



National Association of Estate Planners & Councils

1120 Chester Avenue - Suite 470, Cleveland, Ohio 44114

	2013 Las Vegas NV	2012 Orlando FL	2011 San Antonio TX	2010 San Diego CA	2009 Amelia Island FL
<i>Attendee Discipline</i>					
Insurance & Financial Planning	31%	36%	41%	43%	34%
CPA	18%	15%	14%	8%	9%
Trust Officer	16%	13%	13%	18%	14%
Attorney	24%	20%	23%	16%	24%
Other/Unidentified	11%	16%	9%	15%	18%
<i>Repeat Attendance Statistics</i>					
First Time	55%	56%	54%	54%	60%
2-4 times	33%	31%	34%	38%	30%
5-7 times	6%	7%	5%	5%	3%
8+ times	6%	6%	7%	3%	7%
<i>Geographic Data</i>					
Percentage of total attendees from home state of conference	8%	18%	20%	20%	23%

*Statistics are based on survey results from each event
and are estimated based on the percentage of respondents.*

The Association of Choice for Estate Planning Professionals