

53rd Annual NAEPC

Advanced Estate Planning Strategies Conference

EDUCATION · COLLABORATION



TRUSTS &
ESTATES

Council Leadership Day 2016



The Star Spangled Banner Lyrics
By Francis Scott Key, 1814



**Oh, say can you see by the dawn's early light
What so proudly we hailed at the twilight's last gleaming?
Whose broad stripes and bright stars thru the perilous fight,
O'er the ramparts we watched were so gallantly streaming?
And the rocket's red glare, the bombs bursting in air,
Gave proof through the night that our flag was still there.
Oh, say does that star-spangled banner yet wave
O'er the land of the free and the home of the brave?**



**Oh! thus be it ever, when freemen shall stand
Between their loved home and the war's desolation!
Blest with victory and peace, may the heav'n rescued land
Praise the Power that hath made and preserved us a nation.
Then conquer we must, when our cause it is just,
And this be our motto: "In God is our trust."
And the star-spangled banner in triumph shall wave
O'er the land of the free and the home of the brave!**

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Welcome &
Opening Remarks
2016 President



Lawrence M. Lehmann, JD, CAP[®], AEP[®]

Lehmann, Norman & Marcus LLC

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With
Appreciation

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ChFC[®], AEP[®]

M. Eileen Dougherty,
CTFA, CFP[®], AEP[®],
ChFC[®]

S. Mark Alton, CFP[®],
ChFC[®], CLU[®], CAP[®],
AEP[®], MSFS, CPWA[®]

Jordon N. Rosen,
CPA, AEP[®]

Viren & Associates,
Inc.

Hawthorn - PNC
Family Wealth

The Armory Group
at Morgan Stanley
Wealth Mgmt

Belfint, Lyons &
Shuman, CPAs

PRESIDENT-ELECT

TREASURER

SECRETARY

PAST PRESIDENT

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MSFS, RHU, AEP[®]**
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AEP[®], CLTC, MA, LUTCF**
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Retiring OK
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Bessemer Trust Company, N.A.
Dallas, TX

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Cedar Rowe Partners
Atlanta, GA

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Wilmington, DE

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Management
Phoenix, AZ

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State Bank
Cleveland, OH

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AEP[®] (Distinguished), TEP**
South Dakota Trust Company, LLC
New York, NY

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Boston, MA

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AEP®, CSPG**

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Pasadena, CA

Lawrence J. Macklin, Esq., CPA, AEP®

U.S. Trust, Bank of America Private Wealth
Management
Baltimore, MD

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AEP®, TEP**

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Los Angeles, CA

Judith A. Saxe, JD, AEP®

Atlantic Trust Private Wealth Management
Boston, MA

John C. Scott, Jr., CPA, AEP®, CGMA

Anders CPAs + Advisors
St. Louis, MO

**Jeffrey M. Turner, CFP®, CLU®, ChFC®,
MBA, AEP®**

Continuum Planning Partners
Chattanooga, TN

Shane Westhoelter, AEP®, CLU®, LUTCF

Gateway Financial Advisors, Inc.
Dublin, CA

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PAST PRESIDENTS IN ATTENDANCE

Joanna Averett

Hartman Axley

Kathleen J. Belmonte

Herbert Chasman

Thomas M. Forrest

Michael W. Halloran

Clark B. McCleary

A. Stephen McDaniel

Jordon N. Rosen

Gregory E. Sellers

B. Michael Watkins

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WE APPRECIATE OUR VOLUNTEERS

A list of all volunteers,
sorted by committee,
can be found within the
“2016 Committee
Report Packet.”

National Association of
Estate Planners & Councils
2016 Committee Reports

The Association of Choice for Estate Planning Professionals

Distributed During Council Leadership Day
**53rd Annual NAEPC Advanced
Estate Planning Strategies Conference**
Litchfield Park, Arizona

November 16, 2016

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Retiring Board Member

Christopher P. Jakyma,
Esq., CTFA, AEP®



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Retiring Board Member

William D. Kirchick,
Atty, AEP®



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Retiring Board
Member

Jordon N. Rosen, CPA, AEP®



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Retiring Board

Member

Jeffrey M. Turner, CFP[®],
CLU[®], ChFC[®], MBA, AEP[®]



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NOMINATING COMMITTEE

Jordon N. Rosen, Chair

Joanna Averett

William D. Kirchick

Lawrence M. Lehmann

Gregory E. Sellers

Paul S. Viren



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DIRECTORS ·
TERM ENDING DECEMBER 2019

John T. Midgett
Category: Attorney

Michael R. Noland
Category: CLU[®]

Stacy C. Blomeke
Category: Philanthropy

Hal R. Terr
Category: CPA

Lawrence J. Macklin
Category: Trust Officer



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2017 EXECUTIVE COMMITTEE



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ChFC[®]

Hawthorn - PNC
Family Wealth

PRESIDENT-ELECT



S. Mark Alton, CFP[®],
ChFC[®], CLU[®], CAP[®],
AEP[®], MSFS, CPWA[®]

The Armory Group
at Morgan Stanley
Wealth Mgmt

TREASURER



John P. Garniewski, Jr.,
CPA/PFS, CFP[®], AEP[®]

Wilmington Trust
Company

SECRETARY

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2017

PRESIDENT

Paul S. Viren, CLU[®],
ChFC[®], AEP[®]



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IMMEDIATE

PAST PRESIDENT

Lawrence M. Lehmann,
JD, AEP[®]



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Walter Lee Davis, Jr.
Leonard H. Neiman

Council of Excellence Award

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5 STAR COUNCILS

- Small:** Estate Planning Council of Riverside County
Northwest Washington Estate Planning Council
- Medium:** Estate Planning Council of Eastern New York
New Orleans Estate Planning Council
- ExLarge:** Philadelphia Estate Planning Council



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COUNCIL OF EXCELLENCE RECIPIENTS

ExSmall: Estate Planning Council of San Bernardino

Small: Estate Planning Council of Bergen County, Inc.

Medium: Estate Planning Council of Central New York
Nassau County Estate Planning Council

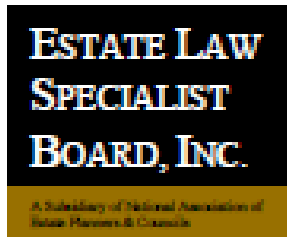
Large: Baltimore Estate Planning Council

ExLarge: Boston Estate Planning Council
Estate Planning Council of Cleveland



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NAEPC & YOUR COUNCIL,
PARTNERS IN EXCELLENCE •



52nd Annual NAEPC
Advanced Estate Planning
Strategies Conference

with Pre-Conference
Sessions for Council Leaders

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The Performance Continuum



Dysfunctional
Work Group

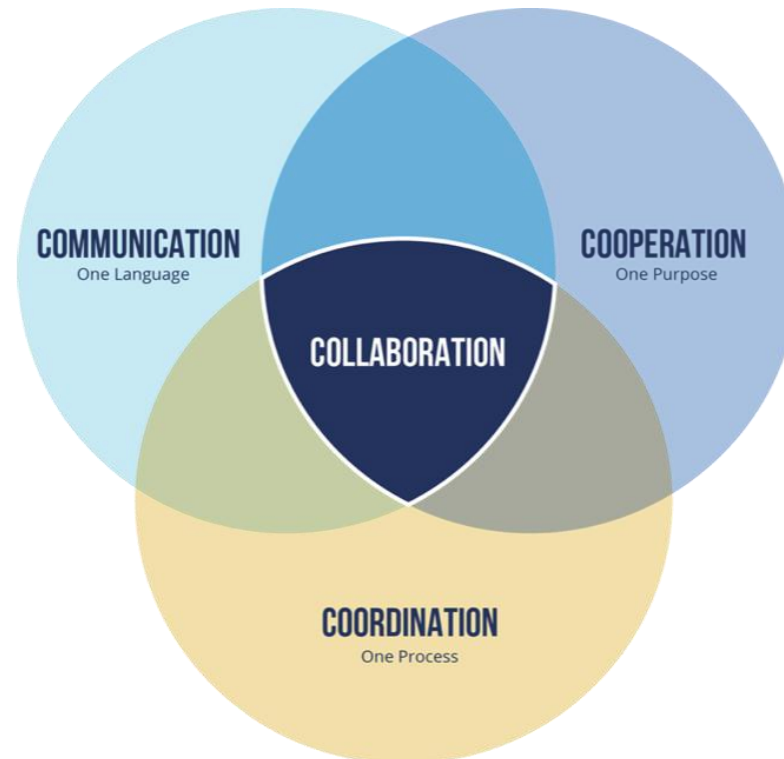
High-
Performance
Team

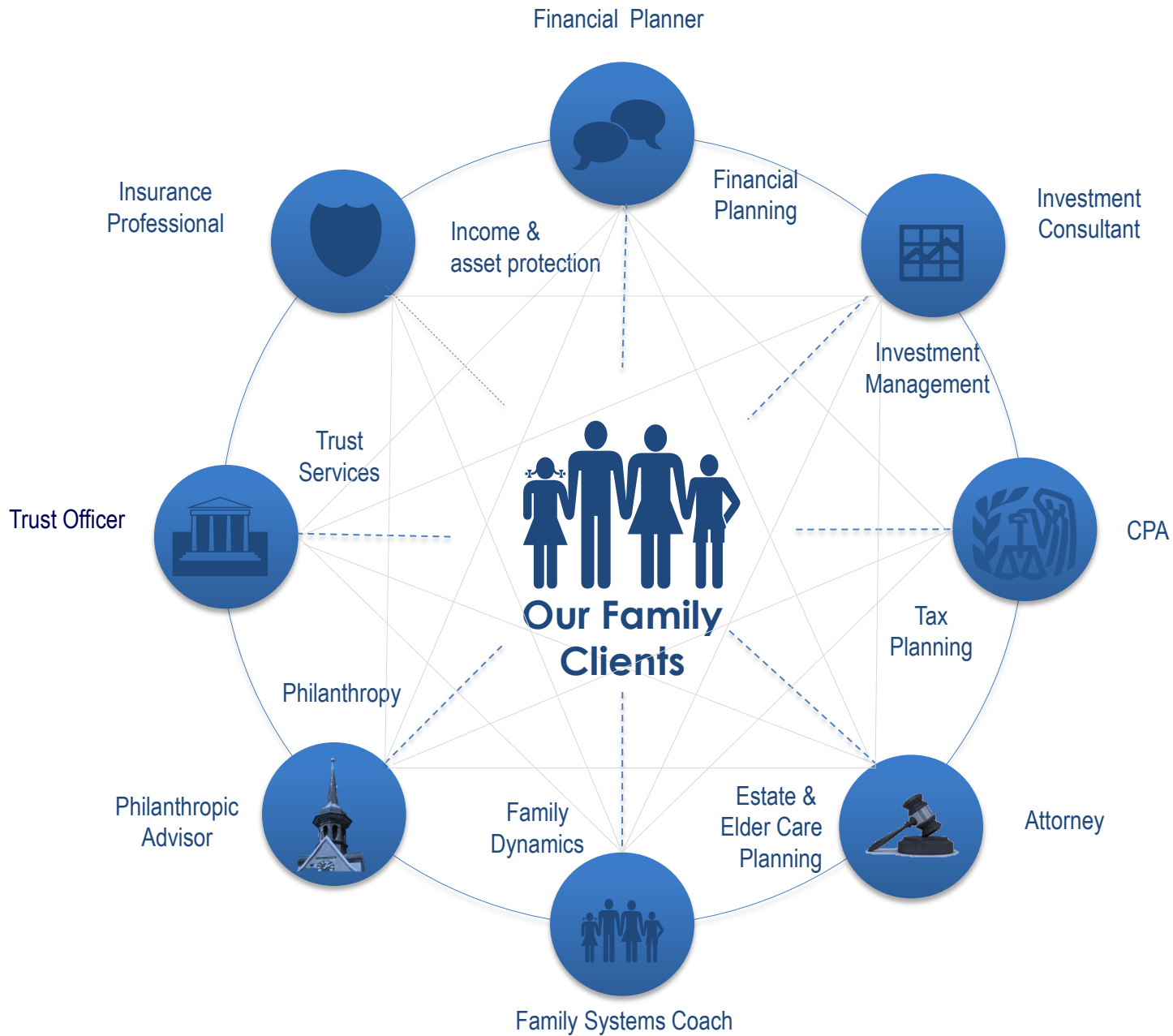
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NAEPC Model for Collaboration





The 5 Critical Best Practices

- The Initial Client Collaboration Conversation
- The Client Request of Other Advisors
- The Advisor-to-Advisor Introduction Meetings
- A Shared Planning Process
- The Client Recommendation Meeting

Source: NAEPC High Performance Teaming and Professional Collaboration White Paper

Download: <http://www.naepc.org/home/teaming>

The Five Dysfunctions of a Team



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Emotions Govern Work Systems



JUST DO IT.



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NAEPC Resources



The screenshot displays the top portion of the NAEPC website. On the left is the NAEPC logo, a gold key with a circular top, containing icons for a scale of justice, a book, and a graduation cap. To the right of the logo, the text reads "NATIONAL ASSOCIATION OF Estate Planners & Councils" in white and gold, with the tagline "The Association of Choice for Estate Planning Professionals" below it. Three blue buttons labeled "FOR PROFESSIONALS", "FOR COUNCILS", and "FOR THE PUBLIC" are positioned below the tagline. To the right of these buttons is a blue box with white text: "The NAEPC Education Foundation A 501(c)3 organization dedicated to increasing public awareness of the need for estate planning." A red arrow points from the "NAEPC Resources" title above to this text box. Below the blue box is a gold button labeled "GUIDE TO TEAMING". The navigation bar below features gold buttons for "Webinars & Education" and "Publications". On the right side, there is a "QUICK LINKS" section with a blue header and social media icons for LinkedIn, YouTube, and Email, preceded by the text "Follow Us:". A photograph of a woman speaking at a podium is visible on the far right of the header area.

NATIONAL ASSOCIATION OF Estate Planners & Councils
The Association of Choice for Estate Planning Professionals

FOR PROFESSIONALS FOR COUNCILS FOR THE PUBLIC

The NAEPC Education Foundation
A 501(c)3 organization dedicated to increasing public awareness of the need for estate planning.

GUIDE TO TEAMING

Webinars & Education Publications

QUICK LINKS

Follow Us: [in](#) [▶](#) [✉](#)

We believe in the team concept of estate planning.

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ACCREDITED ESTATE PLANNER®
DESIGNATION

THE
PREMIER
MULTI-DISCIPLINARY
GRADUATE LEVEL
DESIGNATION IN
ESTATE PLANNING

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ACCREDITED ESTATE PLANNER®
DESIGNATION REQUIREMENTS

License

Engagement & Experience

Professional Reputation & Character

Ethical Commitment

Dedication to the Team Concept

Continuing Education

Dedication to the Client

Affiliation

Annual Audit

Requirements Unique to Council Nomination

Experience (minimum 15 years)

Board Initiative / Resolution

“SOCIAL IN A BOX” Program

\$500 Stipend to Host Informational Event

NAEPC Support/Assistance Available

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PARTNERS IN EXCELLENCE •
PROGRAMMING RESOURCES



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with Pre-Conference
Sessions for Council Leaders

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NAEPC Speakers Bureau

The NAEPC Online Speakers Bureau offers a variety of presenters who have expressed an interest in speaking to your affiliated local council. Each speaker listing includes contact information, a list of topics, total presentations per year, requirements, years of experience, and a list of the speaker's expertise. Please contact the speaker directly to obtain information regarding availability or fees.

YEARLY
"NO-CHARGE"
SPEAKERS

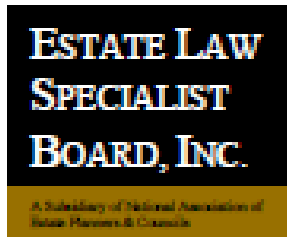
In addition to this resource, NAEPC offers each affiliated local council on speaker each year at no charge through the "No-Charge Speaker Program." A full packet of information can be downloaded [HERE](#). The participating speakers are either current board members of NAEPC or past presidents and will offer both a technical presentation and a bit about NAEPC.

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PARTNERS IN EXCELLENCE •
RESOURCES FOR COUNCIL MEMBERS



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**Estate Planners
& Councils**

Local Council Web Site Program

Bruce Newburger

NAEPC Webmaster

Robert P. Goodman

Web Committee Chair

Chris Jakyma

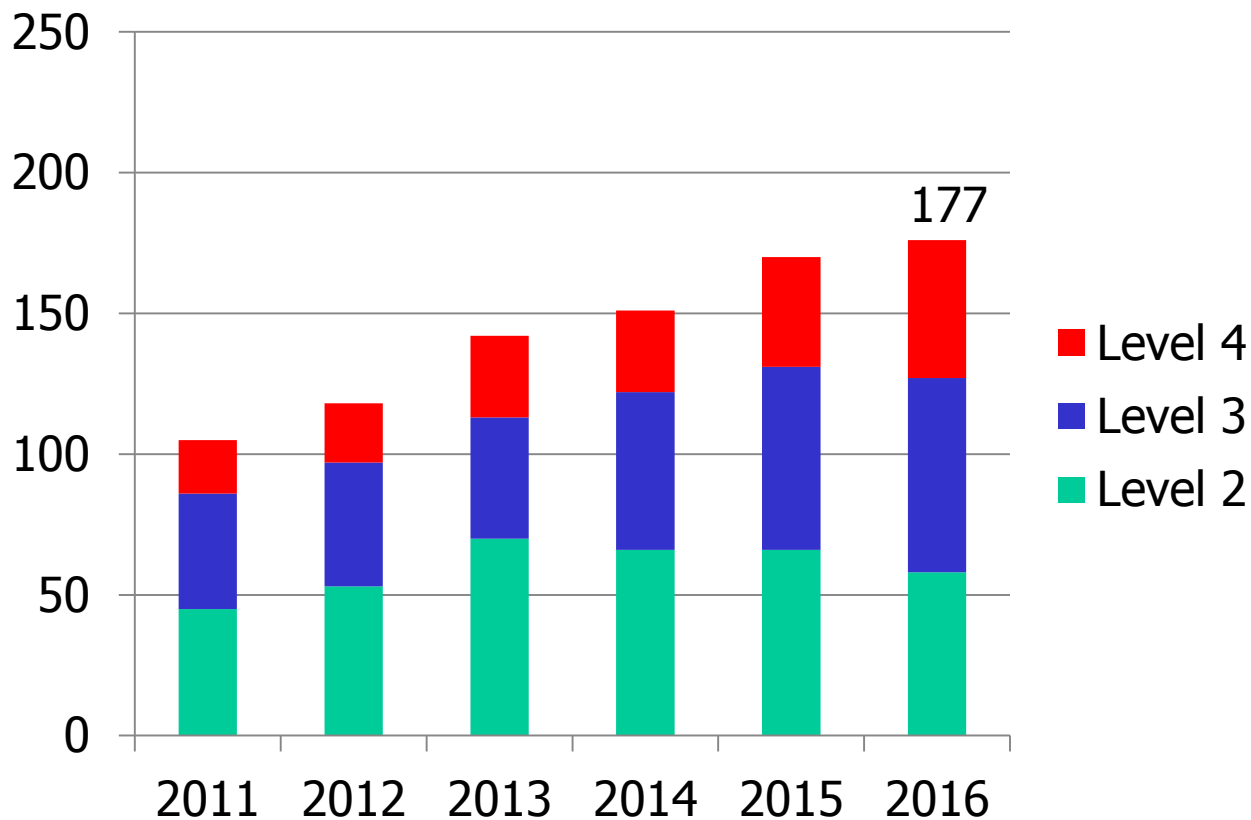
Web Committee Chair





Participating Councils

NATIONAL ASSOCIATION OF
**Estate Planners
& Councils**



Of 270 Affiliated Councils



New Features for 2016

- Overall themes:
 - Member self-management
 - Website as definitive council management tool
- Admin functions for Event RSVP
- Member functions for Event RSVP
- Use email address as usernames
- Communications predefined groups for active members of each discipline
- Continued conversions to Modern Template design



Admin functions for Event RSVP

- Manually create an RSVP (if member sends a check or pre-pays for all events)
- Edit any existing RSVPs
- Record show/no-show status for each attendee
- See all activity for one member
- Cancel an RSVP
- For Level 3+ councils only



Member functions for Event RSVP

- View his RSVPs
- Edit his RSVPs
- Cancel an RSVP, subject to that council's cancellation policy:
 - Never allow
 - As long as registration is open
 - Until the day of the event
 - Until ___ days before the event
 - Level 4 site can refund money too!
- For Level 3+ councils only



Use email address as username

- Less for members to remember
- Encourages logging in for self-management functions
- Admin can opt into this policy
- Converter will alert admin to any conflicts
- Each member must have a unique email address, and no blanks!
- All new councils use this policy



NATIONAL ASSOCIATION OF
**Estate Planners
& Councils**

Modern Template: Modern Blue

www.test-it.council.naepc.org/events

CITIZENS-UNION
Since 1851 SAVINGS BANK

EBPC ESTATE PLANNING COUNCIL OF THE MIDWEST CITY MEMBERS LOGIN

HOME EVENTS ABOUT DIRECTORY MEMBERSHIP **CONTACT**

Contact Us

UPCOMING EVENTS

NEXT MEETING:



December 1, 2015
Monthly Luncheon
Bruce Newburger
[See Event Details](#)

December 15, 2015
Haoopy Hour

Event Calendar

November 18, 2015	NATIONAL EVENT: 52nd Annual NAEPC Advanced Estate Planning Strategies Conference with pre-conference sessions for Estate Planning Council Leaders - November 18th - 20th, 2015
December 1, 2015	Monthly Luncheon
December 9, 2015	NATIONAL EVENT: NAEPC Webinar: Estate and Asset Protection Planning for Retirement Benefits
December 15, 2015	Haoopy Hour
February 1, 2016	Annual Goldenzweig Lecture

[View Past Events](#)

www.test-it.council.naepc.org/council/contact

68 more councils need to convert by end of 2016!



2017 Enhancements

- Management functions for Member Renewal
- Revamp of Interactive Membership Form
 - Members can pick from council's own disciplines
 - Council can write its own questions
- Communications:
 - Clearer calls to action (RSVP buttons)
 - Sending to a few members, or non-member lists
- Override "Next Meeting"



Program Levels

- Options for council administrators:
 - Link to external site
 - Level 1: Directory listing on NAEPC.org
 - Level 2: Standard Site (\$800/year)
 - Level 3: Deluxe Site (\$1,200/year)
 - Level 4: w/Pay. Processing (\$1,600/yr)

- **2016-17 Promotion:** 50% off first-year fee for new site or upgrade costs.



Web Site Support Contacts



- First contact is NAEPC staff:
councilservices@naepc.org
– **Sarah Butterfield**
- You may hear back from Bruce Newburger:
webmaster@naepc.org
- Council admin session later this morning at 10:30 am
- Bruce available for appointments all afternoon Wednesday and morning Thursday