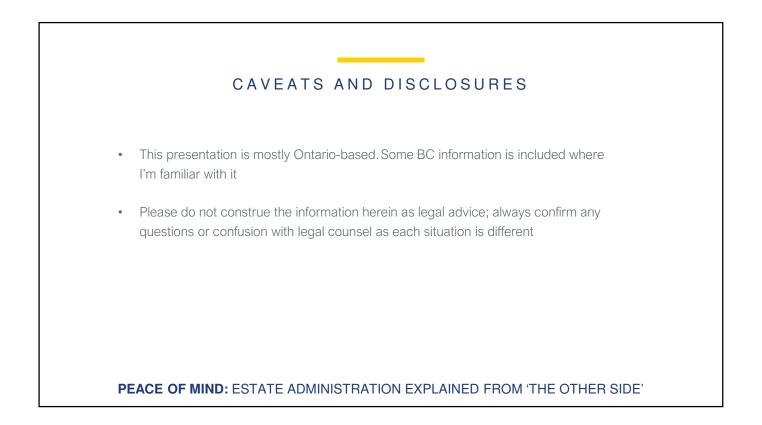


PRESENTER



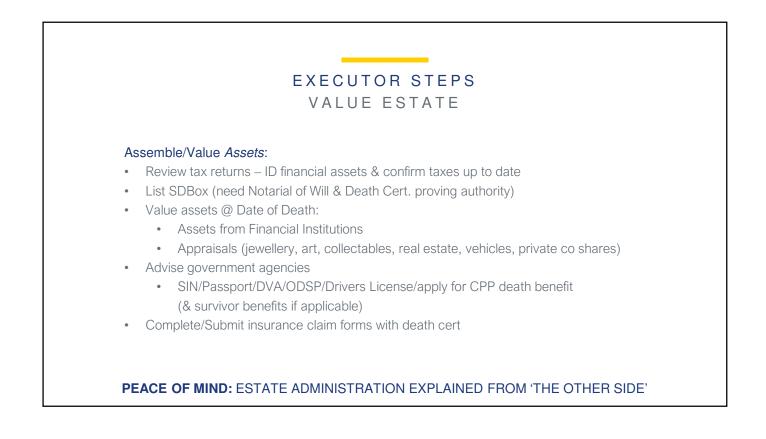
Colleen DeJager PGgrowth Senior Consultant



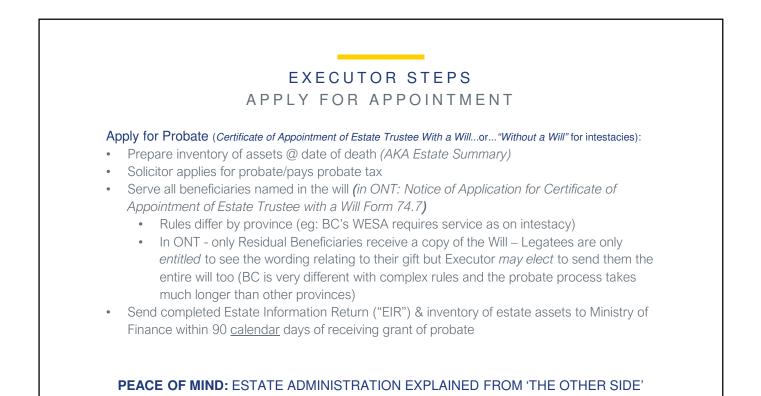




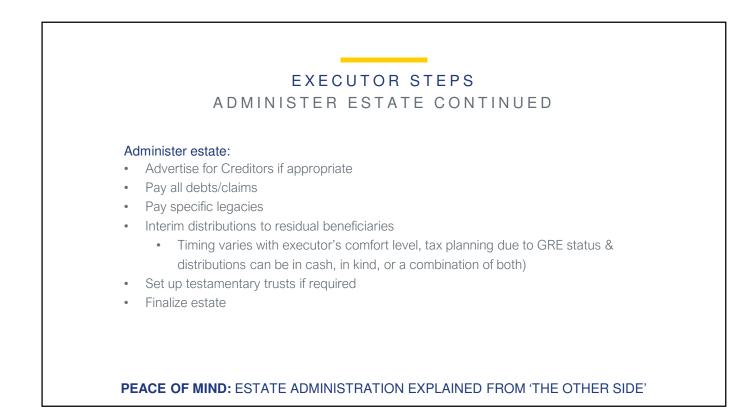


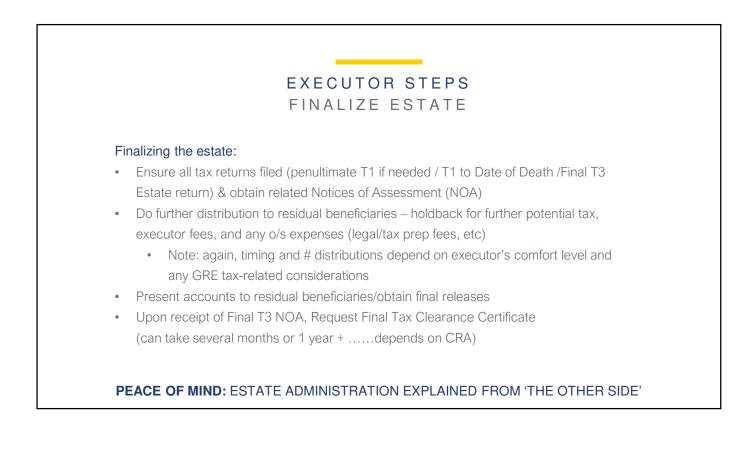


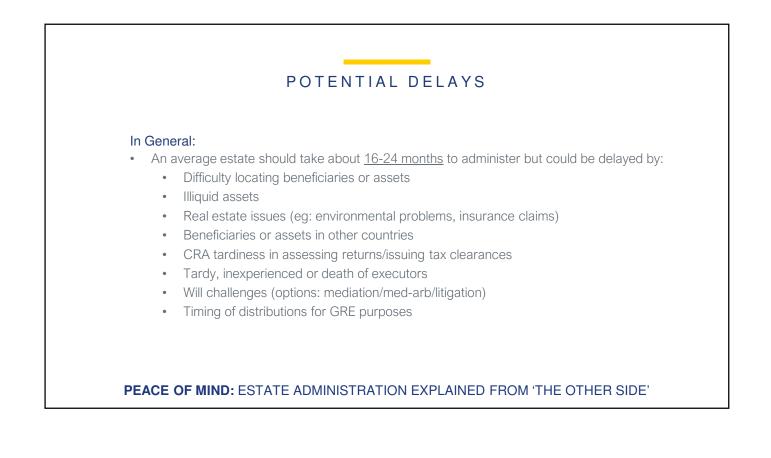














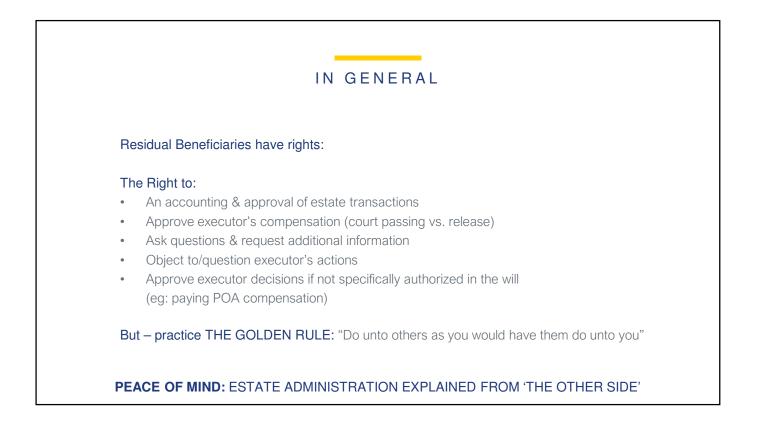


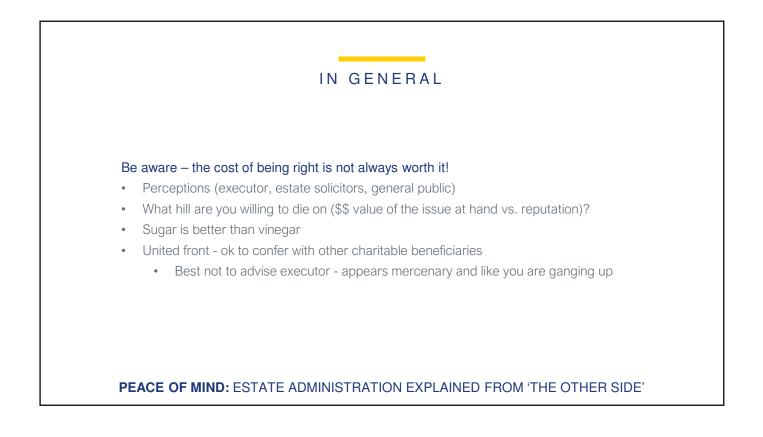
Residual Gifts:

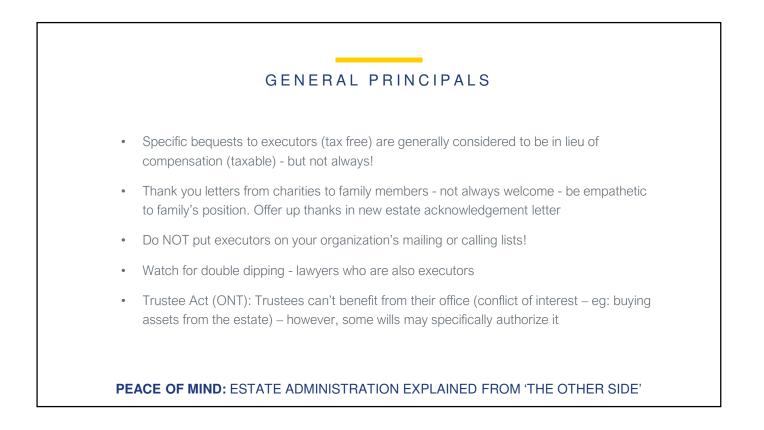
- Diarize <u>6 months</u> from your notification letter for initial distribution
- If not received in 6 months, re-diarize for another 3 months
- If nothing after 9 months, send follow up letter or call
- If nothing by <u>11 months</u>, call the lawyer or executor as appropriate, for an update
- Again, in BC, be cognizant of longer time frames due to WESA clarify with estate solicitor or executor if not sure

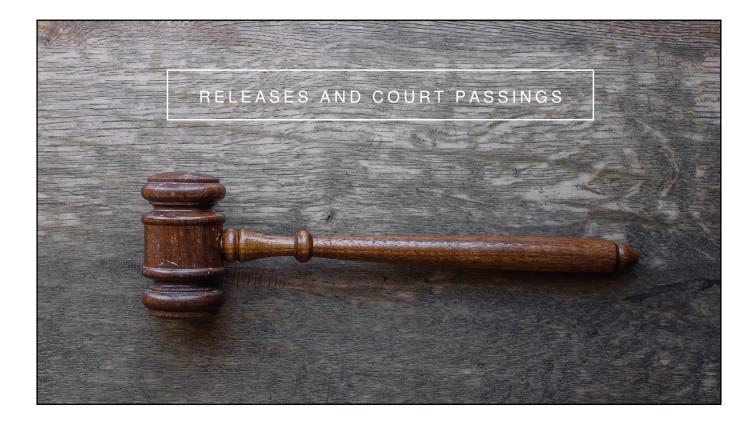
What do I say?

- "It is our usual practice to see an interim distribution by this point in the administration so I just wanted to check in for an update on your progress"
- Option: Blame it on the auditors
- Don't be pushy/condescending; remain professional there may be a good reason for the delay







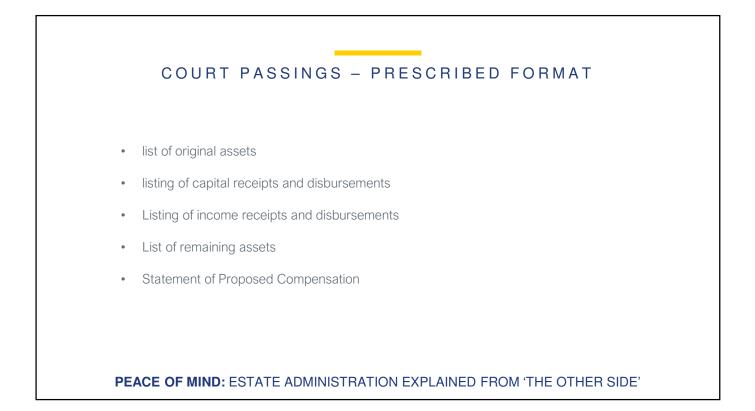


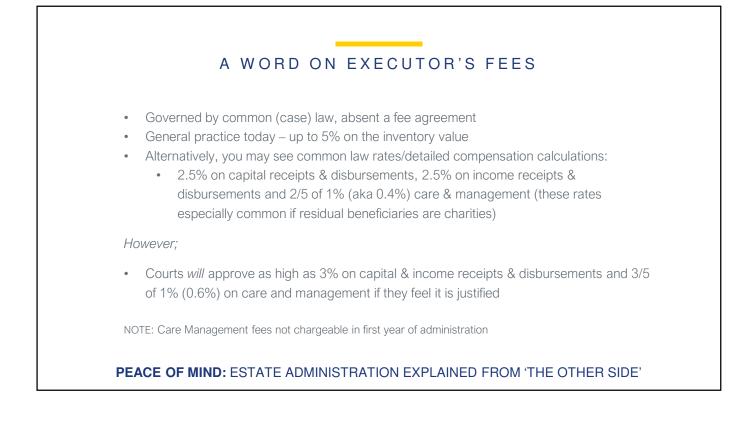












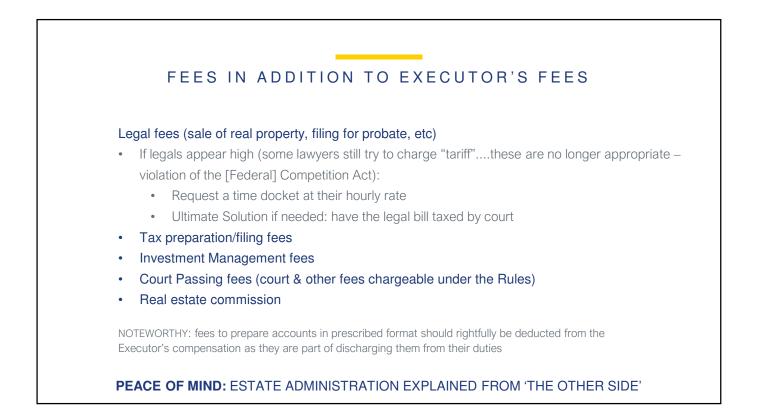


FIVE FACTORS DETERMINING FAIR EXECUTOR'S FEES

"In determining whether (executor compensation) is in fact "fair and reasonable", the courts will generally have regard to the <u>five factors</u> set out in *Re Toronto General Trust v. Central Ontario Railway Co.* (1905), 6 O.W.R. 350, which provides a factual analysis of the actual work completed by the executor or trustee**:

- the size of the trust,
- the care and responsibility involved,
- the time occupied in performing the duties,
- the skill and ability shown by the executor or trustee, and
- the degree of success resulting from the administration"

**SOURCE: https://hullandhull.com/2015/04/executor-and-trustee-compensation/





Watch your tone with lawyers and trust companies

- Be respectful of their role, education and experience
- Do not give the impression you presume to know more than they do
- Do not condescend you will just get their back up
- Give them a chance to explain

Don't be a pest

- They may be very busy, short staffed or inexperienced in estate matters/ unfamiliar with procedures & timing (Plus–calls to lawyers cost the estate money!)
- Attitude is everything!

