



# PEACE OF MIND™ NEWSLETTER

*"Exclusively for POM Members"*

2479 E. Bayshore Road, Suite 220  
Palo Alto, California 94303

Summer, 2020



## Special Needs Planning – The Power and Role of the Special Needs Trust

If you have a child who will be unable to work and make a living, we likely prepared a Special Needs Trust to hold assets you leave for that child. Any amount of money can be in this type of trust without interfering with needs based government benefits that provide both an income and health insurance through Medi-Cal.

This planning approach is particularly important in light of probable spending cuts in the world of social services and other supportive services for individuals with disabilities. We are worried.

Be sure that the Special Needs Trust you establish for your child will have sufficient funds to pay for housing, personal services, and anything else that might be appropriate for your child. Be careful about depending on government benefit programs to adequately take care of these needs.

If you have not talked with us within the last year about your Special Needs Trust planning, make an appointment to do so. There are many issues you should revisit to make sure that your planning is up to date and appropriate.

## Using Your Free Hour

Mr. D met with us about his daughter, her worrisome husband, and their need for funds for a down payment on a house. Mr. D will be the source of the down payment money. We developed a plan that will protect his invested dollars in the new house so that, if there is a divorce in the future, the share our client contributed will be protected and preserved for his daughter. This involved the use of a Family Protection Trust.

Importantly, the son in law was "in the loop" and was aware of the plan.

In another matter, our clients have an estate that is substantial, valued at approximately \$14 million. They astutely wanted an update about estate tax changes that will take place in 2026. We gave them a number of ideas about steps they can take to reduce or eliminate their estate tax exposure, which could be in the millions of dollars by 2026 since their estate is growing. Conservatively, we believe that our plan will save in excess of \$1.2 million in ultimate estate tax exposure.



Exclusive Webinar

## Planning to Avoid the 40% Estate Tax

Michael Gilfix and Mark Gilfix will give you an update about estate tax legislation and where we think it is going. While the current level of estate tax protection is very high, it will drop to \$6 million per person on January 1, 2026. If you own a home in the area, it suggests that you may have exposure in the future because of inevitably increasing home prices and other factors.

There is also the very real possibility that the level of estate tax protection will drop in coming years. There is also increasing discussion of an “inheritance tax,” which would separately tax assets received by a beneficiary. Currently, the receipt of an inheritance is not a taxable event.

In this webinar for members of the Peace of Mind program, we will identify planning techniques and tools that can be used to reduce estate tax exposure.

**Exclusive POM Webinar**  
**Planning to Avoid the 40%  
Estate Tax**

**Tuesday, August 4 at 1PM via Zoom**  
*RSVP by calling 650-493-8070 or visit  
[www.Gilfix.com/peace-of-mind/](http://www.Gilfix.com/peace-of-mind/)*



## Turning 18? *Must Do* Documents

A very astute grandmother called us to create a Durable Power of Attorney and an Advance Directive for her granddaughter who just turned 18 and is going off to college. Our client, who has attended many of our seminars and webinars, understands how important it is for every adult (age 18 and older) to have these documents in place.

If her granddaughter is ill, her parents will not be given information about her medical condition because of privacy conditions. By signing the Advance Directive, her parents will have power and access. This is one of the many reasons why these documents are essential.

The lesson is obvious: your kids and grandkids need to do their own basic planning. Educating them about this and perhaps taking care of fees for these modest steps is also an excellent lesson about the power of planning.



# UPCOMING WEBINAR

## Planning to Avoid the 40% Estate Tax

**Tuesday, August 4 at 1:00 PM**

**Presented by Michael Gilfix  
and Mark Gilfix**

*Please call (650) 493-8070 to RSVP.*

### ★Use or Share your FREE hour POM consultation★

Remember: If you do not plan on using your annual consultation, let a family member use it. It is transferrable. Use the attached certificate and just make the appointment!

---

## ***PEACE OF MIND***

### FREE CONSULTATION\* CERTIFICATE

I/We, \_\_\_\_\_, give to \_\_\_\_\_  
[POM Member] [Recipient]

our 20\_\_\_\_, annual free Peace of Mind Consultation to be used on or before  
\_\_\_\_\_, 20\_\_\_\_.

Dated: \_\_\_\_\_

\_\_\_\_\_  
[POM Member]

\_\_\_\_\_  
[POM Member]

\*When calling to make this appointment, please indicate that you have this Certificate.



GILFIX & LA POLL ASSOCIATES, LLP

# PEACE OF MIND

Member Newsletter

## UPCOMING WEBINAR

Tuesday, August 4 at 1:00 PM  
Presented by **Michael Gilfix**  
and **Mark Gilfix**

**Planning to Avoid the 40% Estate Tax**



**NEWSLETTER  
FOR EXCLUSIVE  
POM MEMBERS**