LEAVING A LEGACY
Helping you fulfill your vision through estate planning and charitable giving.
LEAVING A LEGACY

YOUR ADVISOR IS EQUIPPED WITH THE RESOURCES, KNOWLEDGE AND EXPERIENCE TO HELP YOUR LEGACY SERVE ITS FULLEST POTENTIAL.

Legacy planning is a special subset of financial planning. That’s because leaving a legacy entails much more than leaving an inheritance or charitable gift. Leaving a legacy means passing along celebrated traditions and cherished values to those we love.

To plan your legacy, you’ll need long-term vision, careful planning and meticulous follow-through. And you’ll need an advisor who is sensitive to the particular concerns of your personal wishes. In this regard, your Raymond James financial advisor can be of service. Your advisor has access to an array of products and services to fit your unique situation, and the unique perspective that comes from caring deeply for you and your financial well-being.

By working with specialists at Raymond James and your legal and tax professionals, your advisor can help develop a plan to maintain your lifestyle while preserving your commitment to the people and causes you cherish.

One of the greatest rewards of wealth is being able to share it with others.
YOUR ADVISOR CAN CREATE A PLAN TO HELP YOU MAKE THE MOST OF YOUR LIFE TODAY WHILE ENSURING YOUR WISHES ARE CARRIED OUT TOMORROW

Your Raymond James advisor follows a process and uses tools designed to help you evaluate what is most important to you and to consider the potential trade-offs that can arise when determining your financial legacy.

In creating and implementing your legacy plan, your advisor will help you:

- Manage your legacy with careful estate planning
- Make the most of charitable giving
- Maximize potential with education funding

MANAGING YOUR LEGACY IN A CHANGING WORLD

A well-crafted estate plan keeps you in control of personal assets while passing them in the most efficient way possible to heirs or charities per your personal goals and objectives. To develop a well-crafted plan, careful attention must be paid to both values and financial strategies.

As you work with your Raymond James advisor and your legal and tax professionals to create your estate plan, expect to discuss topics including wealth replacement, comprehensive trust services, and strategies for maximizing the net value of your estate. Because of changing tax laws and the refinement of techniques, estate planning is a dynamic process – one that requires consistent monitoring and management by your team of professionals.
A well-crafted estate plan keeps you in control of personal assets.
REACH A MEANINGFUL BALANCE

Think of it this way: The estate planning process ultimately will define your financial and philosophical legacy. In short, you will be remembered for what you did for your family, your community and society as a whole. To create a meaningful balance, you’ll be required to take an objective look at issues that impact your loved ones and causes that are important to you.

The plan for your estate will reveal important information about your own values in life. The decisions of to whom, how and when your assets are distributed to family members can be used to communicate which principles are important to you, and why these values matter. For example, if you place value on volunteer work, an incentive trust may allow for different distribution rates to those children or grandchildren who volunteer a set number of hours per year.

A PERSONAL MISSION TO HELP YOU PLAN

There are many benefits – both financial and emotional – to planning with an advisor who understands your entire financial picture. Your Raymond James advisor can help you provide for your heirs with income strategies and professional asset management. He or she can help minimize transfer costs and taxes and is able to assist with the orderly transfer of closely held business interests. And, because of your relationship with your advisor, you may be able to more easily articulate your charitable objectives. Lastly, you can receive clarity and support during the emotional times that may lie ahead.

Consider introducing your heirs to your Raymond James advisor once planning is complete. This can help minimize the impact of transferring significant wealth to unprepared family members and provide consistent management of family assets during emotional times.
THE VALUE OF OBJECTIVE COUNSEL

During times of uncertainty and stress, your Raymond James advisor can play an important role by providing objective counsel to help take the emotion out of family decisions. This can be important to ensure your legacy is carried out according to your plan.

Your advisor can gather information about your wishes and your assets, establish and prioritize your objectives in coordination with your legal and tax professionals, advocate your vision of the future, and discuss the selection of a trustee who can impartially implement your wishes.

### THE BASIC ELEMENTS OF ESTATE PLANNING

Here is a list of things you’ll want to review on a regular basis with your team of professionals:

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<th>Will</th>
<th>Account titling</th>
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<td>Beneficiary designations</td>
<td>Equalization of assets</td>
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<td>Living or testamentary trust</td>
<td>Transfer on death agreement</td>
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<td>Power of attorney</td>
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<tr>
<td>Designation of executor or personal representative</td>
<td>Life insurance</td>
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<td>Healthcare power of attorney</td>
<td>Family letter</td>
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<td>Marital A/B estate plan</td>
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MAKING THE MOST OF YOUR CHARITABLE GIVING

Many people choose to make planned giving part of their legacies, and there are a number of reasons for doing so. For instance, charitable giving not only enables you to share your good fortune with others, but properly planned charitable contributions also can provide financial benefits for you and your family – both now and in the future.

The following are several planned-giving alternatives that might allow you to contribute to charity, receive income tax deductions and supplement retirement income, and plan for the smooth transfer of your estate to your heirs. Your financial advisor, attorneys and tax professionals can collectively advise you on which alternatives may best accomplish your charitable goals, and help you determine which assets might be most appropriate to gift.

SMART PLANNING EQUALS SMART GIVING

Cash may not always be king. Many generous people give cash to charities each year. But there are often other assets that may provide a better tax outcome.

For example, by giving appreciated stock, mutual fund positions or even real estate, the donor enjoys income tax deductions, but is not taxed on the capital gains for those assets. Talk to your Raymond James advisor and your legal and tax professionals about how you and your favorite charity may benefit from this type of giving.

Your advisor can help in planning your legacy – the values and traditions you pass along and the lasting impression you will leave with both family and community.
OUTRIGHT GIFTS
Donor-advised funds
These are used to create a long-lasting charitable legacy without the costs of establishing and maintaining a private family foundation. Simply put, a donor-advised fund is an agreement between you and an independent charitable entity that lets you advise the entity on how your gifts will be distributed. The gifts can be directed to qualifying charities of your choice that can be changed over time.

Donor-advised funds offer several benefits compared to private family foundations:

• Fewer legal restrictions, reporting rules and tax filing requirements
• Much lower establishment and ongoing administrative costs
• More favorable federal income tax treatment than private foundations

Private family foundation
This is a tax-exempt entity set up for charitable purposes. It is operated, funded and controlled by a single individual, family or corporation. For truly substantial commitments, this structure provides a high degree of control over charitable dollars.

As a donor to a family foundation, you have a number of charitable activities from which to choose. Family members can potentially be paid salaries for their work on the governing board, and the foundation can be used as a central point of contact for all of the charitable requests you receive.

The close relationship between a family foundation and the founder’s tax obligations is something that must be carefully managed to avoid costly missteps. So it’s important to consult your professionals for advice about this legacy planning strategy. For many individuals, the costs associated with creating and managing a family foundation are too high. But, fortunately, there are other more efficient structures, like donor-advised funds, that can accomplish similar objectives.
INCOME TECHNIQUES

Charitable remainder trust (CRT)

This is an individually drafted, irrevocable trust designed to provide income by investing assets that ultimately will be donated to charity. It pays a continual stream of income for a specified number of years or for life. At the time of death, the remainder of the investment becomes property of a designated charitable organization.

In addition to tax benefits on contributions, CRTs can offer a tax-advantaged environment to produce income. The amount of income distributed each year will depend upon the type of CRT that is established. There are two basic types:

- **Charitable remainder annuity trust (CRAT)** – This pays a fixed dollar amount each year based on a percentage of the original investment.
- **Charitable remainder unitrust (CRUT)** – This calculates the annual distribution in a similar way, but instead of a fixed percentage of the initial investment, a fixed percentage of the assets’ current market value determines the payout amount.

Pooled income fund (PIF)

The PIF option operates from a single trust document established by a charity for all donors. In comparison, a charitable remainder trust (CRT) requires its donor to individually draft a personalized trust document and pay for legal expenses. For smaller contributions a PIF may be easier to set up and monitor than a CRT.

While the CRT and PIF have similar tax benefits, the primary difference is the way income is generated and distributed in each structure. When a gift is made to a PIF, the donor’s assets are pooled with those of other donors. Each year, the donor receives a pro rata share of the income generated by the entire fund.
College savings plans ensure your legacy by funding the education of the next generation.
MAXIMIZING POTENTIAL WITH EDUCATION FUNDING

How far in life will your children or grandchildren go? Are they equipped to meet the challenges tomorrow holds for them? One of the most meaningful ways you can help is by providing a firm foundation of education to help them reach their full potentials.

Section 529 college savings plans are a valuable – and flexible – way to put aside assets in a tax-favored environment for the educational needs of future generations. You can enroll a child, grandchild or family member in any number of the state-sponsored 529 college savings plans available today.

These education savings plans offer a range of investment options and give money the potential to grow tax-deferred over time.

Stay in control
Unlike most other college savings accounts where the student gains control of the account at the age of majority, you always remain in control of a 529 savings account. You choose from a selection of investment options and monitor the portfolio over time; you select – and can change – the named beneficiary on the account; you determine when and how money is distributed.

Enjoy tax benefits
Not only does your investment receive federal tax-deferral, but withdrawals from 529 college savings plans are normally exempt from federal income tax when the funds are spent on qualified expenses including tuition, fees, books, supplies and equipment required for the student's enrollment or attendance at an eligible school.*

*Favorable state tax treatment for investing in Section 529 college savings plans may be limited to investments made in plans offered by your home state. Certain conditions may apply. Investors should carefully consider the investment objectives, risks, charges and expenses associated with 529 college savings plans before investing. More information about 529 college savings plans is available in the issuer’s official statement, and should be read carefully before investing.
YOUR LASTING LEGACY BEGINS WITH PROFESSIONAL ASSISTANCE AND CUSTOMIZED SOLUTIONS

We’ve presented a number of legacy planning strategies in this brochure, but remember: This is not an exhaustive list of options. Your Raymond James financial advisor, working with your other professionals, can help you design the optimal plan for your unique situation. We’ll help you understand your choices and create a customized solution that best honors your individual wishes.

Throughout the legacy planning process, you and your family are supported by a team of professionals dedicated to making your vision for the future a reality.
LIKE A JOURNEY, PLANNING YOUR LEGACY BEGINS WITH THE FIRST STEP

Planning your legacy can be a rewarding adventure of discovery and personal fulfillment. To help you get started, here are some questions to explore with your financial advisor. But please keep in mind that they are meant to serve as a general guide and do not represent all the factors to be considered. Your Raymond James advisor can help you consider the individual merits and considerations of each strategy in the context of your specific financial situation.

Estate planning
- When was the last time your estate planning documents were reviewed?
- Have any significant events affected your projected estate value?
- Have there been any changes in your family makeup or dynamics that warrant an estate plan review?
- Have all of the estate planning concepts and documents listed on page 5 been addressed?
- Who is designated as successor trustee of your existing trusts? Is that individual or entity capable of executing your wishes impartially and handling the range of administrative duties?
- When was the last time you reviewed your life insurance policies?

Charitable giving
- Are you currently making gifts to charities? If so, what assets are you gifting?
- Do you plan to make charitable gifts in the future? If so, should you be accelerating the income tax benefits of those future gifts?
- Do you desire income from the assets you plan to give to charity in the future?
- Do you want to involve your own children or grandchildren in decision-making regarding charitable bequests?
- Do you want to control how your charitable donations are invested for the future benefit of the charity?

Education planning
- Do you have family members with future educational needs?
- With rising educational costs, what are the projected savings needed to fund the child’s future tuition and expenses?
- Do you currently maximize your annual gift exclusion?

Gifts made to the Raymond James Charitable Endowment Fund (RJCEF) and the Raymond James Pooled Income Fund (RJPIF) are irrevocable and the gifts cannot be returned. The RJCEF is not an investment or a security. The rate of income generated by the RJPIF will vary depending on market conditions from time to time, and the remainder interest at the death of the income beneficiaries may be more or less than the original contribution. Investments made through the RJPIF are not insured by the FDIC.

Donors to charitable gift annuities should be aware that the guarantees are based on the claims-paying ability of the charity, and in the event that a charity fails, payments can be terminated. Donors would be well-advised to examine the financial health of a charity before entering into this type of arrangement. Raymond James financial advisors do not provide tax or legal advice. You should discuss any tax or legal matters with an appropriate professional.

Please note, changes in tax laws or regulations may occur at any time and could substantially impact your situation. Raymond James financial advisors do not render advice on tax or legal matters. You should discuss any tax or legal matters with the appropriate professional.