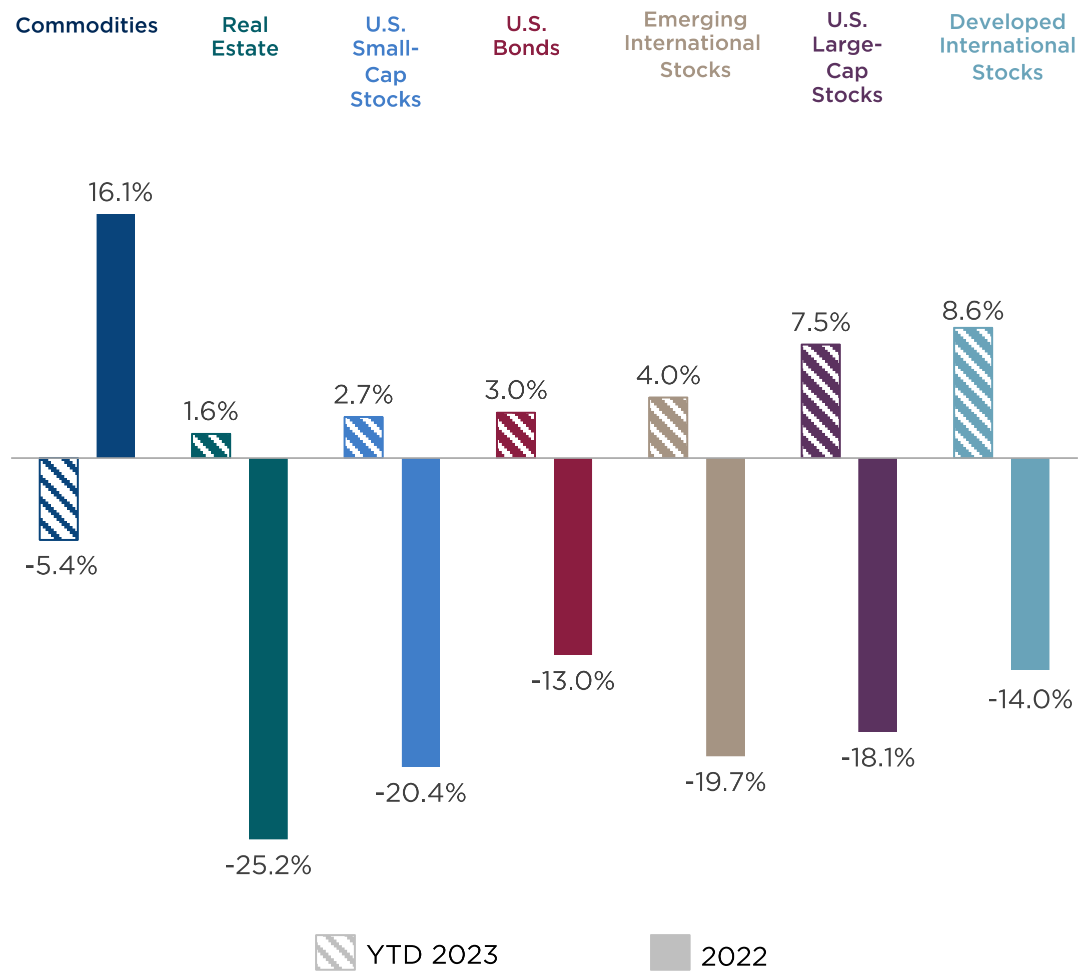
STRONG RETURNS, SHAKY NERVES

After a strong start to 2023, the first quarter ended on a high note despite a rapid-fire array of troubling news. In early March, two large banks failed, and policymakers stepped in to keep isolated problems from becoming a systemic crisis. Despite the headlines, stock and bond markets were surprisingly calm.

- In the U.S., large-cap stocks floated upward, with their small-cap counterparts trailing behind.
- The financial sector faced understandably stiff headwinds, and investors reacted to banking sector news by rotating back to the comfort of mega-cap technology companies with ample cash flows.
- Skeptical of future Fed actions, bond investors drove prices higher as yields slipped lower.
- Outside the U.S., international developed and emerging markets saw modest but steady gains. The post-pandemic reopening of China, stabilizing energy prices across Europe, and a weakening U.S. dollar contributed.
- Real estate posted a modest gain for the quarter, although many of the same challenges of last year remain as headwinds.
- 2022's standout performer, commodities, was the only major asset class in negative territory for the quarter as oil prices slipped.



Asset class returns are represented by the following indexes: Bloomberg U.S. Aggregate Bond Index (U.S. bonds), S&P 500 Index (U.S. large-cap stocks), Russell 2000® (U.S. small-cap stocks), MSCI EAFE Index (international developed market stocks), MSCI Emerging Market Index (emerging market stocks), Dow Jones U.S. Real Estate Index (real estate), and Bloomberg Commodity Index (commodities).

DIGGING DEEPER: STOCKS AND BONDS

Equities

	Q1 2023	YTD 2023	Last 12 Months
U.S. Stocks	7.5%	7.5%	-7.8%
• Q1 Best Sector: Technology	21.8%	21.8%	-4.6%
• Q1 Worst Sector: Financials	-5.6%	-5.6%	-14.3%
International Stocks	8.6%	8.6%	-0.9%
Emerging Markets Stocks	4.0%	4.0%	-10.3%

Fixed Income

	3.31.23	12.31.22	3.31.22
1-Year U.S. Treasury Yield	4.62%	4.71%	1.61
10-Year U.S. Treasury Yield	3.47%	3.88%	2.34%
	QTD 2023	YTD 2023	Last 12 Months
10-Year U.S. Treasury Total Return	3.76%	3.76%	-6.79%

Equities – Relative Performance by Market Capitalization and Style

Q1 2023				YTD 2023				Last 12 Months			
	Value	Blend	Growth		Value	Blend	Growth		Value	Blend	Growth
Large	1.0%	7.5%	14.4%	Large	1.0%	7.5%	14.4%	Large	-5.9%	-7.8%	-10.9%
Mid	1.3%	4.1%	9.1%	Mid	1.3%	4.1%	9.1%	Mid	-9.2%	-8.8%	-8.5%
Small	-0.7%	2.7%	6.1%	Small	-0.7%	2.7%	6.1%	Small	-13.0%	-11.6%	-10.6%

Sources: Bloomberg, U.S. Treasury. Asset class returns are represented by the following indexes: S&P 500 Index (U.S. stocks), MSCI EAFE Index (international developed market stocks), and MSCI Emerging Markets Index (emerging market stocks). Relative performance by market capitalization and style is based upon the Russell US Style Indexes except for large-cap blend, which is based upon the S&P 500 Index.

ECONOMIC OUTLOOK

The economy's forward path has become even more complicated with recent high-profile but isolated bank failures accentuating the impact of rising rates. While the Fed remains committed to taming inflation, it must also consider the lagged impact of prior tightening actions. Stricter regulation and tighter lending conditions could compound the effect of its restrictive monetary policy and further slow the economy.

HEADWINDS

The Fed Conflict

- Although inflation remains elevated, prices have descended. The Fed now faces the task of achieving price stability while avoiding strain on the financial system.

Financial System in Turmoil

- Regional and community banks risk losing cash deposits to the perceived safety of larger institutions. Such moves may lead to tighter lending conditions across several economic sectors.

Earnings at Risk

- Despite cost-cutting, certain sectors could see squeezed margins. Financial firms may see tighter regulation and lower net interest margins, while a mild winter and cost inflation could create headwinds for energy companies.

Debt-Ceiling Deadlock

- To avoid the consequences of a default, Congress needs to raise the debt ceiling by mid-summer.
- This debt-ceiling compromise must be struck between polarized parties with thin margins, raising the odds of political fireworks.

TAILWINDS

Consumer Goods Inflation Easing

- The cost of key consumer goods, like food, gas, and housing, is gradually abating.
- Reduced logistic pressures and the Chinese economic reopening have improved supply-side capacity.
- Warmer weather, conservation, and the use of energy reserves have benefited oil and gas prices.
- A wave of new supply has tempered rent growth.

Resilient Labor Market and Consumer Spending

- While wage pressures have eased, job growth remains robust. A stronger labor market provides greater household confidence, supporting consumer spending across goods and services.

Traditional Diversification Benefits

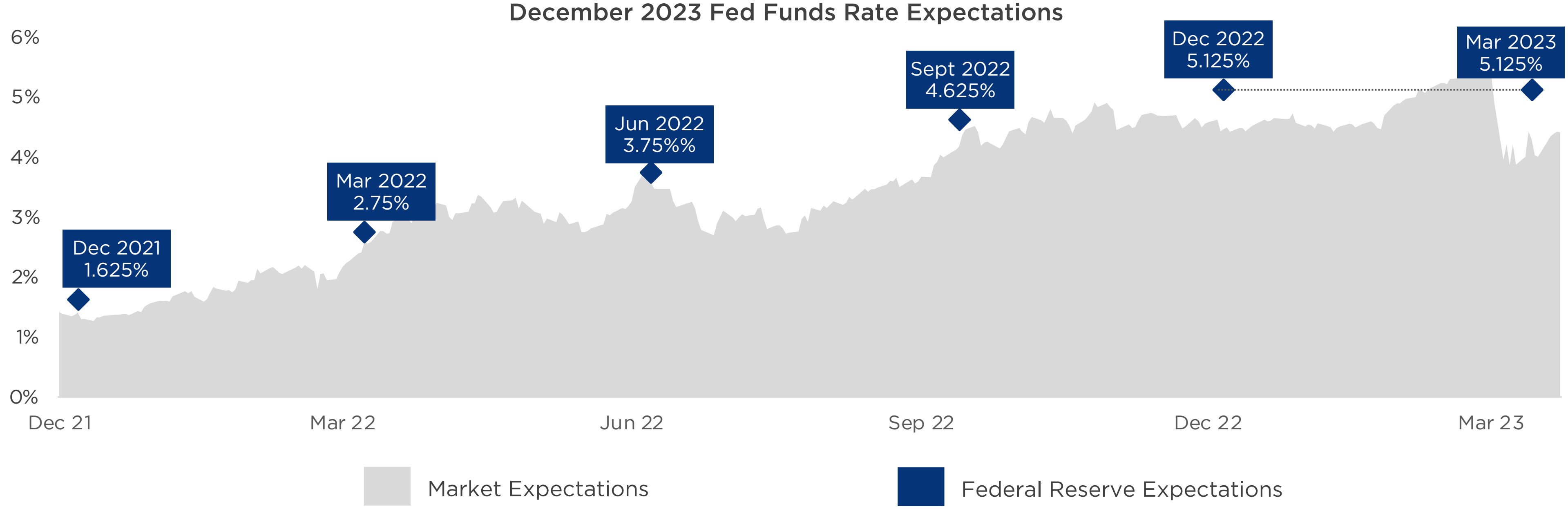
- 2022's highly unusual environment made diversification an ineffective tool.
- Supported by a higher risk-free rate, the new year has shown hints of more normal diversification relationships between asset classes, with stock and bond prices reacting differently to economic data.

The wide range of potential outcomes and an uncertain policy environment limit the ability to create a singular forecast with confidence. Investors should remain vigilant, diversified, and prepared for ongoing volatility.

A FED IN CONFLICT

Before the banking system stresses that emerged in March, the Fed was prepared to maintain higher-for-longer interest rates in the face of labor market strength and inflation that remains above target. Now, the Fed must balance its goal of lowering inflation while maintaining stability in the financial system. With so much uncertainty surrounding the forward path, expectations are diverging.

December 2023 Fed Funds Rate Expectations



OBSERVATIONS

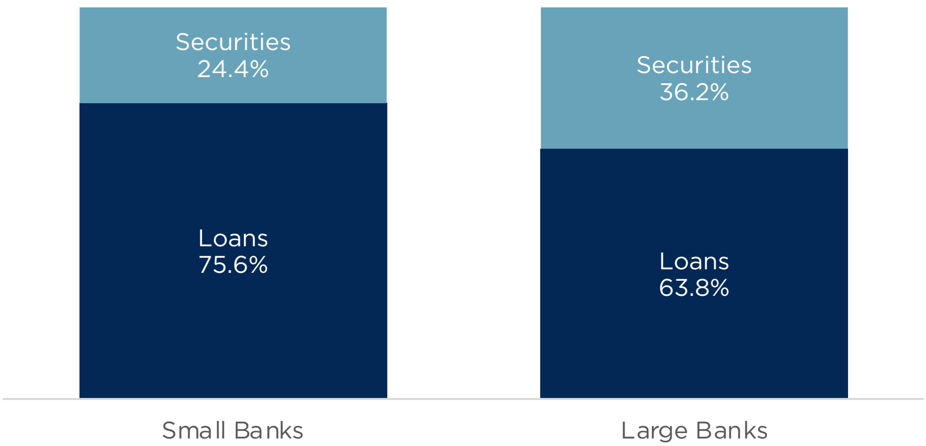
- For much of 2022, both the market's expectations and the Fed's forecasts were aligned about where the fed funds rate would land at the end of 2023. However, the two began to diverge in late 2022, with the Fed maintaining its higher-for-longer stance, while markets envisioned a quicker Fed pivot.
- Both sides remain data-dependent. A stronger-than-expected January jobs report sent market expectations above Fed targets. However, the bank collapses in March sent expectations sharply lower as the market anticipated rate cuts before 2024. How this difference of opinion reconciles will be a critical contributor to market conditions and investor sentiment for the remainder of the year.

Sources: Bloomberg, CAPTRUST Research. Data as of 3.31.2023.

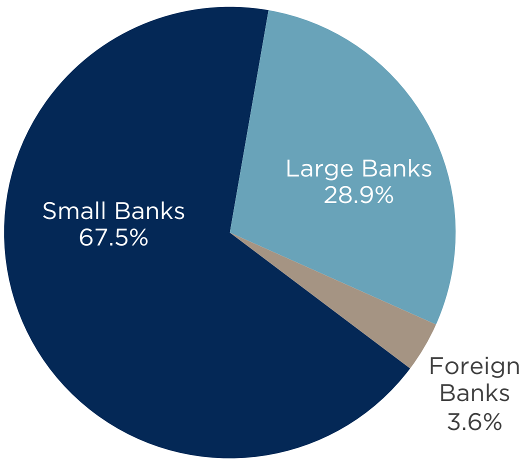
BANK STRESS IMPACTS MAY PERSIST

After the collapse of Silicon Valley Bank and Signature Bank in early March, regional and community banks have come under pressure. The week after these disruptions, savers withdrew more than $180 billion from small banks, the largest weekly deposit decline of the last 20 years. Large banks were the primary beneficiaries, as investors flocked to their perceived safety. Continued declines in deposit balances could ultimately leave small and midsize banks vulnerable, leading to tighter lending conditions across several economic sectors.

Percent of Bank Credit



Issuers of Commercial Real Estate Loans



OBSERVATIONS

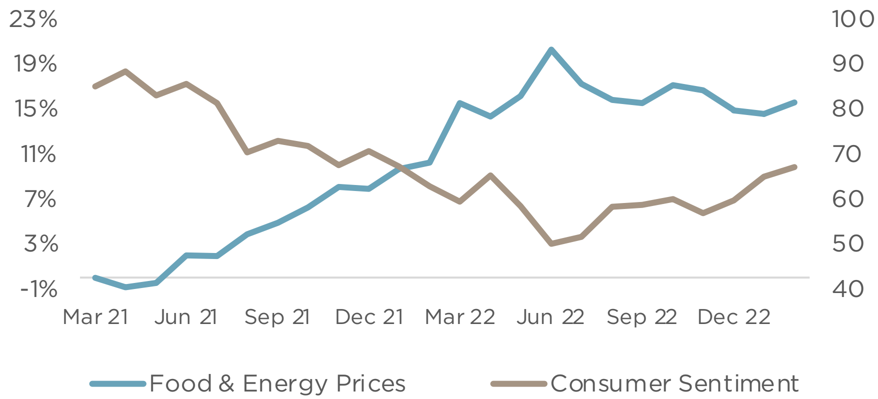
- Generally, large banks maintain a higher percentage of their bank credit—or a portion of total assets—in securities and lend approximately 65% of available credit. Conversely, loans make up approximately 75% of smaller banks' available bank credit. Consequently, a deposit shift from small banks to larger ones will likely restrict the amount of credit available across the overall economy.
- Most vulnerable is the commercial real estate market, where small banks provide nearly 70% of all commercial real estate loans. Restrictive credit conditions could create challenges for these markets that are already facing valuation pressure from rising interest rates.

Sources: Board of Governors of the Federal Reserve System, CAPTRUST Research. Large banks are defined as the largest 25 U.S. chartered commercial banks. Small banks are defined all chartered U.S. commercial banks excluding the top 25.

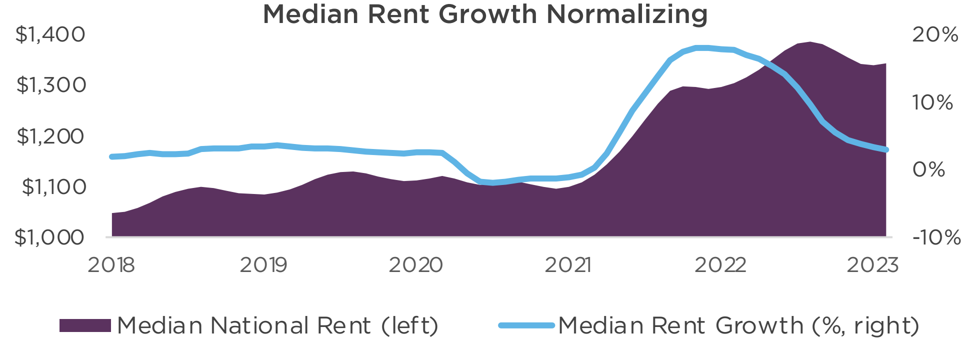
RELIEF FOR CONSUMERS AS PRICES FALL

Consumer purchasing power has improved as the prices of key items such as groceries and gasoline have receded from their 2022 peaks. The robust labor market has also contributed to a more confident consumer by driving wages higher. However, these same high labor costs are adversely impacting the price of worker-dependent services, like home repair, travel, and entertainment, contributing to higher overall inflation.

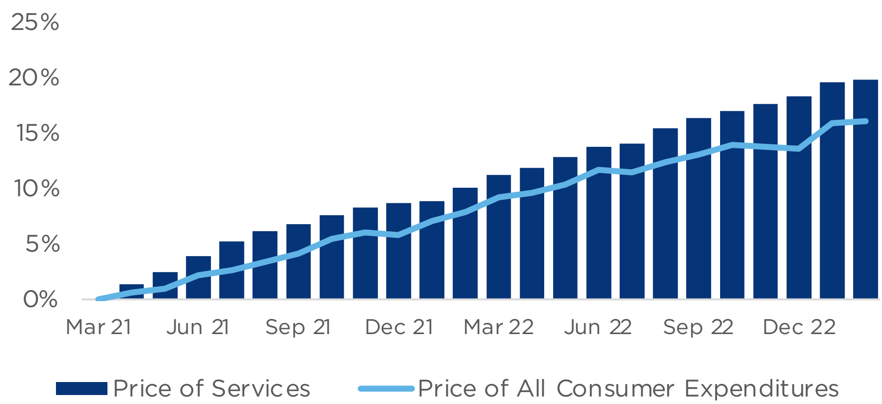
Consumer Sentiment Improving with Lower Costs



Median Rent Growth Normalizing



Rising Cost of Services Is Raising Overall Inflation



OBSERVATIONS

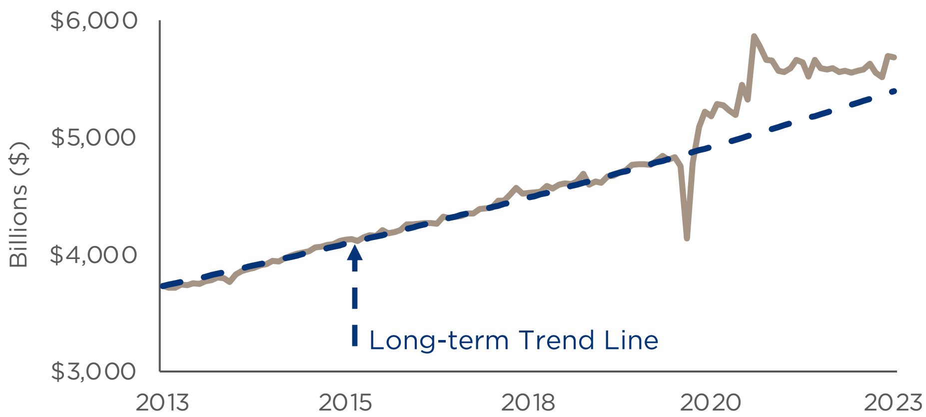
- Consumer sentiment reached an all-time low in June 2022, just as food and energy prices peaked. Sentiment has improved as prices have come down.
- Landlords are holding rents steady in anticipation of competition, as the market is expected to see the largest delivery of new unit supply since 1986. Much of this supply comes from real estate developers seeking to capitalize on pent-up housing demand.
- The cost of services has risen 20% in just two years as workers return to the office and in-person activities. This increase is driving persistently high headline inflation even as the cost of goods has ebbed.

Sources: U.S. Bureau of Economic Analysis, U.S. Department of Housing and Urban Development, University of Michigan Consumer Sentiment Index, CAPTRUST Research. Data as of March 31, 2023.

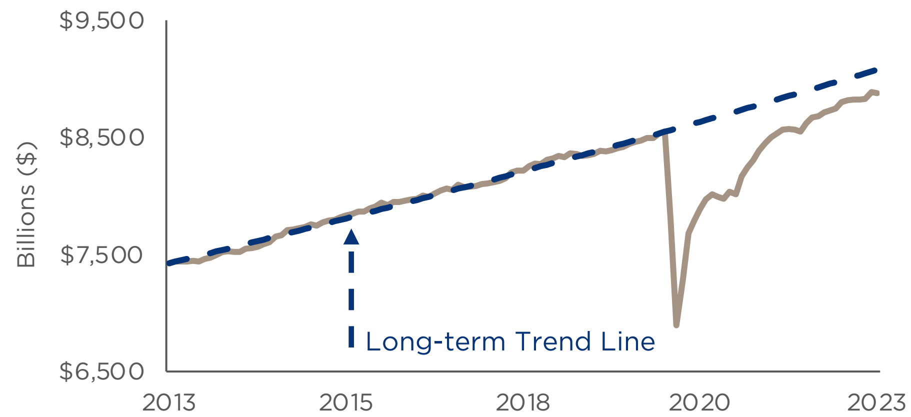
REGISTERS KEEP RINGING WITH JOBS, SAVINGS

While the strong labor market is proving to be a thorn in the Fed's side, it continues to support economic activity, giving consumers greater confidence to maintain spending. While personal savings rates have recently fallen below long-term averages, this additional spending has been supported by excess savings accumulated during the pandemic. Based on the February 2020 savings level, economists estimate approximately $1 trillion in excess savings remains in the system.

U.S. Real Consumer Spending - Goods



U.S. Real Consumer Spending - Services



OBSERVATIONS: GOODS

- Spending on goods continues to run above pre-pandemic levels. At the end of February 2023, spending on goods was approximately $285 billion above the long-term trend line.
- The easing of inflation across goods sectors has supported real spending.
- As supply chains have reopened, supply-demand imbalances have quickly cleared.

OBSERVATIONS: SERVICES

- While spending on services has not fully returned to long-term trends, the recovery across the industry has been robust.
- Continued inflation pressures, especially wage inflation, across the services sector have restricted real spending.
- While higher wages support nominal spending, higher real wages are also driving up the cost of services, limiting the impact of spending.

Sources: Bureau of Economic Analysis-SAAR, Bloomberg, CAPTRUST Research

ASSET CLASS RETURNS

Period Ending 3.31.23 | Q1 23

2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Q1 2023
Real Estate 28.48%	Real Estate 8.69%	Real Estate 17.77%	Small-Cap Stocks 38.82%	Real Estate 30.38%	Strategic Opportunities 2.86%	Small-Cap Stocks 21.31%	International Equities 27.77%	Cash 1.87%	Large-Cap Stocks 31.43%	Large-Cap Stocks 20.96%	Real Estate 38.99%	Cash 1.46%	Large-Cap Stocks 7.46%
Small-Cap Stocks 26.85%	Fixed Income 7.84%	International Equities 17.39%	Mid-Cap Stocks 34.76%	Large-Cap Stocks 13.24%	Real Estate 2.14%	Mid-Cap Stocks 13.80%	Large-Cap Stocks 21.69%	Fixed Income 0.01%	Mid-Cap Stocks 30.54%	Small-Cap Stocks 19.96%	Large-Cap Stocks 26.45%	Strategic Opportunities 0.85%	International Equities 7.00%
Mid-Cap Stocks 25.48%	Large-Cap Stocks 1.50%	Mid-Cap Stocks 17.28%	Large-Cap Stocks 33.11%	Mid-Cap Stocks 13.22%	Large-Cap Stocks 0.92%	Large-Cap Stocks 12.05%	Mid-Cap Stocks 18.52%	Strategic Opportunities -0.49%	Real Estate 28.92%	Mid-Cap Stocks 17.10%	Mid-Cap Stocks 22.58%	Fixed Income -13.01%	Mid-Cap Stocks 4.06%
Large-Cap Stocks 16.10%	Cash 0.10%	Large-Cap Stocks 16.42%	International Equities 15.78%	Fixed Income 5.97%	Fixed Income 0.55%	Real Estate 7.56%	Small-Cap Stocks 14.65%	Real Estate -4.03%	Small-Cap Stocks 25.52%	International Equities 11.13%	Small-Cap Stocks 14.82%	International Equities -15.57%	Fixed Income 2.96%
International Equities 11.60%	Mid-Cap Stocks -1.55%	Small-Cap Stocks 16.35%	Strategic Opportunities 3.58%	Small-Cap Stocks 4.89%	Cash 0.05%	International Equities 5.01%	Real Estate 9.84%	Large-Cap Stocks -4.78%	International Equities 22.13%	Fixed Income 7.51%	International Equities 8.29%	Mid-Cap Stocks -17.32%	Small-Cap Stocks 2.74%
Fixed Income 6.54%	Strategic Opportunities -3.71%	Fixed Income 4.22%	Real Estate 2.47%	Strategic Opportunities 0.79%	Mid-Cap Stocks -2.44%	Fixed Income 2.65%	Fixed Income 3.54%	Mid-Cap Stocks -9.06%	Fixed Income 8.72%	Strategic Opportunities 2.72%	Strategic Opportunities 2.10%	Large-Cap Stocks -19.13%	Real Estate 1.57%
Cash 0.13%	Small-Cap Stocks -4.18%	Strategic Opportunities 0.88%	Cash 0.07%	Cash 0.03%	Small-Cap Stocks -4.41%	Cash 0.33%	Strategic Opportunities 3.40%	Small-Cap Stocks -11.01%	Strategic Opportunities 4.37%	Cash 0.67%	Cash 0.05%	Small-Cap Stocks -20.44%	Cash 1.07%
Strategic Opportunities -0.12%	International Equities -13.33%	Cash 0.11%	Fixed Income -2.02%	International Equities -3.44%	International Equities -5.25%	Strategic Opportunities 0.31%	Cash 0.86%	International Equities -13.78%	Cash 2.28%	Real Estate -5.29%	Fixed Income -1.54%	Real Estate -25.17%	Strategic Opportunities -0.20%

Source: Markov Processes, Inc., Bloomberg, Mobius

- Small-Cap Stocks (Russell 2000 Index)
- Mid-Cap Stocks (Russell Mid-Cap Index)
- Large-Cap Stocks (Russell 1000 Index)
- Real Estate (Dow Jones U.S. Real Estate Index)
- Strategic Opportunities (HFRX Absolute Return Index)
- Cash (Merrill Lynch 3-Month Treasury Bill)
- International Equities (ACWI Ex-U.S. Index)
- Fixed Income (Bloomberg U.S. Aggregate Bond Index)

HOW OUR INVESTMENT MANAGEMENT TEAM WORKS FOR YOU

By granting CAPTRUST discretionary authority to manage your investment portfolio within the bounds of your investment goals and objectives, you gain access to a powerful group of specialist research professionals who seek to add value for clients in a variety of ways.

1 MACROECONOMIC RESEARCH

We develop an economic outlook and capital market assumptions to guide our asset allocation positioning and contribute to the planning process.

2 PORTFOLIO CONSTRUCTION

We construct strategic, long-term portfolios to align with client investment objectives, constraints, and risk tolerance.

3 INVESTMENT MANAGER SELECTION

We conduct quantitative and qualitative analysis on active investment managers to complement exposure to low-cost, passive index funds.

4 PRUDENT RISK MANAGEMENT

We continuously monitor discretionary strategies and underlying investments to facilitate prudent and effective risk management.

5 TACTICAL ASSET ALLOCATION CHANGES

We proactively monitor the investment environment and periodically adjust portfolio positioning based upon market conditions.

6 PORTFOLIO TRANSITION

Through the financial planning process, we realign portfolios as clients' unique investment goals, objectives, and risk tolerances evolve.

7 OPPORTUNISTIC REBALANCING

Based upon our assessment of the market environment, we may rebalance portfolios at the asset class and investment manager level.

8 INSTITUTIONAL PRICING

With an eye toward managing overall investment costs, we employ institutional share class pricing where possible for active and passive investment managers.

9 TAX OPTIMIZATION

We actively review potential opportunities for conducting tax-loss harvesting and capital gains distribution avoidance to enhance tax efficiency.

10 CLIENT COMMUNICATION

We provide clients with detailed monthly portfolio updates, including market commentary, performance, asset allocation, and manager updates.

DISCRETIONARY PORTFOLIO MANAGEMENT

CAPTRUST's approach to portfolio management incorporates a diverse range of inputs to evaluate risks and opportunities within the economic and market environment.

Investment Decision-Making Process

Manager Due Diligence Team	**Macroeconomic Risk and Research Team**	**Individual Securities Management Team**
Expert perspectives from a diverse array of top-tier asset managers	Internal and external research on the economic backdrop	Bottom-up fundamental security research

CAPTRUST Investment Committee

Committee is designed to leverage a range of perspectives and harvest investment insights from across the entire firm

Investment Committee House Views

Consistent and transparent framework for communicating market, economic, and asset class views

Portfolio Management Team

Portfolio construction, design, and execution to meet different client investment objectives

Tactical Decisions and Portfolio Construction Influences

Investment Objective and Strategy	Themes/Opportunities
Active vs. Passive Fulfillment	Portfolio Modeling
Region/Geography Exposures	Risk Management
Sector/Industry Focus	Tax Optimization
Style/Market Capitalization Tilts	Opportunistic Rebalancing

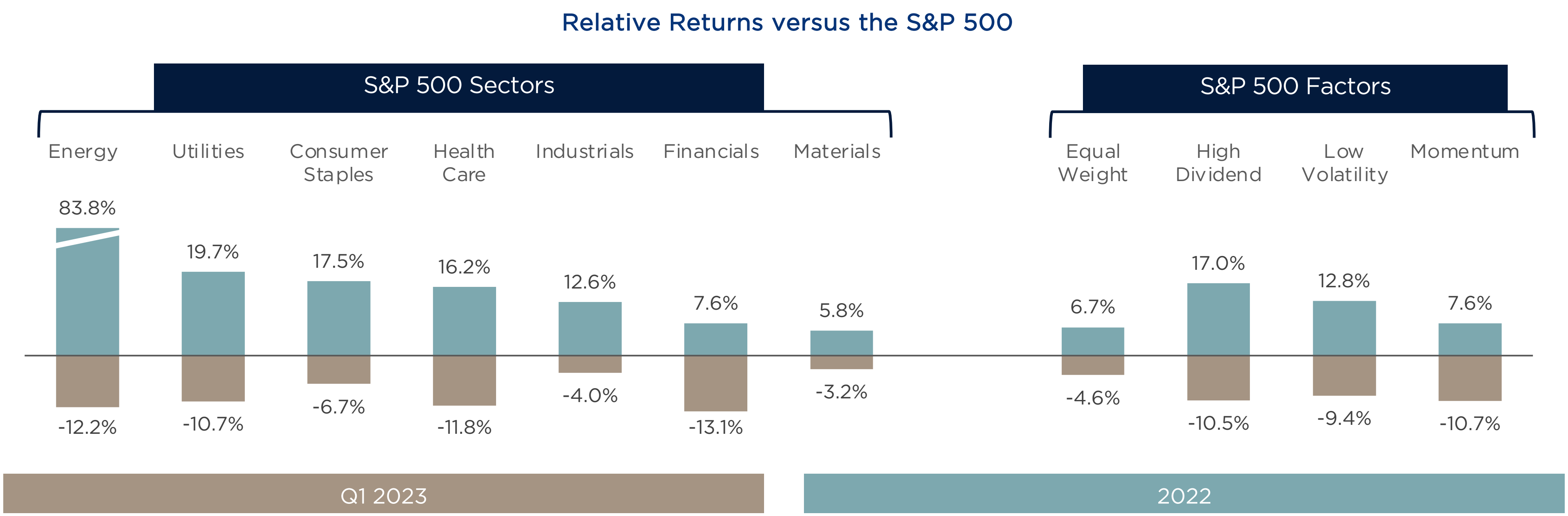
PORTFOLIO QUARTERLY UPDATES

The table below summarizes current portfolio positioning and investment rationale, along with a discussion of portfolio fulfillment and asset-class-level performance attribution for the most recent quarter.

Asset Class	Comments	Positioning
U.S. Stocks	Results for our U.S. equity managers were positive, although our aggregate U.S. equity exposure failed to keep pace with the broad market. The biggest detractors were our large-cap positions that did not fully capture the market's rotation back to mega-cap growth darlings. While small-cap companies trailed their large-cap counterparts, our active managers navigated the banking system headwinds relatively well. We remain defensively positioned given ongoing market volatility and uncertainty about the economic environment and corresponding Fed policy.	Underweight
International Stocks	Our international stock managers experienced a rebound this quarter. Signs of slowing inflation have helped developed market investments, while the momentum of the Chinese economy reopening has lifted emerging market stocks. A weakening U.S. dollar has also contributed to returns for our managers.	Underweight
Bonds	Our active bond managers recorded a modest return for the period, despite volatility in yields. Yields climbed through the beginning of March as stronger-than-expected economic data signaled a continuation of the Fed's direction. However, turmoil in the banking industry sent yields lower in late March as investors sought the safety of government-issued securities. We have been able to lock in attractive, decades-high yields.	Target Weight
Low Volatility Alternatives	Our low volatility alternatives managers were mostly positive this quarter with the small allocation to gold taking top honors. Gold was supported by the dollar's retreat and the general increase in market anxiety surrounding the U.S. banking system. These strategies seek to generate moderate returns with low correlations to stocks and bonds.	—

RELATIVE ROTATION

Past performance may not be indicative of future results. This standard investment disclosure has certainly been appropriate this year as portfolios well-positioned for 2022 were exposed to a sudden market rotation in early 2023. Sectors, factors, and styles that benefited from performance tailwinds last year were faced with stiff headwinds in the first quarter as investors rotated back to the mega-cap growth favorites. Performance chasers and casual commitments were at risk of being hoodwinked by the abrupt change in market leadership.



OBSERVATIONS

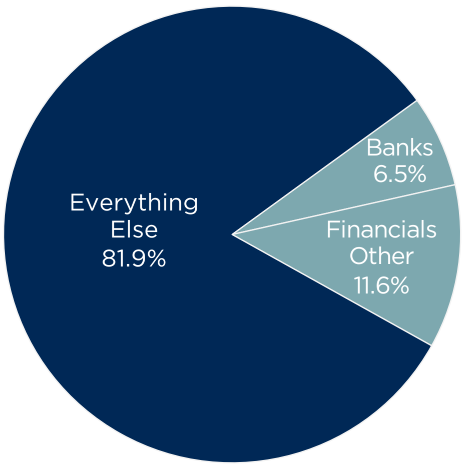
- Seven sectors outperformed the S&P 500 Index in 2022, which ended the year down 18.1 percent. The energy sector led the pack, generating an excess return of 83.8%. In the first quarter of 2023, all seven of last year's outperformers failed to keep pace with the broad market, including four sectors that trailed the S&P 500 by more than 10%.
- Similarly, factors that protected investors through 2022's market dynamics have been left behind. Essentially, without a significant repositioning at the beginning of the year, it would have been nearly impossible for a portfolio to outperform in both 2022 and Q1 2023.

Sources: Morningstar Direct; CAPTRUST Research

A BANKING STORY

The sudden collapse of two banks in early March created extreme anxiety, forcing policymakers to provide a deposit backstop to prevent isolated problems from becoming a systemic crisis. Most banks fall within value benchmarks in the equity investment landscape and are heavily skewed toward the lower end of the capitalization spectrum. Exposure to these investment styles was a significant driver of a fund or strategy's quarterly relative return.

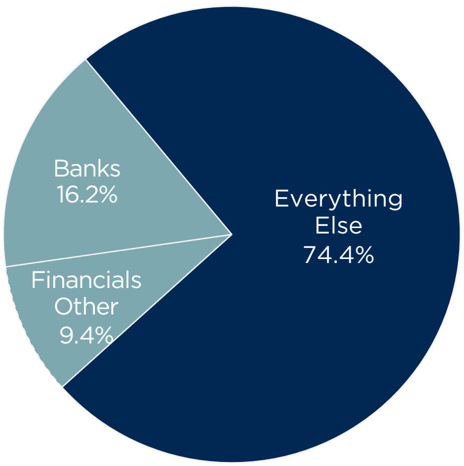
Large-Cap Value



First Quarter 2023
Performance Analysis - Financials

Russell 1000 Value		Russell 2000 Value
-6.1%	Financials Sector	-10.7%
-11.8%	Financials Sub-Banks	-17.0%
38	# of Banks	194

Small-Cap Value



LARGE-CAP BANKS

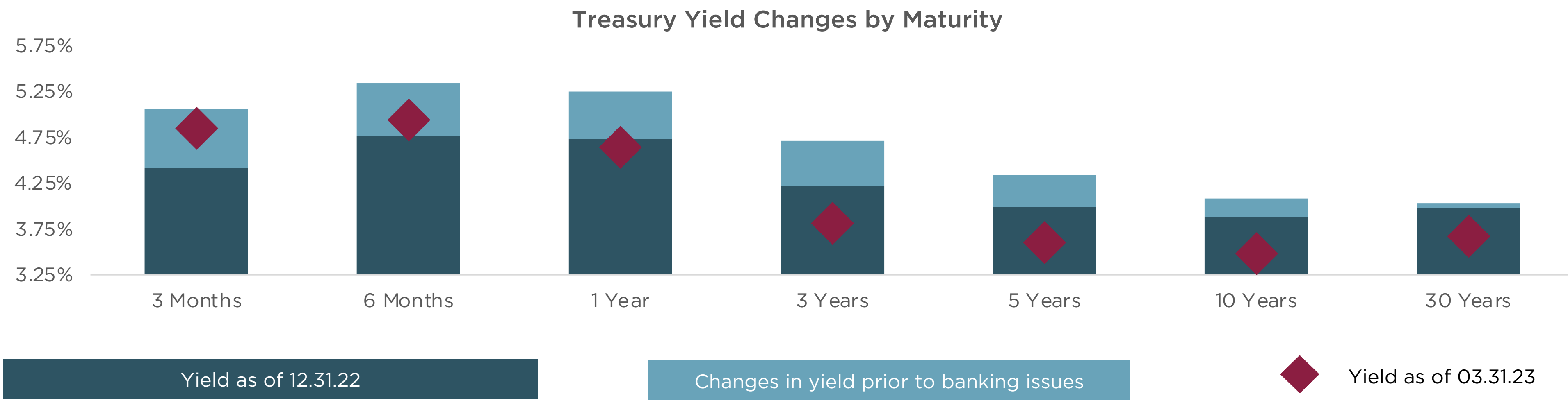
- At the end of the first quarter, the financials sector accounted for 18.1% of the Russell 1000® Value Index. Banks accounted for approximately 35% of this sector, or 6.5% of the large-cap value benchmark.
- While any exposure to banks was a performance headwind, larger banks held up relatively well as investors rotated toward their perceived safety.

SMALL-CAP BANKS

- Regional banks, the epicenter of recent anxiety, are most represented within the small-cap value benchmark. They make up nearly 16% of the Russell 2000® Value Index.
- Fears of a bank run sent these smaller banks sharply lower, ending the quarter down approximately 17%.
- Combined, the significant weight and steep losses resulted in quarterly losses for the Russell 2000® Value Index.

Sources: FTSE Russell-ICB Industry Exposures, Bloomberg; CAPTRUST Research

TREASURY YIELD VOLATILITY



Treasury Performance	3 Months	6 Months	1 Year	3 Years	5 Years	10 Years	30 Years
Pre-Banking Issues	0.75%	0.73%	0.48%	**-0.85%**	**-1.18%**	**-1.41%**	**-0.64%**
Post-Banking Issues	0.36%	0.49%	0.85%	2.80%	3.61%	5.24%	6.68%
First Quarter	**1.12%**	**1.22%**	**1.34%**	**1.92%**	**2.39%**	**3.76%**	**5.99%**

POTENTIAL SCENARIOS

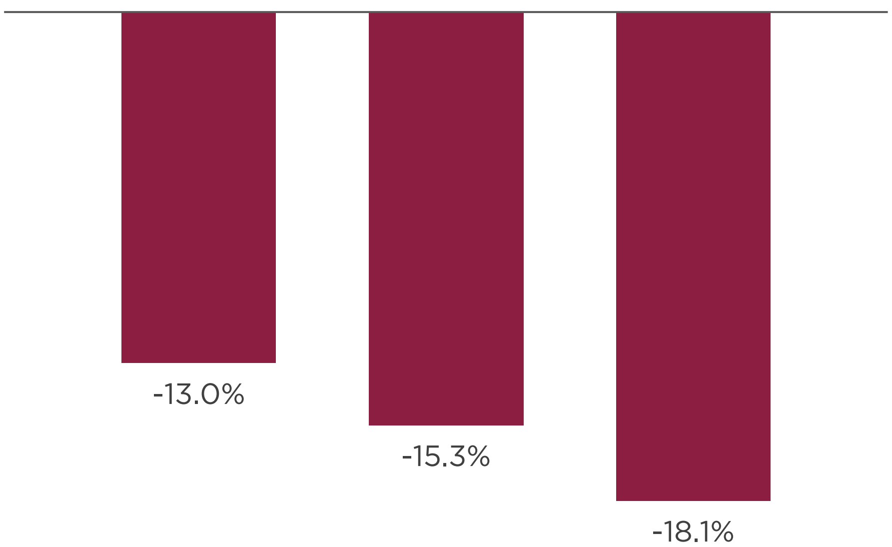
- The failure of Silicon Valley Bank was a turning point for bond investors in a volatile first quarter. In the first two months of the year, Treasury yields climbed amid investor expectations for the Fed to maintain high rates for longer. As banking sector issues unfolded, yields plummeted quickly. Investors fled to the safety of government bonds in fear of broader issues and a potential economic slowdown.
- Against this backdrop, laddered Treasury exposure to the front end of the curve was additive during the pre-banking-issues period, while the defensive protection of holding longer-duration Treasurys captured the late-quarter surge in Treasury prices.

Sources: Bloomberg; CAPTRUST Research

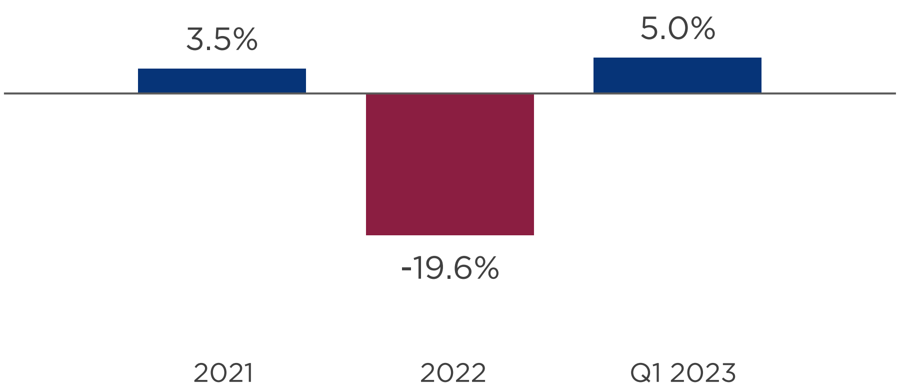
DIVERSIFRUSTRATION REVISITED

Diversification is a pillar of most investment programs as investors utilize a range of investment strategies that react in different ways to different market conditions. The two most common asset classes utilized are stocks and bonds. The challenge for investors in 2022 was less about the bear market for stocks and more about the lack of diversification value presented by bonds. With higher yields today, bonds should offer better diversification benefits going forward.

2022 Allocation Mixes and Performance		
Stocks 0%	Stock 50%	Stocks 100%
Bonds 100%	Bonds 50%	Bonds 0%



Sum of 10-Year Treasury Returns on All Days S&P 500 Index Declined in Value



REESTABLISHING A DIVERSIFICATION BENEFIT

Resetting the risk-free rate was painful in 2022 with both stocks and bonds down double digits. However, higher yields to start 2023 should result in better future returns and should improve diversification benefits against an economic slowdown. An easy way to see these changing diversification profiles is by reviewing the return on the 10-year Treasury on days when the S&P 500 declined in value.

Sources: Bloomberg; CAPTRUST Research. Bond returns for 2022 are represented by the Bloomberg U.S. Aggregate Bond Index. Stock returns for 2022 are represented by the S&P 500 Index.

ESTATE PLANNING PITFALLS TO AVOID

Death and taxes are inevitable. A proper estate plan will ensure your assets are distributed according to your wishes. However, implementing an estate plan is often avoided or delayed due to its emotional nature. Prioritize this part of your planning to avoid these common pitfalls:

1 MISSING KEY DOCUMENTS
Wills and powers of attorney allow you to make your wishes clear, legally protect your assets, and save your family time and money.

2 NOT UPDATING KEY DOCUMENTS
Update your documents if your state of residency changes, you have a child, your marital status changes, you inherit assets, or your goals change.

3 IMPROPER BENEFICIARIES
Make sure retirement accounts and insurance policies have primary and contingent beneficiaries that accurately reflect your current situation and intentions.

4 INSUFFICIENT LIFE INSURANCE
Make sure your spouse and family can meet their financial obligations with appropriate life insurance coverage.

5 INSUFFICIENT ESTATE LIQUIDITY
Ensure your real estate, business interests, and illiquid assets aren't sold hastily to cover estate costs.

6 NOT TAKING ADVANTAGE OF TRUSTS
Trusts can help avoid probate costs and delays, may receive tax benefits, provide beneficiaries with protection, and govern the private transfer of your assets.

7 KEEPING LIFE INSURANCE IN YOUR ESTATE
Owning life insurance in an irrevocable trust can avoid adding to the taxable value of an estate.

8 FAILURE TO CONSIDER LIFETIME GIFTS
Gift and estate tax legislation changes. You may wish to take advantage of exemptions while you are living.

9 FAILURE TO CONSIDER YOUR SPOUSE'S ESTATE
Depending on your situation, leaving too much to your spouse or holding too much joint property may not be best.

10 NOT HOLDING BUSINESS KEY PERSON INSURANCE
Key person insurance protects your business and the value of your estate by providing liquidity at a critical time.

LEGACY PLANNING STRATEGIES

When it comes to legacy planning, the first question to ask yourself is who do you want to impact and when? Financially planning for your legacy helps ensure that your assets are distributed smoothly and in line with your wishes, while also minimizing income, gift, and estate taxes. The strategies below can be valuable regardless of your financial situation—but range in complexity. Contact your CAPTRUST financial advisor to discuss the best strategies to achieve your legacy planning goals.

LESS COMPLEX → MORE COMPLEX

FAMILY/INDIVIDUALS		PHILANTHROPY	
NOW	FUTURE	NOW	FUTURE
Annual exclusion gifting	Beneficiary and payable on death (POD)/transfer on death (TOD) designations	Annual gifting (cash, securities, etc.)	Beneficiary and payable on death (POD)/transfer on death (TOD) designations
Lifetime exclusion gifting	Irrevocable life insurance trusts (ILIT)	Donor-advised funds (DAF)	Charitable remainder trusts (CRT)
Intrafamily lending	Grantor retained annuity trusts (GRAT)	Qualified charitable distributions (QCD)	
Installment sales	Spousal lifetime access trusts (SLAT)	Charitable lead trusts (CLT)	
Family limited partnerships (FLP)	Intentionally defective grantor trusts (IDGT)	Private foundation	