

National Association of Estate Planners & Councils
The Association of Choice for Estate Planning Professionals
AEP® ALERT – September 2009

A Word from the Chairperson

Dear Designation Holder:

I want to begin by thanking you for your continued support of the **ACCREDITED ESTATE PLANNER®** 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. We are currently involved in efforts to have the designation recognized for use by practitioners who are with Bank of America Merrill Lynch, Morgan Stanley Smith Barney, and ING Financial. We will continue to keep you apprised of the results of these efforts.

In other developments, we sought trademark protection for our designation through the US Patent and Trademark Office and it has been approved. Going forward, we ask that you use the registration mark in print when referring to the designation either spelled out or in its abbreviated form as seen throughout this newsletter. Please note, however, that once you have used the registration mark in text, one does not have to repeat it throughout. If you have any questions about proper usage, please do not hesitate to be in touch with us.

In response to requests for more flexibility in our coursework requirements for those applicants who have not been in active practice as an estate planner for 15 or more years, the AEP® Designation Committee with the approval of the NAEPC, has broadened the coursework criteria to include courses taken as part of a master's or doctoral degree program. For more details, please see the newsletter below.

In closing, 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. 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 join me in welcoming our newest designation holders:

C. Michael Adams, CPA, JD, EPLS, AEP®
Michael Scott Bloom, CFP®, CLU, ChFC, AEP®
Robert S. Blood, CLU, ChFC, CFP®, CLTC, CASL, AEP®
Cindy D. Causby, CTFA, AEP®
Sara Wells Condon, JD, LL.M. (Taxation), AEP®
Jonathan P. Dannemiller, ChFC, CLU, AEP®
David L. deMuth, CLU, ChFC, AEP®
Elizabeth A. Dunn, CPA, AEP®

Memphis, TN
Chicago, IL
Concord, NH
Asheville, NC
Boston, MA
Cincinnati, OH
Baltimore, MD
Boca Raton, FL

Ian Freeman, CLU, ChFC, CASL, AEP®
Marian L. Hasty, JD, LL.M., AEP®
Jeffrey Hatchman, CLU, ChFC, CFP®, CASL, MSFS, MSM, JD, AEP®
Brandon R. Henry, CTFA, CIMA, AEP®
Bruce A. Hirshfield, CLU, AEP®
Jeffrey D. Kowal, CLU, ChFC, AEP®
Cindy M. Lewis, CTFA, CISP, AEP®
William R. Lewis, CFP®, ChFC, CLU, AEP®
Kristen M. Lynch, JD, CISP, CTFA, AEP®
Richard S. Lynch, JD, Certified Specialist in Estate Planning, AEP®
Robert Charles Miller, JD, AEP®
James A. Petersen, CFP®, ChFC, CLU, AEP®
Charles B. Prothro, CLU, ChFC, CFP®, AEP®
Randall Reeves, CLU, ChFC, AEP®
Korey Rogers, , CFP®, AEP®
Kurt R. Steinkrauss, JD, LL.M. (Taxation), AEP®
Ann Tallman, CTFA, AEP®

Waterbury, CT
Coral Gables, FL
Norwalk, CT
Houston, TX
West Hartford, CT
Waukesha, WI
St. Louis, MO
Montrose, PA
Boca Raton, FL
Norwalk, OH
Saginaw, MI
Tampa, FL
Wichita Falls, TX
Lubbock, TX
Irving, TX
Boston, MA
Mount Dora, FL

Revision to Required Coursework for AEP® Applicants Approved

Applicants for the AEP® designation who have not been in active practice in estate planning for 15 or more years have been required to take two graduate courses through our partner, The American College. In an effort to broaden the opportunity for acceptable coursework, the NAEPC has revised the required coursework criteria to include courses taken as part of a master's or doctoral degree program from an accredited university, college, or college of law. These graduate-level courses may now qualify for the coursework requirement if they are the same length as and of comparable content to those offered by The American College. Applicants must provide a copy of the official transcript and a detailed syllabus of the courses taken and must have earned a grade of "B" or better. Please note that courses earned toward securing one of our six underlying "gateway" designations or degrees do not qualify for this exception. If you have questions or comments concerning the coursework requirements, please be in touch with Susan Austin Carney, Designation Administrator, at 866-226-2224 or susan@naepc.org.

Accredited Estate Planner® (AEP®) Designation Annual Audit

We are currently in the process of conducting our annual audit of randomly-selected designation holders as part of our ongoing commitment to excellence in our profession. Headed by Robert P. Goodman, CPA, AEP®, Chairperson of the AEP® Audit Committee, the audit is conducted to verify compliance with continuing education requirements (30 hours every 24 months, 15 of which must be in estate planning), active membership in an affiliated local estate planning council, and current licensing of other designations held. **Please note that participation in both days of the technical education programming offered during our annual conference, satisfies all of your estate planning hours for your AEP® designation.**

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 our Web site at <http://www.naepc.org/convention.web>.** For

your convenience, an early bird registration form 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

Upcoming Educational Programming

Distance Learning Program – FREE for members of affiliated local councils

Why 2009 Is So Important for Financial and Estate Planning: Reviews Everyone Should Do Now! Thursday, September 22nd at 2:00 pm ET

Join leading estate and financial planning experts in this web seminar that will draw attention to the critical need for clients to update and review their financial and estate plans. This seminar is being hosted in conjunction with AICPA's PFP section and is free to NAEPC designees and council members.

Moderator: Sidney Kess, CPA, J.D., LL.M.

Panelists: Steven Siegel, J.D., LL.M. Martin M. Shenkman, CPA, PFS, MBA, JD Jacqueline Patterson, CPA, JD, MBT Daniel L. Daniels, JD

As a result of the increased federal estate tax exemption in 2009 (\$3.5 million); the uncertainty about estate tax changes for the years 2010 & 2011; the decreased value of investments, homes & retirement plans; the declining value of Section 529 plans; and lower interest rates, many clients will need to review their financial plans. Combining these developments with the normal stages of life (new additions to family, death, divorce, remarriage, inheritance) – they all have a continuing impact on the client's financial plan. In this seminar, you will learn:

- New estate tax rules - What will be the law for 2010 and 2011? - Key items to consider when reviewing clients wills and other documents - Consequences of not reviewing and updating wills and related documents (horror stories will be shared where clients failed to review/update their plan) - Estate planning solutions to suggest to your clients - Estate and financial planning opportunities taking into consideration the current economic environment

Even if clients are not subject to the estate tax, they need to periodically review their estate and financial plan.

Walk away with actionable advice and resources you can take to your clients now, including a letter that you can send to your clients to advise them of what needs to be done that will emphasize the importance of scheduling a meeting with you sooner rather than later.

Register for this event by visiting <https://canopic-events.webex.com/canopic-events/onstage/g.php?t=a&d=667768692>. You will receive an e-mail confirming your registration and providing additional instructions. You will receive an e-mail confirming your registration and providing additional instructions. Anyone may attend this seminar for free without CPE credit. If necessary, to ensure that you will receive registration-related e-mail messages, first add the e-mail domains "webex.com" and "canopic.com" to your Safe Senders List, or contact your IT administrator to update your firm's e-mail software, before registering.

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.

September 23, 2009 – 1 – 2:30 pm ET

Self-Directed IRAs (Advanced), Part 2 of 2: Prohibited Investments, Disqualified Persons, Plan Asset Rules, Prohibited Transactions and UBIT, UDFI and IBTI with Daniel P. Marsh, JD and Eric Wilkstrom, CPA, CFP®

After learning the basics of self-directed IRAs in the August 26 program, this advanced presentation will cover types of investments and vehicles using self-directed IRAs. It will also provide an overview of 401k differences and the Solo or Individual 401k authorized under the Pension Protection Act of 2006. Seminar participants will learn investment options, traps for the unwary (or uninformed) and some of the vehicles or entities used in IRA alternative investing.

September 30, 2009 – 1:00 -2:30 pm ET

Planning for Non-Traditional Families

Michael L. Graham, JD and Robert G. Alexander, JD, LL.M., AEP®, EPLS

This seminar will address current issues and trends in federal law, including DOMA and tax law, current issues and trends in state law as they relate to same sex marriages, domestic partnerships and legally enforceable mutual obligations, estate planning for co-habiting unmarried couples with an emphasis on wills, trusts, contracts and advanced planning and the tax consequences of unmarried co-habitation.

October 14, 2009 – 1:00 -2:00 pm ET

International Estate Planning: Planning for the Non-Resident Alien with U.S. Beneficiaries or Assets with Gideon Rothschild, JD, CPA, AEP(r) Distinguished

This presentation will focus on U.S. Tax residency/domicile, estate and gift tax situs rules, credits and deductions, including the marital deduction and income tax considerations, including trust classification and taxation, inbound and outbound investment considerations, expatriation and compliance.

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

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 designation holder 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.

AEPTM 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 susan@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*

Members

Robert G. Alexander, JD, LL.M., AEP®, EPLS, Milwaukee, Wisconsin

Hartman Axley, CLU, ChFC, JD, CFP®, MSFS, RHU, AEP®, Denver, Colorado

Kathleen Belmonte, CTFA, AEP®, Tampa, Florida

Frank S. Berall, JD, LL.M., AEP®, Hartford, Connecticut

Robert E. Burton, LL.B., CLU, ChFC, AEP®, San Francisco, California

Julie A. Buschman, CPA, AEP®, Dallas, Texas

Franklin B. Cornelius, CLU, ChFC, AEP®, Scottsdale, Arizona

Walter Lee Davis, Jr., JD, CPA, AEP®, EPLS, Johnson City, Tennessee

Gary L. Flotron, MBA, CLU, ChFC, AEP®, St. Louis, Missouri

Robert E. Fox, CLU, AEP®, Ocala, Florida

John P. Garniewski, CPA/PFS, CFP®, AEP®, Wilmington, Delaware

Pettus C. Gibbons, MEd, CLU, ChFC, LUTCF, AEP®, Addison, Texas

Robert P. Goodman, CPA, AEP®, Phoenix, Arizona

R. Mark Kirkpatrick, JD, EPLS, AEP®, Mobile, Alabama

Leonard H. Neiman, AEP®, CLU, ChFC, New York, New York

Paul J. Pantano, CLU, ChFC, AEP®, CASL, Pittsburgh, Pennsylvania

Daniel A. Rich, JD, MBA, TO, AEP®, Denver, Colorado

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