

## “ISSUE SPOTTING”

CLIENT	ESTATE PROBLEMS/NEEDS	OPPORTUNITY	<i>INSURANCE SOLUTION?</i>
1. Has or will have Minor Children	Guardians, Estate Plan, Insurance	Protect Children	X
2. Has Joint Tenancy Property	Survivor’s Trap - Estate Tax, no control	Protect Children/Spouse	X
3. Has Adult Children	Grandchildren, Divorce, Debts	Protect Children/Grandchildren	X
4. Has remarried/divorced	Ex-spouse obligations, child support, resulting in financial problems to new family due to obligations to first family. Litigation danger.	Protect Children/Spouse	X
5. Has Real Property	Titling of property - usually client does not know the best way to title - loss of property tax benefits, capital gains tax benefits, etc.	Protect Property	X
6. Has Real Property with Child/ren’s “names added”	Distribution Plans - estate plan or no estate plan, client may have incorrect “ideas” about what will/should happen to property. Distribution plan unrealistic.	Protect Property	X
7. Has Property in Korea or other states/countries	Estate Tax inclusion	Protect Property	X
8. Has Own Business/es (Family business)	Family needs income from the business/es, and business owner counts it as future income to family, but this is unrealistic without a strong succession plan or buy-sell in place. In majority of cases, this income will need to be replaced if operator dies.	Protect Property	X
9. Has “small” estate / low net worth / Non-taxable Estate	Lack of liquidity to pay for family’s education and support, payment of probate fees, property maintenance costs, mortgages, etc.	Protect Children & Property	X

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10. Has "large" estate / high net worth / Non-taxable Estate	Lack of liquidity to pay for estate tax, family's education and support, payment of probate fees, property maintenance costs, mortgages, etc.	Protect Children & Property	X
11. Has In-Laws	Client has dependent parents, or client has received property from parents. These parents will need/expect/want to get that property back if their child dies. Litigation danger. Liquidity problem.	Protect Spouse & Parents	X
12. Has problem/special needs child	Debts, Spendthrift, substance abuse, judgment, illness.	Protect Children	X
13. Has life insurance	Estate tax inclusion, beneficiary designation problems	Protect Children	X
14. Elderly Clients	Long Term Care plans, disability/illness, estate plan	Protect Clients and Children	X
15. Dual Income Family	Disability/Death/Illness	Protect Children	X
16. Has highly appreciated property	Capital Gains Tax - May be avoided	Protect Property	X
17. Has Trust	Need periodic reviews - many changes re tax laws in recent years. Many trusts were never properly FUNDED. Many trusts were improperly drafted or are outdated. Client may not know that their planned distribution is impossible, impractical, causes litigation, or has tax consequences	Protect Property & Children	X
18. Has Will	A Will is a ticket to Probate Court. Liquidity to pay probate fees/costs? Need to plan for family's inability to freely access cash during delay in Probate Court?	Protect Property & Spouse	X
19. Has high risk job/is professional (i.e. Financial Planner, CPA, Doctor, Lawyer, Dentist, Pharmacist, etc.)	Need asset protection / estate plan combination	Protect Property & Family	X
20. Recent death in the family	Post-death planning, tax deadlines, property succession and 9-month planning opportunity at death of spouse	Protect Property & Spouse	X
21. Client is a green card holder or temporary VISA holder	EXTREMELY UNFAVORABLE TAX AND PROBATE REQUIREMENTS - MUST PLAN NOW	Protect Property & Family	X

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