

Summer 2006

California Forum

Let's gather together to share insights, education, and collegiality. The California Forum is a yearly event, primarily for advisors in Estate and Business Planning. In today's complex world, no one person can be an expert in all areas of estate, business, tax, and wealth planning.

The format of these two-day workshops is designed for team-teaching in an informal setting, where dialogue and participation with the audience is as important as the materials prepared by the presenters. The presenters are selected because they are experts in their field who enjoy teaching and who give of themselves and of their time. Their unique skills, experience, expertise, and judgment are truly invaluable to the audience and are extraordinarily well-received!

Dates:

June 22nd and 23rd, 2006

Moderators:

Stephen J. Mancini, Esq., & Joseph J. Strazzeri, Esq.

Participation Fee:

\$420.00/person

Continuing Education:

CE Credits for CPAs, CFPs, CA Life, Attorneys and Certified Specialists will be applied for by and made available through The Peak Team.

Program Location & Accommodations

Sheraton San Diego Hotel & Marina
1380 Harbor Island Drive
San Diego, California 92101
877-734-2726

Southern California Institute Room Rate:
\$199 single or double occupancy
Hotel Rate Cut-off Date: May 31st

To Attend:

Please RSVP by calling Jennifer at (858) 200-1911 or e-mail: events@scinstitute.org. For more information on the California Forum please visit our website at www.scinstitute.org



**Multimedia Day.
Wednesday,
June 21, 2006.**



Just as they did for The Gathering in February, The Peak Team and The Myers Law Firm are hosting a special-project afternoon involving creation of multimedia content for estate-planning professionals. We are going to have available customized digital portrait photography, streaming video, audio, DVD development and CD-ROM development.

For further details and to participate in the content development, please call Peter or Patricia directly at 415-896-1500.

California Forum

Schedule of Events - Summer 2006

Thursday, June 22, 2006

7:30 - 8:00am Registration

8:00 - 9:15am California Business in Estate Planning: Beginning With the End in Mind, Gregory Banner, Asset Preservation Strategies, Inc., and Alejandro Matuk, Esq., Law Firm of Strazzeri Mancini LLP

What do you want to do when you grow up? Alex & Greg will discuss the advantages of transition planning through the different stages of a business. At its optimum, a buy/sell agreement is an integral part of the formation of most businesses. We will discuss setting expectations with the business owner for the future transition of the business.

9:15 - 9:30am Break

9:30 - 10:45am The IRS, 2036 and California FLPs David Anderson, Esq., The Law Offices of David Anderson, and Mark Schwartzman, Esq., Qualified Independent Appraiser, Union Business Appraisers

The IRS has vowed to audit every FLP they see, and an attack under IRC §2036 is the Nuclear option. You will receive an analysis of an FLP under §2036 attack by the IRS and its journey through the San Diego District Office. We will analyze the soft spots most often found in California FLPs and the application of recent court decisions to operating California FLPs. Finally, you will receive concrete suggestions to protect your clients from, or repel attacks by, the IRS under §2036.

10:45 - 12:00pm Practice Value, Seccession, and Succession Peter S. Myers, Esq., and Patricia R. Brooks, Senior Paralegal and Director of Practice Management, both of The Myers Law Firm

Join Patricia and Peter to understand the ethics and rules for document retention, file maintenance, required notifications, client disengagement, and selling (or purchasing) a law practice. The practices that make for ethical succession also result in a more valuable practice for sale. We will share the provisions of the CRPC, the B&P Code and the Probate Code and how they intertwine and sometimes conflict.

12:00 - 1:30pm The Balanced Life lunch, Neil W. Treister, MD, FACC, Medical Director and Cardiologist of Sharp Memorial Hospital's Cushman Wellness Center

Join Neil for a glimpse into our Hawaii Affluent Client/Advisor Integrated Health and Integrated Wealth Retreat. 78% of healthcare dollars in the United States are spent on chronic diseases that we neither cure, nor fully control, with an ever expanding list of medication. Gain a new understanding of the basic processes common to these diseases that have emerged. Our clients' lives, as well as our own, can be markedly improved by diet, exercise, stress management and attention to life balance.

1:30 - 2:45pm Successful Marketing Models for California Mark Merenda, Smart Marketing, and Kimberly Lee, The Law Offices of Kimberly Lee

Mark and Kimberly will explore methods they have used to successfully market an estate planning practice in California over the past three years, including: 1. Branding and image, 2. Marketing to referral sources, 3. Marketing to the public through seminars, and 4. Marketing through the Internet.

2:45 - 3:00pm Break

3:00 - 4:15pm Harnessing the Power of Trust Protectors Stan Miller & D. Scott Schrader, both of Miller & Schrader, P.A.

As Michael Fry and T. Lewis said in the comic strip *Over the Hedge*, "The more things change, the more they remain... insane." Estate tax repeal, or even the perception of repeal, has prompted many clients to seek flexibility in their estate, gift and income tax planning. Stan and Scott will delve into the murky waters of trust protectors and discuss the unique planning opportunities that exist with protectors.

4:15 - 5:30pm Land Use Issues & Opportunities in Wealth Planning Louis A. Galuppo, Esq., and Sean Salmon, Esq., both of the Galuppo Law Firm, APC

Real Estate is a multilayer, very complex asset. This particular asset can be separated into parts, which, if properly utilized, may be worth more in pieces than as a whole. Social, economic, political and legal forces shape the way real estate is used, possessed and enjoyed. Learn how additional changes in real estate are viewed, managed and regulated along with how they can create tremendous wealth building and planning opportunities.

6:00pm The Laureate San Diego Trolley Tour

Come join the Institute Laureates, Fellows, Members and Attendees as we tour the San Diego Bay, stop at Seaport Village, and Historic Old Town. Then we'll gather and rejuvenate for a No-Host Cocktail Hour and Dinner at the Old Town Mexican Cafe. Of course, the tour will eventually take us back to the hotel.

Friday, June 23, 2006

7:30 - 8:00am Registration

8:00 - 9:15am Insuring Buy-Sells and Other Business Applications for Life Insurance, William C. Fortner, Hartford Life Insurance Company, and Dannel J. Wexler, Esq., Quinlivan Wexler LLP

In today's business and estate planning world income taxation and business continuation have become some of the hottest issues. Join Billy and Danny for a review and understanding of common and advanced planning utilizing insurance.

9:15 - 9:30am Break

9:30 - 10:45am Reaching Clients' Charitable Goals, Charlene L. Pryor, San Diego Foundation, and Christopher J. Clarkson, CFA, Bernstein Global Wealth Management

For many wealthy clients, philanthropic giving is an important goal. It's also a challenging one since there are so many alternatives, and each client's circumstances are unique. Chris and Charlene provide a framework for answering practical questions such as: How much can a donor afford to give? Which vehicle is best - a donor advised fund, supporting organization or private foundation? How should the funds that are earmarked for charity be invested?

10:45 - 12:00pm Drafting California LLCs Using WealthDocs, C. Dennis Brislaw, Jr., Esq., Brislaw Lofton Gregorek, PLLC, and Jonathan Mintz, Esq., WealthCounsel, LLC

Learn the ins and outs of California LLC's demonstrated through the WealthDocs Document Creation System. Dennis and Jonathan will not only review drafting issues but also the choices and ramifications.

12:00 - 1:30pm Sponsored Lunch - ARLIS: Accounts Receivable Leveraged Insurance Strategies. Lane Harrison, and Benjamin F. Renzo, J. D., both of ARLIS.

ARLIS is a creative and tailored financial platform to protect personal and corporate assets for Physicians and high risk business owners while leveraging non-productive receivables to generate positive returns.

1:30 - 2:45pm Designated Beneficiary Trusts in California John L. Jenkins, Asset Preservation Strategies, Inc., and Rodney J. Hatley, Esq., Law Firm of Strazzeri Mancini, LLP

Do you want your children or others to inherit your individual retirement accounts (IRAs) and your 401(k) or other qualified retirement plans, but you'd like to control the distribution of those assets after you die? Naming a trust as beneficiary of your retirement accounts may be an answer. This course will examine the advantages and disadvantages of naming a trust as your Designated Beneficiary.

2:45 - 3:00pm Break

3:00 - 4:15pm California Developments & The Probate Code Susan Katzen, Esq., and W. Vito Lanuti, both of The Law Offices of W. Vito Lanuti

Susan and Vito continue their exploration of the probate code in the California Hour. They are currently editing the "Financial Power of Attorney" section of the *CEB Practice Guide* and will share their discoveries with us. We look forward to hearing about the subtleties of these important documents, their appropriate uses and examples of common abuses. Special attention will be given to creating, amending, and revoking a trust under a power of attorney.

4:15 - 5:30pm Real Special Needs Planners Don't Eat Quiche (and 5 other things they don't do, if they don't want to get sued) Diedre Wachbrit, Esq., Law Offices of Diedre Wachbrit, and Carol Battaglia, Carol S. Battaglia, Attorney at Law, APC

Public benefits eligibility rules in California. First-party versus third-party trusts: their uses and differences. Drafting essentials to meet the standard of care. Drafting options to increase the beneficiary's quality of life. Ensuring a smooth administration. Special funding sources and their impact on trust drafting and administration: lifetime gifts, litigation settlements, life insurance proceeds, retirement funds and 529 plans.



Sheraton San Diego Hotel & Marina