

Creating Generational Impact Today

How a flexible credit solution supported Claire's grandkids' education



Claire, a retired teacher, wanted to help her grandchildren graduate debt-free. She and her late husband had built a \$2.5 million portfolio that could cover the cost—but selling appreciated assets now would trigger capital gains taxes and possibly reduce the portfolio's long-term value. Instead, her advisor introduced her to a securities-based line of credit (SBLOC), allowing Claire to fund tuition each semester while keeping her investments fully intact and compounding.

"Being able to give today and see the impact—that's what made it so special."

A recent study found that **62% of seniors** list ensuring their grandchildren have the best opportunities, including education, as a top priority.¹

Claire's Challenge

- Contribute up to \$300K in tuition over six years
- Preserve her appreciated investment portfolio
- Avoid realizing large capital gains taxes now

How It Worked

- Borrowed as needed for tuition payments
- Used flexible borrowing to stay on track with both giving and growing
- Deferred capital gains by avoiding appreciated asset sales

Why It Worked

- Created cash flow flexibility for tuition
- Built a thoughtful, tax-conscious plan to access liquidity
- Preserved long-term investment growth

WE MAKE IT HAPPEN.

Your clients look to you for solutions.

We help you deliver.

Explore how building a relationship with TriState Capital Bank equips your practice with empowering lending solutions that enable your clients to use their wealth with purpose.

CONTACT US

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ADVISOR INSIGHTS

Guide Your Clients Through Life's Pivotal Moments

When your clients are ready to invest in their family now with an eye toward the future, support them with a lending solution that empowers generous giving today while thoughtfully preserving the legacy they've carefully built.

¹ TheSeniorList, November 20, 2024

Securities-based lending is a non-purpose margin loan secured by eligible, marketable securities. It is non-purpose because the proceeds of the line of credit cannot be used to purchase or carry securities. Securities-based lending has special risks and is not suitable for all investors. The risk of securities-based lending include: (i) market fluctuations that may cause the value of pledged assets to decline, (ii) a decline in the value of the pledged securities that could result in selling the securities to maintain equity, and (iii) possible adverse tax consequences as a result of selling securities. Fluctuations in market interest rates could also affect the applicable index rate that applies to your line of credit, causing the cost of the credit line to increase significantly. The interest rates charged on lines of credit backed by securities are determined in part by the line of credit amount as outlined in the loan documents.

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