



Protecting Digital Property

Ten Ways to Protect Client's Digital Assets

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Presentation Outline

- >What are digital assets?
- >What happens to them after death?
- >How can you help secure those assets?
- >When should you discuss digital assets?
- >What support resources are available?

Background Story

“Wish Carol a Happy Birthday” Source: Facebook

Is social media the only example of a person’s electronic footprint? **NO**

What about email, mailing lists? government files? credit reports? **YES**

What about automatic financial deposits? mortgage payments? taxes? **YES**

How much wealth is represented by the digital property records? **MOST**

Does it matter? **YES** Who cares? **FAMILY** What’s the big deal? **REGRETS**

Digital Property – Digital Assets

- Electronic record in which an individual has a right or interest.
- Emails, text messages, documents, manuscripts, photos, spreadsheets, tax records, returns, PowerPoint presentations, e-books and more.
- Located on personal computers, laptops, MP3 players, tablets, flash drives, smart phones, CDs and DVDs, cloud storage and more.
- Legislation: **Revised Uniform Fiduciary Access to Digital Assets Act**
 - > Fiduciaries do not have default access to email contents.
 - > Fiduciaries do have access to contents only if the user consented to disclosure.
 - > Endorsed by Google, Facebook, AARP, Attorneys.

* This legislation provides a process by which a personal representative or other fiduciaries may request and the digital asset custodian can disclose digital asset information. This means banks, brokers, financial advisors and accounts can no longer deny access for digital records.

Digital Property is Everywhere

Most people
under 75
have more
than 160
different
digital
accounts.



Digital Assets Do Have Value

Subscription	Type	Value / Unit	Earned	Dollar Value
Southwest Rapid Rewards	Miles	1.6 to 2.0 cents per mile	50,000	\$1,000
Southwest Rapid Rewards	Miles	1.6 to 2.0 cents per mile	500,000	\$10,000
American Airlines AAdvantage	Points	1.7 cents per point	58,000	\$1,000
United Airlines	Miles	1.2 to 5.0 cents per mile	4,000	\$200
Hilton Honors	Points	5 cents per point	40,000	\$2,000
Starwood Preferred Guest	Points	2.5 cents per point	50,000	\$1,250
Marriott Rewards & Bonvoy	Points	0.4 – 1.3 cents per point	25,000	\$150

Southwest®
Rapid Rewards®



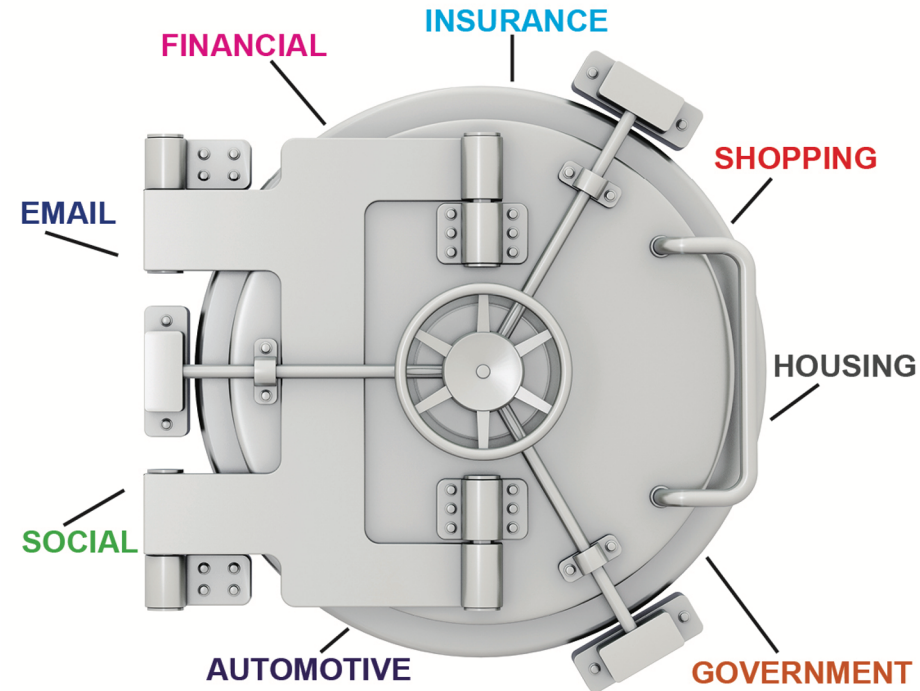
Hilton
HOTELS & RESORTS

starwood
Hotels and
Resorts

MARRIOTT

Digital Property is Elusive

- Paperless financial accounts
- Bill pay and housing costs
- Smartphone PIN and messages
- Auto/house/life insurance
- Apps uploaded to your cell
- Social media, search results
- User names and credentials
- Electronic tax returns



Who will lock access to accounts upon death or disability?

Wealth is in jeopardy if professional teams do not know where assets, data and documents reside.

Who will spend over 120 hours locating and securing trust and estate accounts?

Wealth Transfer Risks

- One-third of a million estates (327,000 in 2017) experience identity theft each year.
- \$58 billion in assets (annuities, pension plans, bank accounts, trust investments) are abandoned each year. Escheated property often from uncashed checks addressed to the decedent.
- Digital asset record keeping means creating an inventory, locating hidden assets, listing Complete, Correct and Current user-id and password information AND reviewing annually at tax time. [3C]
- Individuals and their professional teams benefit with:
 - Complete picture of assets for the desired wealth preservation investment direction,
 - Shared access to digital records describing inventory thereby providing peace of mind,
 - Secured assets spreadsheets, password managers letters to trusted colleagues.

Digital Legacy Concierge takes care of digital assets after death. Families get all that they deserve.

Eight Reasons To Secure Digital Assets

1. User names and web domains generate income.
2. Photos, videos and emails have sentimental value.
3. Private business partnerships and retirement accounts are stolen.
4. Abandoned assets and bank accounts remain unclaimed.
5. Digital wallets control millions that are lost.
6. Fraudsters impersonate decedents and steal assets.
7. Fraudsters discover your intentionally hidden assets.
8. Digital assets are easily and illegally transferred to new owners.

Everyone wins when a digital asset inventory is complete.

- Attorneys incorporate digital and tangible fiduciary roles,
- **Financial planners** consider virtual businesses, international accounts and cryptocurrency,
- **Insurance** products are properly balanced for digital assets,
- **Clients are aware of the value** of their contact lists, social media, patents, web domains and other digital assets.



Next Steps For Protecting Digital Assets in the Estate



New Formats – New Locations

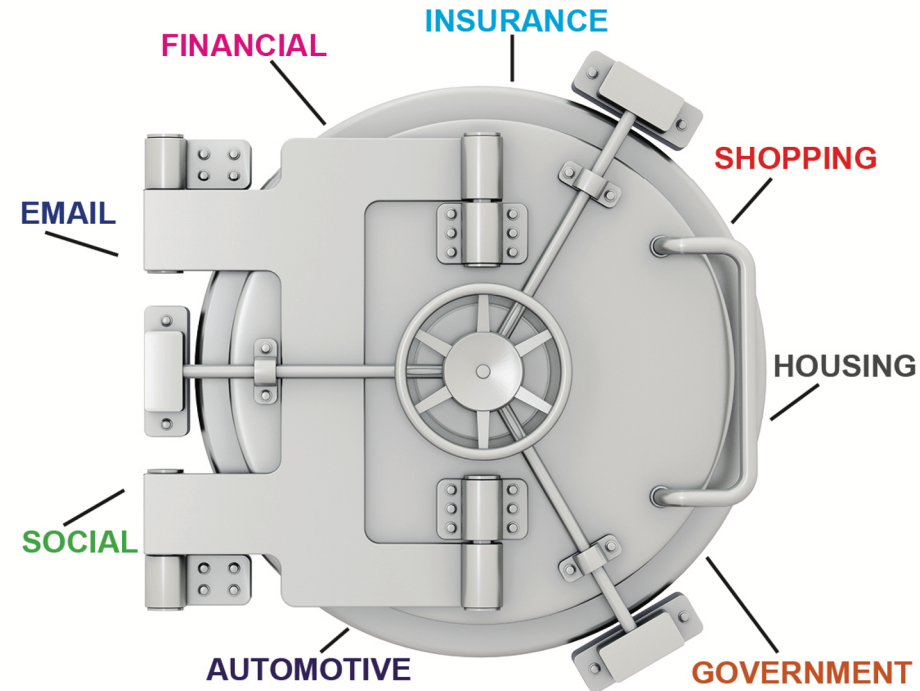
*New hiding places in the digital age
You can go to three **digital** locations for gathering critical asset and liability information post death.*



You might actually find some forgotten assets in the paper versions.

Organized and Complete Digital Inventory

Emails, Contacts, Announcements
Usernames and **Permissions**
Bill Pay and ACH Transactions
Paperless Financial Accounts
Housing Costs
Shared Financial Documents
Insurance Policies
Credit Monitoring
Businesses and Partnerships
Photos, Albums, Manuscripts
Musical Instrument Collections



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Move Inventory to Digital



Before....



....After

Review Inventory with Professional Teams

- Family and professional contacts
- Estate planning documents (wills, trusts)
- Instructions and PIN for smartphone access
- Identity theft protection subscriptions expiration dates
- Wealth preservation and financial account transfers
- Data and documents in digital or tangible formats
- *How will an executor gain access upon death or disability?*



People to Contact and Documents to File

- ❖ *Organize names and contact information for **family** members.*
- ❖ *Identify which family members could help with administration.*
- ❖ *Confirm that each family member would help when asked.*
- ❖ *Organize names and contact information for **professionals**.*
- ❖ *Financial planners, trust officers, attorneys, wealth managers.*
- ❖ *Insurance carriers, policies and summary pages.*
- ❖ *Organize wills, trusts, power of attorney, **legal documents**.*
- ❖ *Identify health professional that you trust with your life.*
- ❖ *Confirm that people and wishes align with current preferences.*



How will an executor gain access upon death or disability?

Online Subscriptions and Online Tools

- Apps on the cell phone often have monthly subscription fees.
 - Companies have your user-id, IP address, credit card.
 - Companies sell your email address and purchase history.
 - Did you agree to those Terms and Conditions?
- Data and documents might reside in both digital and tangible format.
 - Why are there multiple documents with different dates?
- Online tools are available from Google and Facebook – set up preferences.
 - Inactive Manager with Google.
 - Memorialize Option with Facebook.



When the time comes...

Use Digital Inventory to Secure Estate

- Financial – banks, brokerage, investments, retirement and trust accounts
- Insurance – life, property, auto, pre-need, long-term care / disability (multiple carriers)
- Loan documents, private investments, real estate, promissory notes
- Patents, trademarks, web domains, user names
- Retirement, annuities, pensions (previous employer)
- Scheduled deposits and payments
- Social media and search results....and more



It should not be this difficult but custodian rules change.

Collaborate and Secure accounts with technology.

Checklists: Actions to Take

Obtain copies of death certificate.
Apply for benefits
 Insurance
 Pensions and retirement plans
 Annuities
 Veterans Administration benefits
 Investments
 Social Security
Close or redirect accounts.
 Bank accounts
 Credit or debit cards
 Mail through the post office
 Digital accounts *Do you know where and why they exist?*
Utility companies
Listings on credit report databases
Meet with a probate attorney
 Execute the will, if there is one.
 List all debts and bills.

Adjust your *own family's estate plans* where they relate to digital accounts.

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Plan Your Digital Legacy

*Planning
may help,
but
Technology
always
changes
faster than
the law.*



Fiduciary access is permitted; NEW technology supports digital fiduciary responsibilities.
Estate Plans must include digital fiduciaries and authorization to access digital property.
Digital Property Access is within applications' terms of service agreement when 'I Agree'.
Clients need to be reminded to provide specific digital asset access instructions during annual review.
One Service gets it done. LEGACY-CONCIERGE.COM
plan now, handle at time of death or months later.

Include Digital Property Protection Planning in Every Conversation

Questions & Answers

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