National Association of Estate Planners & Councils

The Association of Choice for Estate Planning Professionals

AEP™ Alert – June 2009

A Word from the Chairperson

Dear Designation Holder:

I want to begin by thanking you for your continued support of the AEP™ designation. We are grateful for the many designation holders who regularly promote the designation as well as actively volunteer on one of the many committees that are available to you through the NAEPC. The AEP™ Designation Committee continues to work hard to ensure the quality of our program and the acceptance of the designation by states and individual companies. In fact, we were recently successful in assisting an active designation holder in the State of Washington secure permission from Prudential Financial Planning Services to use the designation and we stand ready to assist any of our active designation holders who need this kind of assistance.

I am happy to be able to report that we are continuing to grow our membership as we currently have approximately 1,400 active designation holders. As this number increases, the public demand to work with a qualified and credentialed estate planner grows with it. This trend underscores the importance of the AEP™ designation and our commitment to maintaining the high quality of our program. Furthermore, through our designation program we strive to support the mission of the NAEPC to promote the multi-disciplinary approach to estate planning required by the ever-changing and dynamic environment in which we all find ourselves today. We will continue to work hard to be the association of choice for professionals engaged in the practice of estate planning.

As always, we appreciate your input and feedback. If you have any questions or ideas for improvement that you would like to share with us, please feel free to contact me or Susan Austin Carney, AEP™ Designation Administrator, at 866.226.2224 or via email at susan@naepc.org.

Michael W. Halloran, CLU, ChFC, AEP™, CFP®, REBC, RHU, LUTCF, MSFS, MSM
President Elect and Designation Committee Chairperson

Please welcome our newest designation holders:

Linda M. Allison, CFP®, CRPC, AEP™	Birmingham, AL
Patricia Annino, JD, AEP™	Boston, MA
Richard Charles Baier, JD, CLU, ChFC, FLMI, AEP™	Greensboro, NC
Benjamin R. Beecher, CFP®, ChFC, CASL, AEP™	San Antonio, TX
Robert Birmingham, JD, AEP™	Montgomery, AL
John P. Bjorkman, CPA, AEP™	Spokane, WA
Robert A. Blume, CPA, CFP®, CTFA, AEP™	Spokane, WA
James H. Bockemuehl, CLU, ChFC, AEP™	Spokane, WA
Linda Henneman Bowers, JD, AEP™	Scottsdale, AZ
Richard Breed, III, JD, LL.M., AEP™	Boston, MA
Frank M. Campbell, CLU, ChFC, AEP™	Ontario, CA
Dennis Channer, CPA, CFP®, AEP™	Boulder, CO
H. Hammond Cobb, III, CLU, AEP™	Montgomery, AL
Sharon Lorraine DaBrusco, CTFA, AEP™	Boca Raton, FL
O. Lee Elrick, Jr., CLU, AEP™	Wichita, KS

Sharon Judd Englert, CLU, ChFC, AEP™	Denver, CO
Dale Farland, CTFA, AEP™	Davenport, IA
Ian Freeman, CLU, ChFC, CASL, AEP™	Waterbury, CT
Alan Scott Gassman, JD, LL.M., AEP™	Clearwater, FL
Sharon Goodman, JD, AEP™	New York, NY
David D. Green, CPA/PFS, JD, LL.M., AEP™	Spokane, WA
Michele Guerin, CLU, ChFC, AEP™	New Orleans, LA
George N. Hilton, CPA, AEP™	Coral Springs, FL
Andrew H. Hook, JD, CELA, CFP®, AEP™	Virginia Beach, VA
James Howard, CFP®, AEP™	Spokane, WA
Thomas Hunt, JD, CFP®, AEP™	Troy, NY
David Carroll Johnson, JD, MSFS, LL.M., AEP™	St. Louis, MO
E. Hough Johnson, III, CLTC, CLU, ChFC, AEP™	Virginia Beach, VA
Alan D. Katz, ChFC, CLU, CSA, AEP™	Warrington, PA
Deberah Buss Kelley, CPA, CFP®, AEP™	Santa Rosa, CA
F. Harlan Loffman, JD, CFP®, AEP™	Scottsdale, AZ
Jill E. Lundie, CPA, AEP™	Davenport, IA
Kristen M. Lynch, JD, CISP, CTFA, AEP™	Boca Raton, FL
Dennis Mainard, CFP®, AEP™	San Diego, CA
John Majors, FSA, CFA, MSFS, AEP™	Knoxville, TN
Tammy Mohler-Avery, JD, AEP™	West Hartford, CT
Jeanmarie Moore, CPA, AEP™	Hamilton, NJ
Joel Morris, CFP®, AEP™	Philadelphia, PA
Anne Moses, JD, CELA, AEP™	Birmingham, AL
William M. Nassar, JD, AEP™	Redlands, CA
Michael T. Novak, CPA, PFS, AEP™	Cleveland, OH
Steven L. Powell, CLU, ChFC, LUTCF, MSFS, AEP™	Bettendorf, IA
Hamilton P. Poynor, CLU, ChFC, AEP™	Birmingham, AL
C. Arthur Robinson, II, JD, CPA, AEP™	Virginia Beach, VA
Sheri Robinson, CPA, CFP®, AEP™	Birmingham, AL
Nora Roth, JD, AEP™	Denver, CO
Robin C. Russell, CTFA, AEP™	Seattle, WA
Sidney Schuchman, CPA, AEP™	Boca Raton, FL
Paul M. Shimoff, JD, AEP™	Redlands, CA
James Sims, CLU, AEP™	Boerne, TX
Richard Stainsby, CFP®, CASL, AEP™	Fort Worth, TX
Mauria E. Tesauro, CTFA, AEP™	Doylestown, PA
Donald R. Thacker, Jr., CFP®, ChFC, CLU, AEP™	Denver, CO
V. Peter Traphagen, Sr., CPA/ PFS, CFP®, AEP™	Oradell, NJ
Barbara Traugot, CLU, ChFC, AEP™	Merrick, NY
Wayne A. Varra, CLU, ChFC, CFP®, AEP™	Louisville, CO
Jean W. Wang, CFP®, Ph.D., AEP™	Mountain View, CA
David Williams, CPA, AEP™	Birmingham, AL

Mark Your Calendars Now for the 46th Annual Conference – Special Discount Pricing for First-time AEP™ Attendees and New Designation Holders!

It's not too soon to begin planning for the NAEPC's 46th Annual Conference from November 11 – 13, 2009, at the beautiful Amelia Island Plantation in Jacksonville, FL. Don't miss this excellent educational and networking opportunity where you can earn all of your estate planning continuing education requirements for your AEP™ designation. **For more details, about the conference and special discount for first-time AEP™ attendees and new designation holders, please visit out Web site at [http://www.naepc.org/convention.web.](http://www.naepc.org/convention.web)** For your convenience, an early bird registration from is attached to this email. In the meantime, here is a preliminary list of the outstanding speakers who are scheduled to participate:

Jonathan G. Blattmachr, JD, AEP (Distinguished), Milbank, Tweed, Hadley & McCloy
Robert S. Keebler, CPA, MST, AEP (Distinguished), Virchow, Krause & Company, LLP
Michael Mullarney, CLU, ChFC, AEP, Northwestern Mutual/Estate Strategies Group
Richard M. Weber, MBA, CLU, AEP (Distinguished), The Ethical Edge, Inc.
Constance J. Fontaine, JD, LL.M., CLU, ChFC, AEP (Distinguished), The American College
John H. Brown, JD, Business Enterprise Institute, Inc.
Lawrence Brody, JD, LL.M., AEP (Distinguished), Brian Cave, LLP
Steve R. Akers, JD, AEP (Distinguished), Bessemer Trust Company
Richard A. Oshins, JD, LL.M., MBA, AEP (Distinguished)
Edward F. Koren, Jr., JD, AEP (Distinguished), Holland + Knight LLP
David E. Altig, Ph.D., The Federal Reserve Bank of Atlanta
Dina Kapur Sanna, JD, LL.M. (Taxation), Day Pitney LLP
Susan R. Schoenfeld, MBA, JD, LL.M. (Taxation), CPA, Bessemer Trust Company
Sanford J. Schlesinger, JD, AEP (Distinguished), Schlesinger Gannon Lazetera LLP
Stephan R. Leimberg, JD, AEP (Distinguished), Leimberg & Associates

Accredited Estate Planner™ (AEP™) Designation Audits

As a current Accredited Estate Planner™ designation holder, you are subject to a random audit procedure which is conducted on an annual basis by the AEP™ Audit Committee to ensure that all requirements for the designation are being met. The audit is conducted to verify compliance with continuing education requirements (30 hours every 24 months with 15 in estate planning), active membership in an affiliated local estate planning council, and current licensing of other designations held. Notification and compliance requirements will be sent by US Mail in July to those who have been selected for this audit. Please make sure that you return all of your information in a timely manner if you are one of the designation holders randomly selected for the audit procedure.

Upcoming Educational Programming

InterActive Legal/NAEPC Webinar Schedule

Visit https://interactivelegal.webex.com to register for any of these exciting programs! You will need to enter a discount code when registering to obtain the NAEPC's member pricing of $85.

June 10, 2009 – 1:00 pm – 2:30 pm ET
Introduction to Income Taxation of Estates, Trusts and Their Beneficiaries, Part 1 of 2 with Jonathan G. Blattmachr, JD, AEP(Distinguished)
This program will discuss how state law concepts control a significant part of the income taxation of estates, trusts and beneficiaries, the fundamental taxation of estates and trusts, how simple and complex trusts and decedents' estates are taxed, the purpose and structure of Distributable Net Income(DNI), the six adjustments to determine DNI, how to have capital gain be part of DNI(and the extensive planning opportunities that presents), why tax exempt income is part of DNI, the meaning of "income" and its importance, rules of tier taxation, distributions excepted from DNI, importance of the 65 day rule, importance of the separate share rule (and the problem on interest on pecuniary legacies), computation of taxable income of an estate or trust and charitable deduction for estates and trusts (and some serious problems of pass through income).

June 16, 2009 – 1:00 pm – 2:30 pm ET
Introduction to Income Taxation of Estates, Trusts and Their Beneficiaries, Part 2 of 2 with Jonathan G. Blattmachr, JD, AEP(Distinguished)
See program details above.

Member Benefits

In addition to educational programming, NAEPC offers a variety of benefits for our members. Examples are listed below and details about each program or service can be found online at http://www.naepc.org/member_benefits_members.web.

Acquire Direct Marketing
Docubank (emergency access to healthcare directives),
Exit Planning for Advisors – A Division of BEI
CCH, a Wolters Kluwer business
Civicom
Estate++: Protecting Estate Planning Documents & Information
Family Foundation Advisor
Interactive Legal
Kettley Publishing Software
Klark Proposal Software, Inc.
Konica/Minolta
National Center for Family Philanthropy
PESI, LLC – Knowledge and Networking Opportunities
Retirement Snapshot
Wealth Management Business
Wealth Transfer Planning
Private Wealth Magazine
Business Week Magazine
Trusts & Estates Magazine
Journal of Taxation of Investments

NAEPC ESTATE PLANNING HALL OF FAME™ Inductees as Distinguished Accredited Estate Planners

This annual award is designed to recognize significant and outstanding lifetime achievements and contributions to the practice and profession of estate planning within the five professional estate planning disciplines of attorney, accountant, life insurance professional, trust officer, and financial planner. We also recognize outstanding academics. We consider this award and designation to be the highest professional honor and recognition of the pinnacle of achievement and accomplishment within the field of estate planning. In fact, to the best of our knowledge, it is the only award of its kind within the entire profession of estate planning! Please visit our website at http://www.naepc.org/aep_distinguished.web to see the outstanding recipients of this award.

The Recipients for 2009 are:

RONALD D. AUCUTT – Attorney
McGuireWoods LLP

A. JAMES CASNER – Academic
Posthumous

VIRGINIA F. COLEMAN – Attorney
Ropes & Gray

CONSTANCE J. FONTAINE – Academic
The American College

EDWARD C. HALBACH, JR. – Academic
UC Berkeley School of Law

AL W. KING, III – Trust Officer
South Dakota Trust Company, LLC

EDWARD F. KOREN, JR., – Attorney
Holland & Knight, LLP

LESTER A. ROSEN – Life Insurance
Posthumous

SANFORD J. SCHLESINGER – Attorney
Schlesinger Gannon & Lazetera LLP

RICHARD M. WEBER – Life Insurance
The Ethical Edge, Inc.

Promote the AEP™ Designation!

You worked hard to obtain this professional designation and we ask that you help us to promote the designation by sharing your enthusiasm for the credential with your colleagues who may also be interested in applying for the AEP™. We welcome referrals and are happy to provide application qualifications and requirements to them. Furthermore, as an active AEP™ in good standing you also have the ability to use the NAEPC and AEP™ logos for business purposes such as your business card and letterhead. Please contact susan@naepc.org to have a copy of the logo e-mailed to you. Finally, it would also be helpful if you encouraged your local councils to highlight designation holders on their respective local council Web sites.

AEP™ Consumer Tri-Fold Brochures
So that you may more easily inform clients and potential clients of the benefits of using an estate planning professional who has been awarded the Accredited Estate Planner™ (AEP™) designation, we offer consumer tri-fold brochures which provide background information on the NAEPC as well as details on the strict requirements that must be met before one is awarded this graduate level designation and required to maintain it. In a concise, easy-to-use format, you can communicate to your clients and potential clients the professional expertise and highest standards of knowledge, skill, and experience in estate planning that you offer. To order these brochures which are available at a cost of $.20 per brochure plus actual postage, please visit http://www.naepc.org/aep_current.web and download the order form. Once payment is received, your brochures will be sent to you via US Mail.

We Need You!

If you are interested in volunteering on one of the many committees of the NAEPC, please let us know by contacting Susan Austin Carney, Designation Administrator, at 866.226.2224 or by email at admin@naepc.org.

2009 Accredited Estate Planner (AEP) Committee

Designation Committee Chairperson
Michael W. Halloran, CLU, ChFC, AEP™, CFP®, REBC, RHU, LUTCF, MSFS, MSM, Jacksonville, Florida