

The NAEPC Education Foundation

& National Association of
Estate Planners & Councils



NOVEMBER 7-
NOVEMBER 9
2012
Orlando, FL



49TH ANNUAL CONFERENCE

ORLANDO, FL – GENERAL INFORMATION



With seven of the world's top 20 theme parks in one destination, and nearly 100 other attractions, Orlando certainly knows how to entertain. Attendees can indulge their inner kid — or some adrenaline-charged adult fun — by checking out Orlando's theme parks and attractions. Whether seeking to reconnect with childhood nostalgia or experience leading-edge innovations in ride technology, Orlando is truly one-of-a-kind.

The same spirit of creativity that helped develop Orlando's famed theme parks and attractions has also produced a thriving art and culture scene. As a city known for state-of-the-art entertainment, Orlando mixes the traditional with the avant-garde. The Orlando Ballet and FAIRWINDS Broadway Across America — Orlando series are the historic cornerstones of the performing arts community and a similar mix can be found within the visual arts — the Orlando Museum of Art, CityArts Factory, and the Charles Hosmer Morse Museum of American Art all convey the destination's wide range of sensibilities.

The 49th Annual Conference was specially timed to be near two fantastic Walt Disney World® events:

Festival of the Masters presented by Michaels® is a vibrant, open-air art festival held each fall in the Downtown Disney area, scheduled from November 9 – 11, 2012. Featuring award-winning artists and entertaining experiences, this world-renowned show is a highly anticipated annual event for guests, artists, collectors, and art lovers. This lively festival offers fun for the entire family, including:

- Dazzling displays of one-of-a-kind and limited-edition painting, photography, sculpture, jewelry, and more
- Hands-on activities for guests of all ages and interests
- Live musical performances
- Unique shopping opportunities from fine art to Disney collectibles

A food and wine lover's paradise awaits you at Epcot Theme Park with the **Epcot International Food & Wine Festival**, held September 28 - November 11, 2012! There's something to satisfy most every taste and interest. In addition to the attractions guests already enjoy at Epcot theme park, this annual autumn event features a delectable array of offerings, including:

- International kiosks featuring tasty tapas and refreshing beverages
- Cooking demonstrations and dining events
- Mixology classes and wine tastings
- Live musical performances by popular hit-makers

Attending the 49th Annual Conference allows for special Walt Disney World® discounts. Visit the "conferences" page of www.naepc.org for more information.

WEATHER & ATTIRE

The average daily high temperature in the area in November is 80 degrees and the average daily low temperature is 60 degrees.

Recommended conference attire is business casual.

PRESENTATION MATERIALS & ROSTER OF ATTENDEES

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

- A flash drive that contains 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

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

LODGING INFORMATION

The conference is headquartered at the Buena Vista Palace Hotel & Spa. Experience an Orlando resort getaway within this Downtown Disney hotel that ascends above the rest. Soaring 27 stories above the world's favorite destination, the Buena Vista Palace Hotel & Spa in the Walt Disney World® Resort raises the bar for exceptional quality and service in this sunny locale. The property is located across the street from Downtown Disney® featuring the Marketplace and Downtown Disney's West Side.

A special block of rooms has been reserved for 49th Annual Conference attendees at the hosting property, Buena Vista Palace Hotel & Spa. The NAEPc room rate is \$155 (single/double occupancy) and includes the daily resort fee, which offers in-room internet service, self-parking, and the fitness center at no additional charge. Please note, overnight reservations must be made by Friday, October 12, 2012 to guarantee the group rate.

Reservations may be made online at www.naepc.org or by calling group reservations at (866) 397-6516 (reference "NAEPc" to ensure the group rate).

TRANSPORTATION DISCOUNTS

RENTAL CAR — NAEPc has arranged for special discounts with Hertz for rentals in Orlando from November 1 - 16, 2012 (rental must be returned within the state of Florida). To reserve, visit the "conferences" page of www.naepc.org and click on the Hertz logo to make an online reservation. You may also call (800) 654-2240 and reference CV code 03WB0009 to obtain the discounted rate.

SHARED RIDE SHUTTLE SERVICE — NAEPc has arranged for special discounts for shared shuttle service with Mears Motor Shuttle from November 3 – 12, 2012. A discount coupon is available on the "conferences" page of www.naepc.org. Attendees should print the coupon and follow the instructions contained within to receive the discount.

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 14, 2012. Registrants who cancel between September 15, 2012 and October 19, 2012 will forfeit a \$100 administrative fee. No refunds will be granted after October 19, 2012.

CONTINUING EDUCATION CREDIT INFORMATION

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

The following credit will be requested in all states: insurance, legal, accounting, CFP®, CTFA and PACE for Thursday, November 8, 2012 and Friday, November 9, 2012. **Insurance professionals must attend the entire two days of technical education to receive credit.** Partial credit is NOT available. Insurance, legal, and CFP® license numbers are required in order to receive credit. Credit will also be available for Enrolled Agents.

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

The Society of Financial Service Professionals is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Nashville, TN, 37219-2417. This program is recommended for a total of 15 specialized knowledge & applications credit hours. The 49th Annual Conference is an advanced educational program. A CPA that devotes at least 35% of their practice to estate planning meets the prerequisite level of knowledge to attend the program. After attending, participants will be able to identify and implement advanced estate planning techniques that will improve professionalism and personal service to their clients.

Continuing education credit is administered by the Society of FSP.

COMPANION PROGRAM

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



WEDNESDAY, NOVEMBER 7, 2012

AFTERNOON TEA & THREE HOT LAPS AT THE RICHARD PETTY DRIVING EXPERIENCE – 12:30 PM – 3:30 PM

The Richard Petty Driving Experience at Walt Disney World® Speedway is where grown-up dreams come true. Participants on this tour will get to experience the thrill of three laps around the race track riding shotgun in a 2-seat NASCAR race car driven by a professional instructor! When not on the track, attendees will have an opportunity to cheer on the other participants from pit road. This one-of-a-kind experience will conclude with an afternoon tea service, a first for the speedway!

Participants must be 18 years of age or older.



THURSDAY, NOVEMBER 8, 2012

KENNEDY SPACE CENTER UP-CLOSE TOUR – 8:30 AM – 5:30 PM

This two-hour guided tour offered by a trained space expert gives visitors a unique view of the space program from launch preparation to liftoff. Guests are treated to closer views of the Space Shuttle Launch Pads and the NASA Causeway. The Shuttle Landing Facility and the massive Crawler-Transporter, which transports the Shuttle from the Vehicle Assembly Building to its launch pad, are also featured. At the conclusion of the guided tour, guests will be dropped off at the Apollo/Saturn V Center, where they may tour at their own leisure and purchase lunch. The Apollo/Saturn V Center is where dramatic multi-media shows and numerous displays provide guests with an inspirational and exhilarating look into America's quest for the moon. Guests relive the historic launch of Apollo 8 at the Firing Room Theatre, then marvel at a monstrous 363-foot Saturn V moon rocket, the most powerful rocket ever built, and one of only three Saturn V rockets in existence. Finally, the Lunar Landing Theatre provides a rare look at the harrowing final moments before man landed on the moon.



FRIDAY, NOVEMBER 9, 2012

DISNEY'S KEYS TO THE KINGDOM TOUR – 8:30 AM – 3:30 PM*

Disney's Keys to the Kingdom Tour highlights the fascinating history of Walt Disney World® Resort and provides backstage access to secret areas of Magic Kingdom theme park.

Guests will hear the intriguing story of Walt Disney and learn how his innovative ideas, revolutionary visions, creative philosophies, and amazing accomplishments brought the theme park to life. The journey includes stops at backstage facilities and a variety of favorite attractions. One unforgettable highlight is a trip below Magic Kingdom into the service tunnels known as the Utilidors. This is one urban legend that is absolutely, and almost unbelievably, true - the guest-accessible areas of Magic Kingdom theme park are actually on the second floor of a massive structure... learn more on this fascinating tour!

Please note, this is a walking tour and the majority of the time will be spent outdoors. Please plan and dress accordingly. Photos are not permitted in any back stage locations and cameras must be kept out of sight during the tour. All entertainment, tour routes, and potential attraction experiences are based upon availability and therefore subject to change without notice. Park admission will be provided to participants on the excursion.

Guests will have an opportunity to purchase lunch at a brief stop mid-tour.

* Attendees have the opportunity to stay in the park and return to the hotel at their leisure. (Please note, transportation for those that choose to stay will not be offered.)

Participants must be 16 years of age or older.

COUNCIL LEADERSHIP DAY PROGRAM

WEDNESDAY, NOVEMBER 7, 2012

COUNCIL LEADERSHIP DAY is designed to be a sharing session among leaders of NAEPC affiliated local councils. The morning is dedicated to the National Association of Estate Planners & Councils and The NAEPC Education Foundation annual business meetings and committee updates, while afternoon sessions are 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 conquer the struggles, and deliver valuable benefits to your members.

The National Association of Estate Planners & Councils and The NAEPC Education Foundation Annual Meetings take place the morning of Wednesday, November 7, 2012 and are an excellent opportunity to learn about all of the exciting things happening at the national level to benefit the affiliated local council and its membership. ALL ATTENDEES for Council Leadership Day should attend as these sessions are a part of the program for local council leaders.

COUNCIL LEADERSHIP DAY SCHEDULE*

7:30 am - 8:30 am

Breakfast

8:30 am - 12:00 pm

NAEPC & The NAEPC Education Foundation Annual Meetings
(Council leaders should plan to attend this portion of the program)
Informational Updates - Review of Benefits, Programs & Services
Available to Councils and Council Members

12:00 pm - 1:00 pm

Lunch

1:00 pm - 5:00 pm

Council Leadership Sharing Sessions
Administrator/Paid Staff Development Session

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.

EDUCATIONAL PROGRAM

WEDNESDAY, NOVEMBER 7, 2012

5:00 pm - 7:00 pm Welcome Reception for all attendees and registered companions

THURSDAY, NOVEMBER 8, 2012

5:45 am **3rd Annual Fun Run & Walk**
This 2-mile run/walk is sure to start your day on a healthy foot and provide a great start to the conference's technical program. (All fitness levels are welcome to participate.)

6:30 am - 8:00 am **Breakfast**

7:00 am - 7:50 am **Sponsor Bonus Sessions**
Ten Minutes to Doomsday: Wealth Planning in an Uncertain World
Offered by Bernstein Global Wealth Management
THOMAS J. PAULOSKI, JD
Opportunities abound for transferring wealth to younger family members in 2012, but maybe not thereafter. So which is best? Make a big gift in 2012 and take advantage of the \$5 million plus applicable exclusion? Do leveraged transfers that take advantage of the current low interest rates? Could a big 2012 gift actually do more harm than good? And to what extent do the answers to these questions depend on future income and transfer tax rates? Pauloski will use sophisticated wealth forecasting software to crunch the numbers and illustrate potential solutions to these and other problems that appear likely to keep estate planning professionals busy right up to the moment the ball drops on New Year's Eve!

Exit Options for Clients with CRTs
Offered by Sterling Foundation Management, LLC
DAVID MURRAY
Sterling Foundation Management has been active facilitating the sale of Charitable Remainder Trust (CRT) income interests since 2003. In most cases, Sterling can find a buyer to purchase a client's interest in their CRT for more than the client would receive by terminating the trust or by holding their income interest, after fees and taxes. CRT exit options will be presented along with real-life sale examples and related tax and legal considerations.

8:00 am **49th Annual Conference Welcome & Opening Remarks**

8:15 am - 9:15 am **Income and Estate Tax Planning for Art and Collectibles**
JEREMIAH W. DOYLE, IV, JD, LL.M. (taxation), LL.M. (banking law), AEP® (Distinguished)
This session will explore the income and estate tax issues confronting collectors of art and other collectible tangible personal property. The discussion will include practical issues involved with holding and disposing of collectibles, with a focus on the complications encountered when donating collectibles to charitable organizations.

9:20 am - 10:20 am **Life Insurance in Business Succession Planning**
HERBERT CHASMAN, JD, CLU®, ChFC®, AEP® (Distinguished)
This presentation will begin by outlining tax consequences and planning benefits of using life insurance to fund a buyout at death of a business interest, when the goal is to pass ownership to non-family co-owners, and will conclude with the role life insurance can play in a family-owned business when the plan is to pass ownership to the next generation.

10:20 am - 10:50 am **Break**

10:50 am - 11:50 am **IRA Distribution Planning**
THOMAS C. FOSTER, JD
Foster will cover planning considerations for distributions from large traditional and Roth individual retirement accounts, including avoiding unintended distributions, avoiding excise tax on early distributions, transfers incident to divorce, required minimum distributions, assuring that benefits go to desired beneficiaries, and observations about planning alternatives.

11:50 am - 1:15 pm **Lunch**

1:15 pm - 2:15 pm **Planning for Same-Sex Couples**
CARYN B. KEPPLER, JD, EPLS, AEP®
The Federal Defense of Marriage Act defines marriage at the federal level as a legal union between one man and one woman and specifies that no state need recognize a same-sex marriage from another jurisdiction. While estate planning can be a challenging and complicated endeavor for any couple, same-sex couples face an even more complex array of issues and considerations stemming from the fact that they do not receive the same legal protections, benefits, and recognition that their opposite sex counterparts enjoy.

2:20 pm - 3:20 pm **The Estate Planning Team: Do We Play By the Same Rules?**
BRUCE M. STONE
The estate planning team is composed of members of different professions, governed by different sets of ethics rules. This program will discuss how these professionals work together if those different rules sometimes put them at odds with one another.

3:20 pm - 4:00 pm **Break**

4:00 pm - 5:00 pm **GRAT Versus Installment Sales Comparison**
DIANA S.C. ZEYDEL, JD, LL.M.
GRAT's and installment sales can be the most effective tax leveraging techniques for transferring wealth. In order to determine which strategy can produce the optimum benefit, the advisor must understand the economics and tax consequences of the alternatives.

5:00 pm - 6:00 pm **PRIVATE SESSION FOR ACTIVE ACCREDITED ESTATE PLANNER® DESIGNEES ONLY**

How AEP® Designees Can Work Effectively as Collaborative Teams and Why They are Essential for High Net Worth Clients
ALBERT E. GIBBONS, CLU®, ChFC®, AEP®
Responsibility for, and commitment to, the client cannot be divided. If three advisors work on a solution, they are not each one-third responsible; all are 100 percent responsible for the well being of the client. At the point of flawless implementation, the client has been properly served, advisors have demonstrated their commitment, and the entire team has discharged their professional obligations. During this special presentation only for active Accredited Estate Planner® designees, Gibbons will detail the elements required to organize a successful multi-disciplinary team and provide a step-by-step approach for collaborative estate planning.

PRESENTERS

JONATHAN G. BLATTMACHR, ESQ., AEP® (Distinguished)
Jonathan G. Blattmachr is a principal of Eagle River Advisors, a boutique advisory firm dedicated to developing and implementing innovative wealth and gift and estate tax planning strategies on behalf of high net worth individuals and families. He brings over 35 years of experience in trust and estate law, is a retired member of Milbank Tweed Hadley & McCloy, and the Alaska, California, and New York bars, and is recognized as one of the country's most creative trust and estate lawyers. Blattmachr has served as a lecturer-in-law of the Columbia University School of Law and is an adjunct professor of law at New York University Law School in its masters in tax program. He is former chairperson of the trusts & estates law section of the New York State Bar Association and the American Bar Association, and is a fellow and former regent of ACTEC and past chair of its estate and gift tax committee. Mr. Blattmachr graduated from Columbia University School of Law cum laude, where he was recognized as a Harlan Fiske Stone Scholar, and received his AB from Bucknell University, majoring in mathematics.

LAWRENCE BRODY, JD, LL.M., AEP® (Distinguished)
Lawrence Brody is a partner of Bryan Cave LLP, resident in the St. Louis office, and is a member of its private client service group and its technology, entrepreneurial & commercial practice client service group. He has been an adjunct professor at Washington University School of Law since 1968, teaching estate planning and drafting, a visiting adjunct professor at the University of Miami Law School, 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. Brody is a member of both ACTEC and the American College of Tax Counsel, is a frequent participant at ALI-ABA estate planning programs and Society of FSP programs and teleconferences, and has spoken at all major life insurance industry programs, many local estate planning committee meetings, a number of state bar association conferences, and many national estate planning 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 FSP CLU Journal*. Brody was named a Distinguished Law Alumni by Washington University School of Law in 2012.

ELAINE BUCHER, JD
Elaine Bucher is an attorney in the personal planning department of Proskauer Rose LLP, practicing in its Boca Raton office. She devotes her practice to the area of wills, trusts and estates, concentrating in the areas of sophisticated estate, gift and generation-skipping transfer tax issues and estate and trust administration. Elaine has lectured and written extensively on these topics. Bucher is a fellow of ACTEC and Florida state chair-elect of its estate and gift tax and asset protection committees and a member of the American Bar Association Real Property, Probate and Trust Law section. Bucher is also chair of the Florida Bar Association's real property, probate and trust law section estate and trust tax planning committee, member of its asset preservation committee, circuit representative for the 15th Judicial Circuit, member of the executive council and former member of the wills, trusts and estates certification committee. Bucher received a JD from University of Pennsylvania Law School and a BA from Washington University and is admitted to practice law in Florida, New Jersey, and Pennsylvania.

HERBERT CHASMAN, JD, CLU®, ChFC®, AEP® (Distinguished)
Herbert Chasman is a financial consultant with the Shuster Financial Group LLC, offering securities through AXA Advisors, LLC, and is a practicing attorney in the state of California specializing in estate planning. From 1998 through 2010 he served the AXA Advisors LA marketing center as director of advanced markets. Herb is the author of several books on estate planning, his articles have appeared in many publications, and he speaks regularly at well-known industry conferences. He is past president of NAEPC and the Philadelphia SFSP chapter, has served on the advisory board of CCH's Financial and Estate Planning Service, on the board of directors of Metropolitan Hospital in Philadelphia, as editor of Prentice Hall's *Insurance and Tax* newsletter, and on the board of directors of both the Philadelphia Estate Planning Council and the Orange County Estate Planning Council. He currently serves on the board of directors of the Los Angeles chapter of The American Technion Society.

JEREMIAH W. DOYLE, IV, JD, LL.M. (taxation), LL.M. (banking law), AEP® (Distinguished)
Jeremiah W. Doyle is an estate planning strategist for BNY Mellon's private wealth management group and a senior vice president of Bank of New York Mellon. He provides high net worth individuals and families with integrated wealth management advice on how to hold, manage, and transfer their wealth in a tax efficient manner. He is admitted to practice law in the Commonwealth of Massachusetts and before the United States District Court, United States Court of Appeals (First Circuit) and the United States Tax Court, and formerly served as a member of the Massachusetts Joint Bar Committee on Judicial Appointments. Doyle is a lecturer in law in the graduate tax program at Boston University School of Law, received an LL.M. in banking law and an LL.M. in taxation from Boston University Law School, a JD from Hamline University Law School, and a BS in accounting from Providence College. He served as president of the Boston Estate Planning Council and currently serves as a member of its executive committee, and was a 20-year member of the executive committee of the Essex County Bar Association. He is also a member of the steering committee for the AICPA Advanced Estate Planning program. Doyle was named Estate Planner of the Year in 2009 by the Boston Estate Planning Council. He has spoken at numerous professional education programs throughout the country on various topics, has been quoted in numerous business publications, and has appeared on CNBC, MSNBC, and CNN.

GARY L. FLOTTRON, MBA, CLU®, ChFC®, AEP®
Gary L. Flotron is principal of G. L. Flotron & Associates, specializing in estate and business planning, and executive and employee benefit plans. He is an adjunct faculty member at the College of Business Administration, University of Missouri at St. Louis, where he teaches courses in estate and trust planning, employee benefits, and life insurance and is an adjunct professor with The American College. Flotron is immediate past chair and member of the executive committee for the Synergy Summit, an organization comprised of the leading professional associations for estate and financial planning professionals. He is past president of NAEPC and The NAEPC Education Foundation, as well as past chair of the foundation and Accredited Estate Planner® designation committees of NAEPC. Flotron is a former member of the national board of directors of the Society of FSP, has served on numerous committees and task forces, and is the current editor of the estate planning section newsletter. Flotron is past president of the Estate Planning Council of St. Louis and the NAIFA St. Louis chapter, past member of the board of directors of the Foundation for Financial Service Professionals, past regional chair for the National Council of The American College, and has served as a member of the Chartered Financial Consultant Curriculum advisory board for The American College. Flotron obtained an MBA from the Washington University John M. Olin Graduate School of Business Administration, where he was inducted into Beta Gamma Sigma, and completed his undergraduate work in engineering management at the University of Missouri at Rolla. He is the 1996 recipient of the Stan Towerman Excellence in Professional Education Award from the SFSP Greater St. Louis Chapter, a 1994 recipient of the Paul F. Mills Scholarship from the Foundation for Financial Service Professionals, and was inducted into the NAIFA St. Louis Chapter Hall of Fame in 2003.

THOMAS C. FOSTER, JD
Thomas C. Foster is a member of the McCandlish Holton tax section and corporate department with a primary emphasis on employee benefits. His clients include major financial institutions, employers in diverse industries, accountants, and employee benefits consultants. Foster has been practicing law with McCandlish Holton since 1994 and was named one of The Best Lawyers in America for 2010 in employee benefits. Foster received a JD from the University of Richmond, an MBA from the University of Virginia, and a BA with high distinction from George Mason University.

ALBERT E. GIBBONS, CLU®, ChFC®, AEP®
Albert E. Gibbons specializes in estate planning and life insurance planning for high net worth individuals, high-level corporate executives, and successful entrepreneurs. He works closely with professional tax advisors designing and implementing sophisticated life insurance strategies to help solve their clients' unique estate protection needs. Creator of The 80/20 Estate Plan™, Gibbons' expertise emphasizes an effective estate planning process that results in clients taking action and achieving the desired results. A talented thinker, speaker, and writer, he has achieved a national reputation and is sought after to explain what he does and why it is so effective. Gibbons is a life member of the MDRT and the prestigious Top of the Table and received a BA from the University of Detroit.

ROBERT S. KEEBLER, CPA, MST, AEP® (Distinguished)
Robert S. Keebler is a partner with Keebler & Associates, LLP. He has been 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. His practice includes family wealth transfer and preservation planning, charitable giving, retirement distribution planning, and estate administration. Keebler frequently represents clients before the national office of the Internal Revenue Service in the private letter ruling process and in estate, gift and income tax examinations and appeals, and he has received more than 150 favorable private letter rulings including several key rulings of first impression. He is the author of over 100 articles and columns and is the editor, author or co-author of many books and treatises on wealth transfer and taxation. Keebler is a contributing author to the American Bar Association's *The ABA Practical Guide to Estate Planning*. He graduated cum laude from Lakeland College with a degree in accounting and the University of Wisconsin - Milwaukee with a masters in taxation.



NEW THIS YEAR! Educational Bonus Sessions

will be offered at 7:00 am on Thursday, November 8th and Friday, November 9th. Attendance offers additional complimentary educational content and may provide continuing education credit*.

*The sponsoring company may provide CE credit for attendees.

FRIDAY, NOVEMBER 9, 2012

6:30 am - 8:00 am	Breakfast
7:00 am - 7:50 am	<p>Sponsor Bonus Session The Secondary Market for Life Insurance – The Next Generation <i>Offered by Coventry</i> PETER HERSHON</p> <p>This course covers recent developments in the market and introduces advanced planning concepts made possible by the market's expansion. Topics to be covered include: new uses for the secondary market, what impacts a case today, and how advisors are now using the secondary market as a planning tool. The presentation will specifically discuss transactions for healthy lives, settlement options for whole life and term insurance, strategies for replacing underperforming policies, and rescue options for "good planning gone bad." Finally, several case examples will illustrate the new concepts being presented.</p>
8:00 am - 8:30 am	<p>NAEPC Annual Awards Ceremony 2012 Hartman Axley Lifetime Service Award Presentation 2012 Induction into Estate Planning Hall of Fame®</p>
8:30 am - 9:30 am	<p>The Mathematics of Estate Planning ROBERT S. KEEBLER, CPA, MST, AEP® (Distinguished)</p> <p>Most practitioners understand the basic advantages of transactions such as GRATs, SCINs, and private annuities. What many do not understand, however, are the quantitative forces that make these transactions work. Once understood from a quantitative perspective, it is easier to effectively design a successful overall estate plan. During this seminar, Keebler will discuss the mathematics behind the most popular estate planning transactions used today and how these transactions can be used in combination with one another to create the perfect hedge against estate and gift taxes.</p>
9:35 am - 10:35 am	<p>Annual Update JEFFREY N. PENNELL, JD</p> <p>This session will consider marital deduction, credit shelter, and portability planning for married couples after 2010, mindful of the sunset that may occur in 2013, with special consideration of ethics issues and legitimate methods to minimize the disruption caused by a surviving spouse claiming the elective share.</p>
10:35 am - 11:00 am	Break
11:00 am - 12:00 pm	<p>Mediation in Estate Matters RAY D. MADOFF, JD, LL.M.</p> <p>As mediation has grown in popularity, there are increased pressures for estate lawyers to engage in mediation to resolve their clients' will and trust disputes. This program will discuss the value and challenges of using mediation to resolve estate disputes and how to achieve the best results for clients in a mediation.</p>
12:00 pm - 1:00 pm	Lunch
1:00 pm - 2:00 pm	<p>The Uniform Prudent Investor Act and Trust Owned Life Insurance: The Impossible Dream or A Match Made in Heaven? UPIA Compliance, Risk Management, and the Evaluation of Permanent Life Insurance, a Panel Discussion GARY L. FLOTRON, MBA, CLU®, ChFC®, AEP® - Moderator LAWRENCE BRODY, JD, LL.M., AEP® (Distinguished) RICHARD A. SCHWARTZ, FSA, MAAA, CLU® RICHARD M. WEBER, MBA, CLU®, AEP® (Distinguished) E. RANDOLPH WHITELAW</p> <p>Using life insurance policy illustrations as a part of the TOLI annual update process is clearly necessary. However, using illustrations as part of the trust origination process poses many risks to the advisor and questions about how best to use them. The implicit question then is, if you do not use illustrations, what does the advisor use to determine how best to use life insurance.</p>
2:00 pm - 2:10 pm	Break
2:10 pm - 3:10 pm	Panel Resumes
3:15 pm - 4:15 pm	<p>The Future of Estate Planning JONATHAN G. BLATTMACHR, ESQ., AEP® (Distinguished)</p> <p>The practice of law is rapidly evolving especially with respect to the manner in which legal services are delivered. This presentation will forecast the most dramatic changes practicing lawyers face in light of competition from non-lawyers.</p>
4:15 pm - 5:15 pm	<p>Planning for Blended Families: A Practical Perspective ELAINE BUCHER, JD DAVID PRATT, JD, LL.M.</p> <p>This presentation will address planning for second, third, and subsequent marriages and blended families, with a focus on pre- and post-nuptial agreements, marital trusts, and asset protection. The presenters will speak to planning from a practical perspective while role playing a husband and wife in a second marriage with children from the first marriage and a mutual child.</p>

CARYN B. KEPPLER, JD, EPLS, AEP®

Caryn B. Keppler has extensive experience in all aspects of estate, gift and charitable planning for foreign and domestic individuals, conventional and alternative families, as well as business succession and continuity planning. She has represented both fiduciaries and beneficiaries in the administration of domestic estates and trusts, as well as estates and trusts having contacts in international jurisdictions, and in litigation with the Internal Revenue Service and in the Surrogate's Courts. Prior to entering private practice, Keppler was an attorney with the Internal Revenue Service. Keppler is a member of the real property and probate section of the American Bar Association and the diversity committee of the trusts and estates section of the New York State Bar Association. She is also the co-chair of the sub-committee on transgender individuals of the New York State Bar Association's committee on LGBT people and the law. She is a member of the New York City Estate Planning Council, is a past president of the Rockland County Estate Planning Council, and is a member of the planned giving committee of the Good Samaritan Hospital Foundation. She is currently supervising a project of the New York State Bar Association committee on LGBT people and the law on the availability of gender-neutral policies and accommodations provided by New York colleges. Keppler received a BA from Binghamton University and a JD from Brooklyn Law School, and is admitted to practice law before the courts of the states of New York and New Jersey, as well as the Federal District Court of New Jersey.

RAY D. MADOFF, JD, LL.M.

Ray D. Madoff is a professor of law at Boston College Law School where she specializes in estate planning. She has written several articles on the use of mediation to resolve will and trust disputes and has successfully mediated numerous disputes. Professor Madoff is the lead author of *Practical Guide to Estate Planning* (Madoff, Tenney, Hall and Mingolla CCH) and of *Immortality and the Law: The Rising Power of the American Dead* (Yale 2011). She is an academic fellow of ACTEC, a member of the American Law Institute and past chair of the American Association of Law Schools Section of trusts and estates.

JEFFREY N. PENNELL, JD

Professor Pennell is the Richard H. Clark Professor of Law at Emory University School of Law in Atlanta. He is a member of the American Law Institute and an adviser for the restatements of wills and other donative transfers, of trusts, and a former member of the Council of the Real Property, Trust & Estate Section of the American Bar Association, an academic fellow and former regent of ACTEC, and an Academician of The International Academy of Estate and Trust Law. His various publications include student and practitioner texts, tax management portfolios, articles, institute chapters, and he is the successor author of *Casner & Pennell on Estate Planning* (7th ed.).

DAVID PRATT, JD, LL.M.

David Pratt is a partner in the personal planning department and head of the Boca Raton office of Proskauer Rose LLP. His practice is dedicated exclusively to the areas of trusts and estates, estate, gift and generation-skipping transfer, and fiduciary and individual income taxation. He has extensive experience in estate planning, post-mortem tax planning and asset protection, and is Florida board-certified in both taxation and wills, trusts and estates. Pratt served as chair of the Florida Bar's tax section and in delivering testimony at the IRS hearings in Washington, D.C. regarding their comments on the proposed regulations on required minimum distributions from retirement plans. He also was one of the authors of comments submitted to the IRS by the section in response to a controversial revenue procedure concerning charitable remainder trusts. Pratt is a fellow of ACTEC, serves on the college's board of regents, and chairs the new fellows steering committee. He was recently named the *Best Lawyers' 2011* Miami-area Trusts and Estates Lawyer of the Year. Pratt is an adjunct professor at the University of Florida's Levin College of Law, where he teaches in the LL.M. program, a faculty member of the American Law Institute-American Bar Association, and has published various articles in legal journals and lectures extensively.

RICHARD A. SCHWARTZ, FSA, MAAA, CLU®

Richard A. Schwartz is president of Life Insurance Analysts, Inc. where he functions as a consultant to professional advisors, including their corporate and individual clients, and the financial services industry, including distribution entities and insurance companies. Prior to founding LIA in 1994, Schwartz served eight years as executive vice president of M Financial Group and brings over forty years of industry experience to his clients. After receiving a BS from Clarkson University, he went on to receive his Masters in Actuarial Science from Northeastern University. Schwartz has spoken before advisors on advanced applications of life insurance and annuities as well as how they apply to new insurance solutions, and has spoken before many well-known national conferences. He co-authored the American Bar Association's primer *Life Insurance Due Care: Carriers, Products, and Illustrations*.

BRUCE M. STONE

Bruce M. Stone is a shareholder of Goldman Felcoski & Stone P.A. where his practice consists primarily of estate planning for both domestic and foreign clients. A significant portion of his practice involves disputed or complex problem situations in which he is retained to find creative planning solutions or to serve as expert witness, mediator, or arbitrator. Stone is a fellow and current treasurer of ACTEC, and serves on its executive committee and board of regents, and is also past chair of the real property, probate and trust law section of The Florida Bar. He is a member of the joint editorial board for uniform trust and estate acts, which monitors and recommends updates to the uniform probate code, the uniform trust code, and all other trust and estate related uniform laws on a nationwide basis, is a member of the advisory committee of the Heckerling Institute on Estate Planning, an academician in the International Academy of Estate and Trust Law, has been named as one of the top 10 or top 100 Florida attorneys in all issues of *Florida Superlawyers* since its publication, was named one of the 45 best trust and estate attorneys in the United States in the August 1998 issue of *Town and Country* magazine, has been listed in every edition of *Best Lawyers of America* since 1987, and is rated by Chambers USA in Band 1 for tax: estate planning. In addition to his practice, Stone is an adjunct professor at the University of Miami School of Law, where he teaches in the graduate masters program in estate planning, and is a frequent lecturer for many national organizations. Stone graduated from the University of Florida and the Florida State University College of Law, both with highest honors, and was first in his class and editor in chief of the law review at the Florida State University College of Law.

RICHARD M. WEBER, MBA, CLU®, AEP® (Distinguished)

Richard M. Weber is president and primary consultant for The Ethical Edge, Inc., providing training and consulting services that help empower advisors and their clients to explore and view life insurance in the broader context of financial planning. Weber has been a successful life insurance agent for 25 years and 20-year life member of the MDRT. He holds an MBA from the University of California at Berkeley with a specialty in insurance and finance. Weber served as president of both the local Life Underwriter and the local CLU chapters in the San Francisco Bay Area and is president-elect of the Society of FSP, receiving its Kenneth Black, Jr. Leadership Award in 2008. He served for 11 years as an instructor of insurance at the University of California at Berkeley's program in personal financial planning as adjunct professor of ethics at The American College from 1993-1998. His book, *Revealing Life Insurance Secrets: How the Pros Pick, Design, and Evaluate their Own Policies*, is published by Marketplace Books and is directed at advisors and financial service professionals. His most recent publication, co-written with Christopher Hause, FSA, MAAA, *Life Insurance as an Asset Class - A Value-added Component of an Asset Allocation*, was honored with a 2008 Best Paper Award from the Academy of Financial Services.

E. RANDOLPH WHITELAW

E. Randolph Whitelaw is managing director of Trust Asset Consultants, LLC, a TOLI risk management consulting and policy management firm whose clients are trustees, beneficiaries, professional advisors, and affluent family groups. A leader in the trust-owned life insurance risk management consulting and restructure marketplace, he is frequently engaged by professional fiduciaries and estate planning professionals to provide expert opinion and testimony in dispute and litigation matters. He lectures nationwide and regularly authors in-depth peer-reviewed articles that illustrate his comprehensive knowledge of the ever-changing life insurance and life settlement markets. In 2001, Whitelaw founded TAC to provide corporate trustees, professional advisors, and insurance trust beneficiaries with single source TOLI fiduciary risk management consulting services. In 2004, he co-founded Life Settlement Partners, LLC, a life settlement consulting firm that works exclusively with policy sellers and in 2006 Trust Asset Consultants, LLC and TrustBuilder Services, LLC joined forces to create The TOLI Center, providing professional fiduciaries, estate planning attorneys, and accounting firms with a service-based ILIT administration and TOLI risk management platform.

DIANA S.C. ZEYDEL, JD, LL.M.

Diana S. C. Zeydel is a shareholder of the law firm of Greenberg Traurig, P.A. and chair of its trusts & estates department. She is a member of the board of regents and chair of the estate & gift tax committee of ACTEC. Diana is a frequent lecturer on a variety of estate planning topics and has authored many recent articles. Zeydel received an LL.M. in taxation from New York University School of Law, a JD from Yale Law School, and a BA summa cum laude from Yale University where she was elected to Phi Beta Kappa. She is a member of the Florida and New York bars.



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

49th Annual Conference

November 7-9, 2012

Address service requested

Presorted
First Class Mail
U.S. Postage
PAID
Cleveland, OH
Permit #1934



CONTINUING EDUCATION

Continuing education credit will be requested nationwide for attorneys, insurance professionals, accountants, and CFP®, CTFA and PACE designees. Up to 15 hours of credit may be available*!

16.5 hours of Accredited Estate Planner® designation credit is available!

*See general information page for details. Insurance professionals must attend the entire conference as partial credit is not available.



**Bernstein Global
Wealth Management**

**BNY Mellon
Wealth Management**

Coventry

Fidelity Charitable

**Sterling
Foundation Management, LLC**

Trusts & Estates



NAEPC OFFICERS, 2012

PRESIDENT

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

PRESIDENT-ELECT

Robert G. Alexander, JD, LL.M., AEP®, EPLS
Milwaukee, WI

TREASURER

Joanna Averett, MBA, CFP®, AIF®, AEP®
San Bernardino, CA

SECRETARY

Gregory E. Sellers, CPA, AEP®
Montgomery, AL

IMMEDIATE PAST PRESIDENT

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

NAEPC DIRECTORS, 2012

Thomas M. Borchert, CLU®, ChFC®, LUTCF,
AEP®, CLTC
Sioux City, IA

M. Eileen Dougherty, CTFA, CFP®, AEP®, ChFC®
King of Prussia, PA

Charles V. Douglas, JD, CFP®, AEP®
Atlanta, GA

John P. Garniewski, Jr., CPA/PFS, CFP®, AEP®
Wilmington, DE

Pettus C. Gibbons, MEd, CLU®, ChFC®,
LUTCF, AEP®
Addison, TX

Robert P. Goodman, CPA, AEP®, CFP®
Phoenix, AZ

Christopher P. Jakyma, JD, CTFA, AEP®
Cleveland, OH

Al W. King, III, JD, LL.M., AEP® (Distinguished)
New York, NY

William D. Kirchick, Esq., AEP®
Boston, MA

Lawrence M. Lehmann, JD, AEP®
New Orleans, LA

John K. O'Meara, JD, CLU®, ChFC®, CFP®, AEP®
Milwaukee, WI

Paul J. Pantano, CLU®, ChFC®, AEP®,
CASL, MSFS
Pittsburgh, PA

Jordon N. Rosen, CPA, MS (taxation), AEP®
Wilmington, DE

Walter V. Tchirkine, CPA, MS (taxation), AEP®
Oakland, CA

Paul S. Viren, CLU®, ChFC®, AEP®
Spokane, WA

NAEPC DIRECTOR EMERITUS, 2012

Hartman Axley, CLU®, ChFC®, JD, CFP®,
MSFS, RHU, AEP®
Lakewood, CO