



The Personal Protections PlannerTM

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The Personal Protection Planner™

This planner summarizes the key elements in determining how best to leave an inheritance to loved ones. Traditionally, most people have left property to their loved ones outright, without thought as to how they might maximize the benefits available to them. With counselling, clients become aware they have far greater ability to benefit their loved ones through trust planning. Chief among these benefits are potential catastrophic creditor, divorce and illness protections. Clients may also provide personal instructions and directions for their loved ones, choosing to make them either binding or non-binding. The “appropriate” inheritance design essentially involves the trustmaker’s judgment as to the balance between control and protection of the inherited property provided to the beneficiary. We have developed three counselling tools to assist clients and their families through the inheritance design process.

The Two Way Street™

The Two Way Street™ captures the thought process most clients and families navigate to make a comfortable decision about how to provide an inheritance to loved ones. This counselling tool contrasts the degree of access and control by the beneficiary with the strength of protection provided. It captures our experience that clients typically focus on only one issue at a time when designing their plan. We usually find that clients begin the counselling process *assuming* they will make outright distributions to their loved ones. Interest and comfort level with trust planning results when clients learn about the potential protections available through inheritance in trust. The trustmaker’s comfort level translates to the beneficiary, however, only with direct involvement of the beneficiary in the education process. The Two Way Street™ helps clients embrace the notion that planning is a *process*, and that the best results come from participation by the entire family.

The Trust Protections Spectrum™

The Trust Protections Spectrum™ is the most straightforward legal counselling tool. It allows direct evaluation of various trust designs from the standpoint of both beneficiary access/control and strength of protection simultaneously. Counsel uses this tool to describe how each possible design works from the standpoint of each of the three major potential additional protections (catastrophic creditor, illness and divorce) as well as the rights of the beneficiary in each setting.

The Trusteeship Customizer™

This counselling tool allows the trustmaker and family members to understand how *practical control* can be provided to loved ones while maximizing the personal protections available to them. It emphasizes that the trusteeship design decisions are available to the *individual* beneficiary, and not dictated by the original trustmaker. In this way, each beneficiary can meet their own needs for control and appropriate assistance.