

BUSINESS TRUST CALL #61
June 9, 2018

RECORD

DISCLAIMER Welcome to our Business Trust call today. Today is Saturday June 8, 2018. My name is Carol Werelius. We are not currency dealers, accountants, tax professionals or attorneys.

UPDATE ON JIM Thanks to all of you who ask about Jim. He is doing much better, but for all intents and purposes is semi-retired these days. He and his wife Judy appreciate your concern and your prayers.

INTRO JUDY My friend Judy will be helping me with the call today. Say hello Judy! So are you ready to talk about Business Trusts?

1. We appear to be so close to our long awaited RV. We have all heard that we need to be ready. Why, what's the big deal, why do I need to get a Business Trust now? I've heard that the banks will be offering a temporary or skeleton trust if we don't have our own trust.
 - a. Well, for starters, that makes the bank your partner. Your lack of preparation also indicates to them that you aren't really taking this seriously and they may not offer you the best rates, even if you ask for them. Having your Business Trust prepared ahead of time shows the bank you have spent the time and effort to protect your privacy and anonymity and that you are prepared to use these funds wisely and prudently.
 - b. Use of a Business Trust totally eliminates probate and inheritance taxes. Consider what could happen if you went to cash in your currencies, and then with this sudden newly realized wealth you suffered a heart attack and collapsed right on the bank floor and died, or you stepped outside and were unfortunately struck by a bolt of lightning, tornado or a speeding car. You and your heirs could be facing a substantial (and totally unnecessary) "haircut," of this new-found wealth. It could be years before your family sees any of that money.
 - c. Federal Estate Tax comes in effect when a PERSON dies. The Business Trust is created in contemplation of life, not death. The death of a Trustee or Certificate Holder has no bearing.
2. You mention Business Trusts. What is the difference between a Business Trust and any other type of trust?
 - a. One of the most unique and I feel compelling differences is that with a Business

Trust, you get to be your own Trustee. That boils down to a very important advantage. There is no one between you and your money. No manager, protector or anyone else telling you what you can and cannot do.

- b. The Trustee(s) may do (or not do) absolutely anything that an ordinary, adult person can do.
 - c. The Business Trust is totally private, and not required to be registered/filed in any state (except Nevada) unless one is actively involved in a business, thus guaranteeing your privacy and anonymity.
 - d. The Business Trust is a irrevocable common law contract business trust organization, that is actually a contract in Trust format.
 - e. We are guaranteed the right to contract to the US Constitution.
 - f. Irrevocable means no one can tell you to terminate the Trust to pay someone else. In a typical statutory revocable Trust, like a Living Trust, the Grantor, (you) can change your mind about what you have granted or given someone right up until your last breath. The IRS has a clawback clause. In a financial or business setting, “clawback” may refer to a provision in a contract that allows money or benefits to be taken back if special circumstances arise. So, the IRS MAY decide that because you still had total control, the assets of that revocable trust may be part of your estate when you die. With an irrevocable Business Trust, you give up all right, title and interest to the asset, irrevocably, so it will never become part of your estate, thus no probate and no inheritance taxes.
3. As a Trustee of my Business Trusts, could I ever be held personally liable in the event of a lawsuit, judgment or liens? If so, how?
- a. The Trustees shall, in their capacity as Trustees, NOT individually, have and assume only such liability as may attach to the Trust Organization’s properties and assets.
4. How does my currency get into a Business Trust?
- a. There are four methods to transfer assets; gift, sale, exchange or assign. Just like your initial exchange into the first Business Trust, we use the exchange method.
 - b. Because the Business Trust is a contract in Trust format, we use a disinterested 3rd party to act as Creator of your Business Trust. That person can be anyone you choose, preferably one who lives near you. The Creator temporarily takes TITLE to you currency and exchanges it into the Trust, and gives you 100 Trust

Certificate Units to evidence the exchange. The Creator does not need to know how much currency you have or where you have it.

5. I thought you said we were in control of the Business Trust? What about the Creator you just mentioned?
 - a. The Creator has a very short lived position in the Business Trust. First, is to exchange the assets into the Trust and issue Trust Certificates. His or her last duty is to appoint a suitable adult person as Trustee. As you were the one to amass those assets that were formerly yours, and the Creator has the fiduciary duty to provide for the safe, logical, and economical administration of those assets, it is extremely likely that he or she would choose you as the First Trustee.

6. How do I get money out of my Business Trust?
 - a. As a Trustee, you are entitled to pay yourself a salary. The amount can be any number you're comfortable with. \$5,000 a month, \$10,000 a month, whatever. Just remember it will be taxable income to you. This should be enough to cover your everyday needs, groceries, utilities, gasoline, medical bills, etc. You can pay yourself weekly, monthly, quarterly or annually. It's up to you.
 - b. As Certificate Holder, you are entitled to distribution from the Trust, should the Trustee (you) choose to make one.
 - c. Both of these methods are taxable events.
 - d. The Business Trust can also pay/reimburse your expenses for business related travel, memberships, continuing education, etc. What about vacations and golf and tennis club memberships? As a Trustee you are charged with managing and growing your Trust. That means you probably want to investigate business opportunities and relationships, does it not? Most of those expenses are tax deductible to the Business Trust.
 - e. You can also borrow from the Business Trust, which is not taxable. If there is a loan, there needs to be a loan agreement and/or Promissory Note. If your loan agreement calls for payments, make the payments back to the Business Trust. For example, consider a 10 yr. Balloon Note at 2%. At the end of the 10th year, renew the Balloon Note. Ever heard of a 30 year mortgage? Just remember; at some point in time, you'll need to start paying off the loan. Otherwise, the IRS could consider this "forgiveness of debt," which is subject to gift tax.
 - f. Your first or what we call Mother Lode Trust can fund other Trusts. This is what we suggest for purchasing high ticket items like houses and vehicles. The new

ago, when my husband Jay and I started in the Trust business, Jay said, “We can’t just give people the keys to this F16 without giving them an owners manual”, so we created several booklets about the Trust, including “How to Operate”. Your Trust package includes a .pdf disc/flash drive or link with those booklets, including sample minutes for your use, as well as a host of legal back up, including Am Jur 2nd, on Business Trusts.

- b. We give you very specific directions on operating your Trust, as well as instruction on writing minutes that document your actions. This saves you time and money.
 - c. Our website, www.indicatorinformation.com, is full of sample minutes for your use. The website is “members only” for your authorized use only. Please email me for an invite code to join.
10. Hopefully this RV will provide for generational wealth. How do I take care of my family?
- a. When the Business Trust is created, the Creator appoints you as First Trustee. If you are married, you can then appoint your spouse as Second Trustee.
 - b. You and your spouse then appoint one or more Successor Trustees. Most people choose one or more of their adult children. I would caution you not to name more than 3 Successors, as it is often difficult to get even 3 people to agree.
 - c. If your children are minors, you can name an interim successor Trustee to manage the trust on their behalf until they are old enough and mature enough to handle it. If this is the case, I suggest the age at which they take over from the interim successor trustee to be at least 25.
 - d. You can also add a bloodline clause, so all your successors will be from your family. You must request this on your application.
 - e. If you don’t have family, you can name anyone you trust to become your successor.
 - f. Somewhere down the line, you may feel you want the assistance of your Successor Trustee before you die. You merely ask them if they are ready to share the responsibilities of managing the Trust with you and declare full Trusteeship by writing a Minute.
 - g. A lot a people ask about Spendthrift Trusts. A spendthrift clause will protect the assets of the trust from a future trustee or certificate holder from encumbering any interest in the Trust. Further, no Trustee, Successor Trustee or Certificate Holder

shall have any right to alienate, encumber or hypothecate any interest in the Trust for personal benefit, nor shall that interest be subject to claims of the Trustee's or Successor Trustee's creditors. You must ask for this clause as well.

11. If this is a Business Trust, do I have to start a business?
 - a. No. The “business” of your Business Trust is Estate Planning.
12. Should I open a bank account for this Business Trust in anticipation of the RV?
 - a. While we used to recommend that course of action in the past, we no longer feel that its necessary. Even though we all believe we are on the cusp of the RV at this time, we’ve all heard that story before. So much money has been lost to account fees that I just don’t feel its necessary to open an account ahead of time anymore.
 - b. Also, while some banks are eager or have been eager to open accounts for Trusts, many of them have changed their policies. Wells Fargo used to be the lead bank, and we have sent a lot of people there. Now, most of them will not open a new account for a Trust. Strangely enough I have some clients in Florida who have no difficulty with the local Wells Fargo, I have others in different states that have had difficulties. So, I recommend waiting. Believe me, when you are sitting in front of a banker with piles of money in front of you, they will do anything to keep it in their bank.
 - c. If you do decide to open an account now, I strongly suggest you do NOT say Business Trust. You just want to open an account for your Trust. The Abstract of Trust that we provide identifies a Trust, not a Business Trust.
13. Explain the purpose of the extra Certificate pages in the back of my Business Trust binder and when might they be needed/used?
 - a. Trust Certificates become Null and Void upon the death of the Holder. It is the responsibility of the remaining or Successor Trustees to issue new Certificates.
 - b. You do not need to complete or sign those blank certificates.
14. How often should a Board of Trustees Meeting be held and what should it state?
 - a. Annually, at least. You must note any new business/transactions conducted by the Trustees on behalf of the Business Trust.
15. I’ve purchased additional currency since I got my Trust. How do I get it into the Business Trust?

- a. Just write a minute stating the Trustee purchased additional Dinar, Dong, etc on behalf of the Trust Organization.
16. I've had my Business Trust for a few months, but I haven't gotten around to signing it yet. Is it still valid?
 - a. The Business Trust is not valid until it is signed and notarized.
17. I do plan on keeping a low profile after the RV, but I'm sure it will become obvious to some that I have come into money. What do I tell them if they want to borrow money or have me fund their project or pay their bills?
 - a. While you may wish to help someone out on a one-time basis, your best answer to those requests is simple. "All of my money is in a Trust, I will have to check with the Trustee." No one needs to know you are the Trustee.
18. We have heard that we should have a separate account for the dinar, apart from other currencies. Does that mean another Trust?
 - a. The important word here is "account". One Business Trust can own several bank accounts, so the answer would be no. However, you can have additional Trusts if you feel you want to set it up that way.
 - b. The Trust can have as many bank accounts in as many banks and locations as you feel appropriate. Personally, my husband and I will have our Mother Lode Trust accounts at several different banks.
19. Carol, how long does it take to set up a Business Trust and how much does it cost?
 - a. Typical turnaround time is a week to 10 days. But I expect that to be considerably longer post RV. With all the anticipation of the RV happening soon, I have been very busy, so I have added staff. Once up to speed, we should be back to less than a week.
 - b. Should you decide you need a Business Trust now, I will send you the EIN and Abstract of Trust immediately by email. The completed Trust will be mailed to you soon after.
 - c. The pre RV cost is \$1495 for the first Trust, additional Trusts are \$1195. The cost of Business Trust will increase post RV.
 - d. This is a one time charge and since it is not registered with the state, there are no

annual fees to the state like there are with corps and LLCs.

- e. We also offer a 20% referral fee for new clients or a 20% discount for secondary Trusts and family members.
20. Will you be available to answer my questions or prepare additional Trusts?
- a. Like many of you, I plan to retire after the RV. I will stay in business for about 6 months post RV. I do have staff that will continue to produce Trusts, if necessary. Our website will archive all of these calls, as well as questions and answers as they arise.
21. Do you create other Trusts?
- a. Beside the Mother Lode Trust, we offer secondary Trusts, Real Estate Trusts, Vehicle Trusts and Charitable Trusts. I do not provide LLCs Corporations or Foundations.
22. Do you offer any other estate planning services?
- a. We have the Triple Play, which includes a Pour Over Will, Power of Attorney and Health care directive. The Triple Play is \$275 for a single and \$350 for a couple.

Thank you all for your attention and participation. We'll be back in a couple of weeks. My name again is Carol Werelius, my number is 425-820-8090 and my email is info@indicatorinformation.com. I look forward to hearing from you soon.

GO RV!