January/February 2015

Estate & Fiancial Planning Council of Southern New Jersey

Member of the National Association of Estate Planners and Councils

May 21, 2015 Breakfast Meeting
Delaware Trusts vs. New Jersey Trusts
Why Your Clients May Want to Leave Home

Thursday, May 21, 2015
The Mansion on Main Street
3000 Main Street, Voorhees, NJ 08043
Speaker:
Thomas A. Varley, J.D., CTFA, ChFC
Time:
8-8:30 am— Breakfast
8:30-9:30 am—Educational Program

The EFPCSNJ May 21, 2015 Breakfast Meeting is being Sponsored by:

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For additional Information Please see Page : 6

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Reminder...

- ***There's Still time to Register for the May 21, 2015 Breakfast Meeting—*** Thursday, May 21, 2015 details on page 6
- ***Register Today for the EFPCSNJ 2015 Installation and Awards Dinner:*** page 9
- ***EFPCSNJ 2015—2016 Slate of Officers and Directors:*** page 5
- ***Mark Your Calendars!*** EFPCSNJ 2014-2015 Meeting Schedule on page 3

Letter from the President

Dear Council Members:

Spring has sprung and EFPCSNJ is looking forward to the great events that we have coming up to round out our 2014-2015 meeting year.

The next EFPCSNJ Breakfast Meeting will be held on Thursday, May 21, 2015 at The Mansion in Voorhees. Thomas A. Varley, JD, CTFA, ChFC and Vice President with PNC Delaware Trust company will be presenting a program titled, “Delaware Trusts vs. New Jersey Trusts: Why your clients might want to leave home.”

The presentation will explore the differences between trust law in New Jersey and Delaware and how clients may benefit from taking advantage of these differences, even if they are beneficiaries of existing irrevocable trusts. Statutes as well as some recent Delaware and New Jersey cases will also be discussed. I would like to thank our sponsors for this program, Glenmede and SeniorWise Care Management. There is one sponsorship opportunity still available. If you would like to sponsor this meeting, please contact Abby Murray at 856-795-0551 for additional information.

We will be voting on the 2015-2016 Slate of Officers (as listed on page 5) at the May 21, 2015 Breakfast Meeting. I hope to see you all at this last educational meeting for the 2014-2015 meeting year.

The EFPCSNJ 2015 Installation of Officers and Member Awards Dinner will be held this year on Tuesday, June 9, 2015. The event will be held at the beautiful Moorestown Community House on Main Street in Moorestown. This is always a great event for EFPCSNJ and the 2015 event is shaping up to be another wonderful night. You can find a registration form on page 9 of this newsletter. Register early to reserve your seat. You won’t want to miss this event. I would like to thank our sponsors Ohio National, Security Mutual and The Virtua Foundation for their support. There are only three sponsorship opportunities left for this event. Please contact Abby Murray for additional information.

Many thanks and see you at The Mansion on Thursday, May 21, 2015 at the next Breakfast Meeting!

Sincerely,
Yasmeen S. Khaleel, Esq.
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.

2014-2015 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 18, 2014
Topic: Samurai Planning: Cutting Edge Concepts for 2015
Speakers: Gary DeVicci, MSFS, CFP,
David J. Gill, Jr. MST, CPA/PFS, CFP
Kevin J. DiMedio, Esq.
Location: Tavistock Country Club, 100 Tavistock Lane, Haddonfield, NJ 08033
Schedule: Cocktails 5:30 p.m.; Dinner 6:15 p.m.; Program 7:00–8:30 p.m.
Sponsors: SeniorWise Care Management.

Thursday, November 20, 2014
Topic: How to Help Your Clients Prepare For and Manage The Complexities of Tax Controversy
Location: The Mansion on Main Street, Voorhees, NJ
Schedule: Breakfast 8:00 a.m.; Program 8:30-9:30a.m.
Sponsors: Jackson National and SeniorWise Care Management.

Thursday, January 22, 2015
Topic: EFPCSNJ 2nd Annual Elder Care Legal Forum
Location: Tavistock Country Club, Haddonfield, NJ
Schedule: Vendor Showcase & Cocktail Hour—4:30pm.; Dinner 6:00 p.m.; Opening Remarks 6:45 p.m.
Educational Program 7:00-8:30 p.m.
Sponsors: Edward Jones, IKOR , Rothkoff Law Group

Thursday, March 19, 2015
Topic: The Money Pit—The Sale of Real Estate in an Estate
Speakers: Robert L. Baker, Jr. Esq. and C. Gavin Opperman, Esq., from Subranni Zauber LLC
Location: The Mansion, Voorhees, NJ
Schedule: Breakfast 8:00 a.m.; Program 8:30-9:30a.m.
Sponsors: Community Foundation of South Jersey, Foundation Title and Wilmington Trust

Thursday, May 21, 2015
Topic: Delaware Trusts vs. New Jersey Trusts—Why Your Clients May Want to Leave Home
Location: The Mansion on Main Street, Voorhees, NJ
Schedule: Breakfast 8:00 a.m.; Program 8:30-9:30a.m.
Sponsors: Glenmede & SeniorWise Care Management. One sponsorship opportunity is still available

Thursday, June 9, 2015
Installation of Officers and Member Awards Dinner
Location: The Moorestown Community House
16 East Main Street, Moorestown, NJ 08057
Time: 5:30 p.m.—8:30 p.m.
Sponsors: Ohio National, Security Mutual, The Virtua Foundation
Three sponsorship opportunities is still available

INTERESTED IN SPONSORING AN EVENT?

Do not miss this opportunity to sponsor an EFPCSNJ Event - Call 856-795-0551 Today!
If you are interested in sponsoring an EFPCSNJ meeting in the 2014—2015 Meeting Year, please contact Abby Murray at 856-795-0551.

RETIREMENT? THAT'S SO FAR OFF. OR IS IT?

Martin H. Abo, CPA/ABV/CVA/CFF

Since you should plan on living at least 20 years after normal retirement at age 65, it is important to manage pension money in a way that funds won't run out. Unfortunately, we come across numerous situations where people have made unwise decisions that get them into financial trouble at the point in their lives when they have little no chance of supplementing what is left of their pension funds. Common errors include:

- Not heeding the minimum distribution rules and incurring unnecessary penalties.
- Withdrawing excessive amounts in the early years of retirement.
- Failure by eligible individuals to convert to a Roth IRA.
- Failing to properly diversify a retirement portfolio so that there is excessive risk, or insufficient income to replenish funds that are withdrawn.

Of course, there are other common administrative mistakes such as naming the wrong beneficiaries and failing to take advantage of rollover possibilities that could extend tax deferral. Since most people are not conversant with all of the retirement planning possibilities, we encourage pension plan participants to seek professional financial and tax planning assistance regardless of how straight-forward they think their planning needs are.

A large percentage of the baby-boom generation are or will be retiring, and many of them (OK then, us Woodstockers) are restless. A survey we recall coming across a while back by the Del Webb Corporation indicated that 59% intended to relocate upon retirement. What's more, 31% intended to move more than 3 hours distant from the pre-retirement locale. These findings bear out that many people will change their state of domicile after retirement. It's important for retirees to assess the tax ramifications of a move to another state. Different states have vastly different tax structures with respect to income taxes, personal property taxes, sales taxes, and inheritance taxes and the rates at which taxes are imposed also differ appreciably. Thus, the decision to retire to a particular state can have major financial implications for retirees and their heirs.

Does Abo and Company have all the answers? Nope (although we have many). Still, when all we can do is raise the issue, unsure of all the ramifications, CPAs embrace striving to help you in finding the answers. What better a way to kick off 2015 than by conferring with "your team" (i.e. CPA; tax/estate planning attorney; insurance professional; investment advisor; and other financial planning professionals

The above article was provided by Abo and Company, LLC and its affiliate, Abo Cipolla Financial Forensics, LLC, Certified Public Accountants - Litigation & Forensic Consultants. With offices in Mount Laurel, NJ, Morrisville, PA., and Franklin Lakes, NJ, for more information, email alerts and articles can be accessed at www.aboandcompany.com or calling 856-222-4723.

This article reflects the opinions of the author and not necessarily those of EFPC of SNJ.

The Estate and Financial Planning Council of Southern New Jersey announces their 2015-2016 slate of officers.

Voting will occur at the May 21st, 2015 meeting that takes place at 8:30am at the Mansion on Voorhees, NJ. Meeting information can be found on page 6 of this newsletter and all active EFPC-SNJ members in attendance at the meeting will get a vote.

- President: William S. Merriken, Jr., ChFC – Merriken Financial Group, Inc.
- 1st Vice President: Jamie Shuster Morgan, Esq. – Fendrick & Morgan, LLC
- 2nd Vice President: J. Mark Penny, ASA – Hempstead & Co., LLC
- Treasurer: Henry Kramarski, CFP® - Legacy Wealth Management
- Secretary: Kimberly A. Dula, CPA—Friedman, LLP
- Immediate Past President: Yasmeen S. Khaleel, Esq. – Capehart & Scatchard, PA

EFPCSNJ May 21, 2015 Breakfast Meeting

Delaware Trusts vs. New Jersey Trusts

Why Your Clients may want to leave Home

Speaker: Thomas A. Varley, J.D., CTFA, ChFC
Date: Thursday, May 21, 2015
Schedule: Breakfast 8:00 am, Program 8:30-9:30am
Location: The Mansion, 3000 Main Street, Voorhees, NJ
Price: EFPCSNJ Members: $25 Non-Members: $35

Join EFPCSNJ for this program and learn learn some of the differences between trusts established in Delaware as compared to New Jersey and why there might be significant advantages for a New Jersey resident to create a Delaware trust.

This Meeting is generously sponsored by:

GLENMEDE
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Please call Mike Schiff, TEP for a personal conversation.
609-430-3112 | mike.schiff@glenmede.com | www.glenmede.com

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Thank you to our CLE Sponsor

CAPEHART SCATCHARD
ATTORNEYS AT LAW

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

May 21, 2015 EFPCSNJ Meeting Registration Form

NAME: ______________________________________ Member ___ Guest ___

COMPANY: ____

PHONE: __________________ EMAIL: ______________________________

NAME: ______________________________________ Member ___ Guest ___

COMPANY: ____

PHONE: __________________ EMAIL: ______________________________

Member: $25 Non-Member: $35 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

William S. Merriken, Jr., ChFC

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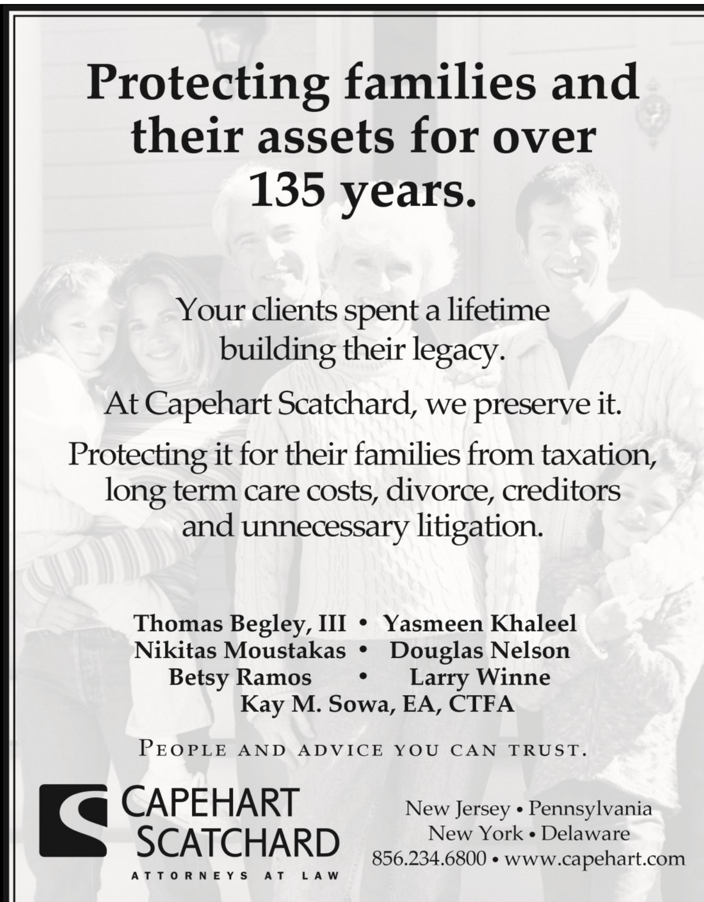

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Life Requires Planning …

At Fendrick & Morgan, LLC, our approach to planning is to combine our extensive experience with skillful and creative drafting to produce a customized plan for each client that best meets their individual needs. The client's goals and objectives serve as the foundation for every plan we produce.

Our firm is dedicated to serving clients in the areas of:

- ***Estate Planning***
- ***Estate Administration***
- ***Elder Law***
- ***Special Needs Planning***

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2015 Installation and Awards Dinner

Come and celebrate the past year while we install the new officers of the EFPC of SNJ.
You do not want to miss this opportunity to reconnect with old friends
and make new friends over cocktails and dinner.
Cocktails will be at 5:30 pm followed by the Installation and Awards Dinner at 6:30 pm

Date: Tuesday, June 9, 2015
Schedule: Cocktail Hour 5:30 pm, Dinner and Awards Presentation 6:30-8:30pm
Location: The Moorestown Community House, 16 E. Main Street, Moorestown, NJ 08057
Price: EFPCSNJ Members: $85 Non-Members: $85

This Meeting is generously sponsored by:

Ohio National Financial Services® *Life changes. We'll be there.®*

SECURITY MUTUAL LIFE

Virtua Foundation

June 9th, 2015 EFPCSNJ Installation Dinner Registration Form

NAME: ________________________________ Member ___ Guest ___
COMPANY: ____
PHONE: ________________ EMAIL: __________________________

NAME: ________________________________ Member ___ Guest ___
COMPANY: ____
PHONE: ________________ EMAIL: __________________________

Member: $85 Non-Member: $85 Enclosed is my check for $________ payable to:

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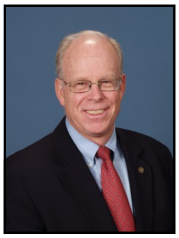
ONLINE REGISTRATION OPTION:
Register online at the EFPCSNJ website (www.efpcsnj.org)
and pay with a credit card. This option is fast, easy, secure and convenient

2014-2015 Council Executive Board

President:
Yasmeen S. Khaleel, Esq.
Capehart & Scatchard



1st Vice President:
William S. Merriken, Jr., ChFC
Merriken Financial Group, Inc

2nd Vice President:
Jamie Shuster Morgan, Esq.
Fendrick & Morgan, LLC

Treasurer:
J. Mark Penny, ASA
Hempstead & Co.. Inc

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

Immediate Past President:
Raymond Giunta, CPA/PFS
Baratz & Associates PA

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.

SILVER SPONSOR – $300
~ A business card size ad in every newsletter.

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

Tim Bower, CAE

Executive Director

PO Box 460
Collingswood, NJ 08108

Phone: 856-795-0551
Fax: 856-210-1619

Estate & Fiancial 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 estate and/or financial planning in ____________________ county for ________ years.

I hold a license or designation/certification and am a member in good standing in the following disciplines: ________ Attorney ________ CPA ________ CFP ________ ChFC ________ CLU ________ CTFA or qualified professional employed in tax, trust or estate practice by a financial services firm. Other: I have a

____

certification/designation and my primary area of practice is:

____

Signature: ____________________ Date: ____________________

Recommended
by Member: ______________________________
(please print)

Signature of Member: ______________________________

Membership cost: $150 per year. You can also submit your membership application online at www.efpcsnj.org. Corporate membership is available.

Tim Bower, CAE

Executive Director

PO Box 460
Collingswood, NJ 08108
Phone: 856-795-0551
Fax: 856-210-1619

Estate & Fiancial Planning Council of Southern New Jersey

www.EFPCSNJ.org

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Secretary
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Immediate Past President
Raymond Giunta, CPA/PFS
Baratz & Associates PA

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.