

Appendix A

What is involved in a Comprehensive Estate planning?

1. Producing the Net Estate Balance Sheet

We begin by assessing our total asset ownership. A financial advisor would help his client draw up a balance sheet of assets and liabilities as if he should die today.

- This includes all the monies in his bank account, his house, car, investment, insurance policies, etc.
- Liabilities would include all his loans – housing, car, etc.
- After deducting the liabilities, we have the Net Estate.
- We would need to consider the nature of the assets, e.g., family home, investment properties, shares – some assets are more easily realisable and more easily divided.
- We will also discuss the potential issues, difficulties or even conflicts that may arise in the allocation of the estate among family members and others.

2. Appointing the Executors, Trustees and Guardian

- We will help the client understand the role of the Executors, Trustees and Guardian (if there are young children) so that he can appoint suitable persons.

3. Distribution of the Estate

- There are three scenarios
 1. Death of Testator (Scenario 1),
 2. Death of husband & wife (Scenario 2) and
 3. Death of whole family.
- Provision & protection for young children/adults.
- Specification for use of gifts

Note: You will realise by now that there are many things involved in Estate Planning. It is not simply a matter of writing a will, or using a standard will. The lawyer is unable to do the planning because they would not be able to do such detailed fact-finding. Some insurance agents get their clients to do a will for their insurance policy. This does more harm than good, because the new will revokes all previous wills and, as well as applying to the insurance policy, becomes the will for the grant of probate. The harm comes about because the rest of the estate is deemed intestate with a will attached for the insurance policy. This is why we need to proceed with caution in this matter.

Conditions for Estate Planning Fee Waiver

Victor will waive his planning fees only for those who agree to include BGST in Scenarios 1 and/ or 2 in their will. The fees for the legal engrossing of the will remain applicable. We advise that you use the lawyer recommended by Victor as he is familiar with LPA's financial planning process.