

# Minimizing Estate Taxes while Increasing Benefit

Through detailed, diligent work, Highland produced a win-win for the client and her heirs—both minimizing and covering future estate taxes—while also helping the advisor secure the client’s trust, opening the door for future business.

## SITUATION



**Firm:**  
SagePoint  
Financial



**Client:**  
78-year-old  
female



**Net worth:**  
\$9.5M



**Goal:** Minimize estate taxes and provide tax-free funds to cover remaining taxes levied against estate at death.

## HIGHLAND SOLUTION

After discussions with her SagePoint advisor and financial team, the client decided to set aside \$1M in an **irrevocable life insurance trust (ILIT)**<sup>®</sup> to fund future estate taxes.

Although the client’s age and chronic medical conditions introduced some challenges, Highland’s team examined numerous options and worked closely with several carriers, ultimately finding a solution with no indexed fees and that provided a **\$1.6M benefit to the client’s heirs**.

## RESULTS



Helped remove

**\$1M**

from the client’s taxable estate



structured a  
**\$1.6M POLICY**

that guarantees the death benefit to age 91 (beyond life expectancy), and that the client’s beneficiaries will receive tax-free, to cover any future estate tax.

Call Highland’s AG-dedicated team at **844.422.3375** to help uncover asset protection opportunities hidden in your clients’ portfolios.

All financial services distribution companies are not created equal. Highland Capital Brokerage offers an unparalleled national team dedicated to supporting financial advisors who want to provide their clients with best-in-class life, annuity, and longevity planning.

**Let’s connect.**



**ILIT definition:** An ILIT is funded by one or more life insurance policies that, once created, can’t be changed or revoked. ILITs allow policy death benefits to be excluded from estates for tax reasons, allow flexibility of how the death benefit will be used and for whom, and can be used as a fund to pay future estate taxes.