Estate & Financial Planning Council of Southern New Jersey

Member of the National Association of Estate Planners and Councils

EFPCSNJ September 20, 2018 Educational Meeting

The Final Frontier: Concerns and Considerations of Electronic Wills

Date:

Thursday, September 20, 2018

Location:

Laurel Creek Country Club, Mt. Laurel, NJ

Time:

Breakfast - 8:00 am, Educational Program - 8:30 am - 9:30 am

Speakers:

Melissa Osorio Dibble, Esq. & Anthony LaRatta, Esq. from Archer & Greiner

Price:

EFPCSNJ Members—$30 Non-Members—$40.00

Meeting Sponsors:

There are Three Sponsorship Opportunities still available

Do not miss this opportunity to sponsor an EFPCSNJ Event - Call 856-470-4521 Today!

For additional Information Please see Page : 7

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Letter from the President

Dear Council Members-

I am honored to be serving as your 2018-2019 EFPCSNJ President. I want to express my sincerest thanks to our current Board and past leadership for bringing us to where we are today. I'd also like to thank Tim Bower and Abby Murray, our managers, for all that they do. Our installation dinner at Seasons 52 back in June was a great success. Thank you to all that attended and once again a special thanks to Tim and Abby for their parts in coordinating that as well.

As I write this letter, addressing you for the first time as your President, I think of you, the accomplished group of professionals that comprise our organization; I also call to mind five words that I'd like us all to focus on this year: *inspire, increase, challenge, encourage, and accomplish*.

Allow the excellence that we strive for daily within our professions to *inspire* us all to recruit many new members, acquire new sponsors, and to attract guests from varied backgrounds to the EFPCSNJ and our many educational events over the coming year.

My goal to *increase* membership has been a common goal of each EFPCSNJ President throughout the history of the organization. This common goal, over the years, hasn't become any less attainable, merely the route taken to grow our numbers has had to evolve, to adapt to the new terrain, or to "roll with the changes", as society and industry inevitably do.

I *challenge* each of you to approach this common goal in a new way, as will I. When inviting your colleagues to join us for a meeting and to consider membership in our organization, do not simply share with them how proud you are to be a member of this council, use as an incentive, our roster of upcoming informative educational meetings and events, the many accomplishments of our knowledgeable members, as well as the benefits both provided by and drawn from their membership.

Lastly, I *encourage* you all to renew your membership in this fine organization.

I look enthusiastically forward to the coming year and the work that we may *accomplish* together.

Kindest regards,
Henry E. Kramarski, CFP®, AEP®
2018 – 2019 Council President

Interested in becoming an Accredited Estate Planner?

Professional estate planners can now achieve an accreditation that acknowledges their experience and specialization in estate planning.

The Accredited Estate Planner is available to attorneys, Chartered Life Underwriters, Certified Public Accountants, Certified Trust and Financial Advisors, Chartered Financial Consultants, and Certified Financial Planners®.

The AEP designation is a graduate level specialization designation which recognizes estate planning professionals who meet stringent requirements of experience, knowledge, education, professional reputation and character. It is awarded by the National Association of Estate Planners & Councils.

For more information contact Tim at EFPCSNJ@mail.com or 856-795-0551.

The AEP candidate form can be downloaded from the Council's web site at www.EFPCSNJ.org.

2018-2019 Meeting Schedule

Educational Meetings are usually approved for 1.0 CFP & CPE credits.
Meeting registration and more information can be found at www.EFPCSNJ.org

Thursday, September 20, 2018
Topic: The Final Frontier: Concerns and Considerations of Electronic Wills
Speakers: Melissa Osorio Dibble, Esq. and Anthony LaRatta, Esq. from Archer and Greiner
Location: Laurel Creek Country Club, Mt. Laurel, NJ
Schedule: Breakfast 7:45 am; Educational Program 8:30am-9:30am
Sponsors:
There are Three Sponsorship Opportunities still available Do not miss this opportunity to sponsor an EFPCSNJ Event - Call 856-470-4521 Today!

Thursday, November 15, 2018
Topic: Cyber Security
Speakers: Cyber Security Professional from Friedman, LLP
Location: TBD
Schedule: Networking 5:00pm-6:00pm, Dinner 6:00pm-6:45pm,
Opening Remarks 6:45pm-7:00pm, Educational Program 7:00pm- 8:30pm
There are Three Sponsorship Opportunities still available Do not miss this opportunity to sponsor an EFPCSNJ Event - Call 856-470-4521 Today!

Thursday, January 17, 2019
Topic: Tax Law Update
Speakers: Attorneys from Kulzer DiPadova
Location: TBD
Schedule: Breakfast 8:00 am; Program 8:30-9:30am
There are Three Sponsorship Opportunities still available Do not miss this opportunity to sponsor an EFPCSNJ Event - Call 856-470-4521 Today!

Thursday, February 21, 2019
Topic: Elder Law
Speakers: Announcement Coming Soon
Location: TBD
Schedule: Breakfast 8:00 am; Program 8:30-9:30am
Sponsors:
There are Three Sponsorship Opportunities still available Do not miss this opportunity to sponsor an EFPCSNJ Event - Call 856-470-4521 Today!

Thursday, May 16, 2019
Topic: Family Law Panel Discussion
Speakers: A distinguished panel of family law professionals
Location: TBD
Schedule: Breakfast 8:00 am; Program 8:30am-9:30am
Sponsors:
There are Three Sponsorship Opportunities still available Do not miss this opportunity to sponsor an EFPCSNJ Event - Call 856-470-4521 Today!

June 6, 2019
EFPCSNJ Installation and Awards Dinner
Location: TBD
Schedule: 6:00pm - 9:00pm
There are Five Sponsorship Opportunities still available Do not miss this opportunity to sponsor an EFPCSNJ Event - Call 856-470-4521 Today!

INTERESTED IN SPONSORING AN EVENT?!
If you are interested in sponsoring an EFPCSNJ meeting in the 2018—2019 Meeting Year, please contact Abby Murray at 856-470-4521.

6 Important Questions You Should Ask When Hiring a Financial Planner

by Christopher Vassallo, CFP®

If you're considering hiring a financial planner or referring a client to one, make sure these six critical questions are asked:

1. What credentials or certifications do you have?

The financial industry is notorious for acronyms and abbreviations that can often be quite confusing, leaving you drowning in a big bowl of alphabet soup. The countless degrees and designations some financial professionals possess are no different. The one designation that must be on your radar is the CFP® or Certified Financial Planner™ designation. The CFP® is the gold standard for financial planners. CFP® certificants must complete rigorous education and testing in all applicable financial planning disciplines (i.e.: retirement, risk, estate, tax, investments) and fulfill annual continuing education requirements. While many other designations are much narrower in focus (such as specializing in retirement plans, investments or insurance) the CFP designation is comprehensive and takes into account the interrelatedness between disciplines. This is critical in advising clients about their entire situation, as so many financial decisions have multiple implications. You wouldn't want someone without the proper certification as a nurse, nurse practitioner or doctor, to advise on your health. It shouldn't be any different when it comes to your financial well-being.

2. Is your firm independent and are you a fiduciary?

Ideally, you want to work with an independent firm that is not associated with any bank, investment company or brokerage organization. Therefore, the firm won't be restricted to use proprietary investment products, services or offerings that leave you wondering if the recommendations are really best for you or are merely the preferred choice for your advisor because it's "their brand." You want to make sure that you're working with a planner that is a fiduciary. A fiduciary is someone who is ethically bound and committed to maintaining a duty of loyalty and care to you, the client. In other words, your best interests should always come first, at all times.

3. How are you compensated?

There are numerous compensation models in the financial planning industry, some more objective than others. Some advisory firms earn compensation solely on commissions from selling investment products, insurance and annuity contracts. When an advisor's only way of getting paid is to sell, then every recommendation they make may involve you purchasing a product, which may or may not be in your best interest. Conversely, a fee-only advisor doesn't earn any commissions, doesn't sell any products and doesn't earn fees either directly or indirectly from investments implemented in their clients' portfolios. Instead, fee-only firms quote a specific fee for services rendered (financial planning, investment management, tax planning, etc.), hence the name "fee-only" which is the only compensation they ever receive, regardless of the advice given, investments chosen or financial plan implemented.

4. What is your policy on client communication and responsiveness?

Nothing is more frustrating than working with someone who is unresponsive or incredibly difficult to connect with. This doesn't mean that emails or phone messages must be returned within mere minutes, but it does mean that it shouldn't take you several days to hear back from your planner. Some of the best planners and advisory firms actually build their culture upon exceptional client service and responsiveness. A typical best-in-class communication policy is for post-meeting communication to be sent within 48 business hours of a meeting and responses to email and telephone messages within 24 business hours. Additionally, a responsive planning firm will always have a live person answer the phone when you call – no prompts or automated answering services. If you leave an email or phone message for your planner that requires some time for them to research and get back to you, you should expect an acknowledgement that your inquiry was received, is being researched and that you can expect an answer shortly, not just silence leaving you wondering if your note has been received.

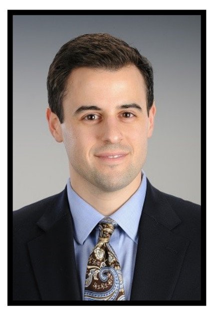
5. How often will we meet and how often will my financial plan be updated?

Unfortunately, most firms fixate on a fixed or static number of meetings such as semi-annual or quarterly meetings. While some structure is better than none, these static timeframes are meaningless as it relates to your particular goals and changing circumstances. Life doesn't happen in quarters so why should time with your planner? You ideally want to work with a planner who understands this and who desires to meet with you as needed. Of course, your planner should also establish a minimum frequency to review and update your entire financial planning situation (such as at least once per year) but should also express that you each should keep communication open and have phone calls, WebEx sessions and face-to-face meetings on an as-needed basis when there are developments in your goals and circumstances such as a job change, new child or a desire to re-prioritize your objectives.

6. Is anyone listening?

This last one isn't a question you should be asking; instead, it's a reminder to pay attention to the questions your potential planner is asking you. Are you asked about your money, investments or net worth before being asked about your personal life, family, goals, fears, concerns, or values? The questions a potential planner asks you may be much more telling than those you ask them. It's important to remember that *you* are the client, not your portfolio. A good planner will designate time for learning about you, discovering what's important and listening with the intent to understand rather than to merely respond. Sure, the monetary and quantitative elements are important, but they shouldn't take priority over the relationship itself.

ABOUT THE AUTHOR:



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Senior Financial Planner
Director of Business Development
RTD Financial Advisors, Inc.
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This article reflects the opinions of the author and not necessarily those of EFPC of SNJ.

EFPCSNJ 2018 Installation and Awards Dinner

Thursday, June 14, 2018—Seasons 52, Cherry Hill, New Jersey

Jamie Shuster Morgan Esq. EFPC-SNJ Past President swears in the 2018-2019 Council Board. From left are
Mark Penny, Henry Kramarski,
Kim Dula and Melissa Osorio Dibble

EFPC of SNJ Immediate Past President Mark Penny- presents Henry Kramarski with the President's Gavel.

EFPC of SNJ would like to thank the sponsors of the 2018 Installation and Awards Dinner:
Archer & Greiner, Friedman, LLP, Hempstead & Co., Kulzer DiPadova,
Legacy Wealth Management Group, LLC

EFPC of SNJ President Mark Penny presents the plaque for the 2018 Founders Award to Will Merriken, Jr., ChFC, AEP

EFPC of SNJ Incoming President Henry Kramarski presents Immediate Past President Mark Penny with the President's Plaque

The Installation and Awards dinner is an excellent time to connect with past acquaintances and make some new connections. Everyone had a great time and if you could not join us this year I hope you will be able to join us in 2019

EFPCSNJ September 20, 2018 Breakfast Meeting

The Final Frontier: Concerns and Considerations of Electronic Wills

Date: Thursday, September 20, 2018

Time: Breakfast - 8:00 am, Educational Program - 8:30 am - 9:30 am

Speakers: Melissa Osorio Dibble, Esq. and Anthony LaRatta, Esq. from Archer and Greiner

Location: ***Laurel Creek Country Club, Mt. Laurel, NJ***

EFPCSNJ Members: $30 & Non-Members - $40.00

The 21st century is most notable for its rapid shift from an industrialized society to a technologically advanced one. From the use of computers, iphones, and smart gadgets to virtual business transactions and electronic communications, every aspect of life is becoming quicker, more efficient, and more convenient. Come learn about the impact of technology on estate planning and litigation. We will explore the emergence of electronic wills, how electronic wills fit into New Jersey's liberal will requirements, and address concerns and considerations in this new frontier.

We have applied for this meeting to qualify for the following CE credits: 1.0 CPE credit (for CPAs), 1.0 CFP credits, NJ & PA CLE credits

There are three meeting sponsorships for this meeting. Please contact Abby Murray at 856-470-4521 today!

EFPCSNJ Thanks Our CLE Sponsor:

CAPEHART SCATCHARD
ATTORNEYS AT LAW

September 20, 2018 EFPCSNJ Meeting Registration Form

NAME: ______________________________ Member ___ Guest ___

COMPANY: ______________________________

PHONE: _______________ EMAIL: ______________________

NAME: ______________________________ Member ___ Guest ___

COMPANY: ______________________________

PHONE: _______________ EMAIL: ______________________

Registration Fee: EFPCSNJ Member $30, Non-Member $40
Enclosed is my check for $________ payable to:

EFPCSNJ• PO Box 460, Collingswood, NJ 08108 • Phone: 856-795-0551 • Fax: 856-210-1619 • efpcsnjmbrsvcs@bowermanagementservices.com• www.efpcsnj.org

ONLINE REGISTRATION OPTION: Register online at the EFPCSNJ website (www.efpcsnj.org) and pay with a credit card. This option is fast, easy, secure and convenient

Estate and Financial Planning Council

of Southern New Jersey, Inc.

Member of the National Association of Estate Planners and Councils

Member-Get-a-Member Contest

EFPCSNJ is announcing a great opportunity to get involved in the organization and help all of the members and meeting attendees become more successful. As you know, one of the most important benefits of EFPCSNJ is networking with other professionals that work in the same industry as you do. By increasing membership we will increase the opportunity for networking and that will help everyone increase their professional circle. Increased membership and meeting attendance will help in the sharing of industry best practices as well as increase the potential for business referrals.

Please Help EFPCSNJ Grow!!!

HERE IS HOW

EFPCSNJ will be running a contest now through April 30, 2019. Any current EFPCSNJ member that recruits a new member will receive complimentary attendance at a future educational event in the 2018-2019 program year. The EFPCSNJ member who recruits the most new members will receive 2 complimentary tickets to the Installation and Awards Dinner where they will receive an award.

******Extended FOR 2018—2019******

Each EFPCSNJ member has the ability to bring 1 guest to an educational meeting for free for the 2018-2019 meeting year. If that guest becomes a member of EFPCSNJ, then you are able to bring another guest free of charge to an educational event.

The process is simple:

1. Discuss EFPCSNJ and the great benefits you receive from being a member with your professional colleagues that meet the membership criteria (Trust Officers, Chartered Life Underwriters, Attorneys, CPAs, CFPs, CFCs and other qualified professionals who are primarily involved in the financial planning process).
2. Once they are ready to join they simply need to go to www.efpcsnj.org and select "Application Form" on the left hand menu.
3. They will need to complete the form and make sure to put that they are recommended by you for membership at the bottom of the online form.
4. Once the application is received it will be reviewed and the EFPCSNJ Office will get back to them regarding the status of their application.

Please help EFPCSNJ grow so we can continue to help all of our members prosper.

Some information about EFPCSNJ:

The Estate and Financial Planning Council of Southern New Jersey (EFPCSNJ) was established in 1975 and serves our members by providing educational and networking opportunities throughout the year. Our members are Trust Officers, Chartered Life Underwriters, Estate Attorneys, CPAs, CFPs, Chartered Financial Consultants and other qualified professionals who are involved in the estate and financial planning process. We have approximately 125 members that service clients in the NJ counties of Camden, Burlington, Atlantic, Cumberland, Ocean, Salem and Cape May. Being a part of this group provides you educational opportunities, networking events and the ability to get continuing education credits of you are a CFP, CPA or lawyer registered in NJ or PA.

EFPCSNJ holds 5 educational events per year and has an annual Installation and Awards Dinner. The educational events are held in September, November, January, February and May and the dinner is usually held in early June. For a complete listing of events please visit www.efpcsnj.org.

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of Southern New Jersey, Inc.
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P: 856-795-0551 • F: 856-210-1619
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2018-2019 DUES RENEWAL

Description	Amount
Individual Member @ Regular—$145, Student—$25, Faculty—$40, Young Professional—$75, Associate—$195	
Corporate Members – first 4 members @ $145	
Corporate Members – 5th member and more @ $120	
2018-2019 Educational Meeting Package—All 5 educational programs @$125	
Total	

$145 for dues paid by 9/30/2018. $170 for dues paid after 10/1/18

Please make check payable to EFPCSNJ and mail to: PO Box 460, Collingswood, NJ 08108

You can renew online and pay by credit card by going to the EFPCSNJ website (www.efpcsnj.org) and click "Member Renewal" on the left hand menu bar. You will need to log into the website as a member to renew your membership. Please call 856-470-4521 for assistance.

Please make check payable to EFPCSNJ and mail to: PO Box 460, Collingswood, NJ 08108

You can renew online and pay by credit card by going to the EFPCSNJ website (www.efpcsnj.org) and click "Member Renewal" on the left hand menu bar. You will need to log into the website as a member to renew your membership. Please call 856-470-4521 for assistance.

BENEFITS OF MEMBERSHIP

- Access to National web site and all its resources
- Quality speakers at the meetings
- Great networking opportunities
- Continuing education credits at every meeting
- Access to great resources through the membership directory

CONTACT INFORMATION

Member:____

Nickname:____

Discipline**:____

Title:____

Company:____

Address:____

City: ____________________ State: _____Zip: _______

Phone: ____________________Fax:____________________

E-mail: ____________________Website: ____________________

**Discipline:		
Attorney	Accounting	Financial Planning
Insurances	Reverse Mortgage Consultant	Trust Officer
Other (please explain)		

Business Description: please email business description (limit to 200 words) to efpcsnjmbrsvcs@bowermanagementservices.com__

2018-2019 Council Executive Board

President:
Henry E. Kramarski, CFP
Legacy Wealth Management Group, LLC

1st Vice President:
Kimberly A. Dula, CPA
Friedman, LLP

2nd Vice President:
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Kulzer & DiPaDova

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Michael S. Schiff, JD, TEP
Glenmede

Secretary:
Melissa Osorio Dibble, Esq.
Archer & Greiner

Immediate Past President:
J. Mark Penny, ASA
Hempstead & Co., Inc.

Council Sponsorship

Becoming a Council sponsor is a great way to support the Council and promote your company's commitment to the financial services profession.

Gold Sponsor – $475
- ~ A 1/4 page ad in every newsletter.
- ~ A link to your company's web site on the patrons page of the Council's web site.

Meeting Sponsor – $400
- ~ Company name on all meeting notices.
- ~ Attendance for 2 at the event.
- ~ Display of materials promoting your firm.
- ~ Verbal recognition at the event.
- ~ Multiple sponsors for the event
- ~ Honorary membership in the Council for current membership year.

For more information contact Abby Murray at :
efpcsnjmbrsvcs@bowermanagementservices.com
Or 856-470-4521

Tim Bower, CAE

Executive Director

PO Box 460

Collingswood, NJ 08108

Phone: 856-795-0551

Fax: 856-210-1619

Estate & Financial Planning Council of Southern New Jersey

Membership Application

Apply online at www.EFPCSNJ.org

Name: ____

Title: ____

Company: ____

Address: ____

Phone: ______________________ Fax: ______________________

Email: ____

I am actively engaged in the estate and/or financial planning profession in ____________ county for ______ years.

I hold a license or designation/certification and am a member in good standing in the following:

_____ Attorney _____ CPA _____ CFP _____ ChFC _____ CLU

_____ CTFA or qualified professional employed in tax, trust or estate practice by a financial services firm.

Or I have a ______________________________ certification/designation.

My area of discipline(s): _____ Accountant _____ Attorney _____ Financial Planner

_____ Reverse Mortgage Consultant _____ Insurance _____ Trust Officer

Or: I have been involved in this industry as: ______________________________

Or I would like to apply to be a member of EFPCSNJ under one of the following NEW non-voting member categories: _____Student ($25 annually) For students attending undergraduate or graduate programs)

_____Faculty ($40 annually) For University/College faculty

_____ Young Professional ($75 annually) For young professionals 35 years of age or less that do not have the necessary credentials or experience but are working towards full membership

_____Associate Member ($195 annually) for people that provide services to the clients of EFPCSNJ members but do not have the necessary designations to become a full member and are not primarily involved in the financial planning process. Associate Members are offered a $100 discount on one EFPCSNJ Breakfast Meeting Sponsorship.

Signature: _________________________ Date: ____________________

Recommended by Member: ______________________________________

(please print)

Signature of Member: ______________________________________

Membership cost: $170 per year. You can also submit your membership application online at www.efpcsnj.org. Corporate membership is available.

More information can be found at www.EFPCSNJ.org.

Tim Bower, CAE

Executive Director

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Fax: 856-210-1619

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Archer & Greiner

Immediate Past President
J. Mark Penny, ASA
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Call for Articles

Please consider submitting an article for inclusion in future newsletter issues. We are now seeking articles for the EFPCSNJ newsletters.

Articles should be between 1,200 and 2,000 words

which is usually three to six typed pages.

Submissions should be sent as a word document to Abby Murray at efpcsnjmbrsvcs@bowermanagementservices.com.

This is a great way to get involved with EFPCSNJ and to share knowledge and information with the rest of the members.

To view recent newsletters please visit the EFPCSNJ website (www.efpcsnj.org) and go to Documents.