



During an Initial Consultation (“IC”), we will meet with you and your prospective client to review opportunities and communicate a compelling value proposition. We will usually show how solutions cost less than 1% of the tax savings. Each IC is led by Jeff Matsen, Tim Voorhees, and/or Jonathan Mintz. See details about live meetings at www.FreeIC.info and virtual meetings at www.WebinarCounsel.com.



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“Jeff Matsen and Tim Voorhees know how to empower advisers! They design and draft the trusts while helping the law firm’s client see the wisdom of doing funding through my insurance agency. Together we provide more tax-efficient solutions for our clients.”

– Bill Lindsey, MSFS, AEP, RFC

“Matsen Voorhees lawyers consistently provide the best legal advice at competitive fees. When our clients want very low fees, the law firm works with us to present a team solution that lowers legal fees while improving implementation rates. Jeff Matsen and Tim Voorhees always respect my role as the investment and insurance professional.”

– Dave Holaday, ChFC, CAP

Matsen Voorhees Law makes this pledge to all referring advisers:

When you bring a prospective client to our office, we will only serve as lawyers. We will offer trust design and drafting assistance in a manner that helps the client most effectively appreciate the trust funding expertise that you provide. You will keep all trust funding revenue from investments and insurance according to terms of a written “non-compete” pledge that we give you. The pledge will clarify how we will involve outside insurance and investment experts only if we have a formal written request from you.

We Help Referring Advisers Offer These Services:

Asset Protection: Both legal and financial instruments have excellent asset protection benefits. There is synergy in combining the benefits of trusts and financial vehicles, such as life insurance. Such integrated planning works best when team members follow fully coordinated policies and procedures.

Zero-Tax Planning. Family Offices provide plans to show clients how to reduce taxes while increasing what is available for family needs, retirement security, and favorite charities. Such planning typically zeroes out transfer taxes as well as unnecessary income taxes by re-directing the tax money to trusts. This process often begins with tax planning but then leads to deeper discussions about vision-funding (asset management).

Wealth Blueprinting. The Family Wealth Blueprint® planning process integrates sophisticated income and estate planning tools and services while summarizing conclusions concisely on a one-page flow chart with all necessary supporting calculations and explanations.

One-Stop Family Office Services. Advances in technology and multi-disciplinary planning systems allow wealthy individuals access to a broad array of resources efficiently and cost effectively through the “One-Stop” Family Office.

*Matsen Voorhees Law’s
Multi-Disciplinary Services Can
Help Your Clients Minimize Taxes
And Maximize Benefits*



Matsen Voorhees Law Equips Advisers to Implement More Cases



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Advisers Need Teamwork!

Clients need coordinated support from a law firm and investment advisory firms. For this reason, many major law firms and accounting firms have established “family office groups.” Such groups offer a wide variety of services, but generally they focus on integrating trust design and drafting with trust funding.

The lawyers designing and drafting the trust normally have a good understanding of how and when the client will need to take management fees, loans or distributions from trust assets. Attorneys understand the 10 tax issues related to managing assets within irrevocable trusts; they have been trained on the fiduciary issues attendant to developing investment policy statements required for most trusts.

It is natural, therefore, to have a tax and fiduciary lawyer work with an investment manager to create the Investment Policy Statements (“IPSs”) that guide funding of trusts designed and drafted by the attorney.

While traditional attorneys, CPAs, bankers, money managers, insurance agents, and financial planners make valuable contributions in the high net worth market, new trends in wealth management require new capabilities. Family office groups can equip referring advisers with essential resources to help clients minimize taxes while maximizing benefits for themselves, their families, their businesses, and their favorite charities.

Note: For a more detailed technical summary of how advisers must address 10 tax issues as part of trust design and drafting, see *The Best Zero Tax Planning Tools* by Tim Voorhees. Information is available at www.ZeroTaxCounsel.com.

Clients Need Integrated Design, Drafting, and Funding Advice

Clients increasingly recognize the need to enhance returns by adding tax alpha; e.g., minimizing taxes on investment returns. Many clients realize that they spend 4 to 6 months each year working for the government when they add up all of the estate, gift, GST, income, IRD, capital gains, AMT, property, and other taxes that they pay. Moreover, clients are often alarmed to see how taxes erode the value of investment portfolios. For example, as shown on the following chart, \$1 invested in the market for 85 years grows tax efficiently to \$3,527 unless the growth is reduced by taxes, in which case the \$1 grows to only \$557. A client who fails to develop a tax-wise portfolio ends up with only 16% of the capital accumulated by the client with a tax efficient asset management solution.

Year	1926	1936	1946	1956	1966	1976	1986	1996	2006	2012
S&P 500	\$1	\$2	\$4	\$20	\$48	\$91	\$331	\$1,3717	\$3,078	\$3,527
After Taxes	\$1	\$2	\$3	\$12	\$23	\$37	\$103	\$292	\$520	\$557

Clients interested in reducing taxes will typically contact a tax law firm. The tax lawyers will structure trusts to minimize a wide variety of taxes. When funding these trusts, lawyers need to comply with the Uniform Prudent Investor Act and other fiduciary rules when urging clients to create an Investment Policy Statement (“IPS”). The IPS may recommend a combination of securities and insurance to accumulate and distribute assets most efficiently.

Integrating investment and legal advice can help clients generate better after-tax returns while accumulating more wealth for retirement, family and favorite charities. Money spent on taxes (involuntary philanthropy) can instead be spent on family and favorite charities (voluntary philanthropy). A client helping family and favorite charities can fund causes close to the client’s heart while leaving a more meaningful legacy. In this way, clients can pass on their values before they pass on the value of what they own. This emphasis on relationships, when coupled with the tax benefits available through Multi-Disciplinary Planning (“MDP”), makes the above process very attractive to clients.

Funding Advice Must Consider Tax Aspects of Investments and Insurance



The process of designing, drafting and funding trusts requires coordination among the tax law firm, investment advisory firm, and the insurance agency. If the client has an existing investment adviser, the law firm will typically enter into an understanding that clarifies the roles and goals of the existing adviser(s). As a matter of policy, Matsen Voorhees Law will refuse to do any trust funding for a client referred to the law firm by one of its preferred advisers. In such cases, the preferred adviser clarifies the level of involvement of the law firm in helping to draft the IPS to add tax alpha. Matsen Voorhees attorneys then work with the client to help the client see the wisdom of placing all investments or insurance through the referring adviser.

As requested by the preferred adviser, Matsen Voorhees lawyers can coordinate investment and tax planning advice using a variety of services and proprietary software programs related to advanced portfolio and estate tax planning. See www.FamilyWealthBlueprint.com for a summary of these reports.

Through Matsen Voorhees Law and its affiliated Family Office Services entity, clients benefit from multi-disciplinary integration of services. The Matsen Voorhees lawyers explain how they work with the referring adviser to integrate investment services with tax law services so that clients can receive support in these areas:

1. Estate Planning with Asset Protection Tools
2. Zero Tax Planning with Charitable Income and Estate Tax Tools
3. Income Tax Planning
4. Business and Real Estate Transactions
5. One-Stop Family Office Services
6. Wealth Blueprinting