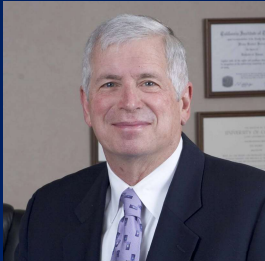


Estate Planning Using DPS

Exciting Major Addition In DPS For Estate Planning



My name is Kendall Brown, and I have been an estate planning lawyer for over forty years. In connection with my estate planning practice, I have developed the Document Production System (DPS) which has enabled me to produce high quality estate planning documents in a fraction of the time I had previously spent. The estate planning documents include Wills, Revocable Trusts, Irrevocable Trusts and Powers. They have been customized for all fifty states.

Why Change DPS

- Historical estate planning issues
 - Time consuming
 - Incomprehensible to client
- DPS improvements facilitate
 - Efficient production of documents and related communication tools
 - Effective communication with clients

Historically I have found that clients view estate planning as a big, black box. They object to the amount of time required to craft their estate plan and they find it very difficult to read and understand the actual estate planning documents.

Consequently, clients don't appreciate what has been accomplished for them. Recently I made an exciting improvement to DPS which allows more efficient production of legal documents and facilitates effective communication of the content of those documents to my clients.

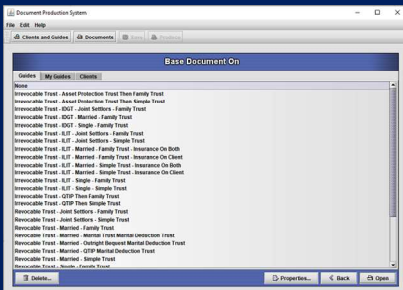
Communicate With Client

- Client binder created to hold elements of estate plan

Let me explain the techniques I've developed to overcome these issues when estate planning for my clients: I provide a three-ring binder to each client. That binder will contain all of their estate planning documents once completed.

Estate Planning Using DPS

Diagram Guides



To create this Diagram, DPS provides a number of different guides which allow me to start with many of the questions pre-answered and then customize answers to cover my client's individual needs. As always, I can also create my own guides as suit my unique practice.

Enter Information

A screenshot of the "Information Regarding Client" form. The form has a "Back" button on the left and a "Next" button on the right. It contains several input fields: "Name Of Client" (with "John E. Doe" entered), "Street Address" (with "111 Oak Street" entered), "County" (with "Polk" entered), "City" (with "Ashley" entered), and "State" (with "Iowa" entered). The "Name Of Client" and "State" fields are marked as "REQUIRED". Below the form, there is a list of instructions: "You are required to enter the client's full legal name and the state of his/her residence. The name and state are required to prepare the various estate planning documents.", "It is optional whether you enter the street address and city", "The estate planning documents will be based on the laws of the state where you live.", and "When you have entered all of this information, click on the NEXT button." At the bottom, there are "Outline" and "Finish" buttons.

Since DPS is an intuitive system, I only enter the client's information one time. The information will then be linked to the various documents in every step of the estate planning process. Once I click through and add the necessary information, I Produce the Diagram and send it to the client for review. DPS produces the Diagram as a PDF allowing me to choose to attach it to an email or print a paper copy for the client.

Guides For Documents

A screenshot of the "Guide For Revocable Trust" form. The form has a "Back" button on the left and a "Next" button on the right. It contains a list of radio button options: "Married - Marital Trust Marital Deduction Trust", "Married - Outright Bequest Marital Deduction Trust" (which is selected), "Married - QPRT Marital Deduction Trust", "Married - Reverse QPRT Generation Skipping Trust", and "Married - Simple Trust". Below the list, there is a note: "The line checked on this screen is determined by the system and should not be changed." At the bottom, there are "Outline" and "Finish" buttons.

The Diagram module of DPS even provides me with indications as to which guides I should use when it is time to create the other legal documents, such as the Will or Revocable Trust.

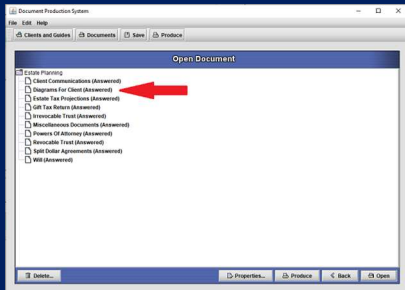
Estate Planning Using DPS

Communicate With Client

- Client binder created to hold elements of estate plan
- After initial visit, diagram is reviewed and added to binder
- After diagram approval, create required documents

Once the client has reviewed the Diagram and approved it, I then prepare the actual legal documents. This is done very quickly because I know which guide to use and all previous information entered when creating the Diagram is linked automatically into the Will, Revocable Trust and Powers.

Estate Planning Documents



When I open DPS, I select the client file used to create the Diagram, then click through a few screens in the Will, Revocable Trust and Powers modules and click on the Produce button to create each of the final legal documents.

Important DPS Features

- Information linked between documents
- Guides provide intelligent pre-answers
- Documents produced in PDF for fast printing or in Word or WordPerfect format for additional changes

I have already mentioned that DPS links information between documents so that client and document information is only entered once. Likewise, I've discussed how guides improve efficiency, providing intelligent pre-answers. Most Wills and Revocable Trusts can be completed entirely in DPS. It is important to realize that DPS is also flexible. If there are some truly specific changes that need to be made, DPS can provide a Word or WordPerfect file that allows for additional changes.

Estate Planning Using DPS

Communicate With Client

- Client binder created to hold elements of estate plan
- After initial visit, diagram is created, reviewed and added to binder
- After diagram approval, create required documents
- Completed documents mailed or emailed to client with instructions to call for appointment
- Project complete

When all documents are completed, I email or mail them to the client for final review using the letters generated in the DPS Client Communication module. After the client reviews the documents and is satisfied that they convey his desires, he calls me to schedule an appointment for the execution of the estate planning documents, and the project is completed.

Exciting Major Addition In DPS For Estate Planning



With the addition of Diagrams and Client Communication to DPS, my estate planning practice has become more efficient and more effective with improved client communications. Using this technique, I can complete an estate plan for a client in substantially less time, thereby making my practice more efficient and significantly reducing turn-around time for the client. All of the tools that enable me in my practice are now available in DPS. As always, call us if you need further explanation or training. What has worked in my practice can work for you, too!