September/October 2014

Estate & Fiancial Planning Council of Southern New Jersey

Member of the National Association of Estate Planners and Councils

SAVE THE DATE FOR THE EFPCSNJ 2015 ELDER CARE LEGAL FORUM

Thursday, January 22, 2015
Tavistock Country Club
100 Tavistock Lane, Haddonfield, NJ 08033

4:30-6:30 pm—Cocktails & Vendor Showcase
6:00 pm—Dinner
7-8:30 pm—Educational Program

The EFPCSNJ 2015 Elder Care Legal Forum is being Sponsored by:

Edward Jones Trust Company

ikor

ROTHKOFF LAW GROUP
Elder & Disability Law
877.475.1101 • www.rothkofflaw.com

For additional Information Please see Page : 10

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Letter from the President

Dear Council Members:

Fall is coming to an end Winter seems to be just around the corner. The EFPCSNJ 2014-2015 meeting year is in full swing.

Our November 20, 2014 educational meeting "How to help your clients prepare for and manage the complexities of tax controversy" presented by Kimberly Dula, CPA and Christi LeDonne, CPA was a great program and I'd like to thank Kimberly and Christi for such an informative program.

If you have not done so already, the time to renew your EFPCSNJ membership is now. EFPCSNJ members can renew their membership now for $150. You should have received a few emails from Abby Murray with renewal instructions. There is also a renewal form with instructions on page ___ of this newsletter. If you have any questions about your membership or renewal contact Abby Murray and she will be able to help you. Abby can be reached at 856-795-0551 or by email at efpcsnjmbrsvcs@bowermanagementservices.com

We are gearing up and planning for the EFPCSNJ 2015 Elder Care Legal Forum which will be held at Tavistock Country Club in Haddonfield, NJ on Thursday, January 22, 2015. This will be the second year of this event and is shaping up to be even bigger and better than last year. Information about the event as well as sponsorship and vendor table information will be sent via email and will be on the EFPCSNJ website in the very near future. This is an event that you won't want to miss.

Please also take a moment to look at our schedule of events on our website at www.efpcsnj.org and also on page 3 of this newsletter. Please note your calendar so that you can attend and participate in each of our programs this season. We have done our best to select current topics and invite dynamic speakers. I hope to see each of you at this year's events.

Finally, there are limited sponsorship opportunities remaining for our 2014-2015 meeting year. This is a great way to support EFPCSNJ and allow EFPCSNJ to continue to bring quality programs and events to its members. If you are interested in more information about sponsoring one of our educational programs please see the information on page 12 of this newsletter or contact Abby Murray for additional information.

Many thanks and see you at the 2015 Elder Care Legal Forum!

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
Additional information on Vendor Tables will be emailed and posted on the EFPCSNJ website in the near future.

Thursday, March 19, 2015
Topic: The Money Pit
Speaker: Bob Baker, Esq.
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 The Stewart Group

Thursday, May 21, 2015
Topic: Asset Protection
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 4, 2014
Installation of Officers and Member Awards Dinner
Location: TBD
Time: 6:00 p.m.—9:00 p.m.
Sponsors: Sponsorship Opportunities are 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.

Impact Investing – What is it? & Why is it Important?

by
Richard H. Weidner, CFP

A fairly new concept in the world of investing is impact investing. Impact investments are those which are made with the intention of generating measurable social and environmental impact while realizing an appropriate financial return.

Conscience investments and conscience oriented mutual funds have been around for a long time. The purpose of conscience investments is to avoid aiding, associating with or profiting from so called “sin” stocks, (such as tobacco, gambling, alcohol, etc.) and the probable human misery that will result from these industries.

Impact investing is the opposite of conscience investing. The objective is not to avoid doing anything bad but to deliberately do something good.

In the past twelve months, Morgan Stanley, UBS AG, Godman Sachs & J.P Morgan Chase have all announced plans to establish activities in the realm of impact investing. These activities include:

- Providing capital and strategic counsel to early stage companies which are focused on meaningful social or environmental challenges.
- Partnerships between non-profit and commercial institutions to combine financial returns with optimal social impact.
- Existing mutual fund families, such as Guidestone Funds, which invests in companies that pass a screening process that includes diversity of corporate governance, commitment to community, clean technology, environmental product safety and human rights.

These major firms are responding to what they recognize to be a desire of many of their clients to do good by not only making charitable contributions but by also using their capital in the form of socially conscious investments as well. The two main areas of impact investing are the social element which typically possesses an element such that the people who work for the company, the vendors, suppliers and related business are treated in a healthy sustainable manner – good safe working conditions, fair pay, medical benefits, non-discrimination and in general, a place where people want to work or have an environmental element. The environmental element would include elements such as alternative energy sources, new techniques for recycling, shared transportation, etc.

In the eighteenth and nineteenth centuries social reform was fueled by religious and non-profit organizations that sought to right social wrongs and to provide support systems for those in dire need. The extent of the help provided was limited by the volunteers available and the contributions of individuals and organizations. In the twentieth and twenty-first century to date this responsibility has been mainly assumed by governments. The extent of government help is limited by the amount of taxes allocated and available resources, not taking into account the politics involved. It has reached the stage where, based on the current and foreseeable future circumstances, the government will not be able to continue to sustain the social support levels that currently exist let alone any new initiatives.

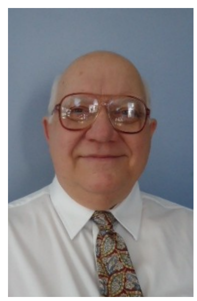
in the social area what they have achieved in the creation and growth of entrepreneurial firms in general and technology firms in particular."

Adding fuel to the fire is that those defined as "the next general of investors," basically those aged 40-55, in a recent study by the World Economic Forum, indicated that impact investing will be their primary investment criteria ahead of financial return. This is the same group of investors who will be inheriting 41 trillion dollars of Baby Boomer wealth.

In addition to the awakening of the individual investor and the investment advisory community to the possibilities of impact investing, the corporate world is beginning to recognize that it is not only an accommodation in meeting social and environmental needs it is essential to the very sustainability of the overall economy and their own interests. In a 2010 Accenture survey 93% of corporate chief executives indicated that, sustainability of the current economic and social environment is essential to the future viability of their corporations. They also believed that within a decade their concerns about sustainability will be fully meshed with their core businesses, thereby, fundamentally transforming principal capabilities, processes and systems.

To gain a greater insight into the financial services sector's response to the surging interest in impact investing, the Impact Economy and the Money Management Institute published a special report, "Serving Client Demand for Impact Investing: A Hand's on Guide for Financial Advisors and Senior Management." The report explores the genesis of the interest in impact investing by the financial services institutions, their struggles with certain aspects of implementing these kinds of investment programs and a potential path forward. If you are interested in this subject it is worth your time to read the report.

So, in whatever area of the estate, financial planning or business spectrum we find ourselves, we need to be aware of what has the potential to be a seismic shift in how people view wealth and investments and how they are employed. The basic question we may need to answer in the future is not what return do I get out of this, but how can we do well financially, while still doing what is right and helpful with our investments.



Richard Richard is the Vice-President of Fiduciary Advisors, LLC and is a
Past President of EFPC of SNJ. Richard can be reached at 856-663-7011, via email at rhweidner@weidnerassociates.com
Or online at http://fiducaryllc.com/

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

EFPC of SNJ Members in the News

Obermayer Adds Trusts & Estates Attorney

Obermayer Rebmann Maxwell & Hippel LLP has added Barbara E. Little in the firm's Trusts & Estates Department. Little will maintain offices in both the Philadelphia and Cherry Hill, N.J. office. "Barbara's a great addition to our group," said Obermayer Trusts & Estates Department Chair Nina B. Stryker. "Our clients will be impressed with her dedication to each matter."
Little devotes her practice to all aspects of estate planning, estate and trust administration, estate controversies, business succession planning, nonprofits and family foundations. She believes the practice of law is about helping her clients plan for their future, protect their assets, and achieve tax savings toward the ultimate goal of creating a peace of mind and the client's legacy. Prior to joining Obermayer, Little worked in the Tax and Wealth Management Department and the Trust and Estates, Nonprofit, Higher Education and Aviation Practice Groups at a large Philadelphia law firm. She received her JD and LLM from Temple University James E. Beasley School of Law, and her BS from Northern Arizona University.

Martin Higgins Releases New Book

DistributionLand hit Amazon on October 7th, 2014. It is the culmination of a 2 year project and is the disclosure of Martin's thoughts and experiences told in a story format on why you need to implement a written retirement income plan prior to retirement so that you could stop wondering how much money you'll need, where it should be invested and what rate of return you'll need. Martin even discuss the smartest ways to take Social Security so that you can get the most money for you and your spouse.

Anthony La Ratta and Steven Mignogna Participate in "Hot Trends In Estate Litigation" CLE Luncheon

Anthony La Ratta, Steven Mignogna and other experts led a discussion of current decisions affecting estate litigation at this always popular and well-attended luncheon program. Thursday, November 20, 2014, Noon, Tavistock Country Club, Haddonfield, NJ. Speakers: Anthony R. La Ratta.& Steven K. Mignogna, Archer & Greiner, P.C.

Anthony La Ratta, Partner with Archer & Greiner, P.C. participates in the Cape May County Bar Association's Professionalism Day Seminar.

Anthony LaRatta presented at the Cape May County Bar Association's Professionalism Day Seminar on Tuesday, October 14, 2014.

If you have received a professional designation, been promoted or received a civic or business award and would like to be included in this section please send the information to Abby Murray at efpcsnjmbrsvcs@bowermanagementservices.com

SFSP-SJC Invites EFPCSNJ to Attend the Annual Tax Law Update

Speakers: The Top Team of Tax Attorneys from Kulzer & DiPadova
Date: Tuesday, December 9, 2014
Schedule: Breakfast 7:45 am, Program 8:30-10:30am
Location: Laurel Creek Country Club, 701 Centerton Rd., Mt. Laurel, NJ 08054
Price: EFPCSNJ Members: $25 Non-Members: $50

The Annual Update on the changes in federal and state tax laws coupled with a look ahead to potential changes in the laws that affect all of our clients. This is the highest attended meeting of our chapter year. Mark it on your calendar NOW as you will NOT want to miss it.

This Meeting is generously sponsored by:

ESTATE and PENSION ADVISORY BOARD Actuaries, Administrators and Consultants

GREAT-WEST FINANCIAL

PennMutual

We have applied for this meeting to qualify for the following CE credits:
2.0 CPE credit (for CPAs), 2.0 CFP credits, 2.0 NJ Insurance credits

December 9, 2014 SFSP-SJC Meeting Registration Form

NAME: ______________________________ Member ___ Guest ___

COMPANY: ______________________________

PHONE: _______________ EMAIL: _______________________

NAME: ______________________________ Member ___ Guest ___

COMPANY: ______________________________

PHONE: _______________ EMAIL: _______________________

Member: $25 Non-Member: $50 Enclosed is my check for $________ payable to:

SFSP-SJC• PO Box 460, Collingswood, NJ 08108 • Phone: 856-795-0551 • Fax: 856-210-1619 • sfsp-sjcmbrsvcs@bowermanagementservices.com • www.sfsp.net/southjersey

ONLINE REGISTRATION OPTION: Register online at the SFSP-SJC website (www.sfsp.net/southjersey) and pay with a credit card. This option is fast, easy, secure and convenient

Estate and Financial Planning Council
of Southern New Jersey, Inc.
PO Box 460 • Collingswood, New Jersey 08108
P: 856-795-0551 • F: 856-210-1619 • efpcsnj@mail.com • www.EFPCSNJ.org

2014-2015 DUES

Description	Amount
Individual Member @ $150	
Corporate Members – first 4 members @ $150	
Corporate Members – 5th member and more @ $100	
Total	

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. An email with your username and password was emailed to you on Tuesday, September 30th, 2014 with other renewal information. If you have questions or would like your username and password, please contact Abby Murray at efpcsnjmbrsvcs@bowermanagementservices.com or 856-795-0551

BENEFITS OF MEMBERSHIP

Access to National web site and all it's 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)		

SPECIALTY OR BRIEF BUSINESS DESCRIPTION

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Save The Date for the EFPCSNJ 2015 Elder Care Legal Forum

<u>Save the Date of :</u>
Thursday, January 22, 2015
Tavistock Country Club, 100 Tavistock Lane
Haddonfield, NJ 08033

4:30 pm – 6:00 pm Cocktails & Vendor Showcase
6:00 pm Dinner
7:00 pm – 8:30 pm Educational Program

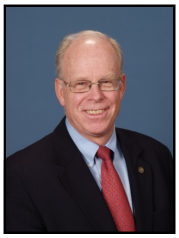
The Estate and Financial Planning Council of Southern New Jersey (EFPCSNJ) was established in 1975 and serves our members by providing educational and networking opportunities throughout the year. Our members are Trust Officers, Chartered Life Underwriters, Estate Attorneys, CPAs, CFPs, Chartered Financial 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. When you sponsor an EFPCSNJ event the reach is much greater that the professional attending the event since each professional has a client and business network that could potentially use your product or service.

EFPCSNJ expects between 75-100 professionals to attend this event and it provides you a great opportunity to network with other professionals. As we all know it takes a team of professionals to advise clients on the complicated issues related to Elder Care. This event will have a vendor showcase. We are expecting to have approx. 20 companies available. They will be providing information on the services they offer in an informal setting. You can expand the professional resources available to you in one enjoyable night. This is a must attend event. At this event you can reconnect with old acquaintances as well and make new ones. You will solidify your current relationships and expand your professional circle by forming new relationships.

Additional information will be emailed to you in the near future.
For information on all upcoming EFPCSNJ events, please visit our website:
www.efpcsnj.org
Or contact Abby Murray
Email: efpcsnjmbrsvcs@bowermanagementservices.com
Or by phone: 856-470-4521

2014-2015 Council Executive Board

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



1st Vice President:
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Merriken Financial Group, Inc

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Fendrick & Morgan, LLC

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Hempstead & Co.. Inc

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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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Hempstead & Co, Inc.

Secretary
Henry E. Kramarski, CFP®
Legacy Wealth Management Group

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.