



JEFFREY S. GLASER

PARTNER

Baltimore
500 E. Pratt Street
Suite 900
Baltimore, MD 21202-3133

Washington
1919 Pennsylvania Avenue, N.W.
Suite 550
Washington, DC 20006-3434

Phone number: (410) 332-8712
Fax number: (410) 332-8862
jeffrey.glaser@saul.com

SERVICES

Estate Planning and
Administration
Business Succession
Planning
Charitable Giving
Private Client
Family Business

Jeffrey S. Glaser focuses his practice on estate planning; business succession planning; prenuptial agreements; asset protection planning; charitable gift planning; and income, gift, estate and generation-skipping transfer tax planning, as well as trust and estate administration.

Jeff frequently speaks to professional organizations, charities and business organizations. Since 2007, Jeff has been a faculty member of the Maryland State Bar Association's Continuing Education Program, where he has been a contributing author and lecturer for "Basic Estate Tax Planning" and "Using and Drafting Trusts in Estate Planning," both of which are full-day continuing education courses for lawyers. Jeff has written materials and given presentations for continuing education credits to other professionals, such as the Maryland Association of CPAs, St. Joseph's University Institute of Family Business and Entrepreneurship, the National Business Institute, First Financial Group, and the Society of Financial Service Professionals. Jeff is co-chair of the Education Committee of the Maryland State Bar Association Estate and Trust Law Section. He has chaired various continuing education programs such as the "Advanced Estate Planning Institute" and "Preparation of Gift Tax Returns and U.S. and Maryland Estate Tax Returns."

Jeff serves as a confidant to many clients, which has led him to be asked to serve as trustee of a number of family trusts.

EXPERIENCE

- Located a significant error by a national accounting firm in preparation of a client's gift tax return, assisted client in mitigating the GST tax consequences of the error by carrying out a qualified severance of the trust, and assisted in obtaining a settlement for the client.
- Successfully filed for "9100" relief to request late allocation of GST

exemption.

- Assisted with defense of a gift tax audit that reduced the gift tax assessment from a tax due of more than \$5 million to a tax due of less than \$600,000.
- Prepares and reviews IRS tax returns, including forms 1041, 5227 and 1023.
- Structured a client's redemption of stock in an amount in excess of \$100 million from the family business without harming the business cash flow.
- Advised on modifications of irrevocable trusts in order to account for changes in income and estate tax laws; changes in personal circumstances; changes in the law of trusts; and generally to become more efficient.
- Recovered nearly \$400,000 of an inheritance that the client's step-parent, through actions as a trustee and beneficiary of a trust, had fraudulently masked over many years.
- Secured a favorable estate tax savings of nearly \$300,000 after the death of the family patriarch by using a rarely used planning technique.
- Recovered nearly \$300,000 in overpaid estate taxes resulting from an error committed by another lawyer.
- Assisted clients in transitioning trusteeship of a large trust in wake of concerns of breach of fiduciary duties.
- Negotiated premarital and postnuptial agreements.

HONORS

Named one of "America's Leading Lawyers in Private Wealth Law in Maryland " by *Chambers and Partners - High Net Worth Guide*, 2016, 2017, 2018 and 2019, for Trusts and Estates; received Band 1 rating by *Chambers and Partners*

Named to *The Best Lawyers in America* list, Trusts and Estates, 2019

MEMBERSHIPS AND AFFILIATIONS

The Associated: Planned Giving Round Table

- Member, Program Committee

Baltimore Estate Planning Council

- Board of Directors and President, 2015 to 2016
- Board of Directors, 2009 to 2017

Maryland State Bar Association

- Section Council, Estate and Trust Law, 2015 to present
 - Member, Committee to Study Intestacy Law
 - Co-Chair, Education Committee
- Section Council, Taxation Law, 2012 to 2015

Kennedy Krieger Institute Planned Giving Advisory Council

EDUCATION

J.D., University of Maryland School of Law, 1995, *cum laude*

M.A., Economics, University of Maryland Graduate School, 1991

B.A., Boston College, 1989

BAR ADMISSION

District of Columbia

Maryland

Virginia

FIRM INVOLVEMENT

Chair, Private Client and Business Services Practice

Member, Ethics Committee