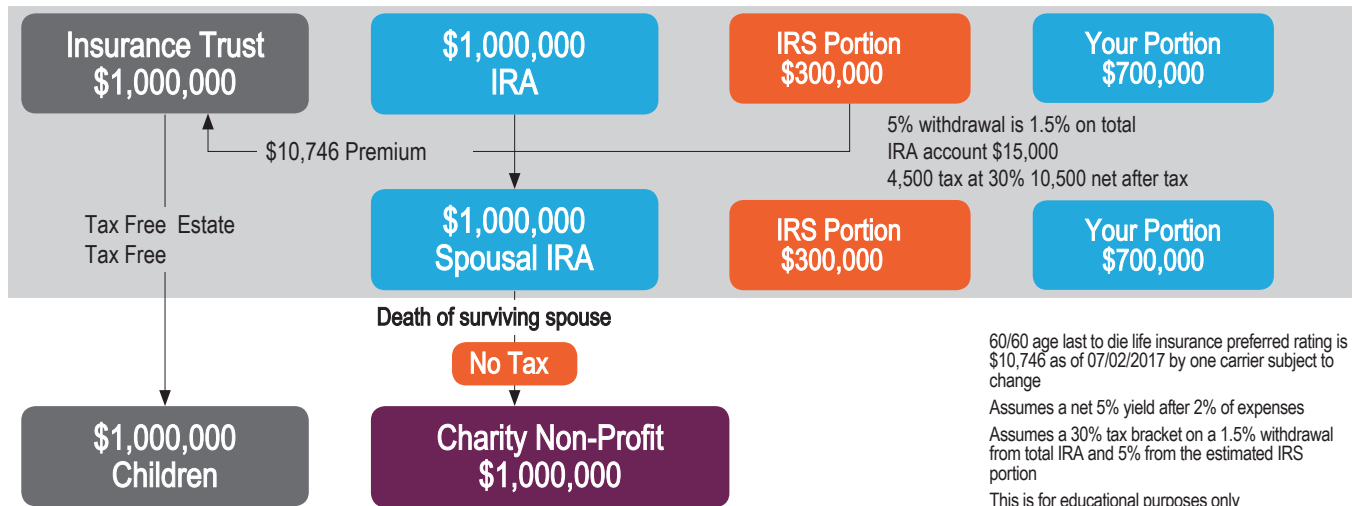
Deferring taxes in retirement plans such as a 401K or IRA can be good. However, retirement plan assets are taxable as they are withdrawn.

Retirement Plan assets are normally passed to the surviving spouse then may be taxable up to 65% to the next generations.

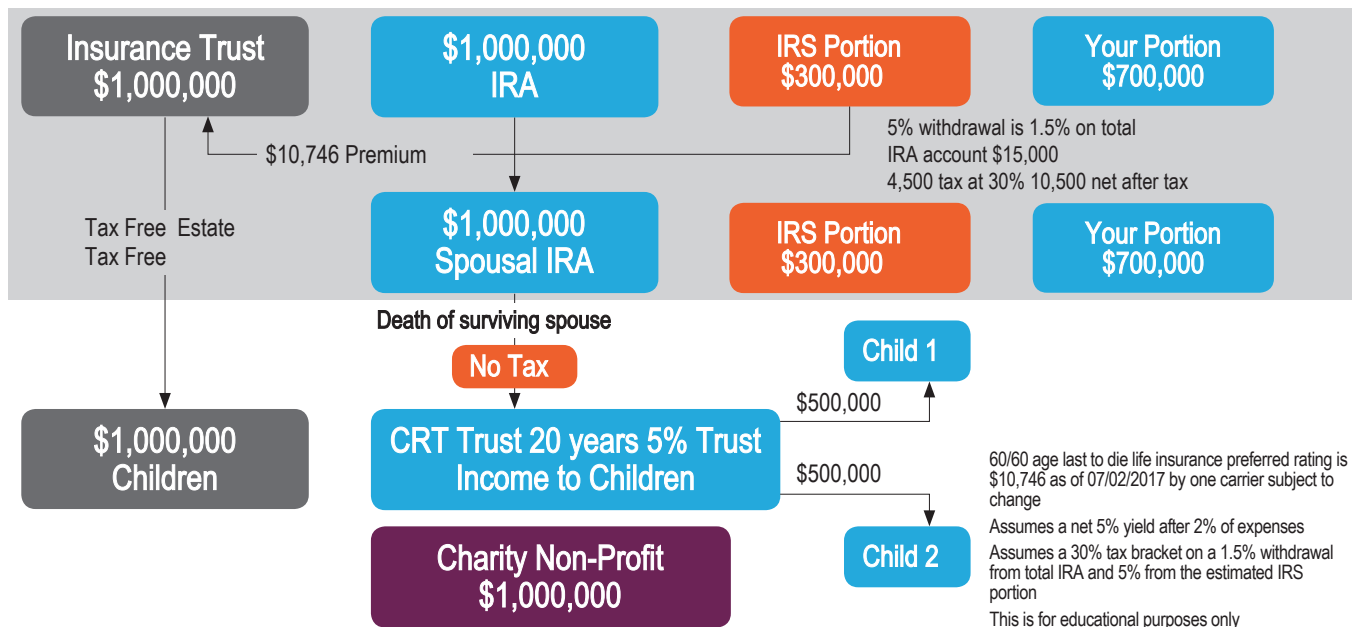


The Retirement Plan/IRA owner designs an exit strategy which would provide income to the owner and surviving spouse and has the potential to maximize wealth to the children and charity.

## Potentially Give 100% To Heirs And 100% To Charity Of IRA



## Potentially Give 200% To Heirs And 100% To Charity Of IRA





# Estate Planning

Wills go through the cost, delay and stress of Probate.

## Situation

Do any of the following concern you about your estate plan?

- I would like my estate plan to avoid the cost, delays and stress of probate.
- I would like the assets of the estate to transfer smoothly, tax efficiently to accomplish the family's goals.
- I understand that my will must go through the court probate process. My understanding is the cost of probate can range up to 7% of the probate estate.
- I am also concerned, if I or my spouse become incapacitated, who would manage my affairs and make financial decisions? I don't want the courts to be making these decisions.
- I have given more to one of my children and would like to equalize at my death the amount going to my children.
- One of my children does not manage their financial affairs very well.
- I would also like to give a percentage of my estate to various charities.
- Is there a better way to plan my estate by reducing the cost, delays and stress to my heirs?
- Are the beneficiaries, executor, guardians, trustees and power of attorneys correct? Are they willing and capable of serving?
- Are the assets in my estate properly titled to pass in the manner desired?

## Win-Win Strategy of Estate Planning

- A properly designed estate plan can help minimize the stress, delays and costs associated with estate settlement and distribution.
- This is a win to the family, children and beneficiaries of your estate because it will remove stress, cost and delays.
- This is a win for you bringing peace knowing the estate plan is in place.
- The following are some of the Legal documents associated with most estate plans.

- Pour over wills
- Revocable Living Trusts with successor trustees and incapacity clauses
- Sub trusts for special need situations
- Power of Attorney
- Health Care
- Good list of assets, tax returns, titling of all the assets and beneficiary review of insurance, annuities, IRA's and retirement plans.

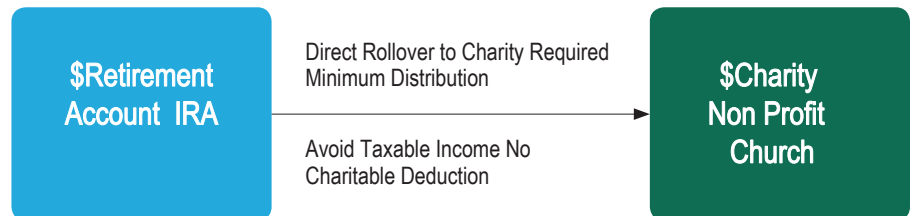
# Charitable Rollover - "QCD" Qualified Charitable Distribution

Tax Free Rollover of IRAs to Charities



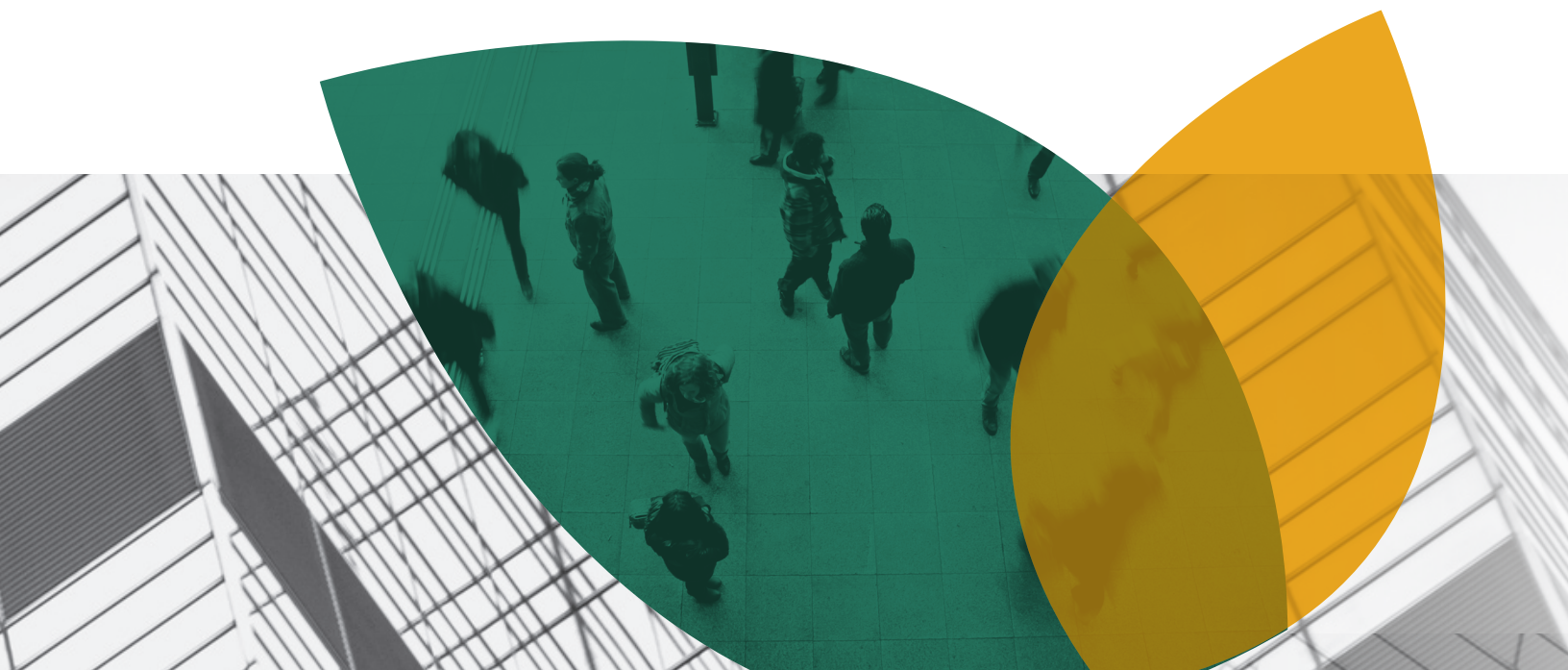
Minimum Required Distributions are required to be taken out of IRA retirement plans at age 70½. For many people this can cause an increase in income tax, Social Security tax, Medicare tax and state income tax.

## Charitable Rollover



Avoid the taxation on the minimum required distribution by using the required minimum amount of distribution as a direct transfer to a 501(c)3 Charitable organization.

The Charitable IRA Rollover allows individuals age 70½ and older to make direct transfers of up to \$100,000 per year from individual retirement accounts to qualified charities without having to count the transfers as income for federal tax purposes. Since no tax is incurred on the withdrawal, gifts do not qualify for a charitable deduction, but may be counted toward an individual's minimum required distribution.





# Seller and Non-Profit Win-Win

IRS Section 170 Bargain Sale



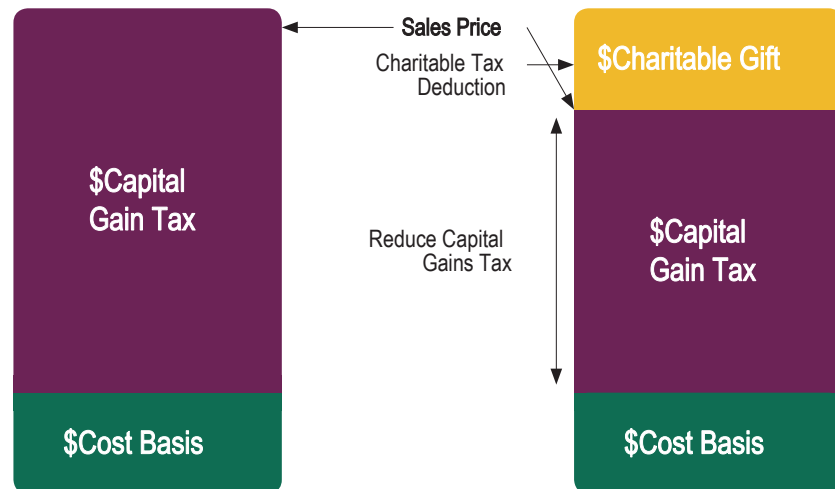
Situation

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## Problem Tax



## Win-Win

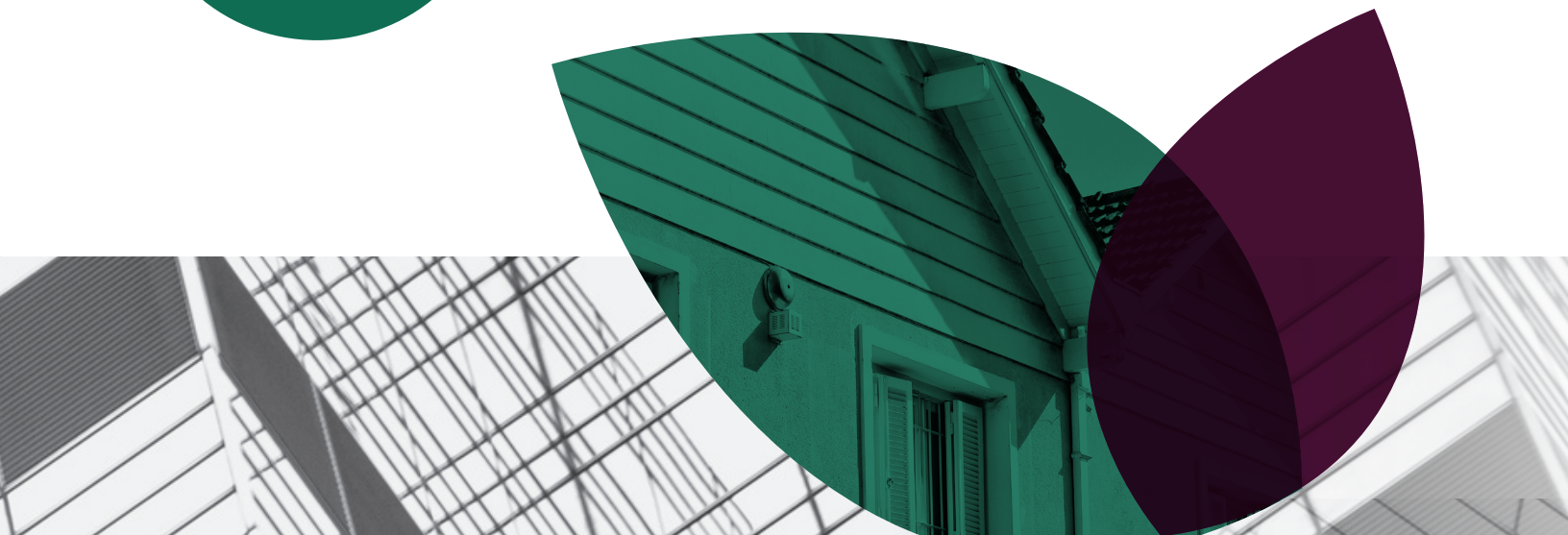


Capital Gains rates vary by the individual situation. This is for illustrative purpose only.



Win-Win Strategy

Seller sells the property to a non-profit for less than the fair market value which reduces the tax and takes a charitable tax deduction for the difference between the sales price and the fair market value.



# We believe...

- † the Wisdom of God is greater than the knowledge of man.
- † that the wealth of this world is temporary.
- † that the Purpose of Wealth is to further the Kingdom of God which is to bring redemption to ALL through Jesus Christ from the darkness of this world into Righteousness.
- † that Prosperity is first Spiritual which is seeking First the Kingdom of God and HIS RIGHTEOUSNESS.
- † that our work is worship (Avodah). That our work is redemptive and purposeful in serving others.
- † that Freedom, Liberty and Justice can only be found in Christ Jesus not in wealth or anything else.
- † that God in Christ Jesus has provided for all that we will every need. Our HOPE and TRUST is in the Lord not in our wealth.
- † that God's perfect Love gets rid of the fear of lack and the poverty mindset.
- † that we are Stewards and not owners of all that God has given us to manage for HIS PURPOSE.
- † that God's Agape Love is demonstrated through a Generous Life. God so loved that HE GAVE.
- † that God's purpose and plan is for us to be in Relationship with HIM. HE made us RIGHTEOUS through the shed blood of Jesus.



# Services Advantage

## Wealth Management Services

- Financial Plan
- Financial Tolerance Testing
- Increase Secure Income Review
- Moral Assessment
- Increase Diversification Optimization Review



## Estate Planning, Tax Planning and Charitable Planning

- Review Wills, Trusts and Current Estate Plan
- Increase Wealth to Heirs and Charity
- Reduce Taxes, Expenses and Delays in Distribution of Wealth to Heirs and Charity



## Tax Planning and Preparation, Estate Administration

- 1040 Tax Preparation, 1041 Estate and Trust Administration
- 5227 and 1041 Tax Return Filings for Charitable Trust and Lead Trusts
- Tax Strategies
- Selling a Business, Real Estate, Exercise of Stock Options, Tax Reduction Plan



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