

Lambda Alpha International
Pacific Club - October 15, 2007

Luncheon Speaker

Phil Schwab, Senior Vice President
FMV Valuations

In the interest of ourselves and our clients, we are looking for tax planning ideas to shelter our estate and reduce inheritance taxes. Many of our assets are in LLC, Partnerships, TIC's, Corporations, etc., and we own only a fractional part of the assets.

Discount on value is based on:

- 1.) Lack of control – who decides when to sell or lease.
- 2.) Lack of marketability – hard to sell fractional shares, Right of First Refusal
- 3.) Operational Control – how and who is money collected,

How do we structure entities to give us the highest discount rate on estate and gift tax? How can we buy out partners? The answers are too long to cover here and you should have attended the meeting. You can also visit the FMV website at www.fmv.com or email Phil at pschwab@fmv.com for answers.

Next meeting is Monday, November 12, 2007
Contact Bonnie Chan at 714/751-2787 x229 for reservations

Submitted by Joseph DeCarlo, CPM, CCIM, CRE
Chapter Scribe