52nd Annual NAEPC Advanced Estate Planning Strategies Conference

with Pre-Conference Sessions for Council Leaders

EDUCATION • COLLABORATION







November 18-20, 2015
Amelia Island, Florida
Omni Amelia Island Plantation

Brought to you by The National Association of Estate Planners & Councils and The NAEPC Education Foundation

Pre-Conference Sessions for Estate Planning Council Leaders & Administrators

Council Leadership Day is a learning and sharing experience for volunteer leaders and staff of estate planning councils from across the country. The morning sessions feature a brief annual business / membership meeting for both the National Association of Estate Planners & Councils and The NAEPC Education Foundation and afternoon sessions are devoted to idea-sharing and discussion of best practices among council leaders and administrators.

Nearly 50% of all affiliated councils send at least one representative to Council Leadership Day each year!

Council Leadership Day provides separate tracks for leaders and administrators (paid council staff). The sessions for administrators carry through 12:00 pm on Thursday, November 19, 2015, please make travel plans accordingly. To encourage attendance from the most constant presence within your estate planning council, administrators are invited to attend the conference with the registration fee waived.

Council Leadership Day Schedule of Events

Wednesday, November 18, 2015

7:00 am - 8:00 am	Breakfast Leader & Administrator Track
8:00 am - 9:45 am	Annual Business Meeting (council leaders should attend this portion of the program) Leader & Administrator Track
9:45 am - 10:15 am	1st Annual Leonard H. Neiman & Walter Lee Davis, Jr. Council of Excellence Award Presentations Leader & Administrator Track
10:15 am - 10:30 am	Refreshment Break
10:30 am - 12:00 pm	“Shaking the Trees,” a special enhancement to Council Leadership Day where multi-disciplinary teams will engage in collaborative dialogue based on a video case study Leader Track
12:00 pm - 1:00 pm	Lunch with Exhibitors
1:00 pm - 2:45 pm	Council by Size Sharing Sessions Leader & Administrator Track
2:45 pm - 3:15 pm	Break with Exhibitors
3:15 pm - 5:00 pm	Council by Size Sharing Sessions Resume Leader & Administrator Track
5:00 pm - 6:30 pm	Welcome Reception for All Conference Attendees Leader & Administrator Track
6:30 pm	Annual Administrator’s Dinner Administrator Track

Thursday, November 19, 2015

7:00 am - 8:00 am	Breakfast Administrator Track
8:00 am - 12:00 pm	Administrator Sharing Session Administrator Track

See what you’ve missed!

Visit http://www.naepc.org/conference/leadership-day for a recap of activities from 2014!

Wednesday, November 18, 2015

12:30 pm - 5:00 pm — Estate Planning Law Specialist Certification Live Review Course & Exam
(pre-registration required, see “Supplemental Events” page for additional details)

5:00 pm - 6:30 pm — Welcome Reception for All Conference Attendees

Thursday, November 19, 2015

5:45 am — 6th Annual 2-Mile Fun Run & Walk (all fitness levels welcome, pre-registration requested)

6:30 am - 8:00 am — Breakfast with Exhibitors

7:00 am - 7:50 am — Sponsored Bonus Session
The Secondary Market for Life Insurance: Current Trends, New Applications
BONUS
Peter Hershon
Session Provided by Coventry
This course examines the trends that are driving the secondary market’s continued growth and provides an overview of the five most common applications being used by advisors today: term settlements; policy replacement strategies; retained death benefit options (with and without a cash settlement); and settlements for smaller face policies, using several case examples to illustrate the concepts being presented. In addition, the seminar will discuss factors that determine a policy’s value and strategies for educating others about the opportunities presented by the market.

8:00 am — 52nd Annual Advanced Estate Planning Strategies Conference
Welcome & Opening Remarks

8:15 am - 9:15 am — **Planning Potpourri**
Martin M. Shenkman, CPA, PFS, MBA, JD, AEP® (Distinguished)
Martin M. Shenkman, P.C.
Shenkman will provide a compilation of planning nuggets, all within the multi-disciplinary approach to planning in the new estate planning world.

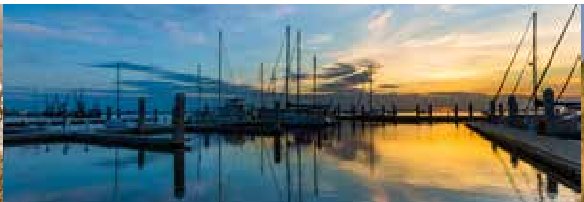
9:20 am - 10:20 am — **Life Insurance - Key Cases and Rulings of 2014-2015**
Stephan R. Leimberg, JD, AEP® (Distinguished)
Leimberg Information Services, Inc.
Leimberg will present a review and analysis of the traps and planning opportunities presented by recent cases and rulings on life insurance.

10:20 am - 10:50 am — Break with Exhibitors

10:50 am - 11:50 am — **Improving (and/or Revisiting) Popular Estate Planning Strategies**
Richard A. Oshins, JD, LL.M., MBA, AEP® (Distinguished)
Oshins & Associates, LLC
Contrary to the general reaction that ATFA 2012 has adversely impacted the available planning opportunities for estate planning advisors, there are still many significant strategies to enhance planning. This session will discuss some of the more impactful business-generating planning opportunities that are available to help clients when revisiting existing estate plans.

11:50 am - 1:15 pm — Lunch with Exhibitors

1:15 pm - 2:15 pm — **Nudging More Ethical Behavior Through Incentives and Checklists**
Nancy B. Rapoport, JD
William S. Boyd School of Law, UNLV
This presentation will cover some of the reasons smart people make bad decisions in group settings, including a discussion of social science research on human cognitive errors. It will also cover some possible ways to minimize the very real effects of those cognitive errors in organizational settings.

2:20 pm - 3:20 pm

Annual Update
Steve R. Akers, JD, AEP® (Distinguished)
Bessemer Trust Company, N.A.
This session will provide a review of important estate planning developments over the last year. Topics include legislative and regulatory developments, important future trends for estate planning practices, basis adjustment flexibility planning, powers of appointment, “hot” items on the IRS’s radar screen, and important case law developments during the year.

3:20 pm - 4:00 pm

Break with Exhibitors

4:00 pm - 5:00 pm

Portability or No: Death of the Credit Shelter Trust
Diana S.C. Zeydel, JD, LL.M.
Greenberg Traurig, LLP
This program will review the opportunities and pitfalls of estate planning under the new portability regime. More complicated than advertised, relying on portability may rarely be the right answer. Understanding the rules and how the math works is key to giving clients the best advice.

5:15 pm - 6:15 pm

Exclusive AEP® and EPLS Designee Session: A Dialogue with Steve Akers
Steve R. Akers, JD, AEP® (Distinguished)
Bessemer Trust Company, N.A.
During this very special private conversation, AEP® and EPLS designees will dialogue about important trends for estate planning practices based on IRS, legislative, and case law developments. The focus will be on the practical planning implications for various aspects of estate planning practices.

Friday, November 20, 2015

7:00 am - 8:00 am

Breakfast with Exhibitors

8:00 am - 8:15 am

Welcome & Opening Remarks

8:15 am - 9:15 am

Dealing with Uncle Sam, Everyone’s Least Favorite Relative in the Family Business (Income Tax Planning for Closely-Held Businesses)
Samuel A. Donaldson, JD, LL.M., AEP® (Distinguished)
Georgia State University College of Law
Estate planners must recognize the tax traps and opportunities that accompany the client with a closely-held business. This session will review the federal income tax issues and planning strategies for C corporations, S corporations, partnerships, and limited liability companies, and how they affect contemporary estate planning techniques.

9:15 am - 9:45 am

Annual Awards &
Estate Planning Hall of Fame® Induction Ceremony

9:45 am - 10:15 am

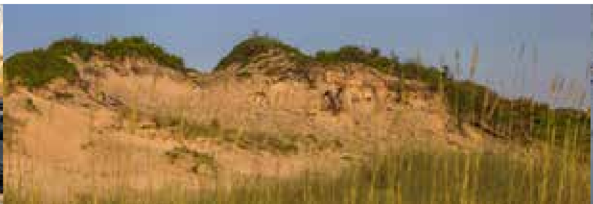
Break with Exhibitors

10:15 am - 11:15 am

All About That Basis: Creative Ways to Obtain Basis at Death
Mickey R. Davis, JD
Davis & Willms, PLLC
Higher estate tax exemptions and higher income tax rates make income tax planning a more important part of estate planning, and basis adjustment planning is a key component. Learn cutting-edge techniques and tips to maximize basis while still giving effect to client’s estate planning goals.

11:20 am - 12:20 pm

The 30,000 Foot View from the Trenches: A Potpourri of Transfer Tax Issues on the IRS’s Radar Screen
John W. Porter, B.B.A., JD, AEP® (Distinguished)
Baker Botts LLP
This presentation will address a number of current transfer tax audit and litigation issues from the perspective of a seasoned litigator who deals with the IRS on a daily basis. The discussion will include hard to value assets, formula clauses, 6166 issues, GRATs, promissory notes, and avoidance of penalties.



12:20 pm - 1:45 pm	Lunch with Exhibitors
1:45 pm - 2:45 pm	Sponsored Breakout Sessions (choose one on registration form) **Financial Reform & Its Impact on Your Merchant Account** Janelle Benefield *Session Provided by LawPay* Learn the ins and outs of accepting payments while taking an in-depth look behind the rules and regulations of correctly accepting credit cards. In this presentation, LawPay will cover merchant account basics, including what's in a of rate, EMV changes, PCI Compliance, 6050 IRS regulation and 1099 reporting, as well as the ABA Rules of Professional Conduct relating to the protection of trust accounts. **The Case(s) for Household Employment Compliance: Case Studies Illustrating How to Mitigate Tax & Legal Risk** Tom Breedlove *Session Provided by Care.com Homepay* Families that employ a caregiver or other type of domestic worker have special tax and labor requirements that are different than those of commercial employers. If not handled properly at the time of hire, these obligations can create significant financial and legal exposure. Breedlove will address these major risk areas and how to protect clients from this exposure.
2:50 pm - 3:50 pm	**Due Diligence in Selecting and Understanding Life Insurance Policies** Michael W. Halloran, CFP®, CLU®, ChFC®, AEP® (Distinguished) Nominee *Northwestern Mutual* This presentation will help financial advisors understand the different types of life insurance policies and will address how these policies may be applicable to the needs of their clients.
3:50 pm - 4:05 pm	Break
4:05 pm - 5:05 pm	**Third Party Trusts in Divorce - Is a Beneficiary's Interest Marital Property?** Jeffrey N. Pennell, JD *Emory University School of Law* This topic considers how equitable distribution (property settlement) in divorce interacts with the law that governs third-party spendthrift trusts. It reveals that familiar spendthrift trust rules, particularly regarding exception creditors (current or former spouses, and children), are subject to an entirely different challenge. The primary focus is on drafting recommendations that may be appropriate for a client who wishes to preclude a beneficiary's divorce from having an impact on the client's estate plan.
5:05 pm	52nd Annual Advanced Estate Planning Conference Closing Remarks

National Association of Estate Planners & Councils
Estate Planning Hall of Fame® 2015 Entrants

Recognizing Excellence in Estate Planning & Service to the Profession

Turney P. Berry, JD
Gerry W. Beyer, JD, LL.M., JSD
John DeBruyn, JD, LL.M. (taxation)
Michael W. Halloran, CFP®, CLU®, ChFC®
Michael D. Mulligan, JD

Induction Ceremony Friday, November 20th at 9:15 am

52nd Annual Advanced Estate Planning Strategies Conference
Supplemental Activities & Additional Program Details

Companion Program & Tours

The companion program is offered as an accompaniment to the annual conference for those who will be attending with a regular registrant, but will not be taking advantage of the educational sessions. The registration fee includes breakfast the day of each tour, the Wednesday evening Welcome Reception, and the outings. A complete description for each tour can be found at www.naepc.org/conference.

2-Day Package $450 (includes Thursday & Friday tours)
3-Day Package $475 (includes Wednesday, Thursday & Friday tours)

Wednesday November 18, 2015
White Oak Conservation Center

Thursday November 19, 2015
Lofton Creek Kayaking

Friday November 20, 2015
Art Program

Estate Planning Law Specialist Live Review Course & Proctored Exam

In partnership with the 52nd Annual Advanced Estate Planning Strategies Conference, the Estate Law Specialist Board is excited to offer an in-person review course and proctored Estate Planning Law Specialist exam on Wednesday, November 18, 2015 from 12:30 pm – 5:00 pm. The fee to participate is $595 for members of an estate planning council and $645 for a non-member.

Once registered for the proctored exam, candidates will be contacted by the Estate Law Specialist Board and provided with the application for certification, which must be completed and returned to the Estate Law Specialist Board by October 30, 2015. Registrations will be accepted until Friday, October 9, 2015. Exam results will be communicated within thirty (30) days. For more information, contact the Estate Planning Law Specialist Board office at (866)226-2224 or visit www.naepc.org/designations/estate-law/introduction.

Amelia Island, Florida

Get in on the secret! Set in the Sea Island chain, Amelia Island was Florida's first luxury tourist destination and it is still winning awards (and hearts) today. Amelia Island is treasured for its long stretches of quiet beaches, natural beauty, unique history, and charming seaport character.

For more information or to plan your trip, visit www.ameliaisland.com.

We are grateful for the support of the 52nd Annual Advanced Estate Planning Strategies Conference Sponsors, including

Care.com
HomePay
Provided by Breedlove

LawPay
CREDIT CARD PROCESSING

WealthManagement.com
The digital resource of REP. and TRUSTS & ESTATES

COVENTRY
REDEFINING INSURANCE

EstateGen.com

Jefferson National

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

52nd Annual Advanced Estate Planning Strategies Conference
Attendee Registration

Lodging Information •
The conference will take place at the newly re-imagined Omni Amelia Island Plantation resort, nestled at the tip of Amelia Island, north of Jacksonville International Airport. The room rate is $199 (single/double occupancy plus applicable taxes) and includes complimentary self-parking and in-room internet, among other resort amenities. Additional room options are available. Overnight accommodations can be made by calling (888) 261-6161 and using group code "110515National" or by booking at www.naepc.org/conference. Reservations must be made by 10/23/15.

Cancellation & Refund Policy •
Any cancellation must be received in writing via email to conference@naepc.org. A full refund will be granted if notice is received on or before 09/30/15. Registrants who cancel between 10/01/15 and 10/31/15 will forfeit a $100 administrative fee. No refunds will be granted on or after 11/01/15.

Continuing Education Credit •
Continuing education credit will be available nationwide for estate planning-related disciplines to those who attend the Thursday & Friday technical education sessions (pending approval by governing bodies). **Life insurance professionals must attend the entire conference to receive credit as partial credit is not available**. For complete information about continuing education credit and approved status visit www.naepc.org/conference.

Transportation •
Information about discounted rental cars and shuttle service can be found at www.naepc.org/conference.

Registrant Discounts •

$50	Early Bird Discount (registration must be received by 9/30/15
$50	Active AEP® or EPLS designee
$50	Host Council Discount for Members of EPC of Northeast Florida
$100	NAEPC Volunteer Discount (available to non-board members of any committee of NAEPC)

National Association of Estate Planners & Councils and The NAEPC Education Foundation
1120 Chester Ave., Ste. 470
Cleveland, OH 44114
conference@naepc.org
(866) 226-2224
www.naepc.org

Fee Structure

52nd Annual Advanced Estate Planning Strategies Conference with Pre-Conference Sessions for Council Leaders
$900 (members only)

52nd Annual Advanced Estate Planning Strategies Conference
$850 member / $1,100 non-member

Companion Program & Tours (not eligible to attend educational sessions)
$450 2-Day Program / $475 3-Day Program

Add-on: Estate Planning Law Specialist Live Review Course & Exam
$595 member / $645 non-member

(Past presidents of NAEPC, honorees, and estate planning council administrators/paid staff are eligible to attend the program at no charge.)

Primary Registrant:
Last Name____
First Name____
Nickname for Badge______________________________________
Company____
Designations____
Address____
City, State, Zip____
Phone____
Email____
I am a member of _____________________________________EPC.
My Friday afternoon breakout choice is (choose one):
___ Financial Reform & Its Impact on Your Merchant Account
___ The Case(s) for Household Employment Compliance

Companion Registrant:
Last Name____
First Name____
Nickname for Badge______________________________________
Address____
City, State, Zip____
Phone____
Email____
I am attending the tours on: ___ Wednesday* ___Thursday ___Friday
*only available to 3-Day Program Registrants

Event Attendance (please indicate number attending Welcome Reception and Fun Run if a companion is also registered):
___ Wednesday, November 18, 2015 Welcome Reception (5:00 pm)
___ Thursday, November 19, 2015 Fun Run (5:45 am)
___ Thursday, November 19, 2015 Private Session for AEP® and EPLS Designees (5:15 pm)

Fee Computation

Primary Registrant	_____
Companion Registrant	_____
Add-on Fee	_____
Less Applicable Discount(s)	_____
Add late fee (on or after 10/31/15)	_____
Total Charge	_____

Make check payable to "The NAEPC Education Foundation" and mail to NAEPC, register online at www.naepc.org, or fax this page to (216) 696-2582.

______________________________ __________
Account Number Exp. Date

____
Signature