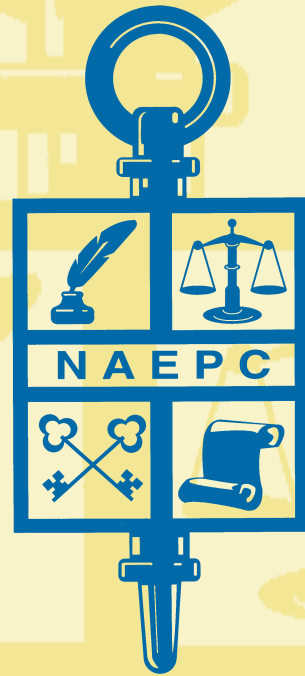


National Association of Estate Planners & Councils



The NAEPC Education Foundation

51st ANNUAL
CONFERENCE



NOVEMBER 5-
NOVEMBER 7
2014
San Antonio, TX



The Multi-Disciplinary Approach to Estate Planning

National Association of Estate Planners & Councils The NAEPC Education Foundation & 51ST Annual Conference

November 5-7, 2014 — San Antonio, TX — Phone: 866-226-2224 — Fax: 216-696-2582 — www.NAEPC.org — conference@NAEPC.org

*This conference is paper-lite!
Please review "General Information" tab for details.*

LAST NAME

FIRST NAME

NICKNAME FOR NAMETAG PURPOSES

COMPANY

PROFESSIONAL DESIGNATIONS

STREET ADDRESS

CITY, STATE & ZIP

PHONE

FAX

EMAIL ADDRESS

AFFILIATED LOCAL ESTATE PLANNING COUNCIL(S)

Please check all that apply:

- Affiliated Local Council Administrator NAEPC Past President (no charge)
(no charge) Honoree (no charge)
- Affiliated Local Council Board Member NAEPC Volunteer
- I have read and understand the continuing education credit and refund policies.**

COMPANION FULL NAME & NICKNAME

COMPANION STREET ADDRESS

COMPANION CITY, STATE & ZIP

COMPANION PHONE

COMPANION EMAIL ADDRESS

Make check payable and mail to:

The NAEPC Education Foundation
1120 Chester Ave., Suite 470
Cleveland, OH 44114

Or register online at www.NAEPC.org
Or fax registration with credit card information to: 216-696-2582

- VISA
 MasterCard
 American Express

ACCOUNT NUMBER

EXP. DATE

SIGNATURE

REGISTRATION DISCOUNTS

- \$50 early bird discount applies to registrations received on or before 9/12/14.
- \$50 active Accredited Estate Planner[®] or Estate Planning Law Specialist designee discount
- \$50 hosting EPC discount (available to members of San Antonio Estate Planners Council)
- \$100 NAEPC volunteer discount (available to non-board volunteers of any committee of NAEPC)

| | Member* | Non-member |
|--|---------|------------|
| Council Leadership Day Package | \$900 | N/A |
| Includes Council Leadership Day sessions, technical education sessions, presentation material, conference breakfasts & luncheons, and the Wednesday evening welcome reception. | | |
| Conference Educational Package | \$800 | \$950 |
| Includes the Wednesday evening welcome reception, technical education sessions, presentation material, and conference breakfasts & luncheons. | | |
| 3-day Companion Registration Package | \$475 | |
| Includes conference breakfasts, the Wednesday-Friday companion tours, and the Wednesday evening welcome reception. | | |
| 2-day Companion Registration Package | \$425 | |
| Includes conference breakfasts, the Thursday-Friday companion tours, and the Wednesday evening welcome reception. | | |

***A \$50 late fee will be applied to all registrations postmarked on or after 10/17/14.**

- I am a **Council Leadership Day Package** Registrant
- I will attend the welcome reception on Wednesday, November 5, 2014
 - I will participate in the fun run on Thursday, November 6, 2014
 - I am an active AEP[®] designee and will attend the private session on Thursday, November 6, 2014 at 5:15 pm
 - I have chosen breakout sessions from the shaded box below
- I am a **Conference Educational Package** Registrant
- I will attend the welcome reception on Wednesday, November 5, 2014
 - I will participate in the fun run on Thursday, November 6, 2014
 - I am an active AEP[®] designee and will attend the private session on Thursday, November 6, 2014 at 5:15 pm
 - I have chosen breakout sessions from the shaded box below
- I am a **3-day Companion Registrant**
- I will attend the tour on Wednesday, November 5, 2014
 - I will attend the welcome reception on Wednesday, November 5, 2014
 - I will participate in the fun run on Thursday, November 6, 2014
 - I will attend the tour on Thursday, November 6, 2014
 - I will attend the tour on Friday, November 7, 2014
- I am a **2-day Companion Registrant**
- I will attend the welcome reception on Wednesday, November 5, 2014
 - I will participate in the fun run on Thursday, November 6, 2014
 - I will attend the tour on Thursday, November 6, 2014
 - I will attend the tour on Friday, November 7, 2014

Fee Computation

Primary Registrant Fee _____
Early bird discount if rec'd by 09/12/14 _____
Additional discount(s) _____
Companion Registrant Fee _____
Subtotal _____
Late fee if postmarked on or after 10/17/14 _____

TOTAL ENCLOSED

=====



Breakout Sessions

THURSDAY, NOVEMBER 6, 2014

| | |
|---------------------------------|--|
| 1:15 pm - 2:15 pm Choice | Decanting: Refining a Vintage Trust _____ |
| | Life Insurance, Annuities, and Captive Insurance as Tools for Domestic and International Estate & Tax Planning _____ |
| | Family Communication, Values, Mission, Philanthropy - How Do You Help a Client Get Started? _____ |
| 2:20 pm - 3:20 pm Choice | Decanting: Refining a Vintage Trust _____ |
| | Life Insurance, Annuities, and Captive Insurance as Tools for Domestic and International Estate & Tax Planning _____ |
| | Family Communication, Values, Mission, Philanthropy - How Do You Help a Client Get Started? _____ |

* A member is defined as an active AEP[®] designee, an at-large member of NAEPC, or a member of an affiliated estate planning council.

SAN ANTONIO, TX – GENERAL INFORMATION



Here, diversity is a way of life; from the colors of the culture to a broad range of attractions. From the stones of The Alamo to the meandering paths of the River Walk, San Antonio takes you on a journey through a land as grand as its reputation.

The Alamo, one of five Spanish colonial missions, is within walking distance from the Marriott Rivercenter. Attendees can also exit the hotel and stroll the cobblestone sidewalks of the River Walk to uncover an outdoor theatre with flamenco dancers and mariachis, nationally acclaimed museums, and sidewalk cafes that offer everything from authentic Tex-Mex to worldly cuisines.

While attending the 51st Annual Conference, attendees should be sure to plan enough time to explore the rolling terrain of San Antonio's Hill Country, a lush oasis offering resorts complete with top-notch golf courses, spas, and waterparks. Just down the road you'll find SeaWorld San Antonio, the world's largest marine life adventure park and family entertainment showplace; and Six Flags Fiesta Texas with thrilling rides and shows, fun for every age!

Attendees are encouraged to learn more about San Antonio from the San Antonio Convention & Visitor's Bureau by visiting <http://visitsanantonio.com> prior to their trip.

WEATHER & ATTIRE

The average daily high temperature in the area in November is 72 degrees and the average daily low temperature is 51 degrees.

Recommended conference attire is business casual.

PRESENTATION MATERIALS & ROSTER OF ATTENDEES

All Council Leadership Day and Educational registrants will receive the technical materials in two formats:

- A flash drive that contains the full binder of materials
- Advance online access to the full binder of materials

Power outlets will be available for those attendees who choose to bring an electronic device to access previously downloaded materials. An internet connection will not be available in the general session space.

LODGING INFORMATION

The Marriott Rivercenter is a magnificent 38-story hotel just steps away from the world famous San Antonio River Walk, which includes premier shopping, dining, and entertainment. Featuring luxurious rooms and suites, guests will enjoy supreme comfort conveniently located near many area attractions, including Six Flags Fiesta Texas and the San Antonio Zoo. The hotel is designed for relaxing, with LCD TVs, premium cable, high-speed internet access, and Marriott's Plug-In Technology in each guest room.

A special block of rooms has been reserved for 51st Annual Conference attendees at the Marriott Rivercenter. The NAEPC room rate is \$199 (single/double occupancy, exclusive of taxes) and includes wired and wireless in-room internet service at no additional charge. Reservations must be made by Friday, October 17, 2014 to guarantee the group rate.

To reserve, visit www.naepc.org/conference or call (800) 648-4462 (please inform the reservationist you are with NAEPC.)

TRANSPORTATION DISCOUNTS

RENTAL CAR — NAEPC has arranged for special discounts with Hertz for rentals in San Antonio from October 30, 2014 - November 14, 2014. To reserve, visit the "conferences" page of www.naepc.org and click on the Hertz logo to make an online reservation. You may also call (800) 654-2240 and reference CV code 03WB0012 to obtain the discounted rate.

CANCELLATION POLICY

Any cancellation must be received in writing or via email to conference@naepc.org. A full refund will be granted if notice is received on or before September 19, 2014. Registrants who cancel between September 20, 2014 and October 17, 2014 will forfeit a \$100 administrative fee. No refunds will be granted on or after October 18, 2014.

CONTINUING EDUCATION CREDIT INFORMATION

16.5 hours of Accredited Estate Planner® designation credit have been awarded for this program.

The following credit will be requested in all states: insurance, legal, accounting, CFP®, CTFA and PACE for Thursday, November 6, 2014 and Friday, November 7, 2014. **Insurance professionals must attend the entire two days of technical education to receive credit. Partial credit is NOT available.** Insurance, legal, and CFP® license numbers are required in order to receive credit. Credit will also be available for Enrolled Agents.

The conference offers up to 15 hours of continuing education credit. Individual states determine the total number of credits awarded. Participants are able to monitor the status of credit approval by state by visiting www.naepc.org/conference. Approvals are updated as they are received beginning approximately two months prior to the conference.

The Society of Financial Service Professionals is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Nashville, TN 37219-2417. This program is recommended for a total of 15 specialized knowledge & applications credit hours. The 51st Annual Conference is an advanced educational program. A CPA that devotes at least 35% of their practice to estate planning meets the prerequisite level of knowledge to attend the program. After attending, participants will be able to identify and implement advanced estate planning techniques that will improve professionalism and personal service to their clients.

Continuing education credit is administered by the Society of FSP.

COUNCIL LEADERSHIP DAY PROGRAM

WEDNESDAY, NOVEMBER 5, 2014

COUNCIL LEADERSHIP DAY is designed to be a sharing session among leaders of NAEPC-affiliated local councils. The morning is dedicated to the National Association of Estate Planners & Councils and The NAEPC Education Foundation annual business meetings and committee updates, while afternoon sessions are devoted to leadership development. The attendee can expect to interact with fellow volunteer leaders, attend breakout sessions designed for idea sharing and growth, and learn about ongoing NAEPC programs and services. Nearly 50% of affiliated local councils are represented by officers, administrators, and/or board members each year. Don't miss the opportunity to share your council's successes, learn how to mitigate the struggles, and deliver valuable benefits to your members.



SPECIAL NOTE

The National Association of Estate Planners & Councils and The NAEPC Education Foundation Annual Meetings take place the morning of Wednesday, November 5, 2014 and are an excellent opportunity to learn about all of the exciting things happening at the national level of benefit to the affiliated local council and its membership. ALL ATTENDEES for Council Leadership Day should attend as these sessions are a part of the program for local council leaders.

COUNCIL LEADERSHIP DAY SCHEDULE

7:30 am - 8:30 am

Breakfast

12:00 pm - 1:00 pm

Lunch

8:30 am - 12:00 pm

NAEPC & The NAEPC Education Foundation
Annual Meetings

(Council leaders should attend this portion of the
program.)

Informational Updates - Review of Benefits,
Programs & Services Available to Councils and Council Members

1:00 pm - 5:00 pm

Council Leadership Sharing Sessions
Administrator/Paid Staff Included

5:00 pm - 7:00 pm

Welcome Reception for All Attendees and
Registered Companions



SPECIAL NOTE for ADMINISTRATORS

Council Administrators / Paid Staff are encouraged to attend the sessions, both the Annual Meeting and Council Leadership Sharing Sessions as noted above, on Wednesday, November 5, 2014. The annual Administrator's Dinner will take place on Wednesday, November 5, 2014 at a time and location to be determined.

Special private sessions will take place on Thursday, November 6, 2014 from 8:00 am – 12:00 pm just for Council Administrators / Paid Staff. Please make travel plans accordingly!

Obtain the Estate Planning Law Specialist (EPLS) Certification at the 51st Annual Conference Wednesday, November 5, 2014 · 1:00 pm to 5:00 pm

Registration Fee Includes:

- Advance access to review materials
- Live review course
- Proctored exam
- Application fee for certification
- Welcome Reception with all 51st Annual Conference attendees following the exam

The review course will be offered by J. Randall Gardner, JD, LL.M., MBA, CPA, CFP®, a practicing attorney with over 30 years of experience and a professor of tax and financial planning. He is the former director of the Certificate in Financial Planning Program at the Henry W. Bloch School of Management. Gardner earned a BA degree, cum laude, from Harvard University. He earned his JD and MBA degrees from the University of Kansas, and his Master of Law in Taxation from the University of Missouri- Kansas City. He is also a graduate of Georgia State University's Master Teacher Program. Gardner is the coauthor of *101 Tax Saving Ideas, Tools and Techniques of Income Tax Planning* and *The Closing Wealth Transfer Window*. Also, he is a columnist/editor for *The Journal of Financial Planning*.

Registration Fee: Member of NAEPC-affiliated local estate planning council: \$595 / Non-member: \$645

For more information about the EPLS program, please visit www.naepc.org/designations/estate-law or contact the Estate Law Specialist Board office at 866-226-2224 or admin@naepc.org. To register, please email admin@naepc.org to obtain instructions.

COMPANION PROGRAM

COMPANION REGISTRANT INFORMATION – Companion conference registration fee includes all breakfasts, the Wednesday evening welcome reception, and the companion tours. **Please note, educational sessions are not available to companions.**



WEDNESDAY, NOVEMBER 5, 2014

A DAY IN THE LIFE OF SANDY OAKS OLIVE ORCHARD 9:00 am - 2:30 pm

Attendees will explore one of the first commercial olive orchards in Texas, Sandy Oaks Orchards, during this tour. While best known for the olive trees, olive oil, and the various olive oil and olive leaf-based skin care products it produces, Sandy Oaks is also celebrated for its emphasis on hospitality and educating the public on the benefits and various uses of olive oil.

Participants will tour the orchard, learn about the benefits of olive oil and get a sneak peek at the skin care line, and enjoy lunch with Chef Chris Cook, all with Sandy Oaks pioneer, owner, and operator, Sandra “Sandy” Winokur. Sandy will share her unique story and answer your questions along the way.

THURSDAY, NOVEMBER 6, 2014

FLY FISHING ON THE GUADALUPE 8:00 am - 5:00 pm

C'mon... give fly fishing a try!

Upon arrival at the Guadalupe River, participants will be met by a professional angler with over twenty years' experience leading expeditions in Texas, Colorado, and the Pacific Northwest. The excursion includes instruction, state of the art equipment, and is appropriate for the very beginner to a seasoned angler.

The stunning Guadalupe River is shaded by 100 foot tall cyprus and pecan trees and flanked by 500 foot limestone cliffs at some points. There are light, white water rapids and long, deep pools that hold largemouth and small mouth bass as well as trophy trout.



This is an outdoor activity and attendees should come prepared with comfortable clothing that is able to get wet, sneakers or water shoes, a hat, sunscreen, and sunglasses. A fishing license is required to participate. Instructions to obtain this license will be emailed in advance of the program.



FRIDAY, NOVEMBER 7, 2014

CAVES & GEMS TOUR AT NATURAL BRIDGE CAVERNS 9:00 am - 3:00 pm

Natural Bridge Caverns is much more than one of the most treasured natural attractions Texas has to offer! Except for the lighting, walkways and handrails, attendees will find the half-mile caves, 180 feet below-ground, much the same as the discoverers did in 1960. The caves are an awe-inspiring, ancient world of towering formations, created at an average rate of only one cubic inch every one hundred years.

Guests will be treated to lunch mid-day.

Whether you are a first timer or an avid caver, Natural Bridge Caverns awaits you with an experience that you won't soon forget.

This tour involves rigorous walking in high humidity. Please wear comfortable walking shoes that provide good traction on steep, wet surfaces.

**Companion tours and timing subject to change.*

EDUCATIONAL PROGRAM

WEDNESDAY, NOVEMBER 5, 2014

- 1:00 pm - 5:00 pm** Estate Planning Law Specialist Live Review Course and Exam (additional fee and separate registration required)
See Council Leadership Day page for more information.
- 5:00 pm - 7:00 pm** Welcome Reception for all attendees and registered companions

THURSDAY, NOVEMBER 6, 2014

- 5:45 am** **5th Annual Fun Run & Walk**
This two-mile run/walk is sure to start your day on a healthy foot and provides a great start to the conference's technical program. (All fitness levels are welcome to participate.)
- 6:30 am - 8:00 am** **Breakfast**
- 7:00 am - 7:50 am** **Sponsor Bonus Session**
In-Home, Private-Duty Care is on the Rise: Understanding the Impact of New Legislation and How to Help Clients with Employment Risks & Responsibilities
Offered by: CARE.com
TOM BREEDLOVE
The repeal of the Companion Care Exemption for third-party caregivers is changing the care landscape and driving more families to employ their own caregiver. Attend this early-riser session to learn how the new law will impact your clients and how to help them easily and effectively manage the payroll, tax, and labor law obligations that come with being a "household employer." Attendees will walk away with tips and tools to help families avoid risk, save time, and save money.
- 8:00 am** **51st Annual Conference Welcome & Opening Remarks**
- 8:15 am - 9:15 am** **15 Best Planning Ideas for 2014 and Beyond**
ROBERT S. KEEBLER, CPA, MST, AEP® (DISTINGUISHED)
Due to the increased estate tax exemption and increased income tax rates, traditional estate planning is beginning to encompass income tax planning. Following the introduction of the 3.8% NIT surtax, the reinstatement of the PEP/Pease limitations, and the increase in regular tax brackets, income tax planning is a more prudent investment than in recent memory. This session will cover the best ideas to manage the income tax and weave this planning into an estate plan.
- 9:20 am - 10:20 am** **The True Frontier of Estate Planning: Effective Collaboration**
TODD A. FITHIAN
The outer boundary of estate planning isn't the degree to which a brilliantly technical solution can be developed; it is the extent to which you can successfully engage every necessary party at the table. That means the real frontier is our ability to collaborate, not just solve. During this presentation, Fithian will take on the challenges that exist within collaboration and provide the structure to evolve the ways in which we think, feel, and act around collaboration. In true collaboration everyone at the table wins and the outcomes achieved are far greater than any one advisor could create on his/her own. When everyone wins, the process just simply feels better!
- 10:20 am - 10:50 am** **Break**
- 10:50 am - 11:50 am** **Planning for an Aging Population: Your Clients, Your Parents, and Someday You!**
BERNARD A. KROOKS, JD, CPA, LL.M., CELA, AEP® (DISTINGUISHED) NOMINEE
This session will focus on the seismic changes impacting estate planning professionals and clients as a result of the aging American and the enhanced federal and state estate tax exemptions. Obtaining and paying for long-term care is now the primary concern of many clients, especially seniors and those with disabilities. Krooks will also address other issues that are of importance to clients, such as the use of trusts for tax and non-tax reasons, retirement and income tax planning, and how to deal with digital assets under incapacity or death.
- 11:50 am - 1:15 pm** **Lunch**
- 1:15 pm - 2:15 pm** **Repeated Breakout Sessions, Choose One in Each Time Slot When Registering**
- 2:20 pm - 3:20 pm** **Decanting: Refining a Vintage Trust**
SUSAN T. BART, JD
Twenty-two states permit irrevocable trusts to be "decanted." Decanting breathes new life into old trusts by permitting administrative and trustee provisions to be modified and, under some circumstances, dispositive provisions to be changed. Attendees will learn what can be accomplished with this powerful tool and how to use it wisely.
- Life Insurance, Annuities, and Captive Insurance as Tools for Domestic and International Estate & Tax Planning**
ELIZABETH L. MORGAN, JD
This session will address when asset protection is needed and how to achieve it. Multiple asset protection methods and structures will be discussed, including advanced strategies. The session will also address representative trust structures and trust implementation, as well as tax considerations and reporting requirements.
- Family Communication, Values, Mission, Philanthropy – How Do You Help a Client Get Started?**
THOMAS ROGERSON
This session will cover a five-step process that helps families build their "home team advantage" based on tools that business leaders use to create strong teams within their companies. With these strategies, an advisor can help a family develop healthy teamwork, communication, education, and, ultimately, a strong family enterprise.
- 3:20 pm - 4:00 pm** **Break**
- 4:00 pm - 5:00 pm** **Hot Income Tax Tips for Estate Planners**
SAMUEL A. DONALDSON, JD, LL.M., AEP® (DISTINGUISHED)
Now more than ever, estate planners have to be concerned with federal income tax traps and opportunities. This session will offer income tax planning tips that every estate planner needs to know, with an emphasis on the increasingly important role played by grantor trusts.
- 5:15 pm - 6:30 pm** **Private Session for Accredited Estate Planner® Designees**
Estate Planning for Digital Assets
GERRY W. BEYER, JD, LL.M., JSD
This presentation will focus on the developing area of "digital assets," electronic records ranging from email accounts to banking, investment, shopping accounts, domain names, social networking sites, and online games. Beyer will offer guidance on the utility of comprehensive planning for digital assets and will discuss issues that affect this set of assets, offer estate planning options, analyze existing laws, and explore current and future trends.

PRESENTERS

JEROME M. HESCH, MBA, JD, AEP® (DISTINGUISHED)

Jerome M. Hesch is Of Counsel to Berger Singerman in Miami, Florida. He is the director of the Notre Dame Tax and Estate Planning Institute, on the Tax Management advisory board, a fellow of ACTEC, has published numerous articles, tax management portfolios, and co-authored a law school casebook on *Federal Income Taxation*, now in its fourth edition. He has presented papers for the Heckerling Institute on Estate Planning, the University of Southern California Tax Institute, the Southern Federal Tax Conference, and the New York University Institute on Federal Taxation, among others. He participated in several bar association projects, including the drafting committee for the Florida Revised Uniform Partnership Act and preparing the ABA's comments on the IRS's proposed private annuity regulations. He received his BA and MBA from the University of Michigan and a JD from the University of Buffalo Law School. He was with the Office of Chief Counsel, Internal Revenue Service, in Washington, DC from 1970 to 1975, and was a full-time law professor from 1975 to 1994, teaching at the University of Miami School of Law, Albany Law School, and Union University. He is currently an adjunct professor of law, teaching courses at Florida International University Law School, the graduate program in estate planning at University of Miami and the online LL.M. program at Boston University School of Law. Having grown up in Buffalo, he remains a Buffalo Bills fan.

STANLEY M. JOHANSON, JD, LL.M., AEP® (DISTINGUISHED)

Professor Johanson has been on the faculty of the University of Texas School of Law since 1963, currently teaching courses on wills & estates and property law. He is the University Distinguished Teaching Professor and holds the James A. Elkins Centennial Chair in Law. Professor Johanson has also taught as a visiting professor at several other law schools, including Florida State, Georgetown, Indiana, North Carolina, Utah, the University of Washington, UCLA, and the University of Chicago. Johanson has received many awards and honors, including: the University of Texas Teaching Excellence Award on eleven occasions (most recently in 2011 when he received the Texas Exes Teaching Award); named Faculty Member of the Year, for the third time in four years, by the law school's Student Bar Association; one of twelve faculty members elected to the inaugural class of the University of Texas Academy of Distinguished Teachers in 1995; the Treat Award for Excellence presented by the National College of Probate Judges in 1997; a Lifetime Achievement Award for his contributions to Texas Probate and Trust Law by the real estate, probate and trust law section of the State Bar of Texas in 2005; recipient of the endowed Massey Teaching Excellence Award at the law school in 2006; the Outstanding Tax Lawyer award, presented by the taxation section of the State Bar of Texas in 2011; and in 2008, a group of students from the 1960s announced the establishment of the Stanley Johanson Chair for Teaching Excellence. Johanson has given BAR/BRI bar review lectures to students preparing for the bar examination in a number of states. His publications include: *Johanson's Texas Estates Code Annotated* (2014 - published annually since 1995); *Gilbert's Law Summary on Wills* (2010); *Wills, Trusts & Estates*, a law school casebook adopted at over 120 American law schools, (9th ed. 2013) (editor emeritus). Johanson is a life member of the American Law Institute, the American College of Tax Counsel, ACTEC, and the International Academy of Trust and Estate Counsel. He received a BS from Yale University, an LL.B. from the University of Washington School of Law, where he was editor of the *Washington Law Review*, and an LL.M. from Harvard Law School, where he was a teaching fellow from 1961 to 1963.

ROBERT S. KEEBLER, CPA, MST, AEP® (DISTINGUISHED)

Robert S. Keebler is a partner with Keebler & Associates. His practice includes family wealth transfer and preservation planning, charitable giving, retirement distribution planning, and estate administration. He has been named by *CPA Magazine* as one of the "Top 100 Most Influential Practitioners in the US" and one of the "Top 40 Tax Advisors to Know during a Recession." Keebler frequently represents clients before the national office of the Internal Revenue Service in the private letter ruling process and in estate, gift, and income tax examinations and appeals, and he has received more than 150 favorable private letter rulings including several key rulings of "first impression." He is the author of over 100 articles and columns and is the editor, author, or co-author of many books and treatises on wealth transfer and taxation. Keebler has recently been quoted in *The New York Times* in an article titled *The 1040 Blues*, where he provided insight on capital gains tax. He has been a speaker at national estate planning and tax seminars for over 20 years.

BERNARD A. KROOKS, JD, CPA, LL.M., CELA, AEP® (DISTINGUISHED) NOMINEE

Bernard A. Krooks is a founding partner of the law firm Littman Krooks LLP, chair of its elder law and special needs department, and is a nationally-recognized expert in all aspects of elder law and special needs planning. He is past president of the Special Needs Alliance, a national, invitation-only, not-for-profit organization dedicated to assisting families with special needs planning. Mr. Krooks is past president and fellow of the National Academy of Elder Law Attorneys, past chair of its tax section and past editor-in-chief of *NAELA News*, as well as a founding member and past president of its New York chapter and in 2008 received the chapter's Outstanding Achievement Award for his lifelong work on behalf of seniors and those with disabilities. Krooks is past chair of the elder law section of the New York State Bar Association and past editor-in-chief of its newsletter, *the Elder Law Attorney*. He is also a member of the trusts and estates law and tax sections of the New York State Bar Association and co-authored the chapter entitled "Creative Advocacy in Guardianship Settings: Medicaid and Estate Planning, Including Transfer of Assets, Supplemental Needs Trusts & Protection of Disabled Family Members" of its publication *Guardianship Practice in New York State* and its publication *Elder Law, Special Needs Planning and Will Drafting*. He serves on the editorial boards of *Exceptional Parent Magazine*, *Trusts & Estates* magazine, and Leimberg Information Services. Krooks, a sought-after expert on elder law, special needs planning and estate planning matters, has been quoted in many national publications, has presented at national educational conferences, has testified before the United States House of Representatives and the New York City Council on long-term care issues, and has appeared on many radio and national television programs. Krooks is past president of the Estate Planning Council of Westchester, serves on the advisory board of the NAEPC Education Foundation, and is a member of the New York City and Hudson Valley Estate Planning Councils.

ELIZABETH L. MORGAN, JD

Elizabeth L. Morgan is a partner at Akerman, LLP where her practice focuses on high-net-worth families and family offices in complex multi-jurisdictional tax, estate, and business planning matters. She assists clients in achieving their personal and professional goals through the use of innovative business planning and structuring techniques. Morgan concentrates on the tax consequences of outbound international transactions, with an emphasis on matters in Europe, the Pacific Rim, Asia, and the Caribbean. She also counsels clients in connection with expatriation and residency planning for federal tax planning purposes. A frequent author and speaker in the area of foreign trust planning and tax compliance, she has been quoted in various publications, including *The Wall Street Journal*, *Practical Accountant*, *Investments & Wealth Monitor*, and *Bloomberg Wealth Manager*. She is a contributing author (since 1995) and co-editor (since 2000) of the four-volume treatise, *Asset Protection: Domestic and International Law and Tactics*, published by Thomson/West Group and updated quarterly. Her 2003 article, *A Charging Order is the Exclusive Remedy Against a Partnership Interest: Fact or Fiction*, was quoted in the Florida Supreme Court dissenting opinion in *Olmstead v F.T.C.*, 44 So. 3d 76, Fla., 2010. Morgan received her BA from Baylor University and JD from the University of Texas School of Law.

JEFFREY N. PENNELL, JD

Jeffrey N. Pennell is the Richard H. Clark Professor of Law at Emory University School of Law in Atlanta. He is a member of the American Law Institute and an advisor for the *Restatements of Wills and Other Donative Transfers, and of Trusts*, a former member of the council of the Real Property, Trust Estate Section of the American Bar Association, an academic fellow and former regent of ACTEC, and an academician of The International Academy of Estate and Trust Law. His various publications include student & practitioner texts, tax management portfolios, articles, institute chapters, and he is the successor author of *Casner and Pennell on Estate Planning* (6th ed.).

THOMAS ROGERSON

Thomas Rogerson joined Wilmington Trust in 2011 with over three decades of experience in preparing families as wealth is transitioned from generation to generation. Earlier in his career, Rogerson served as director of financial/estate tax planning with Coopers Lybrand. He is an internationally known speaker on the topic of family governance and chosen as "top speaker" by the Deloitte Family Forum, Tiger 21 Exclusive Membership, and Schwab.

LEE J. SLAVUTIN, MD, CLU®, AEP® (DISTINGUISHED) NOMINEE

Lee J. Slavutin is a principal in Stern Slavutin 2, Inc., an insurance and estate planning firm in New York. He graduated from Monash University Medical School in Melbourne, Australia in 1974 and became a fellow of the Royal College of Pathologists of Australia and a diplomat of the American Board of Pathology in 1981. Slavutin left the practice of medicine in 1982 and entered the life insurance business in 1983. He is a member of AALU and MDRT. Slavutin has published over 160 articles on insurance and estate planning topics for CCH, Warren Gorham and Lamont, Practitioners Publishing Company, *New York Law Journal*, and others. He is a member of the CCH Estate and Financial Planning advisory board, and the tax advisory panels of PPC and Tax Hotline. He is the author of *PPC's Guide to Life Insurance Strategies*, 14th edition (2013), published by Thomson Reuters. Slavutin has spoken before many national, state, and local associations, as well as many New York accounting and law firms. He was also invited to testify before the New York State Senate on the effectiveness of the insurance rating firms and worked with the US. General Accounting Office on a similar project.

EDUCATIONAL PROGRAM

FRIDAY, NOVEMBER 7, 2014

- 6:30 am - 8:00 am** **Breakfast**
- 7:00 am - 7:50 am** **Sponsor Bonus Sessions**
Policy Valuation: A Key To Growing Your Business
Offered by: Coventry
PETER HERSHON
In an ever-changing environment, there are no guarantees that your client's financial plan will stay on course. Whether it is due to personal, estate, or business changes, a life insurance policy valuation resulting in a life settlement can be the solution that puts them back on track. Hershon will present ideas on using policy valuation as a valuable prospecting and client retention tool.
- 8:00 am - 8:45 am** **NAEPC Annual Awards Ceremony**
2014 Estate Planning Hall of Fame® Induction
2014 Hartman Axley Lifetime Service Award Presentation
- 8:45 am - 9:45 am** **Annual Update**
JEFFREY N. PENNELL, JD
Professor Pennell will provide an "up-to-the-minute" summary of recent decisions, rulings, regulations, and legislative developments that affect estate planning.
- 9:45 am - 10:45 am** **Tax Traps Involving Life Insurance**
LEE J. SLAVUTIN, MD, CLU®, AEP® (DISTINGUISHED) NOMINEE
Life insurance products are subject to unique tax rules (involving income, gift, estate, and generation skipping transfer taxes), and as many as four different parties are involved in the creation of one contract (insured, beneficiary, owner and premium payor). Unexpected tax consequences can arise when a policy is issued or transferred from one person or entity to another. This presentation will highlight some common tax traps so advisors will be sensitized to them and either avoid them or cure them when discovered.
- 10:45 am - 11:15 am** **Break**
- 11:15 am - 12:15 pm** **Reality of Sale: Dealing with the 10% Myth for Seeding Installment Note Sales to IDGTs and BDITs**
JEROME M. HESCH, MBA, JD, AEP® (DISTINGUISHED)
The problem of direct sales (recognition of gain, lack of basis adjustment for IRD items at death) can be avoided by sales to grantor trusts. It should be characterized as a "myth," the now-common folklore that there must be a 10% funding requirement for a grantor trust to purchase assets on an installment sale. It has taken on an aura of authority because it is easy to understand, but it is only a myth, and not a requirement of the law. This presentation will explain what the rules really are and why a private annuity may be advantageous for a healthy individual in some circumstances.
- 12:15 pm - 1:45 pm** **Lunch**
- 1:45 pm - 2:45 pm** **Supercharged Shelter Credit TrustSM vs. Portability: It's Not that Complicated to Choose the Best**
JONATHAN G. BLATTMACHR, ESQ., AEP® (DISTINGUISHED)
Portability, which is the capacity to have any unused estate tax exemption of the first spouse to die be "inherited" and be usable by the survivor, seems like a simple, easy to implement and use concept - just have the entire estate of the first spouse to die qualify for the marital deduction. Doing so is very complicated and rarely will be beneficial for the family, especially when compared to the Supercharged Credit Shelter TrustSM.
- 2:50 pm - 3:50 pm** **Some of the Best Charitable Planning and Estate Planning Ideas We See Out There in the New 2014 Tax Environment®**
S. STACY EASTLAND, JD, AEP® (DISTINGUISHED)
Eastland will discuss the comparative advantages and considerations of the following techniques to plan in the new transfer tax, income tax, and health care tax environment: sales to grantor trusts; formula defined value allocation assignments; contribution of a leveraged single member LLC to a GRAT; remainder purchase marital trusts; non-reciprocal trusts; sales to spousal grantor trusts; sales to QSSTs; sales to beneficiary grantor trusts; sales to self-settled trusts; creation of intentionally defective 2701 partnerships; the sale of preferred interests to a grantor trust to pay for life insurance; the discounted sale of the non-charitable interest in a CRUT to a grantor trust; the leveraged buy-out of a testamentary CLAT; and the contribution of preferred interests in FLPs to donor advised funds and CLATs.
- 3:50 pm - 4:05 pm** **Break**
- 4:05 pm - 5:05 pm** **Recent Developments Affecting the Estate Planning Practice**
STANLEY M. JOHANSON, JD, LL.M., AEP® (DISTINGUISHED)
Johanson will address recent legislation, regulations, cases, and rulings relating to estate tax, gift tax, and generation-skipping transfer tax, factors affecting the portability election and portability versus credit shelter trust, estate planning in a high-exemption world, how "repeal" of the federal estate tax (for 99% of clients) has turned the estate planning practice on its head, the importance of client review of existing estate plans, and planning to secure new basis at death.
- 5:05 pm - 5:15 pm** **Closing Remarks**



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PRESENTERS

SUSAN T. BART, JD

Susan T. Bart is a partner in the private clients, trusts & estates group of the Chicago office of Sidley Austin LLP. In 2013 she was named Reporter to the Uniform Law Commission Decanting Committee. Bart was named the Best Lawyers' 2011 Chicago trusts and estate Lawyer of the Year and was the recipient of the 2013 Austin Fleming Award from the Chicago Estate Planning Council, an award presented annually to a person highly regarded by practicing estate planners for his or her expertise in the field and who has made a significant contribution to the improvement of estate planning practices. In June 2013, she was named "Best in Wealth Management" at the Euromoney Legal Media Group's Second Annual American Women in Business Law Awards and has also been recognized by Chambers USA - America's Leading Lawyers for Business (2014) (fifth consecutive year). Bart is named in the 2014 Illinois Super Lawyers magazine as one of the top 50 women attorneys in Illinois, also named in the 2013 edition of *The Best Lawyers in America* in the area of trusts and estates, and was named by *Leading Lawyers* magazine in 2013 as one of the top ten women Consumer Lawyers in Illinois. She is a fellow and regent of ACTEC, former state chair for Illinois, and a former editor of the *ACTEC Journal*. She authored the book *Education Planning and Gifts to Minors* (Illinois Institute for Continuing Legal Education, "IICLE") (revised 2009), co-authored the award-winning book *Illinois Estate Planning Forms and Commentary* (IICLE, 2nd edition, 2005), and has written numerous articles. Bart received the 2012 Addis Hull Award for her contributions to IICLE's mission and efforts to provide superior legal education to the legal community. She writes a column for MorningstarAdvisor.com on their website entitled "529 Advisor." She is also a member of the board of trustees, chair of the academic affairs committee, and a member of the executive committee of Roosevelt University, Chicago, Illinois. Bart earned a JD, magna cum laude (Order of the Coif), in 1985 from the University of Michigan Law School where she was articles editor of the *Michigan Law Review*.

GERRY W. BEYER, JD, LL.M., JSD

Gerry W. Beyer joined the faculty of the Texas Tech University School of Law in June 2005 as the first holder of the Governor Preston E. Smith Regents Professorship. Previously, Beyer taught at St. Mary's University and has served as a visiting professor at several other law schools including Boston College, The Ohio State University, Southern Methodist University, the University of New Mexico, Santa Clara University, and La Trobe University (Australia). He is the recipient of dozens of outstanding and distinguished faculty awards including the Chancellor's Distinguished Teaching Award, the most prestigious university-wide teaching award at Texas Tech. He was also the recipient of the 2012-2013 Outstanding Researcher Award from the Texas Tech School of Law. As a state and nationally recognized expert in estate planning, Beyer is a highly sought after lecturer. He presents dozens of continuing legal education presentations each year for many state and local bar associations, universities, and civic groups. He is the editor of the most popular estate planning blawg in the nation which for the past four years has been named to the *ABA Journal's* Blawg 100. He has authored and co-authored numerous books and articles focusing on various aspects of estate planning, including a two volume treatise on Texas wills law, an estate planning casebook, and the *Wills, Trusts, and Estates* volume of the *Examples & Explanations* series. He has three times won awards from the American Bar Association's *Probate & Property* magazine for his writing and is one of the most often downloaded law authors on the Social Science Research Network. He is currently the editor-in-chief of the *REPL Reporter*, the official journal of the real estate, probate and trust law section of the State Bar of Texas. Beyer serves as a mentor to many students and various law school organizations as well participating regularly in pro bono activities. He is the advisor for the *Estate Planning and Community Property Law Journal* and its annual seminar. Beyer received his JD from The Ohio State University and his LL.M. and JSD degrees from the University of Illinois. He is a member of the Order of the Coif, an academic fellow of ACTEC, and a member of the American Law Institute.

JONATHAN G. BLATTMACHR, ESQ., AEP® (DISTINGUISHED)

Jonathan G. Blattmachr is a principal in Pioneer Wealth Partners, LLC, an independent wealth management firm that offers a comprehensive suite of advisory services to high-net-worth clients and families. He has over 35 years of experience in trust and estate law and is a retired member of Milbank Tweed Hadley & McCloy and the Alaska, California, and New York Bars. Blattmachr is recognized as one of the country's most creative trust and estate lawyers and writes and lectures extensively; he has authored or co-authored six books and over 500 articles on estate planning topics. He has served as a lecturer-in-law of the Columbia University School of Law and as an adjunct professor of law at New York University Law School in his masters in tax program. He is also a former chairperson of the trusts & estates law section of the New York State Bar Association, has served on several committees of the American Bar Association, is a fellow and a former regent of ACTEC and past chair of its estate and gift tax committee, has served as an advisor on The American Law Institute, *Restatement of the Law, Trusts 3rd*, as a fellow and director of The New York Bar Foundation, and is a fellow of the American Bar Foundation. Blattmachr graduated from Columbia University School of Law cum laude, where he was recognized as a Harlan Fiske Stone Scholar, and received his AB degree from Bucknell University, majoring in mathematics.

SAMUEL A. DONALDSON, JD, LL.M., AEP® (DISTINGUISHED)

Samuel A. Donaldson is a professor of law at Georgia State University in Atlanta, Georgia. Prior to joining the Georgia State faculty in 2012, he was on the faculty at the University of Washington School of Law for 13 years. During his tenure at the University of Washington, he was a five-time recipient of the Philip A. Trautman Professor of the Year award from the school of law's Student Bar Association, most recently in 2011. Donaldson served for two years as associate dean for academic administration and for six years as the director of the law school's graduate program in taxation. He teaches a number of tax and estate planning courses, as well as courses in the areas of property, commercial law, and professional responsibility. Donaldson is an academic fellow of ACTEC and a member of the Bar in Washington, Oregon, and Arizona. Among his scholarly works, he is a co-author of the West casebook, *Federal Income Tax: A Contemporary Approach*, and a co-author of the *Price on Contemporary Estate Planning* treatise published by CCH. Donaldson has served as the Harry R. Horrow Visiting Professor of International Law at Northwestern University and a visiting assistant professor at the University of Florida Levin College of Law. An amateur crossword constructor, his puzzles have been published in *The New York Times*, *The Los Angeles Times*, *The Chronicle of Higher Education*, *USA Today*, and other outlets. A perennial contender for *People* magazine's "Sexiest Man Alive" honor, Donaldson was recently notified by email of his selection to receive substantial sums of money from high-level Nigerian business officials in exchange for his bank account information. Donaldson received a JD from the University of Arizona and an LL.M. from the University of Florida.

S. STACY EASTLAND, JD, AEP® (DISTINGUISHED)

S. Stacy Eastland, a prominent lecturer throughout the country, is managing director at Goldman, Sachs & Co. in Houston, Texas. He joined the firm to expand the advisory team working with their private wealth clients. He currently works with private clients and their own advisors with their strategic wealth management plans, combining a variety of income tax, estate planning and gifting techniques. Prior to joining Goldman Sachs in October 2000, Eastland was a senior partner with Baker Botts, L.L.P. in Houston, Texas. Eastland received his BS from Washington and Lee and his JD from The University of Texas, both with honors. Eastland's professional associations include: membership in the International Academy of Estate and Trust Law; fellow of ACTEC (regent for 1992/1998 term); member of the American Bar Association (supervisory council member of the real property, probate and trust law section from 1990-1998); member of the Texas Bar Association (Texas Bar Foundation Fellow); and member of the Houston Bar Association (Houston Bar Foundation Fellow). He is listed in *Who's Who in America* and *The Best Lawyers in America* and has also been listed in *Town & Country* and in *Bloomberg Personal Finance* as one of the top trust and estate lawyers in the US. Articles about Eastland's planning ideas have also been featured in *Forbes* and *Fortune* magazines.

TODD A. FITHIAN

Todd Fithian is a 20-year veteran of the financial services industry. Following in the footsteps of three generations, he knew at an early age his calling was not only to work in the industry, but to work to improve it as well. A lifelong entrepreneur, Fithian formed his own wealth advisory firm in Boston soon after graduating from The University of Massachusetts, later joining forces with his late brother Scott to form The Legacy Companies, a professional training and consulting organization. Legacy's turn-key systems and processes are designed to enhance the way wealth advisors engage clients by clarifying first what and why a client wants to accomplish, before jumping into how to solve it. Fithian calls this "above the line conversations." He has consulted and trained thousands of advisors, several large financial institutions, and families in the United States, Canada, UK, and Australia in his unique approach to planning. Today, as the managing partner of Legacy, Fithian provides the vision and leadership for his team. In 2007, Fithian co-authored his first book *The Right Side of the Table: Where Do You Sit in the Minds of the Affluent* and in 2011 he wrote *The Future of You: Providing Clarity Where Life Intersects Wealth*, in collaboration with 19 members of his Legacy Wealth Coach network. His work has been published in several trade magazines and most recently *The Wall Street Journal* and *USA Today*. Fithian is nationally recognized for his contributions to the industry and is a frequent speaker at industry conferences. He currently serves as a board member of The American College, Chartered Advisor in Philanthropy® program and is president of the International Association of Advisors in Philanthropy.



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