



ESTATE PLANNING

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PLANNING YOUR ESTATE

You've worked hard for your money and made every attempt to be a successful person. So it's only natural that you want some control over what happens to your assets at the time of your death. At the very least, you probably want to minimize the potential hassles and headaches for your loved ones. A comprehensive estate plan is important to accomplish your estate planning goals.

WHAT HAPPENS IF I DON'T HAVE A WILL OR TRUST?

The legal term for dying without a will is intestate. If you do not specify through a valid will or living trust who will receive your property, state law will control and generally distributes your property to your spouse or your next heirs. This may or may not be what you intended. Furthermore, if you fail to create a trust for your minor children, the court may appoint someone you wouldn't trust to be the legal guardian of your minor children. Finally, by failing to appoint someone to carry out your wishes, the court can appoint anyone (as outlined in the law) to be the administrator of your estate. The administrator may have to pay certain fees or post a bond at the time of appointment. The administrator or she can begin to distribute your assets.

IF YOU HAVE A VERY SIMPLE ESTATE

A simple will is appropriate for people who do not own property and do not have a lot of savings. If you have less than \$150,000 in cash or other assets, such as stocks or mutual funds, a simple will may be appropriate for your situation.

IF YOU HAVE A HOME WITH A MORTGAGE AND JUST A VERY MODEST ESTATE

If you own a home with a mortgage (any value) or if you have savings in excess of \$150,000, you should consider making a revocable living trust as the centerpiece of your estate plan. A properly-funded revocable living trust will allow your estate to avoid the expense and delay of probate.

OTHER DOCUMENTS THAT SHOULD BE A PART OF EVERY ESTATE PLAN

Any comprehensive estate plan, whether it is centered on a simple will or a revocable living trust, should also include other vital documents, such as a Durable Power of Attorney for Property Management, Advance Health Care Directive and Final Disposition Instructions. These documents are described in more detail below.

FORMS NEEDED IN A TRUST-CENTERED ESTATE PLAN

1. *Revocable Living Trust* – A living trust supplements your final will and allows for a simpler transfer of property after your death. The trust names a trustee to manage and control the trust property while you are alive and well and it names a successor trustee to take over for you when you pass away or become incapacitated. The purpose of a trust is to distribute your assets to your beneficiaries in a way that bypasses the expense and delay of the probate process. Trusts are described in more detail in the next section of this brochure.

2. *Trust-Related Documents* – Other “supporting” documents accompany most revocable living trust packages to ensure the funding and proper operation of the trust. The Certification of Trust is a simplified summary of certain provisions of the trust instrument which makes it easy for financial institutions to transfer your assets to the trust. Various “assignment” forms should be included as well. An Assignment of Personal Property form should be included to transfer your tangible personal property such as jewelry, artwork, etc. to the living trust and an Assignment of Business Interest should be executed to transfer sole-proprietorship, partnership and LLC businesses to your trust.

3. *Pour Over Will* – To properly fund your trust, your trust must take title to your assets. If this is not done, your trust will not own those assets. The pour over will ensures that any assets that not held in the trust at death will be transferred to your trust after your death. This is not the most efficient method for transferring assets to your trust as those assets should be transferred during your lifetime so the trust can work properly and avoid probate. If the property transferred under the pour over will exceeds \$150,000, those assets may require a probate proceeding.

4. *Trust Transfer Deed* – If real property is owned it is important to transfer that asset into your trust. This is accomplished by recording a Trust Transfer Deed which will transfer the property from your individual name to your trust.

5. *Durable Power of Attorney For Property Management* – This document designates an individual who to manage your financial affairs if you cannot become injured, ill or otherwise incapacitated. The power of attorney allows your agent to pay your bills, does your banking, runs your business and takes other actions that you would normally require your signature. Having a power of attorney is critical and it takes the place of a court-supervised conservatorship.

6. *Advance Health Care Directive* – This document designates an agent to make health care decisions for you if you become ill or incapacitated. It also allows you to express your wishes in writing regarding end-of-life decisions and the disposition of your remains.

7. *Final Disposition Instructions* – Lets your survivors know how you want your remains to be handled after you die; whether you want burial or cremation, what you want for a funeral ceremony are and whether you have already made pre-arrangements at a funeral home.

FUNDAMENTALS OF LIVING TRUSTS

A living trust will be used as the mechanism to manage your property during your lifetime and after your death as well as provide how those assets, and the income earned from the assets, are to be distributed after your death. If you should become incapacitated or die, the successor trustee you have named will manage the affairs of the trust for you. A living trust is not subject to probate and, therefore, all provisions of the trust remain private.

The "living trust" described in this brochure is a revocable trust. It is sometimes referred to as a revocable inter vivos trust, or a grantor trust. A revocable trust may be amended or revoked by the person creating it (commonly known as the "trustor," "grantor," or "settlor") at any time during the trustor's lifetime as long as the trustor is competent.

A trust is a written legal agreement between the person creating the trust and the person or institution named to manage the assets held in the trust ("trustee") for the benefit of the trust's beneficiary. In most cases, you will be the trustor, the initial trustee of your living trust and the beneficiary of the trust all at one time. If, at some point, you need assistance in managing the trust the successor trustee will manage the trust for your benefit as the beneficiary.

In a living trust agreement:

- The trustee has the legal right to manage and control the assets held in the trust.
- The trust describes the persons or eligible organizations ("beneficiaries") who will receive the trust assets after the initial beneficiary's death.
- The trust gives the trustee certain powers and authority to manage and distribute the trust property prudently. The trustee is a "fiduciary." A fiduciary is an individual or company who occupies a position of trust and confidence and is subject to strict responsibilities, usually higher standards of performance than one who is dealing with his or her own property. Without the trustor's express written permission the trustee cannot use trust property for the trustee's own personal benefit or self-interest. A trustee must hold the trust property solely for the benefit of the beneficiaries of the trust.

Three basic types of revocable living trusts include:

- A probate-avoidance trust for an individual
- A probate-avoidance trust for a couple who own property together
- A probate-avoidance and estate tax-saving AB trust for prosperous couples with a net combined estate worth over \$5 million (according to current law).

A living trust can be an important part, in many cases the most important part of your estate plan. Not everyone, however, may need a living trust. The greater the risk of incapacity or death, the greater the need for a living trust. The greater the value of your assets, especially if they include real estate, the greater the need for a living trust. A healthy individual with few assets probably does not need a living trust right now. A real estate investor who is frequently buying, selling or refinancing his or her real estate probably wants a living trust to hold those assets. On the other hand, many people realize that a living trust will be helpful in the future so they set up a living trust now to have it in place in the event of an accident or sudden illness.

KINDS OF TRUSTS

Revocable Living Trusts – A revocable living trust is a trust you can revoke at any time. They're called "living" trusts because they're created when you're alive, not at your death like some other kinds of trusts. Sometimes, living trusts are referred to by the Latin name: inter vivos (among the living) trusts. There are two common types of revocable living trusts.

Basic living trust – A basic living trust allows you to transfer your property without going through the notoriously slow and expensive probate process. A basic living trust does nothing to reduce federal estate tax, however, so if you don't have a will, you may want to worry about that. Only a tiny fraction, less than 2% of estates owe estate tax.

AB trust - Both avoids probate and also allow your heirs to save thousands of dollars on estate taxes at your death. An AB trust works by making the first spouse's estate subject to tax and the second spouse's estate is treated as part of the second spouse's estate at the second death. That way, both spouses' estates are under the estate tax threshold; they're never combined for estate tax purposes.

With the present high estate tax levels and portability, this type of trust is unlikely to benefit most estate tax payors. Currently, the estate tax effects only people who die leaving a taxable estate of more than \$5.25 million. However, with portability, a surviving spouse will be allowed to pass up to \$5 million of the federal estate tax exemption between married spouses. If the first spouse dies and the value of his or her estate does not require the full exemption from estate taxes, then the amount of the exemption that was not used for the deceased spouse's estate may be transferred to the surviving spouse's

exemption so that he or she can use the deceased spouse's unused exemption plus her own exemption when the surviving spouse later dies.

However, there are a few circumstances in which an AB trust is still beneficial including if your marriage is unrecognized by the federal government because it does not recognize one's right to portability. Another circumstance in which an AB trust may be useful is if you are in a second marriage and you want your spouse to be able to use your property after your death but you want your property to go to your children after your spouse's death.

Other common types of trusts include:

Testamentary Trusts - Trusts which are set forth in your will and therefore do not provide for any management of your assets during your lifetime. Testamentary trusts can, however, provide for young children and others who need the management of your assets after your death.

Irrevocable Trusts - Trusts which, immediately upon their creation, are not amendable or revocable by you. These are generally created in trust documents. Some examples include irrevocable life insurance trusts, irrevocable trusts for children and charitable trusts. A qualified estate planning lawyer should be consulted with respect to trust documents.

Special Needs Trust's (SNT) - Trusts are typically used to supplement or address special needs of individuals who receive means tested social services or benefits. Most of these individuals have profound disabilities and the benefits they receive (such as Supplemental Security Insurance) do not cover or provide for their special needs. These trusts allow the beneficiary to receive a benefit from the assets of the trust without exercising any direct control over the trust or its management. The trustee is responsible to manage resources while maintaining the individual's eligibility for assistance. The family can place assets in the trust to be used to supplement the beneficiary's needs. The trust is managed by a trustee for the benefit of the disabled beneficiary. The government has recognized the validity of special needs trusts, and the rules and regulations govern the use of funds and the management of the trust. A Special Needs Trusts may be subject to the rules and regulations imposed by state and federal agencies, it is vital that any family contemplating the creation of a trust consult with a knowledgeable about special needs trusts and current government benefits programs.

WHAT CAN A LIVING TRUST DO?

A living trust can provide for the private management of your assets if you choose not to act as trustee or if you are unable to do so, by the person or persons whom you appoint as trustee. The designated trustee can assume responsibility for your assets and manage them for your benefit without direct court intervention or supervision. At your death the trustee

acts much as an executor would, gathering your assets, paying valid debts, claims and taxes and distributing your assets as you have directed in your living trust.

If you are acting as trustee of your own living trust and become incapacitated, the person you have named as your successor trustee will assume the responsibility of managing your assets on your behalf. If your assets are not in your living trust, someone else will have to manage them. How this is accomplished may depend on whether the assets are your separate property or community property. If you are married, assets earned by either you or your spouse while married and you are a resident of California are considered to be community property. On the other hand, a married individual may own separate property as a result of assets owned before marriage or received by gift or inheritance during marriage.

TRUST MANAGEMENT AFTER YOUR DEATH

Assets held in your living trust at your death can be managed by the trustee of your living trust and distributed in accordance with your directions in the trust. The trustee is also accountable to your beneficiaries for the trust assets held for them after your death. The trust is not under the direct management of the probate court at and after your death and, therefore, the value and the nature of your assets and the identity of your beneficiaries do not become a public record. At your death, however, notice must be given of your death to all beneficiaries of your living trust, advising them, among other things, of their right to obtain a copy of the living trust.

If your assets were in your name alone at your death, they would be subject to probate. Probate is the court-supervised process developed under California law which has as its goal the transfer of your assets at your death to the beneficiaries set forth in your will and in the manner prescribed by you. After your death, a petition is filed with the court, usually by the person or institution named in your will. After notice is given and a hearing is held, your will is admitted to probate and an executor is appointed. A full inventory of the assets held in your name alone at your death is filed with the court and the probate continues until your estate is ready for distribution and the court approves the final distribution of your estate. Probate can take more time to complete than the administration of your trust following your death. Assets held in a living trust are readily accessible to beneficiaries than those in a probate. The cost of a probate is one of the highest costs incurred by a comparable estate managed and distributed under a living trust.

LEAVING PROPERTY TO MINORS AND YOUNG ADULTS

There are several ways to arrange for an adult to manage property inherited by a young person. The most common are:

• Leave property to an adult to use for the child. Many people don't leave property to a child. Instead, they leave it to the child's parent or to the person they expect to have

care and custody of the child if neither parent is available. There's no formal legal arrangement but they trust the adult to use the property for the child's benefit.

Name a "custodian" under the Uniform Transfers to Minors Act (UTMA). In California, you can name a custodian to manage property you leave a child until the child reaches age 18 or 25. If you don't require management to last beyond that age, a custodianship is the way to go. As a general rule, the less valuable the property involved and the more mature the child, the more appropriate the UTMA is because it is simpler to use.

Create a child's sub trust. If you require management until age 25 or if the amount of property you are leaving the beneficiary has significant value, you may wish to use the child's sub trust to postpone distribution past age 18 or until an age you choose. The sub trust ends at whatever age you designate, then any remaining property is turned over to the child outright. If you have adult children with special needs (i.e., physical disabilities, etc.) you may want to seek legal counsel regarding how to set up special management in the form of a "Special Needs Trust" for that individual.

Create a "pot" trust. This is a legal structure you can establish in your will or trust. Instead of creating a separate trust for the property you leave to each child as with the other trust options, you create one trust for all the children you leave property to. You name a single trustee to manage the property for the benefit of all the children as a group, without regard to how much is spent on an individual child. The trust continues until the youngest child turns an age you specify. Final disbursement of the trust is withheld until the youngest reaches the age specified.

For each minor or young adult you leave property in your will or trust you must decide which management approach to use.

SELECTING A TRUSTEE

As noted, many people act as their own trustee until their incapacity or death. Others determine that they need professional assistance and management of their assets simply because they are too busy or they simply don't wish to have the responsibility of day-to-day management of their financial affairs.

Perhaps the most important decision for you to consider is your choice of a trustee to act in your place. As you have noted, your trustee will have considerable authority and responsibility, is not under direct supervision and will assume that responsibility either during your lifetime (if you so choose) if you become incapacitated or at your death. A trustee may be a spouse, a child, a relative, family friends, business associates or a professional. A professional fiduciary may be a bank or trust company which must be licensed by the State of California. You may also provide for co-trustees. There are a number of issues to consider. For example, will the appointment of one of your adult children cause undue stress in

his or her relations with siblings? What conflicts of interest are created if a business associate or partner is named as your trustee? Will the person named as successor trustee have the time, organizational ability and experience to do the job effectively?

DISADVANTAGES OF A LIVING TRUST

Because living trusts are not under direct court supervision, a trustee who does not act in your best interests or in a prudent fashion accountable to you or your beneficiaries may, in some cases, be able to take advantage of the situation to a greater extent than would be possible if the trustee been under direct court supervision which provides the safeguards as court accountings and, in some situations, a bond.

In some cases, the cost of preparing a living trust and estate planning will be higher than the cost of simply preparing a will. However, if the complex estate plan the difference in cost may not be significant.

Once created, the trust must be "funded." The funding of a trust is simply the transfer of assets from your own name to whomever is acting as trustee of the living trust - you or some other person. Deeds to real property must, of course, be prepared and recorded, bank accounts transferred and stock and bond certificates transferred as well. These are not necessarily expensive tasks but they are time-consuming and require some paperwork to complete in order to make your trust effective. Some individuals in businesses (for example, real estate development) sometimes find that having a living trust creates excessive problems in the operation of the business when it is necessary to deal with a third party, such as a title company.

DO I NEED A WILL WITH A TRUST?

If you have a living trust, you should also have a will or pour-over will. Your will affects any assets which, for one reason or another, were held in your name alone at your death and not in your living trust or in some other form of ownership. With the living trust, your will usually contains as its primary provision for the distribution of your estate, a "pour over" provision which simply says any assets held in your name be transferred at your death to your living trust. Of course, you should decide with respect to those assets which are transferred to your living trust by your will. You may also nominate the guardians of the person and estate of your minor children and care and provide for them.

TAXES

Income Taxes - As long as you are the trustee or a co-trustee, no separate income tax returns are required to be filed for your living trust. The taxpayer identification number for the trust is your social security number and all income and deductions related to the assets held in the trust are reported on your individual income tax returns. When you are no longer a trustee of your trust, separate income tax returns must be filed by the trustee, reporting all of the income and deductions relating to the trust assets to the IRS and attributing them to your personal return. No

additional tax is assessed by reason of the living trust. After your death, the income tax of the living trust is similar to that applicable to a probate estate.

Estate Taxes - While a living trust may contain provisions which can provide for the reduction or even eliminate estate taxes, similar provisions could be placed in a will to accomplish the same tax planning.

TRANSFERRING ASSETS TO YOUR LIVING TRUST

Once your trust has been signed, a very important task must be accomplished in order to achieve your objectives of avoidance of court-supervised probate proceedings. If you are incapacitated or require probate at your death, assets must be transferred to the trustee of the living trust. As discussed above, this is known as "funding" the trust.

A living trust can hold both separate and community property. If community property is held in a living trust, then both spouses are the owners. Care must be taken to carefully designate the property held in a living trust by marriage as either separate or community property.

If you own real estate in another state it may be necessary to transfer title of that asset to your trust to avoid probate in the other state.

You may also want to consider changing beneficiary designations on life insurance policies, to the trust. As for beneficiary designations on a qualified plan, such as a 401 (k) or IRA, serious income tax issues require consultation with a professional concerning the appropriate beneficiary designation of these assets.

BEWARE OF FINANCIAL ADVISOR ESTATE PLANNING SERVICES

There are many people who call themselves "financial planners," "certified planners" or other titles which are intended to give the person the appearance of having received advanced training in estate planning. California has experienced a proliferation of promotions by unqualified individuals and entities which have obtained access to your finances in order to sell insurance-based products, annuities and other commission-based products. Here are some helpful hints and suggestions.

Before considering a living trust or any other estate or financial planning document or service, consult with a lawyer or other financial advisor who is knowledgeable in estate planning and who can help you to select a product which may be unnecessary.

If the person attempting to sell you the trust is a not a lawyer, he or she must be a registered and bonded Legal Document Assistant or the employee of a Legal Document

Assistant. A non-lawyer cannot say he or she is "affiliated with" or "supervised by" an attorney unless you actually meet in person with the attorney. Only an attorney or a licensed and bonded Legal Document Assistant can sign a contract with you and accept fees for you.

- Always ask for time to consider and reflect on your decision. Do not allow yourself to be pressured into purchasing any estate or financial planning product.
- Know your cancellation rights. California law requires that sellers who come to your home to sell goods and services (not including insurance and securities) that cost more than \$1,000 must give you two copies of a Notice of Cancellation form with your agreement. You, the buyer, may cancel this transaction at any time prior to midnight on the third business day after the date of this transaction.
- Be wary of home solicitors who insist on seeing confidential and sensitive information about your assets and finances.
- Find out if any complaints have been filed against the company by calling local and state consumer protection offices or the Better Business Bureau.
- Know whom you are talking to. Insist on identifying the person and a description of his or her qualifications, education, and expertise in the field of estate planning.
- Always ask for a copy of any document you sign at the time it is signed.
- Report high-pressure tactics, misrepresentations, or fraud to the police immediately.

FUNDAMENTALS OF WILL

A will is a legal document which states a person's property should be distributed after his/her death. With this document you designate your executor (the person who will handle your assets and ultimate distributions per your instructions) and your beneficiaries (the person or entities which will receive assets from your estate).

You must be of legal age and of "sound mind" to create a valid will. You must know what a will is, what it does, and how to make one. You must understand the relationship between you and the individuals you wish to provide for in your will, such as your spouse or your children (this includes stepchildren if you must provide for these individuals). You must also be able to understand the extent and quantity of property you own and how you wish to distribute it.

A will should be suitable for your estate planning:

- If the net value of your assets at the date of your death is less than \$150,000 not including any asset that has a beneficiary provision and any asset that is in joint tenancy (or other tenancy).

- if the value of your real property at the date of your death is less than \$100,000

DYING WITHOUT A WILL

If you die without a valid will, money and other property you own will be divided and distributed to others according to your state's intestate succession laws. These laws divide all property between the relatives who are considered closest to you according to legal formulas and it completely excludes friends and charities. Furthermore, these legal formulas do not mirror most people's wishes.

Also, if you have minor children, another important reason to have a will is to name a personal guardian to care for them. This is an important concern of many parents who worry that their children will be left without a caretaker if both die or become unavailable. Intestate succession laws do not deal with the issue of who will take care of children. Without a will, you don't name a guardian in your will it is left up to the courts and social service agencies to find and appoint a personal guardian. The court makes the final decision when appointing a guardian for your children after your death but the court will accept your nomination. A guardian's legal responsibility is to provide for your child's physical and emotional needs.

CARRYING OUT THE PROVISIONS OF YOUR WILL

The process by which the provisions of your will are carried out following your death is known as "probate." Probate is the court-supervised process developed under California law which has as its goal the transfer of your assets at death to the beneficiaries set forth in your will and in the manner prescribed by your will. It provides for the relatively quick determination of the validity of any claims against your assets at your death.

Probate is usually a comprehensive process that can be avoided by using a living trust, which is described in the prior section of this brochure. A probate has advantages and disadvantages. The probate court is accustomed to resolving disputes regarding the distribution of your assets in a relatively expeditious fashion and in accordance with defined rules. In addition, you are assured that the actions and accountings of your executor will be reviewed by the probate court.

Disadvantages of a probate are its public nature; the provisions of your will and the value of your assets become a matter of public record. Also, because probate court fees, lawyers' fees and executors' commissions are based upon a statutory fee schedule, the expenses may be greater than the expenses incurred by a comparable estate managed and distributed under a living trust. If your probate is not too complex, however, you may be able to utilize the services of a registered Legal Professional Assistant to prepare your probate paperwork saving the statutory lawyer fees. Another factor. Often distributions to beneficiaries can be made pursuant to a living trust more quickly than in a probate proceeding.

PROPERTY NOT AFFECTED BY YOUR WILL

Generally speaking, your will affects only those assets which are in your sole and separate name at your death. Some assets which are not affected by your will include:

- Life Insurance proceeds when the policy has a valid beneficiary designation.
- Retirement Plans with a valid beneficiary designation.
- Assets owned as a Joint Tenant - real estate, automobiles, bank accounts and other personal property held in joint tenancy will pass to the surviving joint tenant upon your death, not in accordance with any directions in your will.
- Assets owned as Community Property with Right of Survivorship - married couples can own property this way which is very similar to joint tenancy. In an asset owned in this way, the property transfers to the surviving spouse, not in accordance with any instructions in your will.
- Transfer on Death or Pay on Death - bank accounts and savings bonds security accounts may be held with a beneficiary designation which allows for "transfer on death" ("TOD").
- Living Trusts - assets held in a revocable living trust at your death are distributed pursuant to the provisions of that trust.
- Your spouse's half of Community Property - In California, any assets acquired by you and your spouse from earnings during your marriage are community property. You and your spouse own equal shares of those assets. Your will, therefore, affects only your half of the community property, not your spouse's.

THE EXECUTOR OF YOUR WILL

Your executor (or personal representative) is responsible for collecting and distributing your property after your death and for arranging to pay your debts and taxes. It is both common and appropriate to name a competent relative or friend to do the job. Your choice need not have special legal knowledge; he or she can hire an attorney and accountant to do any necessary legal work.

Your choice for executor should:

- agree to serve
- be trusted by you and your beneficiaries
- live in the state to more effectively handle his or her duties
- be likely to survive you

NAMING YOUR BENEFICIARIES

The main purpose of your will is setting forth who gets your property when you die. For many, this is an easy task - you may want it all to go to your spouse, your kids, your partner or your favorite charity.

In your will you can make specific bequests, that is, leave specific property to specific people or groups (beneficiaries). After the gifts are distributed the remainder of your assets are distributed to your residuary beneficiaries. Your residuary beneficiary receives all that does not go, for one reason or another, to the beneficiaries you named to receive specific bequests. There is no need to describe, in your will, the property your residuary beneficiary will receive. By definition, your residuary estate is the rest of your property that does not pass outside of your will or in a specific bequest, so it is impossible to know exactly what will in

COMPARING WILLS AND TRUSTS

	Will	Living Trust
Probate	<p>Subject to probate proceedings.</p> <p>Out-of-state property requires probate proceedings in that state as well.</p> <p>Provides court supervision in handling beneficiaries and creditor disputes.</p> <p>Becomes public record at time of your death.</p>	<p>Not subject to probate proceedings.</p> <p>Avoids the cost of a second-state probate proceeding where there is out-of-state property.</p> <p>No automatic court supervision to deal with disputes.</p> <p>Remains private.</p>
Tax Savings	<p>Same tax-saving provisions as are available in a basic Probate Avoiding Trust.</p>	<p>NOTE: an AB trust can eliminate estate tax for couples who together own up to twice as much as the estate tax exemption.</p>
Management of Your assets	<p>In addition, must use a power of attorney or conservatorship to manage assets.</p>	<p>Allows you as the grantor to manage the trust assets as long as you are willing and able.</p> <p>Makes a provision for a successor trustee to take over in your place.</p>

Costs	Costs less to prepare a will than a trust. Cost to probate a will can be substantial.	Costs more to prepare, fund and manage a trust than to prepare a will, but avoids probate costs if all assets were held by the trust.
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