California Forum & The Gathering

During these confusing and difficult times it is even more important that we gather together to share insights, education and collegiality. The California Forum is a yearly event presented by the Southern California Institute, primarily to practicing Estate and Business Attorneys. The Gathering, presented by the Southern California Institute and The Advanced Wealth Studies Institute, LLC, combines a practical understanding of the current events in estate and wealth strategies planning to keep you on the "Razor's Edge." We will also provide a review of the best of the information gathered at the 39th Heckerling Institute on Estate Planning just a few weeks prior –with a focus on the quantum approach to our practices and clients. We will highlight the interdisciplinary opportunities related to all the information presented, because 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 one and 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 their free time. Their unique skills, experience, expertise and judgment are truly invaluable to the audience and are extraordinarily well-received!

The 2-day program will be followed by:

WealthCounsel and Southern California Institute,
Co-sponsored three day WealthDocs
Centered advanced training courses on
GSTT and FLPs.

Program Location & Accommodations:

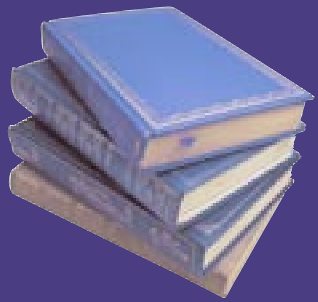
U.S. Grant Hotel, An Historic Hotel
326 Broadway, San Diego, CA 92101
(619) 232-3121

$129 room rate - "Southern California Institute Neighborhood Rate"

To Attend:

Please RSVP: (858) 200-1911
or e-mail: events@scinstitute.org
SCI Participation Fee: $250

Southern California
SCInstitute



California Forum

Schedule of Events

Thursday, January 27, 2005

8:00am – 8:30am **Welcome and Registration**
8:30am – 9:30am **Reality Check for FLP Counseling**

Carl Waldman & Vito Lanuti
New IRS cases, old IRS cases, new clients and former clients; the ins and outs of FLP counseling in today's environment. Carl and Vito will review the history of FLP law as well as insights gained from the Heckerling meeting, just a couple weeks prior. We will understand today's reality for counseling with our clients who have, or are considering FLPs/LLCs.

9:30am – 10:30am **The ExTRA™ Program**

Danny Wexler, John Donaldson & Chris Jarvis
What is it and why do I care? Danny, John and Chris will review a proprietary application of preferred LLCs and insurance that can be compliant under split dollar regs and under 2701 and 2704. Learn how to help clients transfer wealth at a cost of 2% to 15% (rather than at gift, ordinary income, or capital gains tax rates). The estate transfer application may support estate compression of over 95% when properly implemented. Business income tax planning application will also be introduced.

10:30am –11:30am **Integrated Strategies and Collaboration**

David K. Cahoone & Joseph J. Strazzeri
David and Joe will share the importance of interdisciplinary planning when using integrated planning strategies to achieve clients' enlightened planning goals. A recent client design plan will be presented to highlight the value of interdisciplinary creation and implementation.

11:30am – 1:00pm **Lunch and NCI Project on Templating**

Peter Myers & Alexis Neely
The Northern California Institute, through Peter Myers and friends, have compiled templates on state-specific modifications to your documents' parent-specific templates, as well as information on Corporate Trustees with regard to requirements, language, etc. Peter and Alexis will review this project, as well as others taken on by NCI for the benefit of planning attorneys.

1:00pm – 2:00pm **Welfare Benefit Plans – Do They Pass the Smell Test?**

Judi Carsrud & William Fortner
419 plans and how they can be used in coordination with estate planning, tax planning, employee benefits planning and business continuation planning. The release of final regulations has resulted in plans that pass the "smell test".

2:00pm - 3:00pm **Scripting the Client Experience**

Mark Merenda & Jan Copley
What happens when a client telephones your office? When a client visits, is there a welcoming sign? Does the receptionist stand and welcome the visitors? Where are they seated? What refreshments are served? After a conference, how are they escorted out and by whom? Are all of these things done in an excellent and consistent way? Or do some people do them well, and others not so well? You can make your sure your clients' experience is the one you want them to have by scripting the client experience. Mark and Jan will show us how.

3:00pm - 4:00pm **The 5 Ways Out of Highly Appreciated Property**

John L. Jenkins & Maureen L. Verduyn
You have probably heard of 1031 Exchanges, T.I.C.s and Triple Nets. There are at least five ways to sell highly appreciated property (1031 Exchange is but one) and avoid, delay, or defer the tax consequences. John and Maureen will discuss and compare options and opportunities for both advisors and clients.

4:00pm - 5:30pm **Multi-Level Discounts Using Non-Traditional Strategies and Life Settlements**

Randy Fox, Scott Hamilton & Mark Mrky
Randy and Scott will discuss how to utilize various financial strategies and Restricted Management Accounts within FLPs and LLCs to achieve multiple-tiered discounts, to add leverage and additional protection from IRS attack. In the second half, Mark will discuss several ways that charities can effectively maximize the return on their portfolio of life insurance and how the appropriate application of life settlements may free-up necessary capital, improve cash flow and maximize the return of this otherwise dormant asset.

6:30pm **Evening Event**

The Gathering

Schedule of Events

Friday, January 28, 2005

8:00 – 8:30 **Welcome**
8:30 – 11:30 **Current Developments in Estate & Wealth Strategies Planning Made Practical & Relevant.**

Moderator: David K. Cahoone
Panel: Laureate Circle™ Colleagues
Our second annual Current Developments program will focus on what is going on in recent cases, cutting edge planning strategies, and administrative concerns that are new and relevant to our practices and to our clients. The session will include a briefing on a sense of what was important to the 3,000 attorneys, financial advisors and CPAs who attended the 39th Annual Heckerling Institute on Estate Planning earlier in the month.

11:30 – 1:00 **Lunch**
1:00 – 5:00 **A Vision of the Future**

David K. Cahoone, Joseph J. Strazzeri & Stephen J. Mancini
For the past year or more, a number of us have discussed how we will continue to expand and enrich our quantum practices in the current environment. We have also talked to a number of attorneys, financial advisors and CPAs who are looking for educational programs and training in all aspects of finding and planning for higher net worth clients. During this session we will introduce our ideas for a new Certification as a Laureate in Wealth Strategies™, The Laureate Circle™, and an opportunity to introduce our friends to Wealth Strategies education and planning through future Gatherings.