

NATIONAL ASSOCIATION OF ESTATE PLANNERS & COUNCILS

YEARLY NO-CHARGE SPEAKER PROGRAM

The “No-Charge” speaker program is one of the most valuable benefits offered by NAEPC. The individuals noted below have agreed to speak (within noted guidelines)... **WITH THEIR HONORARIUM WAIVED!** Each speaker will present an educational topic, speak to the benefits of being a member of NAEPC, and current NAEPC board members may also be available to attend a board meeting to discuss the benefits of NAEPC affiliation in more detail. **Councils are permitted to use one webinar in place of an in-person speaker, see page 4 for details.** Councils must submit their enrollment/registration form to NAEPC rather than contacting speakers directly.



Please note that programs are not available during the week of the Annual NAEPC Advanced Estate Planning Strategies Conference, scheduled from November 6 - 9, 2018, and may be limited near the Regional Leadership Day programs, the time leading up to the conference and during peak professional seasons.

Additional programming resources offered by NAEPC are available at <http://www.naepc.org/affiliated-councils/speakers-bureau>.

· Available Speakers

**S. Mark Alton, CFP®, ChFC®, CLU®, CAP®,
AEP®, MSFS, CPWA®**
Syracuse, NY
current executive committee

Kit Mac Nee, CFP®, CRPC®, AEP®
Pasadena, CA
current board of directors

**Hartman Axley, CLU®, ChFC®, JD, CFP®, MSFS, RHU,
AEP® (Distinguished) Nominee**
Denver, CO
past president & current board of directors

**Clark B. McCleary, CLU®, ChFC®, MSFS,
AEP® (Distinguished)**
Houston, TX
past president

Joseph V. Falanga, CPA, AEP®, TEP
New York, NY
past president

A. Stephen McDaniel, JD, AEP®, EPLS
Memphis, TN
past president

Thomas M. Forrest, TO, AEP® (Distinguished)
Wilmington, DE
past president

Jordon N. Rosen, CPA, MST, AEP®
Wilmington, DE
past president

**Michael W. Halloran, CFP®, CLU®, ChFC®, RICP
AEP® (Distinguished)**
Jacksonville, FL
past president

Susan P. Rounds, JD, CPA, LL.M. (taxation), AEP®, TEP
Los Angeles, CA
current board of directors

Lawrence J. Macklin, Esq., CPA, AEP®
Baltimore, MD
current board of directors

Paul S. Viren, CLU®, ChFC®, AEP®
Spokane, WA
immediate past president





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

Availability: Programs up to 8 hours in length

Topics: The Fountain of Abundance: Finding Meaning and Purpose in Your Life, and Making a Difference in the Lives of Those You Care Most About; Exit by Design: A Collaborative Approach to Business Succession and Strategic Exit Planning; Purposeful Planning: Multi-generational Family Wealth Preservation and Slaying the Shirtsleeves Dragon; High Performance Teaming and Professional Collaboration: The NAEPC Model for Collaboration; Family Systems Theory: A Primer on the Emotional Process Governing Families of Wealth, Family Enterprises and Professional Advisor Teams; Case Studies in Collaboration; Extraordinary Leadership: Developing Strong Leaders and Effective Governance Structures; The Five Dysfunctions of the Family: Family Governance and Dynamics Challenges and Opportunities; Progress by Design: A Comprehensive and Integrated Approach for Helping Families Flourish; and Family Wealth Systems: A Systems-Based Approach to Family Wealth Management

Mark has been advising multi-generational families of wealth and family enterprises since 1991. He currently serves as President-Elect of NAEPC and past chair of its Advanced Estate Planning Strategies Conference and and the Multi-Disciplinary Teaming and Professional Collaboration Committees. He also currently chairs the Synergy Summit, a unique organization whose delegates come from the leadership of the major legal, accounting and financial service organizations in the country, including two sections within the ABA, two sections within the American Institute of Certified Public Accountants, the National Academy of Elder Law Attorneys, the National Association of Estate Planners & Councils, the Society of Financial Service Professionals, The American Association of Attorney-Certified Public Accountants, the Partnership for Philanthropic Planning, and the Society of Trust and Estate Practitioners.





Hartman Axley, CLU®, ChFC®, JD, CFP®, MSFS, RHU, AEP® (Distinguished) Nominee

Availability: Programs up to 1.5 hours in length

Topics: History of Estate Planning and the Team Concept of Estate Planning; Conflict of Laws in Estate Planning; Injury to Senior Citizens; and Team Concept and Collaboration

Hart is the longest-serving member of the NAEPC board and a past president and current participant on many committees of the association. In addition, he created the NAEPC logo key that contains four icons representing attorneys, accountants, trust officers and insurance & financial planning professionals. NAEPC presented Hartman Axley with the Hartman Axley Lifetime Service Award at the 41st Annual Conference in Atlanta in October, 2004, received in recognition of his many years of dedicated service, both to the field of estate planning and the NAEPC. He is often noted to be the "heart" of the NAEPC and has been active in every facet of the association during his lengthy term of service.

In "retirement" Hart continues to support NAEPC; NAIFA-Denver; the Rocky Mountain Chapter of SFSP; the Statutory Review Committee of the Colorado Bar Association by reading all introduced bills on insurance and estate planning and testifying on the "unintended consequences" therein; the Producers Advisory Counsel to the Colorado Insurance Commissioner; and AALU similarly pointing out "unintended consequences" on the congressional level by continuing communication with Colorado's two U.S. Senators and seven U.S. Representatives.



Joseph V. Falanga, CPA, AEP®, TEP

Availability: Programs up to 2 hours in length

Topics: Leveraging Wealth Transfer: from the Simple to Sublime; GRATs & Sales to Trusts; Fiduciary Accounting; Income in Respect of a Decedent

Joe is a managing director of UHY Advisors NY, Inc., and licensed as a CPA in the state of New York. He boasts more than 30 years of professional experience dedicated to serving the personal tax and financial needs of high net worth family groups, closely held businesses, and individuals. His focus includes tax planning and compliance for high net worth families and individuals, representing clients before the Internal Revenue Service and New York State, litigation support, estate & trust planning and administration, charitable planning and administration, family and business succession and governance, international trusts and estate compliance, closely held/private owned companies, and family held real estate companies. Joe holds a BBA in accounting from Pace University, an MBA from Fordham University, and is a Trust and Estate Professional (TEP) designee as offered by STEP. Joe was the 2011 president of the National Association of Estate Planners & Councils and was the inspiration behind the "Falanga Fun Run", now held each year at the annual conference.



Thomas M. Forrest, TO, AEP® (Distinguished)



Availability: Programs up to 2 hours in length

Topics: Why Delaware? (Asset Protection, Dynasty, Total Return); Moving Trusts: Which Jurisdiction is Best – Roadblocks & Challenges; Changing Situs – Pros & Cons of Trusts Reformations, Decanting, Merger or Non-Judicial Settlement?

Thomas M. Forrest is president & CEO of U.S. Trust Company of Delaware. He is past president and founder of the personal trust division for Charles Schwab Bank in Wilmington, Delaware, a personal trust office he opened and staffed in 2007. Before joining Charles Schwab, Tom was co-founder, president and CEO of U.S. Trust Company of Delaware. He joined U.S. Trust Company in 1999 and opened the U.S. Trust office in Delaware in 2000, which he managed through 2007. Tom was vice president and manager of the trust tax and financial planning division for Wilmington Trust Company for 18 years. He is a past president of the NAEPC and Delaware Estate Planning Council, past treasurer of the Delaware Society of CPAs and past chairman of its tax committee. Tom is a past board member of the Society of Financial Service Professionals, Delaware chapter, and has served as a board member of the Philadelphia Estate Planning Council. Tom serves on the board of the Delaware Bankers Association, is a past president of the Bank and Trust Tax Association of Mid-Atlantic States, a member of the American Institute of CPAs, The Delaware Society of CPAs, and The Wilmington Tax Group. Tom is past board member of Autism Delaware and immediate past chairman of the Mary Campbell Center Foundation. While with Wilmington Trust, Tom assisted the IRS with the development of fiduciary income tax returns on magnetic media, becoming the first bank in the country to file fiduciary income tax returns in this manner. Tom has lectured extensively to professional groups on a variety of tax and estate planning topics nationwide.

· Special Webinar Opportunity!

Tired of the same meeting format?

Considering new programming ideas?

Trying to engage younger members?



Why not consider adding a webinar or two? Programming is consistently noted as a key component to member satisfaction, growth, and retention and distance-learning programs are a great way to bring your EPC high-caliber speakers with little or no cost and to appeal to a new group of members. The Robert G. Alexander Webinar Series is available to councils for live or on-demand* group showings. Councils have reported offering the webinars as a regular part of their schedule, for special “meet up” brown bag events, and even as a free member benefit or special program for AEP® designees.

Councils can opt to take advantage of either one in-person speaker **or** one group webinar in the Robert G. Alexander Webinar Series! A full listing of past and upcoming programs can be found at <http://www.naepc.org/events/webinar>. Please indicate your webinar preference on the enrollment/registration form.

**Programs can be shown at a date and time chosen by the council as long as it is at least 48 hours after the live broadcast.*





Michael W. Halloran, CFP®, CLU®, ChFC®, RICP, AEP® (Distinguished)

Availability: Programs up to 4 hours in length

Topics: Domestic Asset Protection Trust; BDIT's - Beneficiary Defective Inheritor's Trust; Grantor Retained Annuity Trusts; Charitable Remainder Trusts; Charitable Lead Trusts; Due Diligence in Choosing a Life Insurance Policy; Trust Owned Insurance Policies; Financed Life Insurance with Exit Strategies; Social Security Options for Those Nearing Retirement

Michael W. Halloran is a wealth management advisor with Northwestern Mutual Investment Services LLC and is an Estate Strategies Group Advisor and a member of Northwestern Mutual's Estate Business Planning specialist study group; he has been in the financial services industry for over 40 years. Mike carries securities registrations 1, 8, 63, and 65 and, along with his team, has a vibrant practice managing over \$225 million of client assets. A graduate of Florida State University and The American College, his approach to financial planning involves analyzing, planning, and implementing customized strategies and while he remains committed to providing comprehensive, integrated financial plans that reflect the clients' values and support their lifelong goals, his true passion lies within estate and business planning for individuals and businesses. Mike has received several industry awards and has been featured in national publications including *National Underwriter*, *Capital Executive*, *New York University Review*, *Money*, *Life Association News*, *Life Insurance Selling*, *USA TODAY*, *New York Times*, *Chicago Tribune*, *Congressional Quarterly*, and *Dow Jones News*, and speaks regularly throughout the United States on a variety of topics. He was inducted into the NAEPC Estate Planning Hall of Fame® in November 2015 and was honored with the Accredited Estate Planner® (Distinguished) designation at that time. Mike taught at the University of North Florida for 14 years. He is a past president of NAEPC, the Estate Planning Council of Northeast Florida, and the Jacksonville Association of Insurance and Financial Advisors, has served as a national director of the Society of Financial Service Professionals, and is a past member of the board of directors of the Florida Association of Insurance and Financial Advisors. He currently serves Physicians Nationwide as its executive director and is involved on various other community organizations. In his spare time, Mike enjoys running, public speaking, and going to Disney theme parks with his wife Sue.





Lawrence J. Macklin, Esq., CPA, AEP®

Availability: Programs up to 3 hours in length

Topics: Most estate planning-related topics, including: Life Insurance Efficiency Planning; An Analysis of Proposals Using Life Insurance: What Works, What May Not Be as Effective as Promoted, and What Does Not Work (recently given at the Notre Dame Tax and Estate Planning Institute); Enhancing Estate Planning with Derivatives; The Partnership Freeze as an Alternative to a GRAT/SIDGT; Important Issues in Modern Trust Design; (councils are welcome to work with Mr. Macklin to choose a topic best suited to their program)

Lawrence J. Macklin is a managing director and wealth strategist with U.S. Trust, Bank of America Private Wealth Management. He coordinates the development and delivery of innovative strategies and solutions for high net worth individuals and families in the areas of single stock concentrations, estate and wealth transfer planning, charitable giving and retirement, income tax, business succession and stock option planning. He also works closely with clients and their outside advisors to provide specialized wealth management and fiduciary services. Mr. Macklin began his tax and estate planning career in 1982 and joined U.S. Trust in 1994. Prior to joining U.S. Trust, he was associated with Venable LLP, a national law firm, as well as the accounting firm of Price Waterhouse. Mr. Macklin has served as an adjunct professor of law at Stevenson University (formerly Villa Julie College) in Baltimore, Maryland and as an adjunct professor of taxation in the graduate business program at The Johns Hopkins University. He has written for *Tax Management's Estate, Gift, and Trust Journal*, the *Journal of Wealth Management*, *The Practical Tax Lawyer* and various newsletters on tax and estate planning matters and has been quoted in *Entrepreneur*, *Financial Advisor*, and other publications. He has lectured for the Notre Dame Tax and Estate Planning Institute, various Estate Planning Councils, the Trust and Estate Study Group of the Maryland Bar, Pennsylvania Bar Institute, the Marcus Evans Private Banking Forum, Information Management Network, Financial Research Associates and Lorman Education Services. Mr. Macklin has also served as a recurring lecturer for the continuing professional education programs sponsored by the Maryland Association of Certified Public Accountants and the District of Columbia Institute of Certified Public Accountants.





Kit Mac Nee, CFP®, CRPC®, AEP®

Availability: Programs up to 2 hours in length

Topics: Charitable Remainder Trusts; Behavioral Finance; Social Security; and Protecting Yourself from Identity Theft

We all need accurate information and dependable relationships. That's true no matter what we're looking for, and it's especially true when it comes to financial planning. Kit's clients trust her for two main reasons: They know she cares and they value her experience. This personal-professional combination gives her clients more confidence. We all seek out experts for important parts of our life. It's about more than just money. Her expertise is about conditioning your financial life for strength, health and endurance. Kit joined Morgan Stanley as a Financial Advisor in Pasadena, CA in 2013. Prior to joining Morgan Stanley, she was with Merrill Lynch Wealth Management for nearly nine years.

On her way to becoming a CERTIFIED FINANCIAL PLANNER™, Kit served a community foundation in Southern California as its Director of Gift Planning. She worked with donors and local charitable organizations to gain philanthropic assets that would provide a legacy of financial resources. Today, she uses her financial-planning proficiency to serve as a volunteer, board member, and consultant to guide families and charities toward more secure financial futures.

Kit raised three children, all now grown and leading fulfilling lives in different parts of the United States. She loves traveling to visit family, including trips to Detroit, her original hometown. She lives in Santa Monica, California and travels throughout Southern California and the U.S. to support clients as well as the community groups she works with. Her volunteer work continues as a board member for the NAEP, Girl Scouts San Geronimo Council, and St. Barnabas Senior Services. Kit is a graduate of the University of Minnesota, Carlson School of Management, earned the Certified Specialist in Planned Giving® from California State University Long Beach, American Institute of Philanthropy in 2001, and became a CERTIFIED FINANCIAL PLANNER™ and Accredited Estate Planner® designee in 2013.





Clark B. McCleary, CLU®, ChFC®, MSFS, AEP® (Distinguished)

Availability: Programs up to 2 hours in length

Topics: What I Would Want to Know About the Life Insurance Business if I Didn't Already Know It (Or at Least Thought I Did!); Life Insurance Issues From ATRA 2012 through the 2017 Tax Cuts and Jobs Act

Clark B. McCleary has been the recipient of a number of industry awards during his 50 years as a life insurance agent. He has spoken in more than half the states on life insurance issues and practice enhancement strategies. Clark was national president of the Society of Financial Service Professionals in 1999-2000 and was the first recipient to receive that organization's newly created Kenneth Black Leadership Award in 2006. He is a member of two NAEPC councils in Houston and is a past-president of the Houston Business and Estate Planning Council. The NAEPC honored Clark in 2006 by naming him a Distinguished Accredited Estate Planner® and electing him to the Estate Planning Hall of Fame®. Clark is past president of NAEPC having served in that role in 2012.

A special note about Clark's presentation... A few years ago Clark was asked to speak at his affiliated local estate planning council, the Houston Business and Estate Planning Council, for the fourth time during his 30 years of membership. He was uncertain what subject matter he should cover that the audience would find fresh and interesting, so he decided to let the membership determine his content. Clark emailed 15 members, five in each of the attorney, CPA and trust officer categories, and asked what issues they would like to hear him address. The response level was extremely high and well defined, which allowed Clark to construct a presentation that was very well received. He has continued to make that presentation, slightly modified over the years to keep up with the times, because the non-insurance and financial planning members request it.



A. Stephen McDaniel, JD, AEP®, EPLS

Availability: Programs up to 2 hours in length

Topics: Utilizing Disclaimers to Fix what is Broken; The Changing World of Estate Planning – It's Not About Taxes Anymore and this is Not Kansas; Fiduciary Liability – Why You Don't Want to be a Trustee

A. Stephen McDaniel is a partner in the law firm of Williams McDaniel PLLC in the Memphis, Tennessee, office. Mr. McDaniel formerly served as an attorney with the Internal Revenue Service. He has served for over 25 years as an adjunct professor at the University of Memphis School of Law and has taught estate and gift taxation, estate planning, trust law, and insurance law. Steve is one of 22 Tennessee Certified Estate Planning Specialists. Mr. McDaniel was named by *Worth* magazine as one of the top 100 estate planning attorneys in the country. Most recently he was again included in the current edition of *Best Lawyers in America* and was named by *Tennessee Business* magazine as one of the top 150 attorneys in the State of Tennessee. Mr. McDaniel is the past president (2004) of the NAEPC, past president of the Memphis Estate Planning Council, and a member of the Memphis Bar Association and the Tennessee Bar Association. He is a fellow in the Memphis and Shelby County Bar Foundation.





Jordan N. Rosen, CPA, MST, AEP®

Availability: Programs up to 2 hours in length

Topics: Navigating the Basis Consistency Regulations; How to Navigate the 3.8% Investment Income Surtax; Year-end Tax Planning for Individuals, Businesses, Estates and Trusts; Post Mortem Tax Elections; Navigating the Portability Election; Planning for Estates Under \$10 Million; Individual, Estate and Trust Provisions of the Tax Cuts and Jobs Act; Business Changes of the Tax Cuts and Jobs Act; Understanding and Application of the Flow-Through 20% Qualified Business Income Deduction

Jordan N. Rosen is the director of estate and trust services at the Wilmington, Delaware CPA firm of Belfint, Lyons & Shuman, P.A. He is a frequent national, regional and local speaker on income, trust and estate tax topics and has published more than 100 articles on tax related topics both locally and nationally. Jordan currently serves as past president of NAEPC and is also a member and past president of the Chester County Estate Planning Council and the Estate Planning Council of Delaware.



Susan P. Rounds, JD, CPA, LL.M. (taxation), AEP®

Availability: Programs up to 2 hours in length

Topics: Business Succession; Family Dynamics and Governance, Collaboration

Susan has over 25 years' experience serving clients of Big Eight Accounting, private law practice and global financial institutions in the areas of tax and estate planning, business succession, risk management, philanthropy, family dynamics and family governance. A frequent speaker, she has made presentations from New York to LA and Hawaii to Alaska on the topics of Estate Planning, Philanthropy, Business Succession, Family Dynamics and Governance, and Collaboration.

Teaching highlights include law school and college courses in estate and gift tax, income tax, financial accounting, business law, and auditing and all parts of the Becker Professional CPA Review Course. Susan also served as a faculty member for the NYU Summer Institute on Taxation and the Hawaii Tax Institute. Her articles have been featured in leading publications such as *Trusts and Estates Magazine*, *The Journal of Practical Estate Planning*, and *The Journal of Private Wealth Management*.

For fun, Susan sits on the Board of Directors for the National Association of Estate Planners and Councils and serves as Editor for the *Journal of Estate and Tax Planning*.





Paul S. Viren, CLU®, ChFC®, AEP®

Availability: Programs up to 1 hour in length

Topics: Beneficiary Designations – How to Get Back at Your Family! ; Digital Assets and What a Practical Planner Can Do. The Sandwich Generation – Issues Dealing with Parents and Children; Four Case Studies that Challenge Every Estate Planner; The Death of Long-Term Care Insurance and Now What Do We Do? Term Life Insurance – the Real Story and What All Advisors Need to Know; Planning for the 99% - An Overview of Risk Management for All Our Clients

Owner and president of Viren and Associates, Inc., an independent financial services firm based in Spokane, Washington, Paul has been providing a broad range of services to his clients for 20 years. His firm has coined the phrase “Clear Solutions for the Chapters of Your Life”, which is the essence of his work. Whether planning and saving for retirement, building a business, providing employee benefits, protecting hard earned assets, paying for children’s college or investing, each of us goes through unique chapters in life and every chapter has a financial aspect. Paul is a graduate of Whitworth University in Spokane, Washington and has received his credentials from the American College as a Chartered Life Underwriter and Chartered Financial Consultant. He is registered as an Investment Advisor Representative along with securities registrations 6, 7, 24, 63, and 65, held at LPL Financial and life and health insurance.

In 2011, he was nominated by his peers in the Spokane Estate Planning Council to be recognized as an Accredited Estate Planner®. He works with his spouse, Beth, and together they have built a successful practice of financial planning, managing \$200 million in brokerage and advisory assets as of December 31, 2016. They also provide services to employers and individuals for retirement plans, health insurance, life, disability and long-term care protection strategies. He is the past president of the Spokane Estate Planning Council, served as the President of the National Association of Estate Planners and Councils in 2017, is an active member with Spokane Rotary Club 21 and has served on many boards and civic groups in the community. Paul is an avid backpacker and runner, loves to “turn” wooden pens from exotic wood from around the world, and wine tasting...not at the same time!

Securities offered through LPL Financial, Member FINRA/SIPC, Investment Advice offered through Viren and Associates, Inc., a registered investment advisor and separate entity from LPL Financial.

Paul Viren is registered to transact securities business with residents of the following states: AZ, CA, CO, FL, ID, IL, MT, NV, NY, OH, OR, TX, VA, WA.



· How Does the In-Person Program Work?

- ⌘ One presentation or webinar per council is available (September 2018 – August 2019)
- ⌘ Councils must adhere to the timing restrictions provided by the speaker.
- ⌘ **Specific presentation dates will be accepted at the time of application, but are not guaranteed. NAEPC will work with speaker to gauge his/her availability.**
- ⌘ Council is responsible for speaker's travel and lodging expenses.
- ⌘ All expenses to produce the meeting (print, postage, food, audio-visual, continuing education, etc.) are the sole responsibility of the Council. **Speaker will not be responsible for printing or shipping costs to prepare outlines, presentations, etc.**
- ⌘ Council must allow speaker minimal time to offer a brief description of the programs and services available to members of the NAEPC and/or to distribute information.
- ⌘ Council is welcome to invite speakers who are currently on the NAEPC board to attend a board meeting.
- ⌘ Once awarded, Council agrees to notify the speaker and NAEPC immediately if plans change and the program will not be offered.
- ⌘ Once awarded, it is the responsibility of the Council to handle all arrangements with the speaker / speaker's representative.
- ⌘ All presentations will be awarded on a first come, first served basis.

After submitting page 12 of this packet via email to eleanor@naepc.org, a representative from the NAEPC will email the council contact with availability for the speaker. If the speaker is available, the council will be supplied with contact information for the chosen presenter. The council should then reach out to the speaker to confirm date and time arrangements within 30 days of receipt. Please call Eleanor M. Spuhler at the NAEPC office with any questions. Thank you!

National Association of Estate Planners & Councils

1120 Chester Avenue, Ste. 470
Cleveland, OH 44114
866-226-2224
admin@naepc.org · www.NAEPC.org



• NAEPC “No Charge” Speaker Request Form

Return this page to
eleanor@naepc.org

Council Name _____

Contact Name _____

Contact Position within Council (circle one): Administrator Officer Board Member Other

Contact Phone _____ Contact Email _____



• We would like take advantage of a webinar instead of an in-person presentation and prefer the following program (see page 4 for more information)

Speaker Choice <i>(options recommended)</i>		Presentation Date <i>(options recommended)</i>	Meeting Time	Presentation Length
	S. Mark Alton			
	Hartman Axley			
	Joseph V. Falanga			
	Thomas M. Forrest			
	Michael W. Halloran			
	Lawrence J. Macklin			
	Kit Mac Nee			
	Clark B. McCleary			
	A. Stephen McDaniel			
	Jordon N. Rosen			
	Susan P. Rounds			
	Paul S. Viren			

