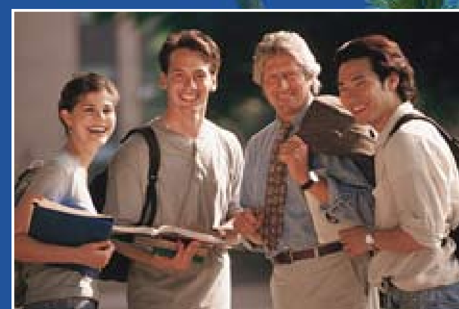
The Gathering 2008

Let's gather together to share insights, education and collegiality. The Gathering 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 their time. Their unique skills, experience, expertise and judgment are truly invaluable to the audience and are extraordinarily well-received!



Keynote Speakers:
Barry S. Engel, Esq.
David K. Cahoone, Esq.

Moderator:
Joseph J. Strazzeri, Esq.

Dates:
February 7 and 8, 2008

Participation Fee:
$520.00

Program Location and Accommodations
San Diego Marriott La Jolla
4240 La Jolla Village Drive
La Jolla, California 92037
Phone: 1-858-587-1414

Southern California Institute Room Rate:
$189.00 single or double occupancy

To Attend:
Please RSVP by calling (858) 200-1911 or
e-mail: events@scinstitute.org
For more information on The Gathering
please visit our website at www.scinstitute.org

Southern California SCInstitute

AWSI
Advanced Wealth Studies Institute, LLC

The Gathering
Schedule of Events

Thursday, February 7, 2008

8:15 am - 8:30 am — **Welcome and Overview of the Days and Nights of The Gathering, David K. Cahoone, Esq., Stephen J. Mancini, Esq., and Joseph J. Strazzeri, Esq.**

8:30 am - 10:00 am — **What's New in Estate and Wealth Transfer Planning**
David K. Cahoone, Esq., and Friends, including Carol Schaner, Esq., John Donaldson, Esq., Ed Dean, Esq. and other planning experts

Our fifth annual current developments program will focus on those things that are affecting our financial advisor, CPA, insurance professional, trust officer and attorney practices. In a lively, highly interactive session we will share those things that are practical and relevant in 2008 and beyond that will bring real value to our clients as we learn together what's new, what we didn't know, and what has changed from what we thought we knew. The session will include reports on the key presentations from the 42nd annual Heckerling Institute on Estate Planning held in January 2008. We will also provide a briefing on a sense of what was important to the thousands of attorneys, financial advisors, life insurance professionals and CPAs who attended the 2008 Heckerling Institute.

10:00 am-10:30 am — **Break**

10:30 am-12:00 pm — **Retirement Planning Update**
Scot Overdorf, Esq., and Jeff Dundon, Esq.

What everyone needs to know about the changes in retirement during the past year including changes in the law and Internal Revenue Service rulings. Scot and Jeff will also provide a "big picture" overview of the opportunities and pitfalls we all encounter when advising clients on planning for their retirement.

12:00 pm - 1:30 pm — **Sponsored Lunch: Connect2A Celebrates 7th Anniversary with Release of C2A08 Brian Eagle**

In keeping with our ongoing commitment to assist you in taking care of your clients and their families, we never stop working and investing to add valuable features and cutting edge functionality to C2A. Inspired by our members, C2A08 celebrates our mission to: enhance client and financial professional interaction by creating lifetime relationships, provide technology that allows you to standout in the estate planning community, implement a paperless office to reduce file storage space, and to create 100% client comfort and confidence by organizing your client's data and estates.

1:30 pm - 3:00 pm — **What Every Advisor Needs to Know About the New Appraisal and Appraiser Requirements**
Gerry Barney, MS, CSBA, CMEA, and Alejandro Matuk, Esq.

Learn what you and your clients should know when selecting a qualified appraiser based on new requirements, changes in standards and tips for practical appraisal compliance that cut through the maze of regulatory complexity. In this session, learn ways to qualify both an appraiser and appraisal report as well as time-saving compliance issues.

3:00 pm - 3:20 pm — **Break**

3:20 pm - 5:00 pm — **ILIT Rescue Strategies Chapter One**
David K. Cahoone, Esq., and Daniel W. McDonald, CLU

We've all seen situations in which something could be better regarding life insurance owned by an existing Irrevocable Trust. This session will discuss a number of problem areas and provide suggested techniques to improve each of the situations presented. We will discuss annual exclusion gift issues, trust structural issues, issues created by changes in circumstances including: divorce, desired additional beneficiaries, new laws, etc. We will also discuss the necessity for annual policy reviews and how creating this expectation can prevent some problems from arising.

6:00 pm - 11:00 pm — **"Circle of Friends" Black-Tie Optional Charity Event**

On this night, The Southern California Institute will host our "Circle of Friends" Mardi Gras Gala at the San Diego Marriott La Jolla. This annual event is an appreciation night for Laureates and Members of the Institute, as well as their family, clients and friends. "Circle of Friends" will be an elegant evening offering cocktails, dinner, music, silent and live auctions, and casino style gaming. Dress is "black tie optional" and costumes are encouraged. All proceeds will benefit rehabilitation of Veterans with Concussion Brain Injury.

Friday, February 8th, 2008

9:00 am - 10:15 am — **The Laureate Hour: World Class Seminars**
John L. Jenkins, CFP®, EA, CSA, and Stephen J. Mancini, Esq.

Are you trying to attract advisors to work with you and refer you clients, or are you trying to attract clients directly, often referred to as wholesale (Independent Collaborative Advisor) or retail (Client) seminars? From the World of the Laureate, learn and share the powerful and unique differences between a "Wealth Advisor Curriculum" for professionals and "Clarity Workshops and Retreats" for clients. Pick up the tools to decide and receive the results you want.

10:15 am - 10:45 am — **Break**

10:45 am - 12:00 pm — **The World of Asset Protection Planning in 2008,**
Barry S. Engel , Esq.

The presentation will begin with a discussion of the foundations of asset protection planning, including an overview of asset protection, legal principles, a discussion of the differences between "fraud" and "fraudulent transfers" as well as the "Engel Ladder of Available Planning Tools." Mr. Engel will then delve into topics pertaining to world-wide due diligence information, know your client information and tax and anti-money laundering compliance issues as a result of the current state of global affairs. This will be followed with an in-depth analysis of actual challenges and results of some of the most recent contempt of court cases and their individual application to the asset protection planning arena. Some of the cases to be discussed in include James, Grant, Townley, Evseroff, Chado, Motorola Credit Corp., Conway v. Queensway Trustees Limited and In re Poyiadjis. Mr. Engel's presentation concludes with an analysis of civil, criminal and ethical considerations, of which all asset protection attorneys need to be aware.

12:00 pm - 1:15 pm — **Lunch On Your Own**

1:15 pm -2:45 pm — **The World of Asset Protection Planning in 2008 (Cont.),**
Barry S. Engel , Esq.

2:45 pm- 3:00 pm — **Break**

3:00 pm – 4:15 pm — **Corporate Trustee Advantages and Opportunities**
Marla S. Klaas, Regional Trust Manager, and Keith Klovee-Smith, VP, National Manager of Elder Services

Learn how to evaluate the strengths and breadth of institutional trustee services, including specialty asset management, willingness to work with co-trustees, and coordination with Independent Collaborative Advisors. Additionally, we will explore how corporate trustees can prevent elder financial abuse and provide clients with holistic lifestyle management - beyond investment management.

4:15 pm – 4:30 pm — **Break**

4:30 pm - 5:30 pm — **Putting Heckerling into our Documents**
Lew Dymond, Esq., and Matt McClintock, Esq.

Come and see how they have taken what was discussed at Heckerling and how they have incorporated it into WealthDocs to keep us on the cutting edge.

5:30 pm - 7:00 pm — **Relaxing and Sharing with Friends and Colleagues**

"Circle of Friends"