

70TH ANNUAL

MONTANA TAX INSTITUTE

OCTOBER 14-15, 2022
HOLIDAY INN DOWNTOWN

ATTORNEYS • ACCOUNTANTS • TRUST OFFICERS
FINANCIAL PLANNERS • DEVELOPMENT OFFICERS
INSURANCE PROFESSIONALS

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SCHEDULE

FRIDAY, OCTOBER 14

7:00 - 7:55 a.m.

Registration and Continental Breakfast - Sponsored by Bessemer Trust

SESSION I • Sponsored by Parsons, Behle & Latimer

7:55 - 8:00 a.m.

Welcome – *Dean Elaine Gagliardi*

8:05 - 9:05 a.m.

Review of the Past Year’s Significant, Curious, or Downright Fascinating Fiduciary Cases – *Dana Fitzsimons Jr.*

This session will review selected reported fiduciary litigation decisions from 2021 that relate to multiple areas of estate planning, estate and trust administration, the fiduciary duties of agents, administrators, trustees, and other fiduciaries, related trial practice, and identifying and navigating contemporary fiduciary challenges.

9:05 - 10:05 a.m.

Charitable Giving Vehicles: A Comparison of Split Interest Estate Planning Tools

– *Larry Katzenstein*

This presentation gives an in-depth look at various split interest estate planning tools, including charitable remainder trusts, charitable gift annuities, charitable lead trusts, gifts of remainders in personal residences and farms, bargain sales to charity, and conservation easements.

10:05 - 10:20 a.m.

Break • Sponsored by UM School of Law

10:20 - 11:20 a.m.

Crypto Currencies, NFTs and Blockchain: Estate Planning in the Age of Digital Assets – *Jonathan Blattmachr*

Crypto currencies and NFTs are in the news every day. And that is hardly surprising, with almost 20% of Americans holding some crypto currencies and the federal government getting ready to issue more regulations and adopt legislation about them. This is a critical asset class for estate planners and administrators. You must stay up to date with them to be in the game. This presentation will discuss what they are, how they work and the best ways to deal with them in

estate planning and administration.

11:20 - 12:20 p.m.

Annual Estate Planning Update – *Charles A. “Clary” Redd*

This presentation reviews the most recent cases, rulings, and regulations promulgated in the area of wealth transfer taxation. The presentation discusses implications of the developments and it offers estate planning and drafting techniques in response.

12:20-1:15 p.m.

Luncheon • Sponsored by Crowley Fleck
SESSION II • Sponsored by WIPFLI

1:15 - 2:15 p.m.

Basis Step-Up by Trust Modification

– *Steve Gorin*

Letter Ruling 202206008 held that adding a formula general power of appointment caused estate inclusion only to the extent the beneficiary exercised the power. We will examine the formula general power of appointment approved in that and two other letter rulings. We will review the income and transfer tax consequences of trust modifications, then we will discuss the law on formula general powers of appointment and why those letter rulings are a risky model to follow. We will conclude that topic discussing what may be a less risky formula as well as reminder of much safer flexibility to consider including.

2:15 - 3:15 p.m.

Ethics Update for Estate Planning and Tax Lawyers: Upcoming Revisions to the ACTEC Commentaries and Recent Notable Ethics Cases – *Karen Boxx*

The ACTEC Commentaries on the Model Rules of Professional Conduct, first issued in 1993, provide guidance to estate planning lawyers in applying the ethics rules to a transactional practice. ACTEC is close to issuing a Sixth edition of the Commentaries. This presentation will cover the significant changes in the new edition, including dealing with clients with a disability, use of technology in the practice, and conflicts of interest. The presentation will also discuss recent cases from around the country addressing ethical issues in estate planning and tax practice.

SCHEDULE

3:15 - 3:30 p.m.

Break - Sponsored by UM Foundation

3:30 - 4:15 p.m.

Adding Light to the Darkness of Business Valuation: Lessons From Forecasting

Science – *Bryce Ward*

Information problems plaguing business valuation, particularly for private companies in small markets like Montana, create disputes that often cannot be resolved by the evidence available. This presentation offers insight into how to apply the lessons scientists are using to reduce bias and improve forecasting to help get around these limitations and obtain more accurate and reliable business valuations.

4:15 - 5:30 p.m.

Entrepreneurship, Acquisitions, and Deal-Making in Montana – *Jenn Ewan, Aaron*

Neilson & Pat Boyle

Montana has the country's attention. People are moving here for its beautiful landscapes and recreational opportunities, but also for its entrepreneurial ecosystem and untapped opportunities. This presentation focuses on startups, acquisitions, and business deals taking place in Montana, with a discussion on legal, tax, and business issues that crop-up in these deals.

5:30 - 6:30 p.m.

Cocktail Reception in the Atrium - Sponsored by First Trust Company

SATURDAY, OCTOBER 15

SESSION III - Sponsored by Anderson Zurmuehlen

7:00 - 7:50 a.m.

BETTR Law Section of the State Bar of Montana

Annual meeting in the back of the seminar room.

8:00 - 9:15 a.m.

Income Tax Update – *Sam Donaldson*

Professor Donaldson returns with his annual overview of the important cases, rulings, regulation and legislation from the past 12 months affecting individuals, estates and trusts.

9:15 - 10:00 a.m.

Leverage the Fair Market Value of Existing Life Insurance Assets for All Areas of Planning – *Jaime Mendelsohn*

This session will provide an overview of the regulated life settlement market and the importance of valuing clients' existing life insurance for its fair market value. It will highlight the different market participants, the ideal client for sale, taxation, as well as case studies illustrating the impact of monetizing unneeded, unwanted, or unaffordable policies for other planning needs. Before clients surrender or lapse a life insurance policy the valuation could result in greater cash flows for planning – investments, products, and services. Understanding alternative policy valuation options for transfer for value, balance sheet, business, matrimonial disputes, charitable income deductions, and trustee protection will also be addressed.

10:00 - 10:15 a.m.

Break - Sponsored by UM School of Law

10:15 - 11:00 a.m.

Current Developments in Partnership and Corporate Taxation – *Bruce McGovern*

2022 brings a number of developments in the areas of partnership and corporate taxation. This session reviews the most significant statutory enactments, judicial decisions, IRS rulings and Treasury regulations promulgated during the last twelve months that affect the domestic income taxation of corporations and partnerships

11:00 - 12:00 p.m.

IRA's Made Simple-ish (for 99% of our clients) - Revisiting the SECURE ACT in light of the Proposed Regulations – *Lester Law*

After the SECURE Act was signed into law and before the new proposed regulations were promulgated, we thought that the SECURE Act simplified planning with IRAs. But, now that we have the new proposed regulations, it is clear that the new rules are not so simple. Lester will explain the new rules, detail many of the changes that were made, and discuss how we should now consider planning for 99% of our clients with IRAs

SPEAKERS

Jonathan Blattmachr is Director of Estate Planning for Peak Trust Company (formerly Alaska Trust Company) and a Principal of Pioneer Wealth Partners, LLC in a boutique wealth advisory firm in the flagship location in Chicago. He is a Principal at Interactive Legal Services Management, LLC, serving as its Editor-in-Chief and Co-Author of its cornerstone products, *Wealth Transfer Planning*™ and *Elder Law Planning*™ and a retired member of Milbank (formerly Milbank Tweed Hadley & McCloy LLP) and of the New York, Alaska and in California bars. He is recognized as one of the most creative trusts and estates lawyers in the country and is listed in The Best Lawyers in America. He graduated from Columbia University School of Law, cum laude, where he was recognized as a Harlan Fiske Stone Scholar. He has written and lectured extensively on estate and trust taxation and charitable giving and is author or co-author of nine books and more than 500 articles on estate planning and tax topics. Jonathan was on active duty in the US Army from 1970 to 1972, rising to the rank of Captain and was awarded the Army Commendation Medal. He is an instrument rated land and seaplane pilot and a licensed hunting and fishing guide in the Town of Southampton, New York.

Karen Boxx is a Professor at the University of Washington School of Law, where she teaches in the areas of trusts and estates, community property, property law, conflicts of laws, cannabis law and professional responsibility. She is also of counsel at Keller Rohrback LLP, Seattle, Washington. She was co-reporter for the Fifth Edition of the American College of Trust and Estate Counsel Commentaries on the Model Rules of Professional Conduct and is reporter for the Sixth Edition of the Commentaries. She is past Chair of the Washington State Bar Association Real Property, Probate and Trust Section and past Chair of the WSBA Elder Law Section. She has been active in legislative reform, including chairing a WSBA Task Force that drafted major revisions to Washington trust law enacted in 2011. She is a Fellow of the American College of Trust and Estate Counsel and a member of its Professional Responsibility, Elder Law, and Legal Education Committees. She has run 17 marathons (so far).

Pat Boyle, CPA is a partner at Boyle, Deveny, & Meyer PC (BDM) in Missoula, MT. He received his Masters of Accountancy from the University of Montana in 2005, joined BDM in 2007 after working at Moss Adams LLP in Portland, OR. At BDM, his primary focus is on tax, business entity formation, and acquisitions. His business practice ranges from startups and small businesses to growing companies across many states. Pat has volunteered with the Blackstone Launchpad at U of M helping students and faculty navigate starting a business and picking the best path forward for their business ideas. Pat has served on the boards of the Missoula Food Bank, Home ReSource, and Habitat for Humanity of Missoula. He is currently on the Missoula Airport Board.

Samuel A. Donaldson is a Professor of Law at Georgia State University in Atlanta, Georgia. Prior to joining the Georgia State faculty in 2012, he was on the faculty at the University of Washington School of Law for 13 years. At UW, Professor Donaldson served for two years as Associate Dean for Academic Administration and for six years as the Director of the law school's Graduate Program in Taxation. He teaches a number of tax and estate planning courses, as well as courses in the areas of property, commercial law, and professional responsibility. Professor Donaldson is an Academic Fellow of the American College of Trust and Estate Counsel (ACTEC) and a member of the Bar in Washington, Oregon, and Arizona. Among his scholarly works, he is a co-author of the West casebook, *Federal Income Tax: A Contemporary Approach*, and a co-author of the *Price on Contemporary Estate Planning* treatise published by Wolters Kluwer. Professor Donaldson has served as a visiting professor of law both at Northwestern University and at the University of Florida Levin College of Law. An amateur crossword constructor, his puzzles have been published in *The New York Times*, *The Wall Street Journal*, *The Washington Post*, and other outlets.

Jenn Ewan provides guidance and support to startup and growth phase companies, as well as advice and legal expertise on a wide variety of transactional, trademark, employment, and corporate matters such as mergers or acquisitions. Prior to starting Sova with Erika Peterman,

SPEAKERS

Jenn was senior counsel in Michael Best & Friedrich's Corporate, Transactional, and Real Estate practices. Before Michael Best, Jenn served as the Vice President of the Missoula Economic Partnership and was responsible for pro-actively identifying and courting related investment opportunities and maintaining strong investor relationships; scoped, implemented, and lead MEP special projects on initiatives such as air service and workforce development; lead MEP's economic development team in business retention & expansion, attraction, and business development opportunities and projects; maintained liaisons with various local, State, and Federal agencies, as well as other strategic partners. Jenn also served as in-house counsel for two software companies and worked for nearly six years for former Ambassador to China and former U.S. Senator Max Baucus. Jenn volunteers for the Western Montana Bar Association's Family Law Clinic and as an External Review Panel member for the City of Missoula and University of Montana's police departments, reviewing felony sexual assault cases for each department. Jenn received her undergraduate degree in Psychology and her J.D. from the University of Montana, with studies in Beijing, China. She is a member of the Montana State Bar and is licensed to practice in United States District Court for the State of Montana. Besides Jenn's career-related skills, she can bowl a 167 on her best day, has a lifetime operator's license from the FCC, and can bake a mean apple pie.

Dana Fitzsimons Jr. is Managing Director and Senior Fiduciary Counsel at Bessemer Trust. In this role, he is responsible for working with clients and their advisors to develop practical and efficient wealth transfer plans, and for guiding the firm on fiduciary issues. He serves as Chair of the firm's Fiduciary Counsel Committee. Prior to joining Bessemer, Dana was a partner with McGuireWoods LLP, where he practiced in the areas of fiduciary litigation and estate planning.

He is a Fellow of the American College of Trust & Estate Counsel (ACTEC) and serves as Chair of its Long Range Planning Committee and on its Business Planning Committee. Dana serves in the ABA RPTE Section leadership on its Special Committee on Career

Development and Wellness and Planning Committee, has been recognized in Chambers USA: America's Leading Lawyers for Business, and frequently lectures on fiduciary topics. He is a 2021 inductee into the NAEPC Association Estate Planning Hall of Fame.

Dana earned a J.D. from William & Mary Law School, where he was a member of the law review and graduated Order of the Coif, and a B.A. in music from Ithaca College School of Music. He continues to perform as a jazz drummer.

Steve Gorin is a partner in Thompson Coburn LLP. In addition to helping clients of his firm, he helps lawyers throughout the country, providing specialized assistance so that they can do projects they might otherwise have been uncomfortable doing without him.

Before practicing law, Steve practiced accounting for 8 years and was a partner in a local CPA firm; he still maintains his CPA license and CGMA designation and actively participates in the Missouri Society of CPAs. For the American College of Trust & Estate Counsel, Steve chairs the Employee Benefits Committee and is a past chair of the Pass-Through Entities Subcommittee of the Business Planning Committee. He is a former chair of the Business Planning Group of Committees of the American Bar Association's Real Property, Trust & Estate Law Section.

He is a member of NAEPC's Estate Planning Hall of Fame and in 2021 was the first person named Distinguished Estate Planner by St. Louis' Estate Planning Council. Best Lawyers has twice named Steve as Lawyer of the Year for St. Louis in each of Tax Law and Business Organizations (including LLCs, and Partnerships), in addition to recognizing him for Trusts & Estates and for Closely Held Companies and Family Business Law. For more about him, see <http://thompsoncoburn.com/people/steve-gorin>.

Steve's *Structuring Ownership of Privately-Owned Businesses: Tax and Estate Planning Implications* is a few thousand page fully searchable PDF. To obtain the PDF and join the thousands who have decided to receive quarterly a link to the most recent version, both at no charge, go to <http://www.thompsoncoburn.com/forms/gorin-newsletter>. 5

SPEAKERS

Larry Katzenstein is a partner at Thompson Coburn LLP in St. Louis, Missouri and practices in the firm's private client services area with a concentration on estate planning and charitable giving, and representation of exempt organizations. He regularly speaks at American Law Institute estate planning programs, and has spoken at many other national tax institutes, including the Notre Dame Tax Institute, the University of Miami Heckerling Estate Planning Institute, and the Southern Federal Tax Institute. Larry has served as an adjunct professor at the Washington University School of Law where he has taught both estate and gift taxation and fiduciary income taxation. A former chair of the American Bar Association Tax Section Fiduciary Income Tax Committee, he is a fellow of the American College of Trust and Estate Counsel and a member of its Charitable Planning Committee and Fiduciary Income Tax Committee, a member of the advisory board of the New York University National Center on Philanthropy and the Law, and a director of the American Council on Gift Annuities. Larry is also the creator of Tiger Tables actuarial software, which is widely used by tax lawyers and accountants nationwide. He received his undergraduate degree from Washington University in St. Louis and his law degree from Harvard.

Lester Law is a member of Franklin Karibjanian & Law PLLC and spends time in both the Naples and Washington offices. Lester is a Fellow of the American College of Trusts and Estates Counsel (ACTEC), serving on various committees. He has held many leadership positions at the ABA's RPTE section, including being a past-chair of the Income and Transfer Tax Group. He is an active member of the Florida Bar's RPPTL Section and is board certified in Wills Trusts and Estates law by the Florida Bar. Lester has held many leadership roles at the Florida Bar's Real Property Probate and Trust Law Section, including chairing committees, being an editor of the *Tax Notes for the Florida Bar Journal*. Lester is also a member of the DC Bar. Lester is a nationally recognized speaker and author. Presentations and venues include, University of Miami Heckerling Institute on Estate Planning, the Notre Dame Tax & Estate Planning Institute, ABA-RPTE meetings, Washington School of Law – Annual Estate Planning Council, and Montana Tax Institute.

He was an adjunct professor at the Ave Maria School of Law and is currently an adjunct professor at the University of Miami School of Law, Graduate Estate Planning Program (for the past six years). Lester's writings have been published in many national journals and publications, including *Trusts & Estates*, *The Florida Bar Journal*, *Probate and Property*, *Bloomberg/BNA Estates*, *Gifts & Trusts Journal*, *Estate Planning*, and *LISI's Newsletters*. Lester is also a co-author of a book on estate planning titled *Tools and Techniques of Trust Planning*. Prior to becoming a lawyer, Lester was a CPA in Florida with Price Waterhouse (now PWC).

Bruce McGovern is a Professor of Law at South Texas College of Law Houston, where he teaches in the areas of taxation and business organizations. For many years he also served as its Vice President and Associate Dean of Academic Administration. He currently serves as Director of the school's Low Income Taxpayer Clinic. He has held visiting appointments at the University of Florida Levin College of Law and Loyola University Chicago School of Law. Bruce is a fellow of the American College of Tax Counsel. He speaks nationally and has presented at more than 25 different tax conferences. He co-authors *Agency, Partnerships and Limited Liability Companies* (Carolina Academic Press) and has authored numerous chapters in *Consolidated Groups*, *CCH Tax Research Consultant* (online treatise) (Chicago, Illinois, Commerce Clearing House Tax Research Network 2006). Prior to teaching, Bruce served as a judicial clerk for the Honorable Thomas Meskill, U.S. Court of Appeals, Second Circuit, and practiced law with Covington and Burling in Washington, D.C. Bruce received his LL.M. in Taxation from the University of Florida Levin College of Law, his J.D. from Fordham University School of Law, and his B.A. from Columbia University.

Jamie Mendelsohn is the Executive Vice President of Ashar Group - a family-owned business with a national footprint. Since 2003, they have focused solely on the life settlement and life insurance policy valuation market. Ashar Group partners with financial professionals, fiduciaries, broker-dealers, and institutions serving as an independent advanced planning resource in the secondary market for life insurance.

Throughout her tenure at Ashar Group, Jamie has earned the reputation of a determined client advocate. She is the go-to resource for advanced planners and fiduciaries who integrate life insurance policy valuation into their planning process. If the decision is made to sell the policy as a life settlement, she negotiates with licensed buyers on behalf of their clients. Jamie speaks nationally at financial services conferences, and estate planning councils, and provides continuing education for both financial and insurance professionals.

Jamie earned her bachelor's and master's degrees from the University of Florida, where she was a member of the Alpha Delta Pi sorority. She is a proud member of Women in Insurance and Financial Services. Jamie dedicates much of her time and energy to the Crohn's and Colitis Foundation where she mentors patients and families while serving as the President of the Central FL/North FL Chapter. Jamie resides in Orlando, FL, and enjoys reading, traveling, and spending time with family and friends.

Aaron Neilson and the attorneys at Neilson, Swanson, Dietrich, PLLC advise startups, tech and telecommunications companies, real estate developers, contractors, and other businesses on a wide-variety of matters. With several years in private practice in Seattle and Missoula, and as the former Vice President and General Counsel of a leading technology / communications service provider operating in 16+ states in the greater Pacific Northwest, Aaron has the legal and business knowledge to help his business clients grow, minimize risk, improve operational efficiencies, comply with regulations, and resolve disputes. Aaron works with an experienced tax attorney who focuses on corporate and partnership tax, and the tax ramifications of transactions.

Aaron is active in the communities he serves. He is the supervising attorney at Blackstone LaunchPad at the University of Montana, where he helps law students at UM advise entrepreneurial individuals and students. Aaron is also on Camp Mak-A-Dream's board of directors.

Aaron is a fifth-generation Missoulian who enjoys the outdoors, playing and watching sports, attending concerts, drinking beer, reading, and spending time with his wife, two kids, and dog.

Charles A. "Clary" Redd is a partner with the firm of Stinson LLP in St. Louis, Missouri. His practice concentrates in the areas of estate planning, estate and trust administration and estate and trust-related litigation. He is a nationally recognized speaker and author. He is the lead presenter in Cannon Financial Institute's monthly estate planning teleconference series. For many years he taught as an adjunct professor of law at Northwestern University School of Law. Clary serves as Co-Chair of the Editorial Advisory Board of, and writes a regular column in, *Trusts & Estates magazine*. He is an elected member of the American Law Institute and a fellow and past regent of the American College of Trust and Estate Counsel. Clary was the principal draftsman of the Missouri Family Trust Company Act. In 2018 Clary was inducted into the Estate Planning Hall of Fame® by the National Association of Estate Planners and Councils.

Bryce Ward is the founder of ABMJ Consulting. He previously served as the Associate Director at the University of Montana's Bureau of Business and Economic Research. He has a PhD in economics from Harvard University and BAs in economics and history from the University of Oregon. He has expertise in urban and regional economics, labor economics, health economics, public finance, social economics, real estate economics, environmental and natural resource economics, and statistics/econometrics.

He taught classes at Harvard University, Lewis and Clark College, the University of Oregon, Portland State University, and the University of Montana. He has published dozens of scholarly articles and economic reports, and he has provided expert testimony in dozens of court cases and legislative proceedings. His research has been featured in places like the *New York Times*, the *Associated Press*, *PBS NewsHour*, *NPR*, and *ProPublica*.



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The **Value** of Advice

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Our Guiding Principles

We think differently about wealth management, challenging the status quo and constantly pushing for reinvention. At Ashton Thomas, we understand relationships are built, not transacted. When selecting a wealth management firm, you make choices that can impact your wealth and life today, and impact generations to come. We recognize that and understand the weight of your decision.

The Power of Collective Insight

What sets Ashton Thomas apart is our unwavering commitment to excellence in service, thought leadership, and innovation. Each client works directly with their lead wealth advisor, who takes the time to get to know you and what your Ideal Financial Life looks like. As needs arise and as your plan evolves, your advisor involves specialists in various disciplines to provide you with ideas and solutions which go beyond the capabilities of any individual financial professional. The result? A life lived in greater alignment with your goals and dreams.

Wealth Blueprint

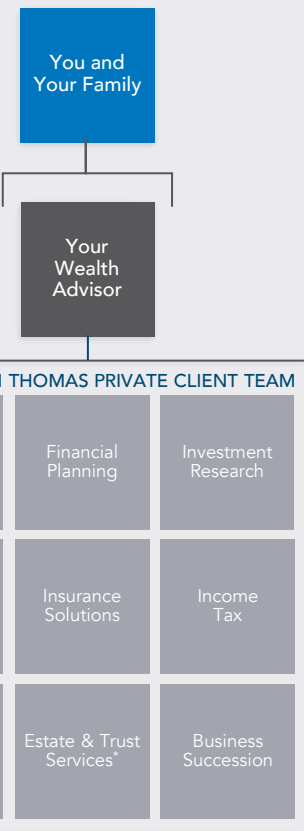
YOUR IDEAL FINANCIAL LIFE IN ACTION

Your Wealth Blueprint is a dynamic plan that anticipates, responds to, and adapts to changes in your life and the world around you.

Portfolio Blueprint

SECURING YOUR IDEAL FINANCIAL LIFE

Your Portfolio Blueprint includes your financial objectives, ongoing assessment of your risk tolerance, and appropriate diversification strategies to align with your long- or short-term investment objectives. Your portfolio is monitored and updated on a regular basis to ensure you stay on course.



Our Commitment

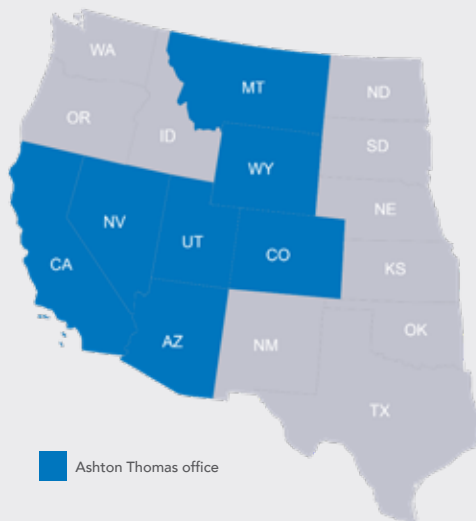
To You And Your Advisor

For more than a decade, we have served wealth management clients and their advisors with an unwavering commitment to our **CREDO**. As Ashton Thomas continues to grow and innovate, these principles will remain in focus for our team members and all parties serving your wealth management needs.

| | |
|--------------------|--|
| COMMUNITY | celebrate collaboration and create a sense of purpose |
| RESPECT | trust and authenticity are the backbone of our culture |
| EXCELLENCE | commitment to achieve more than the status quo |
| DISCIPLINE | "game day" focus in everything we do |
| OPPORTUNITY | elevate people and inspire them to be their best |

Our Footprint

Ashton Thomas Private Wealth is headquartered in Scottsdale, Arizona, and has office locations throughout the Mountain West and West Coast.



Upper Rocky Mountain Locations

MONTANA

Billings Office

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Kate Johnson

Goda Stevens
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First Interstate Wealth Management is the premier Wealth Management group across our territory. We are committed to serving the high value clients of our bank and our communities with an unrelenting focus on relationships and clients.

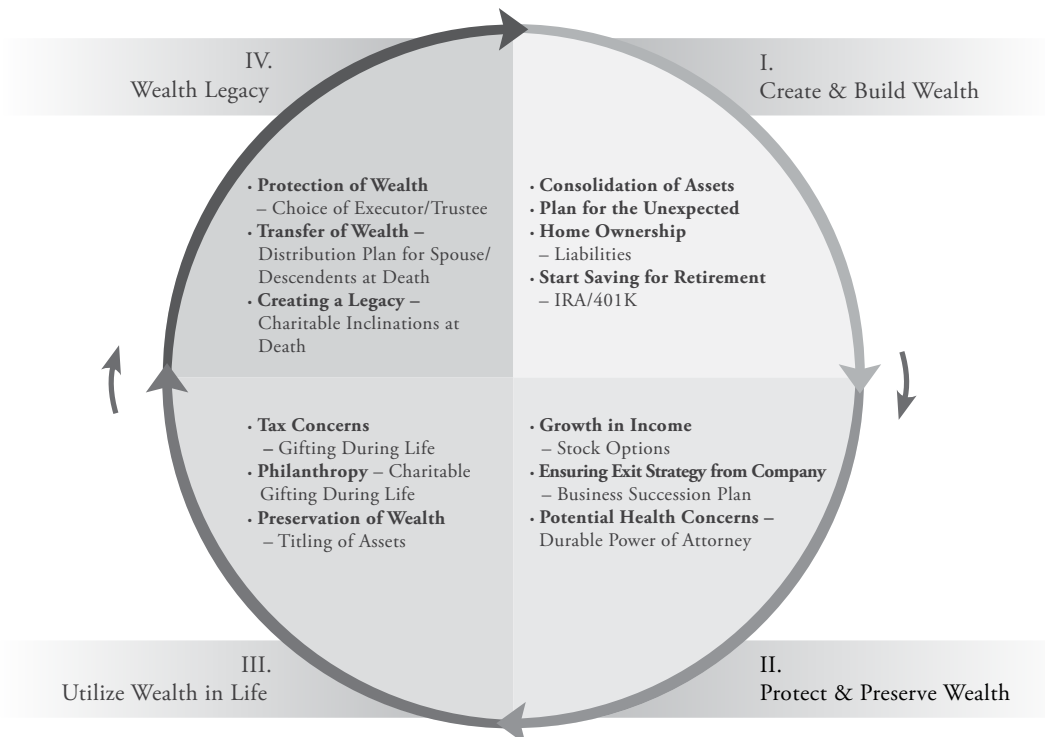
We are privileged to serve and assist a select group of clients with the creation, protection, and distribution of their wealth. Our dedicated team of Wealth Advisors partner with their clients to develop knowledgeable, objective advice, and personalized solutions.

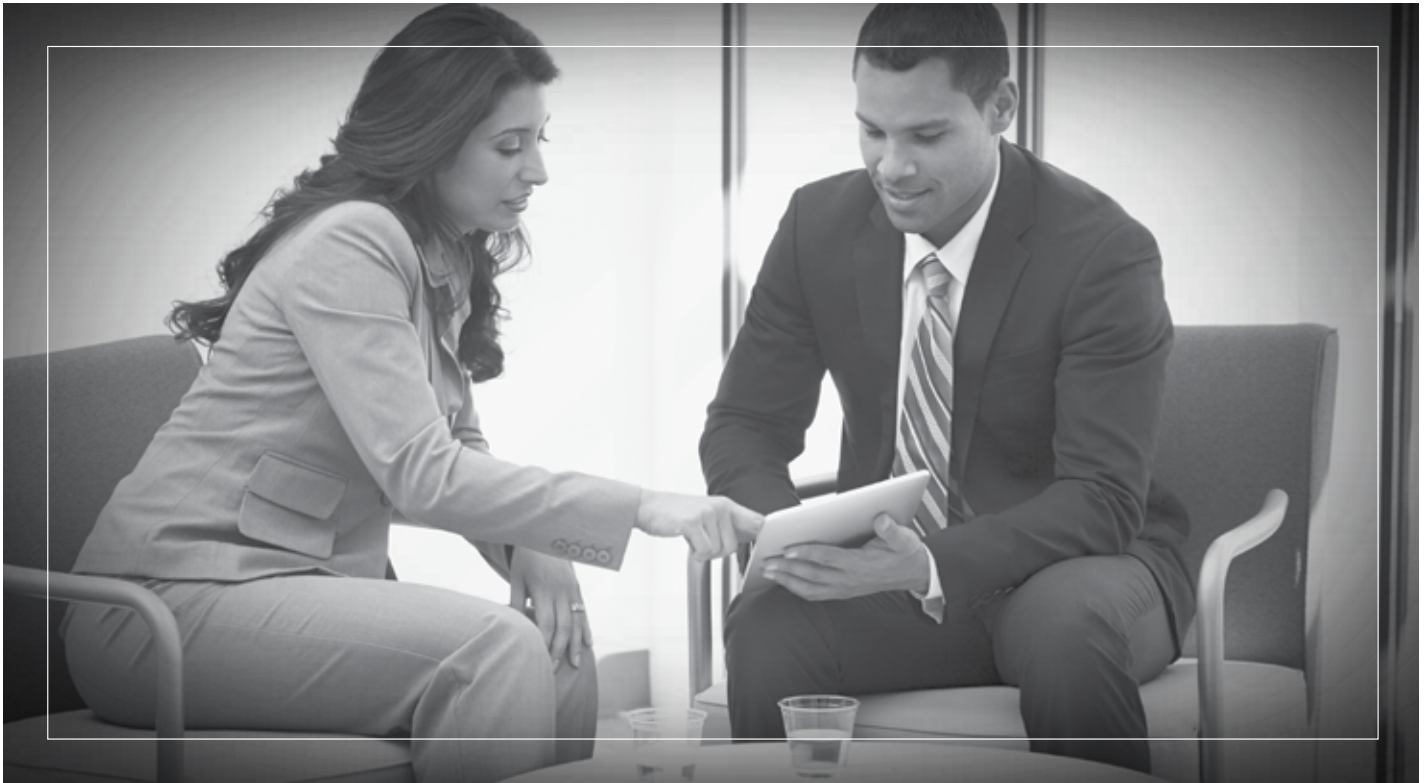


Solutions for Your Wealth Management Issues

Whether preparing for the expected or the unexpected, First Interstate's Wealth Management Team can help you anticipate and prepare for all of life's twists and turns, giving you confidence for your future and that of your family. Our experience shows that the following services are most beneficial to our clients:

Wealth Management Areas of Focus





The Wealth Advisor

At First Interstate Wealth Management, we recognize that wealth management issues are complex and can be overwhelming to evaluate, analyze, and manage. We can help.

Our team of Wealth Advisors is a highly skilled and dedicated group of wealth management experts. They are ready to provide you with an unparalleled level of service and resources to meet your needs. We'll help you with all aspects of planning, from analyzing your current situation and setting goals, to building, implementing, and monitoring your plan.

We will work comprehensively with your wealth management plan, supported by the vast resources of First Interstate Bank. Your Wealth Advisor will partner with other financial experts, such as portfolio managers, bankers, and trust specialists, as well as your own personal accountants, attorneys, and advisors. This approach allows us to develop, implement, and monitor a tailored wealth management plan that is unique to you, your family, and your specific circumstances.

Finding a Wealth Advisor

Thank you for considering our Wealth Management services. We look forward to working with you.

To schedule a free consultation or to find a Wealth Advisor near you, please visit firstinterstatebank.com/wealth/contact/





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ACCEPTANCE OF COMPLEX GIFTS

We have the knowledge and experience to accept gifts of real estate, securities, and a host of tangible personal property.



LOCAL IMPACT

We know Montana and the needs of local communities. We build upon our relationship with local organizations and our knowledge of community needs to connect donors with the causes close to their hearts.



About the Montana Community Foundation

At the Montana Community Foundation (MCF), we are all about Montana's future. We cultivate a culture of giving so Montana communities can flourish. With more than \$175 million under management, in 1,500 distinct funds and planned gifts, we are your go-to partner in philanthropy.

Your Charitable Giving Experts

Our knowledgeable staff is ready to help you and your client navigate the charitable giving process. Our services include:

- Handling a broad array of gift types, including charitable annuities, charitable trusts, bequests, life insurance, real estate, and more.
- Connecting donors with the Montana Charitable Endowment Tax Credit (METC) which enables them to lower their Montana state income tax liability when making a planned gift to a permanent qualified charitable endowment.
- Identifying organizations and community services a donor may wish to support based on their charitable interests and causes they care about.



Montana Endowment Tax Credit

The Montana Endowment Tax Credit (METC) is an above-the-line tax credit available to donors who pay Montana income tax. Individuals can receive a state income tax credit of 40 percent of a qualifying planned gift's federal charitable deduction, up to a maximum of \$10,000 per individual or \$20,000 for couples filing jointly per year.



Want to learn more? Contact us today!



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Are Your Clients Interested in Utilizing the Montana Endowment Tax Credit?

The University of Montana Foundation is available as a resource to you when working with clients interested in pursuing tax-advantaged ways of giving while supporting the University of Montana.

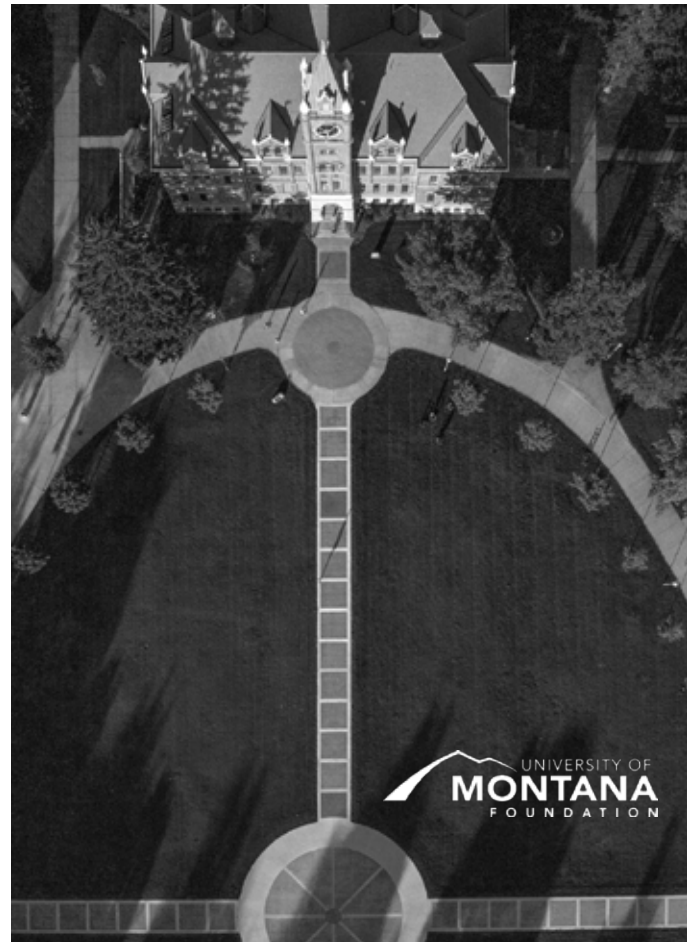
Our free personalized gift illustrations can help your clients understand the benefits of their giving.

Contact Us

Alison Schultz, Director of Planned Giving
University of Montana Foundation
406-243-5121 | alison.schultz@supportum.org

The University of Montana Foundation provides information about the benefits of planned gifts and does not provide any legal, financial or tax advice.

SupportUM.org | 800-443-2593 | giving@supportum.org



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CONTINUING EDUCATION

The 70th Montana Tax Institute brings to you live presentations as has been our tradition. Registrants earn “live” CLE credit by attending the program as scheduled. Application for a total of 11.75 continuing legal education credits has been made to the following state bars:

Montana
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Application has also been made to the following organizations:
Certified Financial Planner Board of Standards
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Please complete and sign the continuing education questionnaire so that we may confirm attendance to the appropriate organizations. Keep the duplicate copy for your records.

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