



ESTATE PLANS THAT WORK

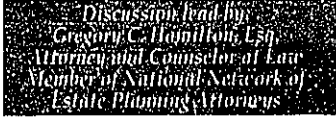
It's not about documents...It's about results

The Truth About Estate Planning™

An interactive educational workshop

FIND OUT:

- How to save on Estate Taxes.
- Can you trust your trust.
- What is an estate plan.
- What makes a plan successful.
- Why most estate plans don't work.
- How to make an estate plan work for you.
- Wills vs. Trusts.
- To probate or not to probate.
- Other myths about estate planning.
- Estate planning is more than documents.
- Full disclosure of fees.
- The importance of updating your plan.
- How to integrate retirement plans into your plan.
- How to protect those you care for.



Bloomfield Twp., - Tuesday, April 4, 2000

Bloomfield Twp. Library: 1:30 - 4:30 p.m.

Telegraph, Lone Pine

Auburn Hills, - Tuesday, May 2, 2000

Hampton Inn - 1:30 - 4:30 p.m.

175 at University

Three-step counseling approach to estate planning

Federal & State Estate Tax, Post Mortem Planning, Trust administration, School Bus Trust. All of these terms can be vital to securing your financial future. But they can also be overwhelming or even overlooked. Poling McGaw & Poling, P.C. want to ensure that their clients understand the intricacies of estate planning by helping them every step of the way.

"We employ a three-step strategy," said Gregory C. Hamilton, Estate Planner at Poling McGaw & Poling, "which consists of settlement counseling by an attorney, updating the trust yearly and guaranteeing controlled cost." Counseling is what sets them apart from their word processing competitors. "You teach us about your family, we'll teach you about the law," said Hamilton.

"Counseling is an in-depth approach to estate planning success", said Hamilton. Goals, assets, successor trustee and guardians for yourself or children will be discussed during the session. Common issues include educational plans for children, remarriage of a spouse, provisions for disability, probate pitfalls and living wills. Their team approach includes a joint discussion with all of your financial partners such as your life insurance agent, stock

broker and C.P.A.

If you think you don't need an estate plan because your accounts are held jointly with your spouse; If you don't want to give your money to the IRS; or If you do not fully understand your existing estate plan - Poling McGaw & Poling is for you. A lawyer can explain various estate-related laws or share scenarios that you might not be aware of. Poling McGaw & Poling can prepare a trust that allows you to decide how your money is spent and can ensure that your money is actually connected to your trust, thus preventing financial shock for your loved ones. Greg Hamilton is a member of the National Network of



Estate Planning Attorneys, a nationwide network of attorneys that ensures families a lifeline of assistance.

Poling McGaw & Poling, P.C. is located in Troy at 5435 Corporate Dr., Suite 276. Fees are based on a sliding scale, depending on the complexity of the estate, but are disclosed and guaranteed at the start. Potential clients' assets should average between \$750,000 to five to ten million. Free seminars are held regularly for all persons interested in learning more about their unique process. For more detailed information about the firm or to register for an upcoming seminar, call (248) 641-0500.

YOU SHOULD ATTEND IF:

- You have someone you care about.
- You have an estate plan.
- You do not have an estate plan.
- You do not fully understand your estate plan.
- You are not sure that your estate plan will work.
- You haven't reviewed your estate plan since 1997.
- You own your own business.
- You are near retirement or retired.
- You do not want to give your money to the IRS.

If you checked 2 or more boxes above, you should attend this workshop

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Reservations
Required
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Motivation Speaker
Topic: Honoring Yourself



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