

Thursday Insights for January 2004
2:30 p.m. – 4:00 p.m.

Thursday, January 1, 2004:

New Year's Day

Our offices will be closed due to the New Year's Holiday. Have a safe and fun New Year's Day!

Thursday, January 8, 2004:

Understanding Basic Estate Planning

with Stephen J. Mancini, Esq., and Rodney J. Hatley, Esq., both of The Law Firm of Strazzeri Mancini LLP

Why Plan? What is an Estate? Why most estate plans fail. What makes a good estate plan? It is as easy as 1, 2, 3! This course covers the Basics of Estate Planning, including titling, tax basis rules, the disadvantages of joint tenancy and the pros and cons of gifting. Beneficiary designations are discussed and Estate Taxes are explained as are Conservatorship, Probate, Powers of Attorney and planning for minors. The A B C's of Basic Living Trust planning are explored. The importance and the power of collaborative planning as well as opportunities for financial planners in estate planning is a central theme.

Thursday, January 15, 2004:

A Work in Progress

with Stephen J. Mancini, Esq., and Alejandro Matuk, Esq., both of The Law Firm of Strazzeri Mancini LLP

Harnessing the Winds of Change: The most consistent element of today's business climate is change. A business owner must keep pace and learn to navigate the "Winds of Change". Business owners must rely on their advisors to understand and survive the changes in Income Tax Reductions, Retirement Plan Rules, and Gift, Estate & Generation-Skipping Transfer Tax Provisions. This program will cover the risks and red tape involved in starting, operating, and expanding your business.

Thursday, January 22, 2004:

Pet Trusts (All of My Beneficiaries Wear Fur Coats)

with Stephen J. Mancini, Esq., The Law Firm of Strazzeri Mancini LLP, and Maureen McFarland, CFP, The Financial Team,

Did you know that more than 80% of your clients have pets? For many, these pets are as close as any family member. Are you prepared to advise these clients regarding the options for the care of their pets in the event of the client's death or incapacity? Maureen and Steve will impart practical advice on how to assist your clients with planning for their animals. Be prepared for the questions our clients will inevitably be asking!

Thursday, January 29, 2004:

Collaborative Planning for the Small Business Owner

with Alejandro Matuk, Esq., The Law Firm of Strazzeri Mancini LLP, and Greg Banner, CFP, Vice President, Asset Preservation Strategies.

This presentation will address issues that small business owners should consider when evaluating the future prospects of their company and how a professional collaborative approach can be utilized to provide greater value to the client. The topics to be discussed include entity selection, formation, how insurance can be a valuable part of a business, tax reduction strategies through case studies. The tools discussed will include funding vehicles such as retirement plans, key person insurance, business buy-sell arrangements and employee benefits within entity selection.

Thursday Insights for February 2004
2:30 p.m. – 4:00 p.m.

- Thursday, February 5, 2004: **1031 Exchanges: Highly Appreciated Property**
with Maureen L. Verduyn, CFP™, The Financial Team, Inc., and John L. Jenkins, CFP™, CSA, EA, Asset Preservations Strategies, Inc.
- John and Maureen will present on Internal Revenue Code section 1031 (also known as “like-kind”) exchanges of highly appreciated property. Among the topics they will cover are reasons why investors exchange; the types of exchanges available; exchange requirements; replacement property alternatives; issues facing replacement property alternatives; and rules of identification.
- Thursday, February 12, 2004: **Basic Estate Planning Plus – A Short Review of Basic Planning Plus Irrevocable Life Insurance Trusts (ILITs)**
with Rodney J. Hatley, Esq., and Stephen J. Mancini, Esq.
- Following a short overview of the basics of estate planning, from title considerations to beneficiary designations and “ABC” trusts, this course provides a detailed review of the intricacies of Irrevocable Life Insurance Trusts and how they really work. ILITs are an incredibly powerful estate planning tool allowing your clients to pass their estates to their loved ones intact by avoiding or substantially lessening the impact of the estate tax.
- Thursday, February 19, 2004: **Entity Choices**
with Alejandro Matuk, Esq., and Stephen J. Mancini, Esq.
- Evaluating The Entities – Steve and Alex will discuss and survey each business entity option. Multiple considerations dictate which choice of entity, for example: What are the business goals of the owner(s)? How does ownership, liability protection, capitalization, management, sale of the business, estate planning, taxation, and owner and employee benefits affect the choice of business entity? Learn The Entity Choice Matrix.
- Thursday, February 26, 2004: **FLP’s, Are They Still Usable?**
with David Anderson, Esq., The Office of David Anderson, and Joseph J. Strazzeri, Esq.
- David and Joe will discuss the major IRS weapons and arguments of lack of economic substance, gift on formation, restrictions on the right to sell or use, applicable restrictions, retained interest, retained ability to direct, lack of marketing ability, minority interest, the Strangi string of cases and the recent Stone case. This technical information will be worked into a practical and understandable set of ideas which will explain that proper FLP planning, through organization, structure and ongoing operations; is alive, well and still valuable for most of our high net worth clients.

RSVP:
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Thursday Insights for March 2004
2:30 p.m. – 4:00 p.m.

Thursday, March 4, 2004:

Protection: Risk Management and Insurance

with Ron Ceniceroy, Senior Planner, and John L. Jenkins, CFP™, CSA, EA, both of Asset Preservation Strategies, Inc.

Ron and John will present this program's first course covers the basics of risk management and protection using various strategies and insurance. There are many types of insurance that should be addressed with a client. We will help you identify various types of policies, their purpose, and when to use them. We will also break down an insurance policy and help clear up the confusion of insurance.

Thursday, March 11, 2004:

Medi-Cal: The 3 Lies and 8 Mistakes

with Eleanor R. Minsky, Esq., and Stephen J. Mancini, Esq.

This course surveys the current rules and planning techniques. Eleanor and Steve will help answer these questions as well as many others: What is Medi-Cal? What are the rules? Can insurance or annuity planning help? Is Medi-Cal different from Medicare? Is Medi-Cal planning part of estate planning? Is this type of planning ethical? What are the rules for qualifying? Can the state or federal government take the home? What about claims against the family to recover expenses on behalf of a loved one?

Thursday, March 18, 2004:

Employee Benefits for All

with Gregory Banner, CFP™, Asset Preservation Strategies, Inc., and Alejandro Matuk, Esq.

Often entrepreneurs want to help employees, but want to disproportionately help themselves. Beyond fringe benefits, Greg and Alex will discuss what methods are available to compensate and motivate key employees, including owner-employees on a discriminatory basis. For example: Deferred-compensation plans, stock bonus and stock option plans as well as life insurance as a benefit.

Thursday, March 25, 2004:

Selling Appreciated Property without Paying Taxes

with Maureen Verduyn, CFP™, M.Ed., The Financial Team, Inc., and Cathryn Low, Langston & Low

Maureen and Cathryn will present on Internal Revenue Code section 1031 (also known as "like-kind") exchanges of highly appreciated property. Among the topics they will cover are reasons why investors exchange; the types of exchanges available; exchange requirements; replacement property alternatives; issues facing replacement property alternatives; and rules of identification.

Thursday Insights for April 2004
2:30 p.m. – 4:00 p.m.

- Thursday, April 1, 2004: **Stock Options**
with John L. Jenkins, CFP™, CSA, EA, Asset Preservation Strategies, Inc, and Peter Myers, Esq., The Myers Law Firm LLP
Stock options have become an important aspect of compensation provided by employers to employees, particularly executives and other highly compensated employees. Many of our clients have been awarded stock options and these options represent a potentially significant portion of client wealth. Therefore, understand how stock options work and how they may fit into clients' overall financial strategies is important to us as advisors.
- Thursday, April 8, 2004: **The Alphabet Soup of Advanced Estate Planning**
with Rodney J. Hatley, Esq., and Stephen J. Mancini, Esq.
A summary of basic and basic plus estate planning followed by a survey of advanced estate planning techniques and why financial, tax and accounting professionals, as well as other professional planners, need to be familiar with these techniques. This course deals with how to minimize the wealth (estate) tax through charitable giving and discounting techniques. Learn the basics of the alphabet soup, e.g., Charitable Remainder Trusts (CRT), Charitable Lead Trusts (CLT), Qualified Personal Residence Trusts (QPRT), Grantor Retained Annuity Trusts (GRAT), Family Limited Partnerships (FLP), and Liquid Asset Protection Trusts (LAPT). Gain knowledge of how life insurance can play an important role in these advanced plans.
- Thursday, April 15, 2004: **Employee Benefits for All**
with Ron Ceniceroz, Senior Planner, Asset Preservation Strategies, Inc., and Alejandro Matuk, Esq.
Fringe benefits are usually offered by an employer to attract and keep good employees. The most popular plans are reviewed, for example: Qualified retirement plans, defined-benefit plans, defined-contribution plans, and simplified retirement plans. These plans must be non-discriminatory. Which plan may be best for a particular business is addressed by "Evaluating Retirement Plans" from the perspectives of business goals, cost, and complexity.
- Thursday, April 22, 2004: **Pre and Post Retirement Planning**
with Pamela S. Lint, Pamela S. Lint & Associates, and John L. Jenkins, CFP™, CSA, EA, Asset Preservation Strategies, Inc
Most Americans are unaware of whether or not they are able to retire. Our objective is to help you identify retirement-related issues that will help your clients understand some of the techniques available to help them develop a retirement strategy. We will also discuss traps and pitfalls that many retirees encounter.
- Thursday, April 29, 2004: **Wine Tour of Italy's Top Three Regions**
with Deborah A. Lazear, Certified Wine Specialist, C.I.M., P.M. gr., Joseph J. Strazzeri, Esq.
Italy's wines, both red and white, are as diverse as its people. Three key regions of quality wines are: Piedmont, Tuscany, and the TreVienze. Come taste, compare, and expand your knowledge with the Southern California Institute.

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Thursday Insights for May 2004
2:30 p.m. – 4:00 p.m.

Thursday, May 6, 2004: **Are You Referable: The Practice Experience**
with Stacy L. DenHerder, Esq., DenHerder & Associates, and Joseph J. Strazzeri, Esq.

We are living at a time when extraordinary estate and wealth strategies planning advisors are needed like never before. As a result, the public is searching for answers on how to preserve and protect what they have; and for answers on how to thrive into the future. This course is a dialogue on professional collaboration and the type of practice your referral sources and clients experience—your practice as seen through the eyes of others. It introduces you to techniques in which you and your team may use to gain the skills and quiet confidence to position your practice in the forefront of your community and how you can become a "referable" resource to others. Your practice is like no other and should be unique to you.

Thursday, May 13, 2004: **Trustee Training: Rights & Responsibilities**
with Rodney J. Hatley, Esq., and Stephen J. Mancini, Esq.

A client or a client's family member has just passed away and now the successor trustee must serve as trustee of the living trust. Are you prepared to handle the myriad of questions that successor trustees will have regarding their rights and responsibilities? Are you aware that tax and investment advice may be different in these situations? To help avoid personal liability, a trustee must seek professional financial, accounting and legal advice. This course is an overview of the legal and procedural requirements of trust administration to assist trustees and their advisors to properly discharge their duties. It addresses the need for legal, tax, accounting, and complete investment planning in trust administration.

Thursday, May 20, 2004: **Exit Strategies and Business Succession**
with Greg Banner, CFP™, Asset Preservation Strategies, Inc., and Alejandro Matuk, Esq.

Often entrepreneurs want to help employees, but want to disproportionately help themselves. Beyond fringe benefits, what methods are available to compensate and motivate key employees, including owner-employees on a discriminatory basis. For example: Deferred-compensation plans, stock bonus and stock option plans as well as life insurance as a benefit.

Thursday, May 27, 2004: **Investment Principles**
with Maureen Verduyn, CFP™, The Financial Team, Inc., and John L. Jenkins, CFP™, CSA, EA, Asset Preservation Strategies, Inc.

You will learn about the many types of investment vehicles and opportunities for their use. We will also discuss developing a clear understanding of clients' goals and objectives along with understanding the risk /return characteristics of various investments.

Thursday Insights for June 2004

2:30 p.m. – 4:00 p.m.

Thursday, June 3, 2004: **Are You Referable: The Practice Experience**
with Stacy L. DenHerder, Esq., DenHerder & Associates, and Joseph J. Strazzeri, Esq.

We are living at a time when extraordinary estate and wealth strategies planning advisors are needed like never before. As a result, the public is searching for answers on how to preserve and protect what they have; and for answers on how to thrive into the future. This course is a dialogue on professional collaboration and the type of practice your referral sources and clients experience—your practice as seen through the eyes of others. It introduces you to techniques in which you and your team may use to gain the skills and quiet confidence to position your practice in the forefront of your community and how you can become a "referable" resource. Your practice is like no other and should be unique to you.

Thursday, June 10, 2004: **Attracting and Working with Affluent Families**
with Rodney J. Hatley, Esq., and Stephen J. Mancini, Esq.

What is affluent? Are affluent clients unlike other clients? Should the process for dealing with an affluent client be different? After a short review of previous courses, this course discusses those differences. In addition: The critical importance of a collaborative team and a collaborative process, why affluent clients have a unique concept of money, the notion of "it is not what it's about", third party credibility, "shining the light"; and the value of proper referrals and referral protocols. As a collaborative team member, you are always prepared to help.

Thursday, June 17, 2004: **Attracting and Working with Business Owners**
with Joseph J. McGuire, Esq., CPA, The Law Office of Joseph J. McGuire, and Joseph J. Strazzeri, Esq.

Business owners have their own special way of thinking. Often, a business owner's most important "child" is the business. Many entrepreneurs spend the majority of their time with their business. This course surveys the different ways business owner's approach their business and their planning. It is an essential dialogue and will assist professional advisors in approaching, working with, and counseling to close with business owners.

Thursday, June 24, 2004: **Tax Reduction Strategies**
with Greg Banner, CFP™, Asset Preservation Strategies, Inc., and Joseph J. McGuire, Esq., CPA, The Law Office of Joseph J. McGuire

Do your clients work with a tax planner or a scorekeeper? We will go over some of the strategies clients should be aware of the whole year around to help reduce their tax liability. We will help you become pro-active with your clients in identifying opportunities about which your clients and their advisors may not be aware.

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Thursday Insights for July 2004

2:30 p.m. – 4:00 p.m.

- Thursday, July 1, 2004: **Trustee Training – Rights and Responsibilities**
with Margaret R. Lombardo, CFP, EA, The Financial Team, Inc., and Joseph J. Strazzeri, Esq.
A client or a client's family member has just passed away and now the successor trustee must serve as trustee of the living trust. Are you prepared to handle the myriad of questions that successor trustees will have regarding their rights and responsibilities? Are you aware that tax and investment advice may be different in these situations? To help avoid personal liability, a trustee must seek professional financial, accounting and legal advice. This course is an overview of the legal and procedural requirements of trust administration to assist trustees and their advisors to properly discharge their duties. It addresses the need for legal, tax, accounting, and complete investment planning in trust administration.
- Thursday, July 8, 2004: **Understanding Basic Estate Planning**
with Rodney J. Hatley, Esq., and Alejandro Matuk, Esq.
Why Plan? What is an Estate? Why most estate plans fail. What makes a good estate plan? It is as easy as 1, 2, 3! This course covers the Basics of Estate Planning, including titling, tax basis rules, the disadvantages of joint tenancy and the pros and cons of gifting. Beneficiary designations are discussed and Estate Taxes are explained as are Conservatorship, Probate, Powers of Attorney and planning for minors. The A B C's of Basic Living Trust planning are explored. The importance and the power of collaborative planning as well as opportunities for financial planners and accountants in estate planning is a central theme.
- Thursday, July 15, 2004: **A Work In Progress**
with Alejandro Matuk, Esq., and Gregory R. Banner, CFP, Asset Preservation Strategies, Inc.
Harnessing the Winds of Change: The most consistent element of today's business climate is change. Understanding business owners' concerns and the way they think provides a competitive edge. A business owner must keep pace and learn to navigate the "Winds of Change"; so must that business owner's advisors. Business owners must rely on their advisors to understand and survive the changes in Income Tax Reductions, Retirement Plan Rules, and Gift, Estate & Generation-Skipping Transfer Tax Provisions.
- Thursday, July 22, 2004: **Annuity Contract Structure**
with Ronald R. Cenicerz, Senior Planner, Asset Preservation Strategies, Inc., and Andy McLaughlin, Regional Wholesaler, Nationwide Insurance Company
Ron and Andy will cover the issues regarding basic contract structure and taxation of annuities, they will teach how proper contract structure can help minimize unexpected tax penalties. They will also discuss how to avoid common annuity contract mistakes such as owner vs. annuitant-driven contracts, spousal continuation, gifting of contracts, and other gifting issues.
- Thursday, July 29, 2004: **"Flight of France" Wine Tasting Event**
with Jesse Lubell, Key Account Specialist, French Paradox, and Joseph J. Strazzeri, Esq.
Come and enjoy the SCI's fourth wine tasting event hosted by Jesse Lubell, a local wine tasting host. We will explore the wonderful array of the French wines with a special emphasis on the Southern Rhone, Provence and Bordeaux Regions. Jesse will provide useful information unique to each wine featured and hopefully enlighten us all on the different aspects of French wine. Space fills quickly so please RSVP in advance for this event.

Thursday Insights for August 2004
2:30 p.m. – 4:00 p.m.

Thursday, August 5, 2004:

How to Attract and Work with Business Owners

with Joseph J. Strazzeri, Esq., and Jennifer Hartwell, The Founders Group

Is your practice structured to offer comprehensive business planning? Joe and Jen will review how collaboration, organization and process are the keys to adding business consulting to a legal or financial practice. Marketing and implementation materials included and covered are from each a business consulting firm and a law firm. Parts of the presentation materials were presented to our friends and colleagues at the National Network of Estate Planning Attorneys and we are therefore obligated to note here that those materials have a shared copyright. Time permitting, the last part of the session reviews a client presentation of “A Better Business, A Better Life – Process for Profit, Focus and Quality of Life” with narration and practical application.

Thursday, August 12, 2004:

Basic Estate Planning Plus – A Short Review of Basic Planning Plus Irrevocable Life Insurance Trusts (ILITs)

with Rodney J. Hatley, Esq., and Joseph J. Strazzeri, Esq.

Following a short overview of the basics of estate planning, from title considerations to beneficiary designations and “ABC” trusts, this course provides a detailed review of the intricacies of Irrevocable Life Insurance Trusts and how they really work. ILITs are an incredibly powerful estate planning tool allowing your clients to pass their estates to their loved ones intact by avoiding or substantially lessening the impact of the estate tax.

Thursday, August 19, 2004:

Entity Choices

with Greg Banner, CFP™, Asset Preservation Strategies, Inc. and Alejandro Matuk, Esq.

Evaluating The Entities – Greg and Alex will discuss and survey each business entity option. Multiple considerations dictate which choice of entity, for example: What are the business goals of the owner(s)? How does ownership, liability protection, capitalization, management, sale of the business, estate planning, taxation, and owner and employee benefits affect the choice of business entity? Learn The Entity Choice Matrix.

Thursday, August 26, 2004:

The 5 Ways Out of Highly Appreciated Property

with Todd F. Williams, Esq., Argus Realty Investors, and Joseph J. Strazzeri, Esq.

You have probably heard of 1031 Exchanges, T.I.C.'s and Triple Nets. There are at least 5 ways to sell highly appreciated property and avoid, or delay, the tax consequences. Joe and Todd will discuss and compare options and opportunities for both advisors and clients.

Thursday Insights for September 2004
2:30 p.m. – 4:00 p.m.

Thursday, September 2, 2004: **Medi-Cal: The 3 Lies and 8 Mistakes**
with Eleanor Minsky, Esq., and Stephen J. Mancini, Esq.

This is a confusing area of the law and financial planning that is constantly changing. What happens when a loved one must have long term health care (nursing home, convalescent hospital or in home care)? How does a family provide for the long term care of a loved one, while assuring the financial security of those still living at home?

This course surveys the current rules and planning techniques. It answers these questions as well as many others: What is Medi-Cal? What are the rules? Can insurance or annuity planning help? Is Medi-Cal different from Medicare? Is Medi-Cal planning part of estate planning? Is this type of planning ethical? What are the rules for qualifying? Can the state or federal government take the home? What about claims against the family to recover expenses on behalf of a loved one?

Thursday, September 9, 2004: **Employee Benefits for All**
with Gregory R. Banner, CFP, and Ronald R. Ceniceroy, Senior Planner, both of Asset Preservation Strategies, Inc.

Fringe benefits are usually offered by an employer to attract and keep good employees. The most popular plans are reviewed, for example: Qualified retirement plans, defined-benefit plans, defined-contribution plans, and simplified retirement plans. These plans must be non-discriminatory. Which plan may be best for a particular business is addressed by "Evaluating Retirement Plans" from the perspectives of business goals, cost, and complexity.

Thursday, September 16, 2004: **Avoiding Liability for the Mistakes (and Fraud) of others: Risk Management for Investment Professionals.**
with Peter Myers, Esq., The Myers Law Firm, and Joseph Strazzeri, Esq.

Most financial advisors understand the rules of suitability "know your customer" prudent investor, and modern portfolio theory. However, many investments professionals become targets in lawsuits by victims as a result of the misdeeds of others. This workshop will address and discuss steps that an investment professional can take to ensure that their exposure to such risks is minimized. Peter Myers, with a back ground in plaintiff's-side securities litigation will discuss specific measures and plans that an advisor can take to collaborate with, hire, train and supervise agents, employees and strategic partners.

Thursday, September 23, 2004: **The 5 Ways Out of Highly Appreciated Property**
with Todd F. Williams, Esq., Argus Realty Investors, and Joseph J. Strazzeri, Esq.

You have probably heard of 1031 Exchanges, T.I.C.'s and Triple Nets. There are at least 5 ways to sell highly appreciated property and avoid, or delay, the tax consequences. Joe and Maureen will discuss and compare options and opportunities for both advisors and clients.

Thursday, September 30, 2004: **Set-Up for the Perfect Dinner Party**
with Deborah A. Lazear, Certified Wine Specialist, C.I.M., P.M.gr, and Joseph J. Strazzeri, Esq.

From beginning to end the wines that make the memories for your holiday party. No run of the mill wines here, each one a stand-alone stellar sip. Come, learn, leave, and dazzle your guests.



Thursday Insights for October 2004
2:30 p.m. – 4:00 p.m.

- Thursday, October 7, 2004: **The Good, The Bad, and The Ugly of Real Estate Mortgages**
with Dave Walling, AVP, National City Mortgage and Margo Gallen-Toles, Director of Advanced Client Relations, Asset Preservation Strategies, Inc.
- Fixed rate, ARM, 100% financing, No down, low down, interest only, HELOC, etc.,etc.,etc. What do they all mean. What is the right loan (or the wrong loan) for you or your clients? Learn from an industry leader all about residential home loans and how they can be used to your advantage while avoiding the pitfalls of loans that seem to be too good to be true (and usually are!).
- Thursday, October 14, 2004: **Key Employee Benefits**
with Gregory R. Banner, CFP™, Asset Preservation Strategies and Alejandro Matuk, Esq.
- Often entrepreneurs want to help employees, but want to disproportionately help themselves. Beyond fringe benefits, what methods are available to compensate and motivate key employees, including owner-employees on a discriminatory basis. For example: Deferred-compensation plans, stock bonus and stock option plans as well as life insurance as a benefit.
- Thursday, October 21, 2004: **The Alphabet Soup of Advanced Estate Planning**
with Stephen J. Mancini, Esq., and Rodney J. Hatley, Esq.
- A summary of basic and basic plus estate planning followed by a survey of advanced estate planning techniques and why financial, tax and accounting professionals, as well as other professional planners, need to be familiar with these techniques. This course deals with how to minimize the wealth (estate) tax through charitable giving and discounting techniques. Learn the basics of the alphabet soup, e.g., Charitable Remainder Trusts (CRT), Charitable Lead Trusts (CLT), Qualified Personal Residence Trusts (QPRT), Grantor Retained Annuity Trusts (GRAT), Family Limited Partnerships (FLP), and Liquid Asset Protection Trusts (LAPT). Gain knowledge of how life insurance can play an important role in these advanced plans.
- Thursday, October 28, 2004: **Dementia and the Family in Crisis**
with Melissa Lucas, BS Psychology, Eldercare Consultant, and Susan Soest, MSW, Geriatric Care Manager, both of LivHOME Inc.
- Family dynamics can be the root of many dysfunctional interactions. Families often seek your advice when a crisis occurs which can impact you, your staff and the outcome of the business you are trying to conduct. In addition, as your client ages there are many subtle changes which may occur and it is those changes that may cause you to question the ethical and legal consequences of your role with the family. You will learn several skills to help you and your staff better recognize some of the red flags associated with dementia and how to work with a family in crisis. Understanding your aging client will enable you to determine what steps to take and properly refer to an outside resource that has experience with the elderly. You can empower the family to make sound decisions so that everyone can move on with business.

Thursday Insights for November 2004
2:30 p.m. – 4:00 p.m.

Thursday, November 4, 2004: **Trustee Training: Rights and Responsibilities**
with Stephen J. Mancini, Esq., and Rodney J. Hatley, Esq.

A client or a client's family member has just passed away and now the successor trustee must serve as trustee of the living trust. Are you prepared to handle the myriad of questions that successor trustees will have regarding their rights and responsibilities? Are you aware that tax and investment advice may be different in these situations? To help avoid personal liability, a trustee must seek professional financial, accounting and legal advice. This course is an overview of the legal and procedural requirements of trust administration to assist trustees and their advisors to properly discharge their duties. It addresses the need for legal, tax, accounting, and complete investment planning in trust administration.

Thursday, November 11, 2004: **Exit Strategies and Succession/Estate Planning**
with Greg Banner, Asset Preservation Strategies, Inc., and Alejandro Matuk, Esq.

After years of hard work, planning, and sacrifice, owners find themselves frustrated with the limited perceived options at hand. Sale, disability, death, and retirement are eventualities that all business owners must face at some point. It is clearly best to plan for these events so that the desired result will be obtained while minimizing taxes. This course reviews succession planning, business valuation, selling to co-owners, selling to employees, giving to family members, selling to outsiders; and estate planning concerns.

Thursday, November 18, 2004: **Special Needs Trusts – Unique and Comprehensive Answers**
with Kim Maguire, CFP™, Merrill Lynch, and Joseph J. Strazzeri, Esq.

What comes to mind when you hear the term "special needs"? Challenges? A different focus on life issues? Special needs are the financial, psychological, and familial challenges facing clients who have a disabled child or loved one. Families with special needs have to communicate with several different specialists and professionals – from attorneys and trustees to financial planners and caseworkers. Come learn more about Special Needs Trusts and the other financial options available today – because in reality, no matter how wealthy a family is, wealth can diminish rapidly with long-term, lifetime care.

Thursday, November 25, 2004: **Thanksgiving Holiday**
Have a wonderful holiday from the entire Southern California Institute Team. We hope that you enjoy the time with all your friends, family and loved ones.

Thursday Insights for December 2005
2:30 p.m. – 4:00 p.m.

Thursday, December 2, 2004: **Holiday Open House at the Southern California Institute**

We hosted a holiday gathering which was attended by many.

The remainder of December allowed the Southern California Institute to prepare the full year calendar for the 2005 events.

