

# Memo

TO: Accountants and Attorneys  
FROM: Ian S. Baker  
PRICE RAFFEL & BROWNE  
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## PRICE RAFFEL & BROWNE

THE LEADERSHIP EDGE FOR FINANCIAL DECISION MAKING

475 Park Avenue South, 18th Fl., New York, NY 10016  
212.867.7730 • www.priceraffelbrowne.com

Dear Colleagues:

We at **PRICE RAFFEL & BROWNE** recognize all that tax season has involved for you and your clients and stand ready to assist in estate, pension, benefits, insurance and other tax-related strategic planning. You'll see how careful and responsive we are to your deadlines and just how substantial our resources are. Do not hesitate to call.

Ian S. Baker

### MORE GIVING, MORE GAINING...

Generous clients deserve generous results. As wealthier Americans contribute more and more to universities, schools, medical institutions and research and local charities, funding options point toward life insurance as a smart way to be charitable. This illustration makes the point:

The same contribution of \$250,000 can work in several ways, some not so attractive, some really smart.

CASE A: Your client gives \$250,000 to his alma mater. The school establishes scholarships in his name. When the money is used up and some administrative expenses paid, the gift has stopped giving.

CASE B: Your client purchases with the lump sum a life policy naming alma mater the beneficiary and owner. The results: large death benefit, tax free and probate free. School can access the cash value to fund grants et cetera.

And, remind your charitable client that premium payments may be tax deductible; if the institution owns the policy, it passes tax free—not via the owner's estate. The donor's health may make the gift worth a lot more than its one time cash payment.

The obvious way to approach giving is to maximize the effect of every dollar. Life insurance is a good vehicle for your clients.

### PREMIUM FINANCING...

Premium financing is coming into great use for special needs clients. Let's say a \$20,000,000 death benefit is called for, but the premiums are either too high for cash flow or simply not the best available use of funds. Creativity might lead to funding a jumbo life policy through the cash value of the policy itself or through a form of collateralization of other assets. Seeming obstacles such as interest rates, guarantees, asset valuation or the compilation of relevant financial data can be efficiently surmounted by our experienced staff. We are committed to streamlining processes without compromising care. Creative Premium Financing holds remarkable potential for premium savings and estate planning solutions.

Call us for premium financing options.

### BUSINESS OWNERS AND MANAGERS...

Disability Insurance, Guaranteed Standard Issue through PRB includes discount and carve-out features that save substantial dollars while providing smart, substantial coverage. Employee sponsored plans, voluntary plans and core/buy up arrangements may fit your special needs and be tailored strategically.

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