

## Top Ten Estate Planning Mistakes

1. Lack of a master plan with ongoing review and updating with guidance from a lead advisor.
2. Choosing an inappropriate executor and trustee.
3. Lack of liquidity to settle estate and pay taxes.
4. Improper ownership of life insurance.
5. Making incorrect beneficiary designations and distribution elections to retirement plans.
6. Not balancing ownership of assets.
7. Not leveraging the exclusions, credits, deductions and exemptions.
8. Not using all of the exclusions, credits, deductions and exemptions the government allows.
9. Underestimating the estate tax exposure.
10. Failing to execute the basic documentation.