

CONTRACT TRUST CALL #118

April 24, 2021

RECORD

DISCLAIMER Hello Everyone. Today is Saturday, April 24, 2021. Welcome to our Contract Trust Conference Call. We are not accountants, tax professionals, lawyers or currency dealers. We are not engaged in rendering legal, tax, accounting or other professional advice. Should you require those services, you should retain competent advice from a professional in that field.

WELCOME Thanks for joining us today. My name is Carol Werelius and my associate Jim Knox and I have these calls every 2nd and 4th Saturday of the month. These calls are recorded and available on our website, [www.indicator information.com](http://www.indicatorinformation.com), iqdcalls.com and YouTube. As we get closer and closer to our expected RV, we thought this would be a good time to review our Common Law Contract Trust, and why we think it is the best vehicle for you to protect your assets. We will devote most of this call to Q and A. *6 to raise your hand.

1. Most of you are aware that we offer and create Non-grantor Irrevocable Common Law Contract Business Trusts. For the sake of simplicity, we refer to it as a Contract Trust. It is technically a Business Trust, but we have opted to drop the word Business from the title as sometimes causes confusion. If your trust says Business Trust, its ok and still very valid.
2. Prudent estate planning compels you to not own anything. Asset management, NOT ownership, is the best method available to reduce risk of loss. You can do this by utilizing the Contract Trust. No insurance at any cost can furnish the protection that the Contract Trust can provide. It provides protection for you, your family, your goals and objectives.
3. Unlike a revocable grantor trust, the Contract Trust is irrevocable. Irrevocable means no one can tell you to terminate the Trust to pay someone

else, so your assets are protected from anyone trying to get money from you personally.

4. The most significant distinctions between revocable and irrevocable trusts are the estate tax considerations. Property that you place in an irrevocable trust is no longer considered part of your estate, meaning that the property typically isn't included in your estate's value when it comes to determining if you owe death taxes and, if so, how much.
5. The management of any trust lies with the Trustee. One of the major benefits is that the Contract Trust contract allows you to be the Trustee of your own Trust. You retain full management, control and benefit of the assets of the Trust. There is no manager, protector, outside trustee or anyone else telling you what you can and cannot do. There is no one between you and your money.
6. We have been told, "I think I'll just get a so-called skeleton trust from the bank and go from there." We advise against that. The Bank IS NOT your friend. The trust they create for you will more than likely name THEM as the Trustee, giving them the power to do whatever they deem appropriate, probably without your approval. They can do a lot of damage to your account in the 30 - 90 days it takes you to get a proper trust created.
7. People have asked "Why should I establish a trust rather than continue owning currency in my own name & Social Security number?"
 - a. Owning anything in your own name and Social leaves your assets exposed. If you were to exchange in your own name, then have an accident or heart attack on the way home, all that money would be at risk. The assets could be tied up in court for years, and your family may not see any of it for a very long time.
 - b. Many have recommended that all your accounts should be labeled as POD, or payable at death. That takes care of the probate issue, but is still at risk of taxes and becomes public information.
 - c. Having assets in your name leaves you wide open for lawsuits and

others wanting you to part with your new found wealth.

- d. On the other hand, if you exchange into a properly crafted Trust, and then have an accident or heart attack, the assets REMAIN in the Trust, with no probate, or estate taxes. It will be managed by the Successor Trustee(s) that you previously named.
8. Obviously, a properly crafted Trust is the better alternative to either a skeleton trust or exchanging in your own name. While there are probably hundreds of other trusts out there, we feel our Common Law Contract Business Trust provides you with the most flexibility and asset protection than any other.
9. I was recently asked about getting an EIN. Someone has said that getting an EIN for a common law trust takes it out of common law and makes it a statutory trust. An EIN doesn't change the structure, basis or validity of the trust. Getting an EIN is necessary if one wishes to open a bank account, so it's a moot point.
10. We provide all the legal back up you need, as well as membership to our exclusive website, www.indicatorinformation.com.
11. I recently received an email from someone who obviously purchased a trust from another provider.
I started filling in all my documents in December when I first received them. You do not need to complete any sections of the Trust. We do it for you.
I didn't realize that could make myself a trustee, so I nominated my son-in-law. We make it very clear that you can be the Trustee of your own Trust.
1. Do we both need to notarize every section of the trust? Every page that needs to be notarized is clearly marked and tabbed, and complete.
I also filled in many of the trust subtrusts with dates but have not yet had them filled in. We do not offer sub-trusts.
I also applied for EIN with him as trustee. We obtain the EIN for you.
3. Should I add myself as a trustee or do I substitute? I am in California. Even I don't understand this one!

Your Trust is complete when you receive it. All that you need to do is sign in front

of a Notary. All signature lines are clearly marked. You do not need to download and print the Trust. We send you the complete package, including the IRS EIN letter and access to our members only website.

Jim, Q & A

Thanks to all of you for you time and attention. My name is Carol Werelius. My number is 877-333-5018. I am available between 10 and 6 Eastern time. The best way to reach me is by email. info@indicatorinformation.com. Have a happy and safe weekend! Go RV!