

for most other debts, you will not have provided any automatic payments. All of these debts, regardless of the contracts, will generally accelerate and become due and owing against your estate upon your death. These debts often demand great amounts of cash. Many estates do not have this much cash available. Quick sales of property and securities might be necessary to pay off these accelerated debts. These sales are usually at less than the true value and are generally accompanied by high income taxes.

If your estate is probated and an administrator of your estate or executor of your will is chosen, then probate fees and/or probate taxes and fees for the executor and administrator must also be paid. These amounts are separate from federal and state inheritance taxes.

Finally, you must consider the costs of legal services. Your attorney is entitled to fees for the proper planning of your estate and the proper execution of that estate plan. Proper planning, using conventional techniques and procedures under ordinary circumstances can reduce tax liability significantly. In other words, a \$1,000,000 estate may eventually lose as little as \$100,000 to \$200,000 in taxes. This is still a sub-