A COMPREHENSIVE GUIDE TO ESTATE PLANNING

Estate Planning 101
Everything You Need to Know

Pittsburgh Insurance Agents
Full Service Insurance

www.pittsburghinsuranceagents.com

TABLE OF CONTENTS

WHO NEEDS AN ESTATE PLAN

Pittsburgh Insurance Agents

Full Service Insurance

WHO NEEDS AN ESTATE PLAN

In general, anyone who has assets or dependents that they want to provide for after their death can benefit from estate planning. This can include people of all ages and income levels.

DIFFERENT TYPES OF ASSETS

REAL ESTATE	This includes any property that you own, such as a house, land, or rental property.
PERSONAL PROPERTY	This includes tangible items that you own, such as vehicles, jewelry, artwork, and furniture.
FINANCIAL ASSETS	These include things like bank accounts, investments, and retirement accounts.

WHO NEEDS AN ESTATE PLAN

BUSINESS ASSETS	If you own a business, your business assets may include things like equipment, inventory, and intellectual property.
LIFE INSURANCE	Life insurance policies can be considered assets, as they provide financial protection for your beneficiaries during your death.
COLLECTIBLES	These can include items that have sentimental or monetary value, such as stamps, coins, or artwork.
INTELLECTUAL PROPERTY	This includes patents, trademarks, and copyrights you own.
DIGITAL ASSETS	In the digital age, people may also own online accounts, social media profiles, and digital currency.

7 REASONS WHY ESTATE PLANNING IS ESSENTIAL TO ALL

Pittsburgh Insurance Agents

Full Service Insurance

7 REASONS WHY ESTATE PLANNING IS ESSENTIAL TO ALL

ENSURING THAT YOUR ASSETS ARE DISTRIBUTED ACCORDING TO YOUR WISHES

With a plan in place, your assets may be distributed according to state laws, which may align with your desires.

PROTECTING YOUR LOVED ONES

Estate planning can help ensure that your loved ones are taken care of financially if something happens to you.

REDUCING TAXES

Estate planning can help you minimize taxes on your estate, allowing more of your assets to be passed on to your beneficiaries.

AVOIDING PROBATE

Probate is the legal process of administering a person's estate after death. It can be costly and time-consuming, but with proper estate planning, it may be possible to avoid probate altogether.

MAINTAINING PRIVACY

Estate planning can help keep your financial affairs private, as they will not need to be publicly disclosed in the probate process.

MANAGING INCAPACITY

If you become incapacitated and unable to make financial or medical decisions, an estate plan can help ensure that your wishes are carried out.

PROVIDING FOR SPECIAL NEEDS

If you have a loved one with special needs, an estate plan can help ensure that they are provided for financially without jeopardizing their eligibility for government benefits.

7 KEY ELEMENTS OF AN EFFECTIVE ESTATE PLAN

Pittsburgh Insurance Agents

Full Service Insurance

7 KEY ELEMENTS OF AN EFFECTIVE ESTATE PLAN

Key factors to consider when establishing an estate plan:

YOUR ASSETS

Your estate plan should consider all assets, including real estate, financial accounts, and personal property.

YOUR BENEFICIARIES

You will need to decide who you want to receive your assets after your death and in what proportions.

YOUR WILL

A will is a legal document specifying how you want your assets to be distributed after death. It can also designate a guardian for any minor children.

POWER OF ATTORNEY

A will is a legal document specifying how you want your assets to be distributed after death. It can also designate a guardian for any minor children.

TRUSTS

Trusts can be used to hold and manage assets for certain individuals, such as children or grandchildren.

HEALTH CARE DIRECTIVES

Health care directives, also known as living wills, allow you to specify your medical treatment preferences if you cannot communicate them.

BENEFICIARY DESIGNATIONS

Many financial accounts, such as 401(k)s and life insurance policies, have beneficiary designations that determine who will receive the assets in those accounts after your death. It's important to ensure that these designations are up-to-date and in line with your overall estate plan.

9 COMMON TYPES OF ESTATE PLAN

Pittsburgh Insurance Agents

Full Service Insurance

9 COMMON TYPES OF ESTATE PLAN

01 LAST WILL AND TESTAMENT

A will is a legal document that specifies how you want your assets to be distributed after your death.

02 TRUST

A trust is a legal entity that holds assets for the benefit of a beneficiary. You can use a trust to specify how you want your assets to be managed and distributed after your death.

03 LIVING WILL

A living will is a document that outlines your wishes for medical treatment in the event that you become unable to make decisions for yourself.

04 HEALTHCARE POWER OF ATTORNEY

A healthcare power of attorney (also known as a healthcare proxy) allows you to appoint someone to make medical decisions on your behalf if you are unable to do so.

05 POWER OF ATTORNEY

A power of attorney allows you to appoint someone to handle your financial affairs if you are unable to do so.

06 BENEFICIARY DESIGNATION FORM

You can use beneficiary designation forms to specify who you want to inherit certain assets, such as life insurance policies and retirement accounts.

07 POUR-OVER WILL

A pour-over will is a document that directs any remaining assets to be transferred into a trust after your death.

08 IRREVOCABLE TRUST

An irrevocable trust is a type of trust that cannot be changed or modified once it has been created.

09 REVOCABLE TRUST

A revocable trust is a type of trust that can be modified or dissolved by the person who created it.

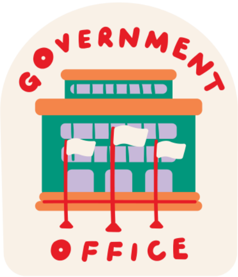
ASSET DISTRIBUTION PROCESS

Pittsburgh Insurance Agents

Full Service Insurance

ASSET DISTRIBUTION PROCESS

The process of asset distribution when you die will depend on whether you have a will or other estate planning documents in place. If you have a valid will, your assets will be distributed according to the terms of the will. What happens when you pass away and you don't have a valid will or other estate planning documents?



Intestate Defined

Intestate refers to the situation in which a person dies without having made a valid will or other estate planning documents. When someone dies intestate, their assets will be distributed according to the laws of the state in which they resided. These laws, known as intestacy laws, dictate a predetermined order of priority for distributing the person's assets.

For example, the state may consider the person's spouse and children as the initial potential heirs. If the person does not have a spouse or children, the state may look to the person's parents or siblings as potential heirs. If the person has no living relatives, the state may consider more distant relatives or consider the assets to be abandoned and take possession of them.

General Process for Distributing Assets

Determine The Assets

The first step is to identify and locate all the assets that the person owned at the time of death. This may include bank accounts, investments, real estate, personal property, etc.

Pay Debts And Expenses

The next step is to pay any outstanding debts and expenses that the person had at the time of their death. This may include credit card balances, mortgages, and medical bills.

Distribute The Assets

After debts and expenses have been paid, the remaining assets will be distributed according to the terms of the person's will or, if there is no will, according to the state's intestacy laws.

Obtain Probate

If the person had a will, the will must be admitted to probate. This legal process involves verifying the will's authenticity and appointing an executor to carry out the terms of choice. If there is no will, the court will appoint an administrator to manage the distribution of the person's assets.

Transfer Ownership

After the assets have been distributed, the new owners will need to transfer ownership into their names. This may involve obtaining new titles for real estate or vehicles.

COMMON WAYS THAT ASSETS MAY BE TAXED AFTER DEATH

Pittsburgh Insurance Agents

Full Service Insurance

COMMON WAYS THAT ASSETS MAY BE TAXED AFTER DEATH

1

Estate Tax

The federal government and some states impose an estate tax on the value of an individual's assets at the time of death. The estate tax rate can vary depending on the size of the estate, with larger estates generally subject to a higher tax rate.

2

Inheritance Tax

The federal government and some states impose an estate tax on the value of an individual's assets at the time of death. The estate tax rate can vary depending on the size of the estate, with larger estates generally subject to a higher tax rate.

3

Capital Gains Tax

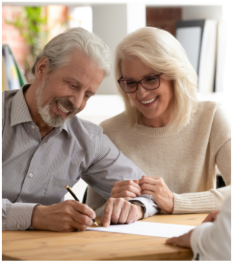
If an asset has increased in value since it was acquired, the person's estate or the beneficiary may be required to pay capital gains tax on the increase in value when the asset is sold.

4

Income Tax

Depending on the circumstances, the person's estate or the beneficiary may be required to pay income tax on income generated by the assets after the person's death.

It's important to note that various strategies can be used to minimize the tax burden on an estate or its beneficiaries, such as using trusts or taking advantage of tax exemptions. It may be advisable to work with a financial advisor or attorney to assess the tax implications of your estate plan.



MINIMIZING THE TAX BURDEN ON YOUR HEIRS

Pittsburgh Insurance Agents

Full Service Insurance

MINIMIZING THE TAX BURDEN ON YOUR HEIRS

There are several strategies that can be used to minimize the tax burden on your heirs after your death.

1

Use Trusts

One way to minimize taxes on your heirs is to use trusts in your estate plan. Different types of trusts can be used to achieve different tax benefits. For example, a charitable remainder trust can allow your heirs to receive income from your assets while also providing a tax deduction for charitable donations.

2

Take Advantage Of Tax Exemptions

The federal government and some states provide exemptions that can reduce the amount of tax that your heirs will need to pay on your assets. For example, the federal estate tax exemption allows you to transfer a certain amount of assets tax-free to your heirs.

3

Use The Annual Gift Tax Exclusion

You can also minimize taxes on your heirs by taking advantage of the annual gift tax exclusion, which allows you to give up a certain amount of money or assets to an individual each year without incurring gift tax.

4

Consider Tax-Advantaged Investments

Choosing investments that offer tax benefits, such as tax-free municipal bonds or qualified dividend-paying stocks, can also help to reduce the tax burden on your heirs.

5

Work With A Financial Advisor Or Attorney

A financial advisor or attorney can help you understand your estate plan's tax implications and recommend strategies for minimizing the tax burden on your heirs.

CHOOSING AN EXECUTOR: TIPS AND CONSIDERATIONS

Pittsburgh Insurance Agents

Full Service Insurance

CHOOSING AN EXECUTOR: TIPS AND CONSIDERATIONS

An executor is a person who is responsible for carrying out the terms of a will. If you are creating a will, you should choose an executor you trust to handle your affairs after death

4 Factors To Consider When Selecting An Executor

1 Reliability

Choose an executor who is responsible and reliable. The executor will have several important tasks to complete, so you want to select someone who will follow through on these tasks on time.

2 Ability To Handle Finances

The executor will manage and distribute your assets after your death, so it's important to select someone comfortable handling financial matters.

3 Ability To Work With Others

The executor must work with various people, including attorneys, financial advisors, and beneficiaries, so it's important to choose someone who can work well with others.

4 Location

Consider whether it would be more convenient for the executor to be located near your assets or your beneficiaries.

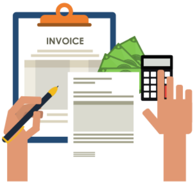
5 ESSENTIAL RESPONSIBILITIES OF AN EXECUTOR

FILING THE WILL

The executor must file the will with the probate court, which is the legal process of verifying the will's authenticity.

IDENTIFYING AND INVENTORYING ASSETS

The executor must file the will with the probate court, which is the legal process of verifying the will's authenticity.



PAYING DEBTS AND EXPENSES

The executor will be responsible for paying any outstanding debts and expenses you had at the time of your death.

DISTRIBUTING ASSETS

The executor will need to distribute your assets according to the terms of your will.

FILING TAX RETURNS

The executor may be required to file tax returns on behalf of your estate, including an estate tax return if applicable.

GUIDE TO
MAKING A WILL

Pittsburgh Insurance Agents

Full Service Insurance

6 STEPS IN CREATING A WILL

DETERMINE YOUR GOALS

Before you start drafting your will, it's important to think about what you want to accomplish with your will. Do you want to specify who will inherit your assets? Do you want to appoint guardians for your children? Do you have any specific wishes for your funeral or burial? Consider your goals and priorities so that you can tailor your will to meet your needs.

GATHER INFORMATION

You will need to gather information about your assets, debts, and beneficiaries to create your will. This may include a list of your bank accounts, investments, real estate, and personal property, as well as your beneficiaries' names and contact information.

6 STEPS IN CREATING A WILL (continued)

CHOOSE AN EXECUTOR

An executor is responsible for carrying out the terms of your will. Choose someone who you trust and who is capable of handling this responsibility. It would be best if you also considered naming an alternate executor in case your primary choice is unable or unwilling to serve.

FIND A WITNESS

You will need to have your will witnessed by at least two people who are not beneficiaries of your will. These witnesses must sign the will in front of you and each other.

DRAFT THE WILL

There are several ways to draft a will, including using an online template, working with an attorney, or using a do-it-yourself kit.

SIGN AND DATE THE WILL

After you have drafted your will, you will need to sign and date the document in front of your witnesses.

ESSENTIAL ELEMENTS OF A VALID WILL

A statement that revokes any prior wills or testamentary documents

A declaration that you are of sound mind and are making the will willingly

A list of your assets and how you want them to be distributed

The names of your beneficiaries

The appointment of an executor and, if desired, an alternate executor

Any special provisions, such as funeral or burial instructions or the appointment of guardians for minor children

5 STEPS TO UPDATE YOUR WILL

1 Review Your Will

Periodically review your will to ensure that it still reflects your wishes and priorities. Consider whether changes in your life, such as the birth of a child, a marriage or divorce, or the acquisition of new assets, necessitate changes to your will.

2 Make Changes

If you need to make changes to your will, you can do so by creating a supplement, which is a legal document that amends our will, or by creating a new will. If you create a new will, revoke any prior wills or testamentary documents to ensure everything is clear.

STEPS TO UPDATE YOUR WILL (continued)

3 Update Your Beneficiaries

If you have designated specific beneficiaries in your will, such as specific family members or charities, review these designations regularly to ensure they are still up-to-date. You may need to update your beneficiaries if someone has died, if you have had a change in circumstances, or if you want to make a change.

4 Review Your Executor

You should also review your choice of executor periodically to ensure they are still able and willing to serve in this capacity. If your executor is no longer able or willing to serve, you must choose a new executor.

5 Consult With A Professional

If you have questions or concerns about updating your will, consider consulting with a financial advisor, attorney, or other professional. They can help you understand your options and ensure your will is appropriately updated.

5 COMMON TYPES OF TRUST

Pittsburgh Insurance Agents

Full Service Insurance

5 COMMON TYPES OF TRUST

1 Revocable living trust

A revocable living trust is a trust that can be amended or revoked by the trustor at any time. This type of trust is often used to manage assets during the trustor's lifetime and to avoid probate (the legal process of transferring ownership of assets after death).

2 Irrevocable trust

An irrevocable trust is a trust that cannot be amended or revoked by the trustor. This type of trust is often used to remove assets from the trustor's estate for tax or asset protection purposes.

5 COMMON TYPES OF TRUST

3 Testamentary trust

A testamentary trust is a trust created through a will that becomes effective after the trustor's death. This type of trust is often used to manage assets for the benefit of minor children or other beneficiaries who cannot manage the assets on their own.

4 Charitable trust

A charitable trust is a trust that is created to benefit a charitable organization. There are several charitable trusts, including charitable remainder and charitable lead trusts.

5 Special needs trust

A special needs trust is a trust that is created for the benefit of an individual with special needs, such as a disability. This type of trust is designed to provide financial support without disqualifying the beneficiary from government benefits.

UNDERSTANDING THE OPTIONS FOR LONG-TERM CARE

Pittsburgh Insurance Agents

Full Service Insurance

COMMON OPTIONS FOR LONG-TERM CARE

1 IN-HOME CARE

In-home care involves having a caregiver come to the person's home to assist with daily living activities or medical needs. In-home care can be provided part-time or full-time and arranged through a home care agency or a private caregiver.

2 ASSISTED LIVING FACILITY

An assisted living facility is a residential facility that provides assistance with activities of daily living and may also offer medical care and other services. Assisted living facilities may be a good option for people who need assistance but are still relatively independent.

3 SKILLED NURSING FACILITY

A skilled nursing facility, also known as a nursing home, is a residential facility that provides 24-hour medical care and assistance with activities of daily living. Skilled nursing facilities are often recommended for people who need a high level of medical care and supervision.

COMMON OPTIONS FOR LONG-TERM CARE (continued)

4 CONTINUING CARE RETIREMENT COMMUNITY

A continuing care retirement community (CCRC) is a residential facility that provides a range of housing options (such as independent living, assisted living, and skilled nursing care) in one location. This type of facility allows people to "age in place," moving to different levels of care as their needs change.

HOSPICE CARE 5

Hospice care is a type of medical care provided to terminally ill people who are no longer seeking curative treatment. Hospice care focuses on comfort and quality of life and can be provided in a variety of settings, including the person's home, a hospice facility, or a hospital.

5 WAYS TO PAY FOR LONG-TERM CARE

PRIVATE PAY

Many people pay for long-term care out of their savings or assets. This can include using money from a bank account, stocks, or the sale of a home.

LONG-TERM CARE INSURANCE

Long-term care insurance is a type of insurance that covers the cost of long-term care services. These policies are generally purchased privately and can be tailored to meet an individual's needs and budget.

MEDICAID

Medicaid is a joint federal and state program that provides medical assistance to low-income individuals. In some cases, Medicaid may cover the cost of long-term care services, such as nursing home care or in-home care.

5 WAYS TO PAY FOR LONG-TERM CARE (continued)

VETERANS BENEFITS

Veterans who served during certain periods and met specific other requirements may be eligible for long-term care benefits through the Department of Veterans Affairs (VA). These benefits can help pay for long-term care services in various settings, including nursing homes and assisted living facilities.

REVERSE MORTGAGE

A reverse mortgage is a loan that allows homeowners who are 62 or older to convert the equity in their home into cash. The loan must only be repaid once the homeowner sells the home or dies. Reverse mortgages can be used to pay for long-term care expenses.

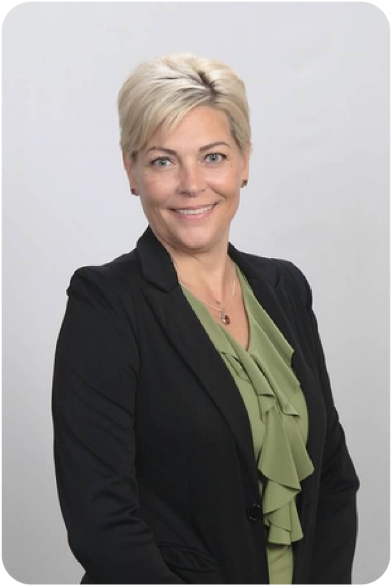
ABOUT STEPHANIE SCIULLI, PITTSBURGH INSURANCE AGENTS

I am a resident of Moon Township. I live with my husband and adopted son. My family is my pride and joy in life. We enjoy going to the park with our three dogs and having game night is always fun with them. I grew up in a small town raised by my father. I graduated highschool and went on to earn an Associate Degree in Applied Science. After working in the medical field a few years I joined the Airforce studying Aerospace Propulsion while simultaneously earning a Bachelors in Nursing at Indiana University of Pennsylvania. Currently, I own and operate Pittsburgh Insurance Agents. I am a member of the Pittsburgh North Chamber of Commerce, Women's Small Business Administration (WSBA), Rotary E-Club, Veterans Breakfast Club, American Legion West Hills Post 924, Keith-Holmes VFW Post 402, VFW Riders Club, ABATE Beaver Chapter, Professional Moms South Hills Chapter, and G.L.O.S.S. Due to my military background, I believe in supporting veterans in every community. I enjoy supporting many great causes and lending a hand. There are many fundraising activities and events to participate in throughout the year.

ABOUT STEPHANIE SCIULLI, PITTSBURGH INSURANCE AGENTS

I volunteer for the Moon Township VFC Ladies Auxiliary at their local bingos and other events. Helping the elderly community with the many aspects of their Medicare plan and other resources that may help them is where I hold a great sense of pride.

I have been an insurance agent since 2019 and have enjoyed every minute of it. I gain great satisfaction being able to help my clients to be knowledgeable of their insurance plans. I help all my clients through all stages of life and the events that may occur.



Stephanie Sciulli

Financial Disclaimer. POPMIX MEDIA LLC IS NOT ENGAGED IN RENDERING LEGAL, TAX OR FINANCIAL ADVICE OR SERVICES VIA THE SERVICE. POPMIX MEDIA LLC IS NOT A FINANCIAL PLANNER, INSURANCE AGENT, BROKER OR TAX ADVISOR. The enclosed information is intended only to assist you in your financial organization and decision-making and is broad in scope. Your personal financial situation is unique, and any information and advice obtained through the Service may not be appropriate for your situation. Accordingly, before making any final decisions or implementing any financial strategy, you should consider obtaining additional information and advice from your accountant, insurance agent, broker or other financial advisers who are fully aware of your individual circumstances.