

PERSONAL AND CONFIDENTIAL FILE

of

Date Completed

NorthEast Estates and Trusts, PLLC

OFFICE
181 Falls Road
Shelburne, VT 05482
802-985-8811

MAILING ADDRESS
P.O. Box 928
Shelburne, VT 05482

This information is personal and confidential, and will be protected to the fullest extent of the law.

WHAT IS ESTATE PLANNING?

Estate planning provides tools for conserving and distributing an individual's assets in a coherent and tax-efficient manner. A complete plan allows you to control your property while you are alive, take care of you and your loved ones if you become incapacitated, and when the time comes, distribute what you have to whom you want, when you want. In addition, it allows you to save every tax dollar, professional fee and court cost legally possible.

THE GOALS OF ESTATE PLANNING

The primary goal of estate planning is to assure the transfer of a decedent's property to the beneficiaries of his or her choice at the smallest possible financial and emotional cost. If an estate plan does not exist, or it is out of date, the decedent's wishes may not be known. Or, worse yet, the wrong beneficiaries could inherit, including ex-spouses and children unable to handle a cash windfall. Shortcomings of improperly planned estates include: a surviving spouse receiving too little income to maintain his or her standard of living; a decedent failing to protect their estate tax exclusion, resulting in estate taxes that could have easily been avoided; unnecessary estate administration expenses being incurred; children from a previous marriage being unintentionally disinherited; and a lack of liquidity resulting in the forced sale of estate assets to raise money to pay expenses and taxes. The all-too-common result is that the decedent's survivors, in addition to the normal trauma caused by his or her death, often experience family bitterness and reduced financial security.

A properly planned estate, on the other hand, produces positive results and reduces family conflict and hardship. For example, an up-to-date Will should result in the orderly, sensible and effective disposition of the testator's property to the desired beneficiaries in the appropriate form. A will also avoids the application of local intestacy laws which can require the outright distribution of portions of a decedent's estate to aging parents, who may not need it, or to children, who may not be able to handle it. In addition, a testator's appointment of a competent executor who is given proper powers will facilitate the orderly administration of the estate and prevent potential disagreement or litigation about who should be the estate's representative and how they should carry out their duties.

A revocable living trust can provide additional benefits, including efficient management of assets during a grantor's incapacity; continuity of asset management after the grantor's death; avoiding the costs, delays and privacy intrusions of probate; protecting beneficiaries' inheritance against divorcing spouses and creditors; and ensuring full use of available estate tax exclusions as well as generation skipping transfer tax exclusions, among other benefits.

INFORMATION COLLECTION

NEET's Short Form is intended to gather general client information that will allow us to have a more productive initial meeting. Certain questions may point out circumstances calling for one form of estate planning over another. If NEET is retained to draft your estate planning documents, you will be asked to fill out a questionnaire with more detailed information that is oriented toward either a will-based or a trust-based estate plan. All information collected by NEET is considered confidential, and NEET maintains physical and electronic safeguards to protect such confidentiality. If you have any questions, do not hesitate to call.

CLIENT QUESTIONNAIRE INITIAL CONSULTATION FORM

Husband's Name: _____ Nickname: _____ D.O.B.: _____

Wife's Name: _____ Nickname: _____ D.O.B.: _____

Home Address: _____

Home Phone: _____ Email: _____

Marriage Date: _____ Are you both U.S. Citizens? Yes No

We have _____ children from our current marriage. Children's Ages: _____

We have _____ grandchildren. Grandchildren's Ages: _____

Select One

- YES NO We have previously lived in California, Idaho, Washington State, Nevada, Arizona, New Mexico, Texas, Louisiana or Wisconsin.
- YES NO We currently spend a significant part of the year in another state or country.
- YES NO One or both of us is receiving social security, disability or other government benefits.
- YES NO One or both of us has a child that is receiving government assistance for special needs.
- YES NO We are concerned about a child receiving a lump-sum inheritance.
- YES NO We own real estate or a residence out of state.
- YES NO One or both of us has children from a prior marriage.
- YES NO We own or have a significant role in a family business.

ASSETS <i>Please provide ballpark values for the following:</i>	Jointly Owned Property	Husband's Separate Property	Wife's Separate Property
Cash accounts: checking, savings, money market and CDs	\$	\$	\$
Investment accounts: brokerage accounts, stocks, bonds, mutual funds	\$	\$	\$
Retirement Accounts: IRAs, 401(k)s, Profit Sharing, SEP	\$	\$	\$
Pension Plans	\$	\$	\$
Annuities	\$	\$	\$
Insurance Policies	\$	\$	\$
Business interests	\$	\$	\$
Real Property (home, vacation properties, land)	\$	\$	\$
Personal Property: boats, airplanes, collector items	\$	\$	\$
Other:	\$	\$	\$
TOTAL	\$	\$	\$

What do you hope to accomplish through estate planning?

Please answer the following questions.

If the answer to any question is YES, please indicate the question number and provide additional information in the space below.

- | | | | |
|-----|--|------------|-----------|
| 1. | Has either client previously engaged in estate planning, for example, a will or trust?.....
<i>(If yes, please send a copy to NEET, or bring to the Initial Consultation)</i> | YES | NO |
| 2. | Has either client signed an advance directive or durable financial power of attorney?..... | YES | NO |
| 3. | Has either client made gifts in excess of \$10,000 in any one year?..... | YES | NO |
| 4. | Does either client expect to receive a gift or inheritance of greater than \$10,000?..... | YES | NO |
| 5. | Is either client providing primary or other major support for an adult child?..... | YES | NO |
| 6. | Has either client added a child or other person (non-spouse) to a real estate deed?..... | YES | NO |
| 7. | Does either client, or a client's child, suffer serious and/or chronic health problems?..... | YES | NO |
| 8. | Does either client intend to disinherit a child or grandchild?..... | YES | NO |
| 9. | Are there any charitable organizations you wish to provide for today or at your death?.... | YES | NO |
| 10. | Is either client the trustee or beneficiary of another person's trust?..... | YES | NO |
| 11. | Can either client direct how funds in another person's will or trust may be spent or to whom the money should pass?..... | YES | NO |
| 12. | Has either client signed a pre- and/or post-marriage agreement/contract?..... | YES | NO |
| 13. | Is either client making payments pursuant to a divorce or property settlement agreement?..... | YES | NO |
| 14. | Has either client made a gift under the Uniform Gift to Minors Act?..... | YES | NO |
| 15. | Has either client ever filed a Federal or State gift tax return?..... | YES | NO |
| 16. | Has either client ever had a business succession or continuation plan executed?..... | YES | NO |
| 17. | Does either client have assets in a foreign bank account or other overseas institution?..... | YES | NO |

Comments:

Please rate the following risks/concerns LOW, MEDIUM or HIGH. If you and your spouse feel differently about a risk or concern, feel free to circle more than one answer.

Family Concerns

A.	Risk that an unsuitable person may be named the guardian of your children.....	LOW	MED	HIGH
B.	Risk that a child will lose all or a portion of their inheritance to a creditor, divorcing spouse, or an unjustified lawsuit.....	LOW	MED	HIGH
C.	Risk that upon the death of a child or other beneficiary, their inheritance will pass to the surviving spouse, and not to your grandchildren.....	LOW	MED	HIGH
D.	Risk that a child will waste an inheritance because of financial immaturity.....	LOW	MED	HIGH
E.	Risk that an inheritance received by a disabled child or other beneficiary would render them ineligible for government benefits.....	LOW	MED	HIGH
F.	Risk that assets left to your spouse might not pass to your intended heirs as a result of your spouse remarrying.....	LOW	MED	HIGH
G.	Risk of unnecessary and costly litigation from heirs or relatives who receive less inheritance than they think they are entitled to.....	LOW	MED	HIGH
H.	Risk of your estate passing unequally to your heirs because of the type of assets you own, for instance a small business.....	LOW	MED	HIGH
I.	Risk that your heirs will not fully appreciate the values used to create an inheritance ...	LOW	MED	HIGH
J.	Risk that your parents, who may need financial assistance, are not provided for.....	LOW	MED	HIGH

Disability and Medical Concerns

K.	Risk of loss of control over your assets in the event of disability.....	LOW	MED	HIGH
L.	Risk of legal guardianship/conservatorship in the event of disability.....	LOW	MED	HIGH
M.	Risk of unwanted use of extraordinary efforts to prolong your life if you are unable to communicate your medical care wishes.....	LOW	MED	HIGH
N.	Risk that medical personnel will not disclose your health care information to family members and loved ones because of restrictions on release of patients' information.....	LOW	MED	HIGH
O.	Risk of an unnecessary court proceeding to establish guardianship over an adult incapacitated child in order to make medical and financial decisions for him or her.....	LOW	MED	HIGH

Tax Concerns

P.	Risk of the IRS "inheriting" a sizable portion of your estate when you die.....	LOW	MED	HIGH
Q.	Risk of capital gains liability on low-basis assets.....	LOW	MED	HIGH

Post-Death Concerns

R.	Risk of unnecessary costs and delays of estate passing through probate.....	LOW	MED	HIGH
S.	Risk of private family matters being made public in court proceedings.....	LOW	MED	HIGH
T.	Risk of having to sell assets in a "fire sale" to raise money to pay estate taxes.....	LOW	MED	HIGH

Creditor Concerns

U.	Risk of frivolous lawsuits.....	LOW	MED	HIGH
V.	Risk of loss of family wealth to nursing home care.....	LOW	MED	HIGH
W.	Risk that property jointly owned with another will be sought by the co-tenant's creditors.....	LOW	MED	HIGH

Business Concerns

X.	Risk of business failure when passing to the next generation because of the lack of a business continuation plan.....	LOW	MED	HIGH
Y.	Risk of unintended financial results stemming from a Buy-Sell Agreement that is out of date and/or underfunded.....	LOW	MED	HIGH

One final question: How did you hear about NEET?

- I was given your name by _____.
- I read one of your estate planning articles in the Shelburne News or other publication.
- I did an online Internet search.
- Other: _____.

Please use the space below to elaborate on any of the MEDIUM or HIGH risks you identified above. You can also use this space to identify other risks not included in the list above, or to write down questions you would like to have answered at the initial meeting. Thank you for completing this Questionnaire.

Husband's Parents

Father: _____ L D

Mother: _____ L D

Wife's Parents

Father: _____ L D

Mother: _____ L D

Husband

Full Name: _____

Wife

Full Name: _____

Husband's Sibling

_____ L D

_____ L D

_____ L D

_____ L D

_____ L D

Wife's Sibling

_____ L D

_____ L D

_____ L D

_____ L D

_____ L D

Joint Children

_____ L D SN M F

_____ L D SN M F

_____ L D SN M F

_____ L D SN M F

_____ L D SN M F

Husband's Children from Prior Marriage

_____ L D SN M F

_____ L D SN M F

_____ L D SN M F

_____ L D SN M F

_____ L D SN M F

Wife's Children from Prior Marriage

_____ L D SN M F

_____ L D SN M F

_____ L D SN M F

_____ L D SN M F

_____ L D SN M F

Legend

L means Living SN means Special Needs
D means Deceased M/F means Male or Female

Please Select letters as appropriate