The NAEPC Foundation
& National Association of Estate Planners & Councils

47TH ANNUAL CONFERENCE

NOVEMBER 17-
NOVEMBER 19
2010
SAN DIEGO, CA

Back to the Future:
Planning for 2011 and Beyond

National Association of Estate Planners & Councils 47TH Annual Conference

November 17-19, 2010 – San Diego, CA – Phone: 866-226-2224 – Fax: 216-696-2582 – www.NAEPC.org – conference@NAEPC.org

This conference is paper-light!
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 FOR REGISTRANT

AFFILIATED LOCAL ESTATE PLANNING COUNCIL

❑ I have read and understand the continuing education credit and refund policies.

Registration must be postmarked prior to October 18, 2010 to be included in the roster of attendees and to avoid the $50 late fee.

COMPANION FULL NAME & NICKNAME

COMPANION STREET ADDRESS

COMPANION CITY, STATE & ZIP

COMPANION PHONE

COMPANION EMAIL

Make check payable and mail to:

The NAEPC 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

Please check all that apply:

- ❑ Affiliated Local Council Administrator (no charge)
- ❑ Affiliated Local Council Board Member
- ❑ Affiliated Local Council Member
- ❑ NAEPC Member At-Large
- ❑ NAEPC Past President (no charge)
- ❑ Honoree

REGISTRATION DISCOUNTS

$50 early bird discount applies to registrations received prior to September 30, 2010 (see fee computation below). An additional $50 discount is available to AEP® designees approved after 11/15/2009 or any AEP® who has not previously attended an annual conference.*

	Member	Non-member
Council Leadership Day Package	$750	N/A
Conference Educational Package	$650	$700
3-day Companion Registration Package	$375	
2-day Companion Registration Package	$325	

Council Leadership Day Package — Includes Council Leadership Day sessions, technical education sessions, presentation material, conference breakfasts & luncheons, the Wednesday evening welcome reception & the Thursday social event.

Conference Educational Package — Includes the Wednesday evening welcome reception, technical education sessions, presentation material, conference breakfasts & luncheons & the Thursday social event.

3-day Companion Registration Package — Includes conference breakfasts, the Wednesday-Friday companion tours, the Wednesday evening welcome reception & the Thursday social event.

2-day Companion Registration Package — Includes conference breakfasts, the Thursday-Friday companion tours, the Wednesday evening welcome reception & the Thursday social event.

**A $50 late fee will be applied to ALL registrations postmarked on or after October 18, 2010.*

❑ I am a ***Council Leadership Day Package*** Registrant
- ❑ I will attend the welcome reception on Wednesday, November 17, 2010
- ❑ I will participate in the 6:00 am Fun Run on Thursday, November 18, 2010
- ❑ I will attend the social event on Thursday, November 18, 2010
- ❑ I have chosen a technical education breakout session from the shaded box below
- ❑ I will attend the volunteer event on Saturday, November 20, 2010

❑ I am a ***Conference Educational Package*** Registrant
- ❑ I will attend the welcome reception on Wednesday, November 17, 2010
- ❑ I will participate in the 6:00 am Fun Run on Thursday, November 18, 2010
- ❑ I will attend the social event on Thursday, November 18, 2010
- ❑ I have chosen a technical education breakout session from the shaded box below
- ❑ I will attend the volunteer event on Saturday, November 20, 2010

❑ I am a ***3-day Companion*** Registrant
- ❑ I will attend the tour on Wednesday, November 17, 2010
- ❑ I will attend the welcome reception on Wednesday, November 17, 2010
- ❑ I will participate in the 6:00 am Fun Run on Thursday, November 18, 2010
- ❑ I will attend the tour on Thursday, November 18, 2010
- ❑ I will attend the social event on Thursday, November 18, 2010
- ❑ I will attend the tour on Friday, November 19, 2010
- ❑ I will attend the volunteer event on Saturday, November 20, 2010

❑ I am a ***2-day Companion*** Registrant
- ❑ I will attend the welcome reception on Wednesday, November 17, 2010
- ❑ I will participate in the 6:00 am Fun Run on Thursday, November 18, 2010
- ❑ I will attend the tour on Thursday, November 18, 2010
- ❑ I will attend the social event on Thursday, November 18, 2010
- ❑ I will attend the tour on Friday, November 19, 2010
- ❑ I will attend the volunteer event on Saturday, November 20, 2010

Fee Computation

Primary Registrant Fee	______
Less $50 discount if postmarked by 9/30/10	______
Less $50 AEP® Discount (see above)	______
Companion Registrant Fee	______
Subtotal	______
$50 late fee if postmarked later than 10/18/10	______
TOTAL ENCLOSED	______

Technical Education Breakout Session Choice

Friday, November 19, 2010

11:15 am - 12:15 pm Selection

______ What's It Worth?
Life Insurance Policy Valuation
______ GST Planning In Uncertain Times

SAN DIEGO, CA – GENERAL INFORMATION

San Diego is renowned for its idyllic climate, 70 miles of pristine beaches and a dazzling array of world-class family attractions. The city offers an expansive variety of things to see and do, appealing to guests of all ages from around the world. San Diego's arts and culture and culinary arts are booming! Balboa Park, the largest urban cultural park in the United States, is home to 15 museums, numerous art galleries, beautiful gardens, the Tony Award-winning The Globe Theatres and the world-famous San Diego Zoo. San Diego County offers 92 golf courses and a variety of exciting sports, gaming casinos, a dynamic downtown district, annual special events, multicultural festivals and celebrations, colorful neighborhoods, a rich military history, and much more.

WEATHER & ATTIRE

The average daily high temperature in the area in November is 69 degrees and the average daily low temperature is 52 degrees. The Thursday evening social event is partially outdoors and attendees are encouraged to prepare appropriately.

Recommended conference attire is business casual.

LODGING INFORMATION

The conference is headquartered at the Hyatt Regency Mission Bay. A stunning transformation brings the epitome of California coastal chic to this San Diego hotel, with incredible ocean views, waterfront dining, a contemporary poolside lounge, an eco-friendly spa, and redesigned guest rooms. Guests will delight in a water playground with three new pools, waterfront health club, and a full-service marina.

A block of rooms has been reserved for conference attendees with a special rate of $199/night (single/double) plus applicable taxes. Reservations must be made by 10/18/10 to guarantee the group rate. To reserve, visit the "conferences" page of www.naepc.org or call 888-421-1442 and reference group code "NAEPC".

The special rate of $199 includes complimentary guestroom internet, self-parking, and access to the fitness center.

PROGRAM MATERIALS & ROSTER OF ATTENDEES

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

- A CD that contains a full outline for each presentation (advance access will also be available online and communicated to all registered attendees via email)
- An abbreviated outline in the conference registration binder
- MP3 version of the program (post-conference)

All registrants are encouraged to bring a laptop computer to the conference to access the materials on the CD.

TRANSPORTATION INFORMATION

RENTAL CAR — NAEPC has arranged for special discounts with Hertz for car rentals in San Diego from 11/8/10 – 11/27/10. Visit www.naepc.org to make your reservation or call 800-654-2240 and reference CV#03WB0006 to obtain the special group rate.

SHUTTLE SERVICE — NAEPC has secured a $2 one way/$4 round trip discount for those that choose to use Super Shuttle. Book online at www.naepc.org, or by calling 800-BLUEVAN and referencing group code DSW5A.

AIRLINE – Attendees traveling via airline are encouraged to utilize San Diego International Airport.

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 30, 2010. Registrants who cancel between October 1, 2010 and October 31, 2010 will forfeit a $100 administrative fee. No refunds will be granted on or after November 1, 2010.

CONTINUING EDUCATION CREDIT INFORMATION

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

Continuing education credit is administered by the Society of FSP.

The following credit has been requested in all states: insurance, legal, accounting, CFP®, CTFA and PACE for Thursday, November 18, 2010 and Friday, November 19, 2010. 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.

The conference offers up to 12 hours of continuing education credit (more legal credit may be available from the state bar associations). Individual states determine the total number of credits awarded.

To check your state's credit approvals go to www.financialpro.org/public/ce_list.cfm and click on "NAEPC".

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 12 specialized knowledge & applications credit hours. The 47th 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.

VOLUNTEER EVENT INFORMATION

Just in time for Thanksgiving, NAEPC and The NAEPC Foundation will be teaming up with the Jackie Robinson Family YMCA to help the organization prepare for their annual Turkey Project! This event provides 800 San Diego families with Thanksgiving dinner groceries each year. NAEPC volunteers will assist in sorting and packing bags of donated groceries for the recipient families.

The event will take place from approximately 9:00 am - 3:00 pm with breakfast, lunch, and transportation provided. All participants must be registered in advance and your desire to do so can be communicated on the registration form or via email to conference@naepc.org. Local conference participants are also welcome to attend.

The Turkey Project will be the 4th Annual NAEPC / The NAEPC Foundation volunteer experience. The organization takes great pride in offering our volunteer hours each year in conjunction with the annual conference. Past projects include a Habitat for Humanity build in New Orleans in 2007, packing food boxes at St. Mary's Foodbank in Phoenix in 2008, and teaming up with Keep Nassau Beautiful for a clean up of American Beach on Amelia Island in 2009.

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

WEDNESDAY, NOVEMBER 17, 2010

JULIAN, CALIFORNIA – 8:30 am – 4:00 pm
WWW.JULIANCA.COM

Attendees will spend the day at this premier mountain getaway just an hour east of San Diego in the beautiful Cuyamaca Mountains. Entering the city is like taking a step back in time to the days of the 1870's gold rush. This tour will allow participants to get away from the hectic rush of city life and discover the charms of Julian… all while enjoying the fabulous pie the city is famous for!

Guests will arrive in Julian at approximately 9:30 am and will have time on their own for shopping, sightseeing, and lunch. At 12:30 pm the group will head over to Smith Ranch for a 1 ½ hour Julian Train & Gold Mine tour to experience the historic side of Julian while riding on an 18" gauge mining train. Beautiful scenery abounds on the mile-long round trip over two trestle bridges and a 225 degree curve. Participants will disembark at a real 1870 gold rush mine and be offered time to explore!

The weather in Julian in November is unpredictable and can be cool, please plan accordingly.

THURSDAY, NOVEMBER 18, 2010

OLD TOWN SAN DIEGO – 9:30 am – 4:00 pm
WWW.OLDTOWNSANDIEGOGUIDE.COM

Considered the "birthplace" of California, scarcely more than one mile in length and one-half mile in width, Old Town encompasses most of the important aspects of San Diego's early history.

The village of historic Old Town offers plenty to do and see, including shops, restaurants, historical structures and museums, as well as a delightful mix of ambiance, quaint sidewalk shops, live music, and entertainment.

Attendees will begin their day with a tour of the Whaley House, rumored to be one of the most haunted buildings in the county. At the conclusion of the tour of Whaley House, participants will be on their own to explore the many offerings of Old Town San Diego.

FRIDAY, NOVEMBER 19, 2010

BALBOA PARK – 9:00 am – 4:00 pm
WWW.BALBOAPARK.ORG

Balboa Park is our nation's largest urban cultural park. Home to 15 major museums, renowned performing arts venues, beautiful gardens, and the San Diego Zoo, the park has an ever-changing calendar of museum exhibitions, plays, musicals, concerts, and classes - all in the beautiful and timeless setting of this must-see San Diego attraction.

Balboa Park is also well known for the lush landscaping and lovely gardens on its 1,200 acres, offering a magnificent backdrop for the cultural attractions. The park was ranked among the best parks in the world by the Project for Public Places in 2003 for its mixture of horticulture and art and culture.

All participants will be provided with a one-day pass that allows guest admission to any four participating attractions on Friday, November 19, 2010 (San Diego Zoo excluded). Attendees are encouraged to visit the Balboa Park website in advance to plan their visit.

MCAS MIRAMAR

Thursday evening social event
Flight Deck Visit & Social at Marine Corps Air Station Miramar

THURSDAY, NOVEMBER 18, 2010 – 6:00 pm – 10:00 pm

All attendees must be registered by Thursday, November 11, 2010 and must bring valid photo identification to enter the base.
Please see additional special information below.

Since the dawn of aviation, MCAS Miramar has been the most well-known military air station in the world. From Charles Lindbergh's flight tests on the Spirit of St. Louis, to the world conditions of today, Miramar has been in the forefront. With the release of the movie *Top Gun*, Miramar gained fame with the general public. Cutting edge technology, history, honor, and muscle make MCAS Miramar simply unparalleled.

NAEPC's night at MCAS Miramar begins as the buses approach the base. First stop, security check point! Marine Corps military police will perform their duties to ensure the integrity of the base and the safety of all guests.

Marine Corps Officers will board our motor coaches and offer their stories of "soaring the skies" as the group heads toward an actual working hangar. Once at the hangar, attendees will get a close up view of the Marine Corps' most technologically advanced equipment while a pilot shows you around their aircraft and answers questions. Photos are permitted.

From there it's time for some "R&R" at the MCAS Miramar Officers' Club. Through the doors of this legendary club walk the very finest military aviators in the world. Food stations will offer dinner and guests will have an opportunity to explore the facility. You may even see some familiar sights from the movie *Top Gun*!

SPECIAL INFORMATION –
- guests will not be permitted to enter the base without a valid drivers license / passport
- U.S. citizens must register to attend by Thursday, November 11, 2010
- non-U.S. citizens must register to attend by November 1, 2010 and must contact the NAEPC office prior to doing so
- local attendees are not permitted to drive directly on to the base and must take the bus to and from Hyatt Regency Mission Bay
- additional event-only tickets may be purchased by phoning the NAEPC office

All participation by the United States Marine Corps is based on availability, current security status, world crisis conditions, and operational readiness demands. NAEPC reserves the right to relocate this event based on Marine Corps direction.

COUNCIL LEADERSHIP DAY PROGRAM

WEDNESDAY, NOVEMBER 17, 2010

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 Foundation annual business meetings and committee updates, while afternoon sessions are committed 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 overcome the struggles, and deliver valuable benefits to your members.

It is the NAEPC's belief that an important part of leadership development and knowledge lies within council staff. As such, administrators (paid council staff) are encouraged to attend the Council Leadership Day activities at no charge.

COUNCIL LEADERSHIP DAY SCHEDULE*

7:30 am - 8:30 am

Breakfast

8:30 am - 12:00 pm

NAEPC & The NAEPC 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

12:00 noon - 1:00 pm

Lunch

1:00 pm - 5:00 pm

Council Leadership Sharing Sessions
Administrator Development Sessions
General Recap

5:00 pm - 7:00 pm

Welcome reception for all attendees and registered companions

** A detailed final schedule will be distributed to Council Leadership Day Package attendees at the conference.*

PROGRAM

WEDNESDAY, NOVEMBER 17, 2010

5:00 pm – 7:00 pm
Welcome reception for all attendees and registered companions

THURSDAY, NOVEMBER 18, 2010

6:00 am
Fun Run & Walk
Join fellow conference attendees for an energizing start to the 47th Annual Conference technical program! This two mile run/walk is sure to start your day off on a healthy foot!

7:00 am – 8:00 am
Breakfast

8:15 am – 9:15 am
Recent Developments
Howard M. Zaritsky, JD, LL.M, AEP® (Distinguished)
Mr. Zaritsky will discuss the cases, rulings, regulations, and legislation from the past 12 months that are of particular importance to estate planning professionals. Illustrations of several of the major developments will be offered within the conference materials.

9:20 am – 10:20 am
Perpetual Dynasty Trusts: Tax Planning and Jurisdiction Selection
Richard W. Nenno, TO, JD, AEP® (Distinguished)
Mr. Nenno will address the federal transfer and federal income-tax attributes of perpetual dynasty trusts, factors for clients to consider in choosing a jurisdiction for a new trust, a client's freedom to choose a jurisdiction for such a trust, and the ability of courts to disregard that selection. He will also address ethical and practical concerns, relocating existing trusts, and the creation of dynasty trusts by nonresident aliens of the United States.

10:20 am – 10:50 am
Break

10:50 am – 11:50 am
The Care and Feeding of GRATs
Carlyn McCaffrey, LL.B., LL.M., AEP® (Distinguished)
Ms. McCaffrey will focus on best practices for structuring and administering grantor retained annuity trusts. Particular consideration will be given to recent and/or proposed legislation affecting the governing instrument requirements for qualified GRATs.

11:50 am – 1:15 pm
Lunch

1:15 pm – 2:15 pm
Recent Wealth Transfer Developments
Jeffrey N. Pennell, JD
Professor Pennell will explore with the audience current cases, legislation, regulations, and rulings of significance to estate planners with an eye to their practical significance in everyday planning and drafting. Audience participation will be encouraged and the session will seek to extrapolate on the law as it is developing in situations that have not yet tested the boundaries.

2:20 pm – 3:20 pm
Elder Law & Estate Planning – Oil and Vinegar?
Bernard A. Krooks, JD, CPA, LL.M, CELA, AEP®
It is estimated over 40 million Americans have disabilities, one in seven. As our population ages, it is anticipated an even higher percentage of our population will have a disability. In this climate, planning for seniors and individuals with disabilities takes on increased importance in our estate planning practice. Government healthcare benefits are becoming more difficult to access and insurance companies are getting tougher in their willingness to pay claims. Utilizing various elder law planning techniques, Mr. Krooks will show you how to access government-financed health care while preserving the family nest egg. Moreover, the quality of life of the family member with disabilities will be improved. Pertinent tax considerations will be discussed, including how to balance long-term care planning with traditional tax planning for the high net worth client.

3:20 pm – 4:00 pm
Break

4:00 pm – 5:00 pm
The Use of Private Premium Funding in Planning with ILITs and BDITs
Lawrence Brody, JD, LL.M., AEP® (Distinguished)
This presentation will review the legal and tax consequences of using private premium funding to pay premiums on trust-owned life insurance. Private premium funding includes both private premium financing and private split dollar transactions, with both irrevocable life insurance trusts (ILITs) and beneficiary defective inheritors trusts (BDITs).

6:00 pm – 10:00 pm
Conference Social Event (included in registration fee)
Flight Deck Visit & Social at Marine Corps Air Station Miramar
Please see companion program page for special information about this event.

PRESENTERS

LAWRENCE BRODY, JD, LL.M., AEP® (Distinguished)
Lawrence Brody is a partner of Bryan Cave LLP and resident in the St. Louis office. He is a member of its Private Client Service Group and Technology, Entrepreneurial & Commercial Practice Client Service Groups. He is an adjunct professor at Washington University School of Law, teaching estate planning and drafting, a visiting adjunct professor at the University of Miami School of Law, teaching a course on life insurance, and is the author or co-author of numerous articles and books on the use of life insurance in estate and employee benefit planning, including two BNA Tax Management Portfolios, two books for National Underwriter and a number of volumes in the ABA Insurance Counselor Series. Mr. Brody is a member of both the American College of Trust and Estate Counsel and The American College of Tax Counsel, is a frequent participant at ALI-ABA programs, Society of Financial Service Professionals programs & teleconferences and has spoken at all major life insurance industry programs. He is a member of the advisory committee for the Heckerling Institute on Estate Planning and a member of the editorial boards of BNA's Estates, *Gifts and Trusts Journal*, and the Society of Financial Service Professional's *CLU Journal.*

SAMUEL A. DONALDSON, JD, LL.M.
Samuel A. Donaldson is associate dean and a professor at the University of Washington School of Law. The former director of the law school's graduate program in taxation, Professor Donaldson teaches a number of tax and estate planning courses, as well as courses in the areas of property, commercial law and professional responsibility. Professor Donaldson is a four-time recipient of the Philip A. Trautman Professor of the Year award from the School of Law's Student Bar Association. He is currently Of Counsel with the Seattle office of Perkins Coie LLP and is an academic fellow of the American College of Trust and Estate Counsel. Professor Donaldson is the author of the Thomson-West casebook, *Federal Income Taxation of Individuals*, a co-author of the *Price on Contemporary Estate Planning* treatise published by CCH, and of *Federal Wealth Transfer Taxes*, a reference published by Thomson-West. Professor 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*, and *USA Today*. Professor 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.

TERRI L. GETMAN, JD, CLU®, ChFC®, AEP® (Distinguished)
Terri L. Getman received her undergraduate degree from the College of William and Mary and her JD from Drake University School of Law and has pursued a career in financial services. Early in her career she helped to co-found a financial planning firm recognized by *Money* as one of the most respected firms in the United States. For the next 20 years she held various management positions in the advanced marketing area with large insurance carriers. Ms. Getman served on the Society of Financial Service Professional's national board of directors, has chaired a number of its national committees and is currently chair of the estate section. Ms. Getman is a member of the LIMRA Advanced Sales Committee and AALU Business Insurance and Estate Planning Committee. Ms. Getman frequently speaks to industry groups and contributes to insurance industry publications.

ROBERT S. KEEBLER, CPA, MST, AEP® (Distinguished)
Robert S. Keebler is a partner with Baker Tilly Virchow Krause, LLP. He was named by *CPA Magazine* as one of the Top 100 Most Influential Practitioners in the United States and one of the Top 40 Tax Advisors to Know During a Recession. Mr. Keebler is the past editor-in-chief of CCH's magazine, *Journal of Retirement Planning*, and a member of its financial and estate planning advisory board. His practice includes family wealth transfer and preservation planning, charitable giving, retirement distribution planning, and estate administration. Mr. Keebler frequently represents clients before the national office of the Internal Revenue Service in the private letter ruling process, as well as in estate, gift, and income tax exemptions and appeals and has received over 150 favorable private letter rulings, including several key rulings of "first impression." Mr. Keebler is the author of over 75 articles and columns and editor, author or co-author of many books and treatises on wealth transfer and taxation. He is a member of the editorial board of the Society of Financial Service Professional's *Keeping Current* series, and co-author of the *Warren, Borham & Lamont Treatise Irrevocable Trusts / Analysis with Forms*. He is a featured columnist for CCH's *Taxes Magazine* – "Family Tax Planning Forum," Steve Leimberg's "News of the Week Newsletter" and the Bureau of National Affairs Tax Division. Mr. Keebler also had his "Is that Your 'Final' Answer" article published in *Tax Management Compensation Planning Journal*. He is frequently quoted in national publications as well as local and regional newspapers. Mr. Keebler graduated (cum laude) from Lakeland College with a degree in accountancy and the University of Wisconsin-Milwaukee with a masters in taxation.

AL W. KING, III, JD, LL.M., AEP® (Distinguished)
Al W. King, III is the co-founder, co-chairman and co-chief executive officer of South Dakota Trust Company, LLC, South Dakota Planning Company, LLC and the Estate Planning Institute. Mr. King is a member of the editorial board of *Trusts & Estates Magazine*. He is also a member of several groups and organizations including the Society of Trust and Estate Professionals, the International Association of Advisors in Philanthropy, New York Philanthropic Advisors Network and the Fairfield County and New York City Estate Planning Councils. He is frequently published and quoted by several publications on various estate planning topics and addresses many professional organizations, special interest groups, and general audiences on the subject of estate and financial planning. Mr. King received a bachelor of arts cum laude from Holy Cross College, a JD from Syracuse University Law School and an LL.M. in tax law from Boston University School of Law.

BERNARD A. KROOKS, JD, CPA, LL.M, CELA, AEP®
Bernard A. Krooks is a founding partner of the law firm Littman Krooks LLP and chair of its elder law and special needs department. Mr. Krooks is immediate past president of the Special Needs Alliance, a national, invitation-only, not-for-profit organization dedicated to assisting families with special needs planning. He is also past president, fellow, past chair of the tax section, past editor-in-chief of *NAELA News*, all with National Academy of Elder Law Attorneys. Mr. Krooks is a founding member and past president of the New York chapter of NAELA and in 2008 received its Outstanding Achievement Award for his lifelong work on behalf of seniors and those with disabilities. Mr. Krooks is past chair of the elder law section of the New York State Bar Association, member of the Trusts and Estates Law Section and Tax Section and past editor-in-chief of the *Elder Law Attorney*, the newsletter of its elder law section. In addition, he is a former member of the NYSBA House of Delegates and he served on its special committee on multi-disciplinary practice. Mr. Krooks serves on the editorial boards of *Exceptional Parent Magazine, Trusts & Estates Magazine*, and *Leimberg Information Services*, has been quoted in many national publications and testified before the United States House of Representatives and the New York City Council on long-term care issues. He also has appeared on Good Morning America Now, National Public Radio, CNN, PBS, NBC, and CBS evening news, as well as numerous cable television and radio shows. Mr. Krooks is president of the Westchester County Estate Planning Council, a member of the advisory board for The NAEPC Foundation, and a member of the New York City and Hudson Valley Estate Planning Councils. Mr. Krooks is a fellow of the American College of Trust and Estate Counsel and serves on its elder law committee. He is an adjunct professor at NYU Center for Finance, Law & Taxation, and is a member of the NYU Institute on Federal Taxation Advisory Board. He is listed in the *Best Lawyers in America, Who's Who in America*, The New York Area's Best Lawyers, *New York Magazine* and *New York Times*, and the Top 25 Westchester, New York Super Lawyers.

CARLYN MCCAFFREY, LL.B., LL.M., AEP® (Distinguished)
Carlyn McCaffrey is a partner and chair of Weil, Gotshal & Manges' estate planning practice group and an adjunct professor of law at New York University School of Law and the Miami Law School. Ms. McCaffrey is a fellow and a past president of the American College of Trust and Estate Counsel, a fellow of the American College of Tax Counsel, a member of the International Academy of Trust and Estate Counsel and a member of the Joint Editorial Board for Uniform Trust and Estate Act, of the National Conference of Commissioners on Uniform Laws. In addition, she is a past member of the Council of the Real Property Probate and Trust Section of the American Bar Association, the former chair of the section's Generation-Skipping Transfer Tax Committee, a member of the tax section of the New York State Bar Association and the former co-chair of the section's Estates and Trusts Committees and a member of the advisory committee of the Heckerling Institute on Estate Planning. Ms. McCaffrey frequently lectures on subjects relating to tax law, trusts and estates, foreign trusts and matrimonial law, writes extensively on these topics, and is the co-author of *Structuring the Tax Consequences of Marriage and Divorce*.

PROGRAM

FRIDAY, NOVEMBER 19, 2010

7:00 am – 8:00 am
Breakfast

8:00 am – 8:30 am
NAEPC / The NAEPC Foundation Annual Awards Ceremony

8:30 am – 9:30 am
Oshins 11, Thinking Outside the Box:
Why Conventional Thinking Might Not Always Be Best for Your Client
Richard A. Oshins, JD, LL.M., MBA, AEP® (Distinguished)
Mr. Oshins will address 11 ideas or refinements of popular wealth planning strategies, many of which are counter-intuitive, which should be considered for your clients. Topics include trusts, discounting, FLPs, life insurance, wealth shifting, and wealth preservation.

9:35 am – 10:35 am
FLPs: IRS Continues Its Attack
Sanford J. Schlesinger, JD, AEP® (Distinguished)
Mr. Schlesinger will discuss recent court cases in which the Internal Revenue Service attempted to reduce, or entirely eliminate, discounts in determining the value for gift tax and estate tax purposes or transfers of interests to FLPs, and strategies for successfully withstanding the service's arguments. The speaker will also discuss recent court cases involving the service's attack on the issue of the gift tax present interest exclusion in connection with transfers of FLP interests, and recent court cases involving defined value provisions in estate planning documents.

10:35 am – 11:15 am
Break

11:15 am – 12:15 pm
Breakout Sessions (indicate choice on registration form)

What's it Worth? Life Insurance Policy Valuation
Terri L. Getman, JD, CLU®, ChFC®, AEP® (Distinguished)
If you have been surprised by a life insurance policy valuation provided by a carrier, this session is for you! In addition to discussing the regulatory guidance, the speaker will provide practical insight into what to ask carriers so that you will have a better understanding of the methodology behind the number.

GST Planning in Uncertain Times
Al W. King, III, JD, LL.M., AEP® (Distinguished)
Generation skipping tax (GST) planning is still one of the most powerful strategies for clients; however, extra caution must be exercised as a result of both tax and economic uncertainty. This session will explore the current status of GST planning (legislation and planning opportunities) as well as the future. The glass is half full!

12:15 pm – 1:30 pm
Lunch

1:30 pm – 2:30 pm
Surtaxes Involved with the New Healthcare Reform Act
Robert S. Keebler, CPA, MST, AEP® (Distinguished)
The new federal health care legislation contains many complex income tax increases that will hit your clients if they don't plan properly. The most significant change from a tax planning perspective is a new 3.8 surtax on the lesser of net investment income or the excess of "modified adjusted gross income" over a threshold amount. Mr. Keebler's presentation will address these issues.

2:30 pm – 2:50 pm
Break

2:50 pm – 3:50 pm
The ACTEC Commentaries on the Model Rules of Professional Conduct:
How to Do Right by Not Doing Wrong
Bruce S. Ross, JD
Mr. Ross will provide an in-depth analysis of the ethical challenges faced by estate planners in today's environment. This session goes beyond the basics and discusses the ACTEC model rules of conduct as it relates to how we serve our client's needs.

3:55 pm – 5:00 pm
Burning Questions (and Even Hotter Answers) About Grantor Trusts
Samuel A. Donaldson, JD, LL.M.
Although it is the centerpiece in many contemporary estate plans, there are still some unresolved issues regarding the grantor trust. Professor Donaldson will offer practical answers to several important questions about the use of grantor trusts, including the use of Crummey powers, tax reimbursement clauses, and the exercise of powers to substitute assets.

SATURDAY, NOVEMBER 20, 2010

9:00 am – 3:00 pm
NAEPC/The NAEPC Foundation Volunteer Experience
Jackie Robinson Family YMCA Turkey Project
See general information page for additional details.

PRESENTERS

RICHARD W. NENNO, TO, JD, AEP® (Distinguished)
Richard Nenno is a managing director and trust counsel at Wilmington Trust Company. He is admitted to the Bars of Delaware and Pennsylvania, is a cum laude graduate of Princeton University and received his JD from Harvard Law School. He has spoken at the Heckerling Institute on Estate Planning, the ALI-ABA Planning Techniques for Large Estates Conference, the Notre Dame Tax and Estate Planning Institute and many other conferences. He is a member of the Delaware State Bar Association (past chair, Estates and Trusts Section) and the American Bar Association, Section of Real Property, Trust & Estate Law (chair, Non-Tax Estate Planning Considerations Group) and Section of Taxation. He is the author or co-author of numerous articles, including "Proposed New York Fiduciary Income Tax Changes: Let My Trustees Go!", 35 Tax Mgmt. Est., Gifts & Tr. J. 147 (May 13, 2010); "Delaware Trusts 2010", Asset Protection: Domestic & Int'l Law & Tactics Chap. 14A (2010); "Terrors of the Deep: Tax Dangers When Exercising Powers Over Trusts—The GST Regulations and the Delaware Tax Trap", 34 Tax Mgmt. Est., Gifts & Tr. J. 76 (Jan. 8, 2009).

RICHARD A. OSHINS, JD, LL.M., MBA, AEP® (Distinguished)
Richard A. Oshins is a member of the Las Vegas law firm of Oshins & Associates, LLC where he concentrates in tax and estate planning with a substantial emphasis on multi-generational wealth planning, particularly with regard to closely held businesses. He has been listed in both the *Best Lawyers in America* and Martindale-Hubbell's list of Preeminent Lawyers from their inception. Mr. Oshins was also selected by *Worth Magazine* as one of the Top 100 Attorneys in the United States. Prior to coming to Nevada, Mr. Oshins served as a law clerk for the United States Court of Claims in Washington, D.C. and as an attorney-advisor in the Office of the Tax Legislative Counsel, U.S. Treasury Department, in Washington, D.C. which reviews and assists in the development of tax regulations, rulings and other tax matters, and takes part in the presentation of the Treasury Department's recommendations for federal tax legislation before congressional tax committees. Mr. Oshins is on the advisory boards of the NYU Institute on Federal Taxation, *Wealth Management Business* and CCH, the editorial board of *Estate Planning Magazine* and is a member of the attorney advisory board for Merrill Lynch Trust Company. He lectures extensively on innovative tax and estate planning strategies and is the author or co-author of many articles.

JEFFREY N. PENNELL, JD
Professor Pennell is the Richard H. Clark Professor of Law at Emory University School of Law in Atlanta and a faculty member in the University of Miami LL.M. estate planning program. He is an advisor for both the Restatement of the Law (Third) of Property - Wills and Other Donative Transfers and of Trusts. He is the successor author of Casner & Pennell on Estate Planning, course and text books, portfolios, articles, and institute chapters.

BRUCE S. ROSS, JD
Bruce S. Ross received his A.B. degree (cum laude) from Oberlin College and his law degree (Order of the Coif) from the University of California, Berkeley, Boalt Hall School of Law. A Certified Specialist in Estate Planning, Trust and Probate Law (California Board of Legal Specialization), he is a former chair of the executive committee of the Estate Planning, Trust & Probate Law Section of the State Bar of California. Mr. Ross is past president and regent emeritus of the American College of Trust & Estate Counsel, a member and past chair of its Fiduciary Litigation Committee, past member of the editorial board and a member and past chair of its Professional Responsibility Committee. The reporter for the Third Edition of the ACTEC Commentaries on the Model Rules of Professional Conduct (1999) and a contributing editor to the Fourth Edition (2006), he is the co-editor of the *Guidebook to the California Rules of Professional Conduct for Estate Planning, Trust and Probate Counsel* (1997) and a contributing editor of the Second Edition (2006) of this work. Mr. Ross is a former member of the supervisory council of the Real Property, Trust & Estate Law Section of the American Bar Association and past chair of its Estate and Trust Litigation Committee. Mr. Ross is also an Academician in the International Academy of Estate and Trust Law and a past member of the academy's executive council. The author of the two-volume treatise, "California Practice Guide: Probate" (The Rutter Group), Mr. Ross specializes in estate, trust, conservatorship and professional responsibility litigation and is the chair of Holland & Knight's Private Wealth Services National Dispute Resolution Group.

SANFORD J. SCHLESINGER, JD, AEP® (Distinguished)
Sanford J. Schlesinger, a nationally recognized expert in the areas of estate and tax planning, estate administration, family-owned business planning, charitable planning and all related areas, is a founding partner of the law firm of Schlesinger Gannon & Lazetera LLP. Mr. Schlesinger is a fellow of the American College of Trust and Estate Counsel and is the Immediate Past Downstate New York Chair and a former member if its Charitable Planning and Exempt Organizations Committee. His other memberships include the editorial board of the New York State Bar Journal (Emeritus in 2006), Board of Directors of the New York State Bar Foundation, National Academy of Elder Law Attorneys, International Academy of Estate and Trust Law (Academician), Estate Planning Advisory Committee of the Practising Law Institute and Financial and Estate Planning Advisory Board of CCH. He is a former chair of the New York State Association's Trusts and Estates Law Section, the Advisory Board of the NYU Institute on Federal Taxation and a member of The American Bar Association's Probate and Trust Committee – Estate Planning and Drafting: Charitable Giving. He is also a former adjunct professor of law at New York Law School, where he taught estate and gift taxation, former adjunct professor of law at the University of Miami Law School, and a former adjunct faculty member at Columbia University School of Law. Mr. Schlesinger received a B.S. (with honors) from Columbia University and a JD from Fordham University School of Law. In addition to being a frequent lecturer, Mr. Schlesinger has authored three books and numerous publications in trusts, estate, taxation, closely held business and family succession planning, charitable giving and related matters. He is listed in the *Who's Who in America* and *Who's Who in the World*, as well as having been named to the lists of the New York Area's Best Lawyers, *New York Magazine* and *New York Times* (through 2009), New York Super Lawyers, *New York Times* and, for over 20 years as one of the *Best Lawyers in America*.

HOWARD M. ZARITSKY, JD, LL.M, AEP® (Distinguished)
Howard M. Zaritsky is an attorney who consults with other attorneys on estate tax and estate planning issues and serves as an expert witness on estate and trust administration and planning and related income, estate, gift and GST tax questions. He was for 20 years a partner in the Fairfax, Virginia law firm of Zaritsky & Zaritsky, where his practice was limited to estate planning and administration and related tax matters. He is a member of the Virginia State Bar and the Virginia Bar Association, and he has been a lecturer at most major tax and estate planning institutes, including the Heckerling Institute on Estate Planning, where he is a member of the advisory committee. He is the author or co-author of over 100 articles and a dozen treatises, including: *Tax Planning for Family Wealth Transfers, Generation-Skipping Transfer Taxes: Analysis and Forms* (with Carol Harrington); *Structuring Buy-Sell Agreements* (with Farhad Aghdami and Mary Ann Mancini); *Structuring Estate Freezes After Chapter 14* (with Ron Aucutt); *Federal Income Taxation of Estates and Trusts* (with Robert Danforth and Norman Lane); *Tax Planning With Life Insurance* (with Stephan Leimberg) [all published by Thomson Reuters/Warren, Gorham & Lamont]. He is tax editor of *Probate Practice Reporter*, a fellow of the American College of Trust and Estate Counsel and the American College of Tax Counsel and a former chair of the Virginia Bar Association Section on Wills, Trusts & Estates.

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