

Since 2005 clients of Borchers Law, P.C. have been using the **Asset Trust Organizer™** to their significant advantage over other trust funding methods. Here's Why:

Complete funding instructions.

Borchers' Asset Trust Organizer™ ("ATO") lists all assets (and we mean all assets), states how they must be titled in order to fit with the estate plan, provides exact beneficiary designations, and tracks account numbers and account balances (rounded annually).

Advancement over traditional advice.

This device is a much needed advancement from traditional legal counseling on "How to Fund your Trust." Typical legal advice is to instruct clients that their trust should "own" their assets. Often no distinction is made between owning and designating a beneficiary for the assets, which is necessary for example in a retirement account: You cannot have your trust own an IRA, but you can, if carefully done, make a trust a beneficiary of an IRA.

Ownership versus primary and contingent beneficiary designations.

Sometimes it is important to have a trust own a life insurance policy, in other cases it's better to leave the ownership out of the trust, with the beneficiary designation being the trust. It may be that the best combination is to name individuals as primary beneficiaries and a trust as contingent beneficiary, or the other way around!

The proper alignment of these ownership in beneficiary designations is attention to detail that the simple instruction, "Now be sure to have your assets owned by your trust," just doesn't cover.

Keeping track of assets and their values.

The Asset Trust Organizer™ is also a significant advance in tracking assets, provided that it is kept up to date and maintained at least annually. Therefore, the ATO is coordinated with maintenance of the estate plan, handled both by clients and the Law office.

Invaluable assistance to family helpers and fiduciaries.

In times of incapacity, or with advancing years, the ATO is invaluable in bringing a family helpmate or financial assistant up to speed on what the family assets consist of. Even sources of income are tracked in the ATO. Finally, after a client passes away, the assets are already listed in the ATO and the administration of the trust can begin from this starting point. In our experience, trustees then tick-off each of the assets as they collect them, liquidate them, distribute them, and so forth until at last the ATO shows complete distribution of all assets.

How do you adopt the ATO?

Clients planning their states for the first time will adopt the Asset Trust Organizer™ and have a choice of being responsible for completion of the document entirely themselves, (with the Law office just starting the form for them) or having the Law office fill in the details, as well as completely assist with the retitling of assets.

Clients with existing trusts and estate plans who become clients of Borchers Law, P.C. will be encouraged to adopt the ATO and in so doing have the same choices.

Coordination with annual maintenance.

All annual maintenance clients (clients of our Review & Refinement™ and PlanCheck™ programs) must adopt the ATO in order for us to provide these annual services efficiently and at as low a cost as possible.

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