

S&N Publishing

Suggested Interview Questions — *The 7 Biggest Mistakes Trustees Make*

1. How does your book differ from other books on estate planning and trustee duties?
2. Of the seven mistakes which one do you consider the most dangerous?
3. What are the main communication roadblocks parents and their adult children experience when setting up a trust?
4. Is your book's advice more pertinent now that we have a downturn in the economy?
5. With all the information available on the internet, in books, and at seminars — can't one take care of their own estate planning? How complicated can it be?
6. What is the unique 'team approach' to estate planning that you advocate?
7. What qualifications should one look for in an attorney, an accountant, and a financial advisor before hiring them?
8. The UPIA (Uniform Prudent Investor Act) seems to be very complicated. Can you give us a synopsis of the act? What kind of trouble can a trustee get into by not complying with the UPIA?
9. Why are financial advisors so heavily regulated, even more so than attorneys and CPAs? Can't they be trusted?
10. You mention minimizing liability and risk in the three areas of taxes, general lack of knowledge, and long-term sickness. Give some examples of what neglect in any of these three areas can do to one's estate.
11. How does one select a successor trustee? What do they look for in a trustee?
12. If one feels overwhelmed by all the trustee responsibilities, what alternatives do they have?
13. When it comes to estate planning why do think so many people tend to procrastinate?
14. In your opinion what percentage of people with trusts have made these big mistakes you've described?