**Email Content**

In one of life’s delicious little ironies, the phrase “the only certainties are death and taxes” is absolutely false when it comes to estate taxes in this environment. For many clients, the changes on the horizon as the Tax Cuts and Jobs Act (TCJA) sunset approaches will make them unsure of how to plan for multiple possible outcomes: A complete sunset, some sort of extension of the current law, or something in between.

The bottom line is this: For some clients, this may represent the first time they have found themselves with a potential estate tax liability. The educational process required to make them comfortable moving forward with this kind of planning will take significant time, as will the implementation of any planning. That makes the twenty months or so remaining before the sunset seem like a very short amount of time.

Drop me a note or give me a call if you want to take a closer look at how we’re designing this strategy with other advisors.