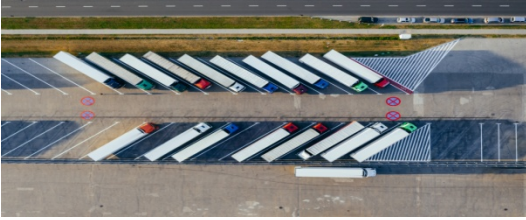


Introducing the Deferred Sales Trust™

Hypothetical Scenarios

Comparison – State Tax v. No State Tax- CA v FL

HYPOTHETICAL SCENARIO– California



Trucking & Towing Company in Fresno

Mr. and Mrs. Taxpayer want to sell profitable business they built over 20 years

Sales proceeds after commissions
and closing costs \$ 2,500,000

Seller's Original Basis: \$ 250,000

Taxable Gain: \$ 2,250,000

Approximate Tax Due \$ 834,750

**Approximate Tax Due with a
Deferred Sales Trust™ \$ 0**

Federal Tax 20%
CA State Tax 13.3%
Medicare Tax 3.8%

Business Loan Balance at
time of sale: \$ 500,000

Net proceeds for re-investment: (w/DST) .. \$ 2,000,000
Interest Income at ~ 5% \$ 100,000

Net proceeds for re-investment (w/o DST) . \$ 1,165,250
Interest Income at ~ 5% \$ 58,262

(~ hypothetical interest rate)

** Minimum Viable DST Transaction is one in which
\$80,000 + in taxes would be paid w/out any tax planning

HYPOTHETICAL SCENARIO -Florida



Specialty Chemical Manufacturer in Jacksonville

Mr. Taxpayer wants to sell his specialty chemical company
he built over the past 25 years.

Sales proceeds after commissions
and closing costs \$ 2,500,000

Seller's Original Basis: \$ 250,000

Taxable Gain: \$ 2,250,000

Approximate Tax Due \$ 535,500

**Approximate Tax Due with a
Deferred Sales Trust™ \$ 0**

Federal Tax 20%
FL State Tax 0%
Medicare Tax 3.8%

Business Loan Balance at
time of sale: \$ 500,000

Net proceeds for re-investment: (w/DST) .. \$ 2,000,000
Interest Income at ~ 5% \$ 100,000

Net proceeds for re-investment (w/o DST) . \$ 1,464,500
Interest Income at ~ 5% \$ 73,225



Helping clients preserve their
estate and protect their wealth

(866)867-8633