

...For Charitable Giving

Personal trusts can establish a charitable giving program that benefits you, your heirs and the qualified charity of your choice.

A Charitable Remainder Trust can be used to provide immediate or deferred income to you, you and your spouse, or anyone you choose. Income payments from your trust can be established for the life of the income beneficiaries or for a fixed period of up to 20 years. When the income interest expires, your selected charity receives the balance of your trust. In addition, this trust avoids capital gain taxes (leaving more principal to produce income), provides a current income tax deduction and reduces your taxable estate.

Charitable Remainder Trusts work particularly well with highly appreciated assets and illiquid assets such as real estate. Assets contributed to Charitable Remainder Trusts are often sold by the trustee and re-invested in a diversified portfolio designed to provide income and growth. This may increase the income produced by the assets while reducing risk through diversification.

Key Benefits of Popular Trusts

Revocable Trusts

- Established during life
- Can be changed or revoked during life
- Can provide ongoing management of affairs
- Offers protection for incapacitation
- Passes assets directly to heirs
- Avoids probate delay and expense

Irrevocable Trusts

- Established during life or upon death
- Generally cannot be changed
- May reduce or eliminate taxes due upon death

Marital, Family and Exclusion Trusts

- Use of estate tax exclusion amount
- Can provide income and principal, if needed, to a surviving spouse or others
- Assets distributed to heirs at the end of the income beneficiary's life

Charitable Remainder Trusts

- Income to donor or others
- Income tax deduction
- Avoids capital gain taxes
- Reduces taxable estate
- Residual trust value to charity

Irrevocable Life Insurance Trusts

- Keeps life insurance proceeds out of taxable estate
- Heirs receive life insurance benefits estate tax free
- Used to manage insurance proceeds for beneficiaries

Choosing ING Trust U.S.A.

ING Trust U.S.A.'s personal trust administrative services can be customized to fit your needs as either a trustee, agent or as a co-trustee with a family member or friend. Today, many people want the capabilities of a corporate trustee with the personal touch of a family member or friend. At ING, we understand this and support collaboration with individuals named in your trust document. In all cases, you benefit from our experience and resources and ensure that the often complex and time-consuming tasks required to administer your trust are placed in the hands of a professional.

Additionally, we recognize the value of the relationship you have with your chosen financial professional. We work with you and your financial professional to create an individual investment strategy to help fulfill the objectives of your trust. With our unique investment platforms, you can select from programs that allow your financial professional to manage your trust assets, or you can choose ING Trust U.S.A.'s professional asset management services.

ING National Trust, doing business as ING Trust U.S.A., is a national banking association chartered exclusively with trust powers by the Office of the Comptroller of the Currency. ING Trust U.S.A. offers fiduciary services in all 50 states and is a member of ING, a world leader in banking, insurance and asset management.

ING is active on a worldwide scale, offering its clients a full range of financial products and services through various distribution channels. With assets under management totaling €470 billion (as of 5/05), the basis of ING's continuity is its financial strength, its healthy profit base and the careful weighing of the interests of its clients, shareholders and employees. ING has operations worldwide with 112,000 employees in 50 countries.

©2005 ING

**For more information,
please contact your
financial professional or:**

ING Trust U.S.A.
100 Washington Avenue South
Suite 700
Minneapolis, MN 55401
877.250.7171

ING 
TRUST

U.S.A.

04-302 08/05 121615



Personal Trusts

ING 
ING Trust U.S.A.

Personal Trusts

You know that personal trusts are often used as part of a comprehensive estate plan. But, do you know how personal trusts may help you?

It is a myth that personal trusts are only for wealthy individuals. While estate tax savings can be a significant benefit of personal trusts, more individuals create trusts for control, protection, privacy, gifting, and to simplify their finances.

Now, through your financial professional, you have access to powerful, personal trust strategies that may help you reach your planning goals.

Personal Trusts...

Every estate plan begins by answering a simple question – who do I want to receive my assets? For most individuals, there are only four potential recipients – family, friends, charities and the IRS. If you have a taxable estate and you fail to plan properly, your largest beneficiary could be the IRS.

We recognize the value of the relationship you have with your chosen financial professional.

...For Reduced Estate Taxes

Under the current tax code, individuals with estates over \$1,500,000 (in 2005) are subject to estate taxes. When you consider all of the assets that make up your taxable estate, you may realize that your estate is subject to tax.

One of the most commonly overlooked assets in your taxable estate is life insurance. Any life insurance that you own is part of your taxable estate — this includes life insurance from an employer, business and any personal life



insurance. Other assets that may be overlooked or undervalued are highly appreciated real estate, stock options, partnership interests and qualified plan assets.

With proper estate planning and the use of an Exclusion Trust, you can take advantage of both individuals' applicable exclusion amount, save estate taxes and have greater control over the recipient of your assets.

...For Control

Personal trusts allow you to control income from the trust and ultimately the distribution of the assets according to your wishes.

You decide *who* should receive the income, *how much*, and *when* the payments should be made. You can even link distributions to certain "performance" events, such as graduating from college, establishing a career, starting a business or getting married. The terms of your trust establish the ground rules for your legacy.

...For Protection

A universal goal of estate planning is to have assets reach the intended beneficiaries. With good planning you can protect your assets from tax erosion, unnecessary probate expense and

inappropriate investment influences. Personal trusts help keep more of your assets for your family and other beneficiaries.

Marital and Family Trusts can be used to provide lifetime income to a surviving spouse, with the principal of the trust distributed to your beneficiaries. These trusts allow you to provide financial support to a spouse and ensure assets pass to your beneficiaries even if your spouse remarries.

Special Needs Trusts can be established to provide ongoing financial support for a child with special medical, emotional or other needs. Additionally, under certain circumstances, the trust assets may not reduce the amount of government benefits available to the child.

...For Privacy

Personal trusts are private documents and are not subject to the public proceedings and record of a probate court. Your trust is your business.

...For Simplicity

Personal trusts can help you to simplify your financial life, organize your finances and tax information, get bills paid, maintain a permanent financial record and make things easier for family or friends when they step in to help you in times of need.