



## SALE OF CRT INCOME INTEREST

### Case Study: Regain Control of Assets for Family

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#### Situation

- Clients wanted to regain control of assets for family

#### Solution

- Sale of CRT income interest brings large lump sum of cash back into clients' personal assets

#### Results

- Clients sold income interest at premium to value of keeping it
- Sale enabled clients to pass on additional wealth to their children and grandchildren

In 2007, Dave and Christine Bloye created a charitable remainder trust (CRT) to defer taxes on the sale of appreciated stock. The CRT worked well enough, but over time, the Bloye's family dynamic changed. They had two grandchildren when they created the trust, but they'd added another two in the ten years since, and their planning goals had shifted to their growing family.

The Bloyes had spoken with Sterling over the years about selling their CRT interest. They'd always liked the idea of bringing a large lump sum of cash back into their personal assets where they could do with it whatever they wanted, and now they knew what they wanted to do with it: help their children and grandchildren.

*"With the expansion of the family, I got to thinking, we're going to keep this money in the family," said Dave.*

Once Dave made the decision to sell, he was surprised at how quick and easy the transaction was. Sterling had always told him that the process was short and straightforward, which was important to Dave, and he was pleased that the process actually turned out to be just that.

*"Once I said let's go, Sterling was ready, and we went," said Dave.  
"We were very impressed, and so were our advisors."*

The experience of multiple CRT reviews from Sterling over several years provided comfort to Dave from a financial standpoint. In particular, the economics of the sale never changed. Each time Sterling provided a review, they demonstrated that Dave and Christine's interest was worth as much or more in a sale than it was to keep it, and provided third-party resources where Dave was able to confirm all of the calculations.<sup>1</sup> While the ability to sell the income interest at a premium to what it was worth to keep it wasn't the main reason they sold, it was nonetheless an important consideration.

*"The pricing for our income interest was consistent from the first time I received a quote to the completed sale, and for me that is worth a lot," said Dave.*

Hear from Dave directly: [SterlingFoundations.com/Bloye-Interview](http://SterlingFoundations.com/Bloye-Interview).

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<sup>1</sup> To see our full review of the Bloye's income interest sale and supporting calculations, e-mail [CRT@SterlingFoundations.com](mailto:CRT@SterlingFoundations.com) with "Bloye CRT Review" as the subject.

To watch our interview with  
Dave Bloye, visit

[www.SterlingFoundations.com/  
Bloye-Interview](http://www.SterlingFoundations.com/Bloye-Interview)

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