

## TECHNOLOGY UPDATE

# 2016 Heckerling Vendor Interviews\*

By Joseph G. Hodges, Jr., Esq.

For several years now Heckerling Reporters have reported on the Vendors at the Heckerling Institute, with particular emphasis on new and emerging technologies that can aid professionals specializing in financial and estate planning. In this 50th year, for the first time, the talents of three reporters were used to maximize coverage. The reporters were Patrick Duffy, Beth Anderson, and Craig Dreyer.

## Law Finance Group—With Alan Zimmerman and Wendy Walk

Law Finance Group (“LFG”) is a litigation funding company with specialties in appeal finance, settlement finance, and estate and trust litigation. In the context of estate and trust litigation financing, LFG coordinates with practitioners and clients to evaluate the legal merits of each case as well as the range of potential outcomes. On that basis, LFG provides non-recourse financing services for both legal fees for attorneys and personal advances for beneficiaries. This model is unique, says Estate Funding Counsel Wendy Walker, because of the fact-driven analysis approach used by LFG in determining the cases it takes. LFG’s estate and trust litigation financing, says founder and CEO Alan Zimmerman, gives beneficiaries the ability to hire the best lawyers and settle their cases on fair terms. By financing cases on a non-recourse basis, the interests of the beneficiaries, the attor-

**Mr. Hodges** is an attorney in Denver, Colorado, and formerly served as Co-Chair of the American Bar Association’s Real Property, Probate and Trust Law Section Technology Committee. He currently serves as a member of that Section’s Communications Committee and the Technology in the Practice Committee of The American College of Trust and Estate Counsel.

neys, and LFG are completely aligned. Attorneys will also appreciate LFG’s “hands-off” of the technical aspects of the litigation and the prompt payment of their fees, which are paid immediately after client approval. To learn more, visit <http://www.lawfinance.com/services/estate-finance>.

## US Trust—With Michael McCarthy

A Heckerling sponsor for 34 years, US Trust is the well-known fiduciary and private wealth division of Bank of America. With over 90 locations, US Trust serves thousands of clients in every state. Each client is assigned a collaborative team consisting of a trust officer, a wealth strategist, and a private client advisor. Additional team members in various specialties can be added depending upon the circumstances of each family. The bank proactively works with clients on more than their finances and takes care to address sensitive personal matters, including setting up a plan to address the potential for cognitive decline. While more than 100 associates—most of them attorneys—work in the Office of the Chief Fiduciary to support the trust officers throughout the country, a foundational principal of US Trust’s strategy is to closely collaborate with the client’s existing advisors. Often, says Managing Director Michael McCarthy, US Trust is able to actually increase a client’s interactions with their attorney as a result of the high-touch approach taken by the bank.

Because of its size and experience, US Trust is able to address the specialized needs of virtually any client. For example, the bank’s Special Asset Management Group eagerly takes on unique (and sometimes troublesome) assets such as timberland, farms, ranches, oil and gas interests, and closely-held businesses. Clients with charitable

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interests can turn to US Trust to manage charitable trusts and the bank is able to act as an agent to assist with the administration of private foundations. Clients in the LGBT community can take advantage of the bank's deep expertise in that area of the law, which McCarthy urges is still an issue even after the holdings in *Windsor* and *Obergefell*. To learn more, visit <http://www.ustrust.com>.

#### **Winston Art Group—With Jennifer Jones and Claire Brown**

The number eight has everything to do with why Winston Art Group (“Winston”) is the nation’s largest independent art appraisal and advisory firm. Eight, explains Jennifer Jones, Director of Winston’s Trusts and Estates group, is considered to be a very lucky number in the Chinese culture and ensuring that, for example, your collection of Chinese Jade is the eighth lot in an auction can be the difference between a six figure sale and a seven figure sale in some cases. An unrelenting focus on details like that are the differentiator for Winston.

Because Winston does not conduct auctions, it is able to render independent advice to clients looking to buy and sell virtually any type of tangible personal property for a flat hourly fee. With a deep and experienced talent pool, appraisers at Winston are often called upon to testify as expert witnesses in high-stakes cases involving valuable artwork or other tangible personal property. Winston has extensive experience with fiduciaries in various capacities. Besides providing appraisals for gift and estate tax returns, Winston often works with trustees that hold art on an ongoing basis to establish up-to-date values for the works that are included in annual accountings. For estate planners looking to take advantage of more exotic planning techniques, Winston has experience rendering opinions on art leasing rates. Executors can engage Winston as an agent to advise on the storage and maintenance of fine art before it is liquidated or distributed.

#### **Vanguard – Flagship Select Services—With Dennis Duffy**

Flagship Select Services (“Flagship”) is the ultra-high net worth group within first-time Heckerling sponsor Vanguard for clients with \$10 Million or more invested with the brokerage house. Flagship serves more than 15,000 families across the country, with invested assets ranging between \$10 Million to over \$1 Billion.

The group has recently moved to a more relationship-centric structure and takes a hands-on approach with these high end clients. A team of investment advisors meets with and gets to know each client individually before designing a customized investment plan. Flagship also reviews estate planning documents and works with a client’s existing advisors to ensure the estate plan not only meets the client’s current goals but confers the maximum financial benefit.

Flagship also works with Vanguard National Trust Company, Vanguard’s fiduciary services arm. While Vanguard does not engage in probate or death settlement, it will administer virtually any type of trust and currently oversees more than 17 Billion in assets. Vanguard, says Dennis Duffy, head of Flagship, is about more than investments. To learn more, visit <https://investor.vanguard.com>.

#### **Skinner, Inc.—With Emerson Tuttle**

Skinner, Inc. (“Skinner”) is an independent auction house based out of Boston, Massachusetts. It is best known for its sale of Americana, especially folk artwork, but with more than thirty specialists focusing on twenty distinct specialty areas, Skinner is equipped to sell virtually any kind of art. Each year, Skinner holds more than sixty auctions, at least thirty percent of which are held purely online. In addition to auctions, Skinner also appraises all types of tangible personal property, whether independently or as part of the sale of the time. The differentiating factor for Skinner, says Director of Institutional Relations, Emerson Tuttle, is the firm’s reputation for a high level of experience, expertise and integrity in the art world. Trustees and executors can look to Skinner for assistance with the fiduciary management of non-traditional tangible personal property as well, including Americana, folk art, and antique furniture. Skinner maintains offices in Boston, Massachusetts, Coral Gables, Florida, and New York City. For more information, visit <http://www.skinnerinc.com>.

#### **TEAM Risk Management Strategies—With Josh Greenberg**

First-time vendor TEAM Risk Management Strategies (“TEAM”) provides employment solutions to trustees that would otherwise engage in direct employment relationships with employees of any kind. While the company primarily focuses on in-home care-givers and other domestic em-

ployees, it can assist fiduciaries by serving as the employer of record for virtually any type of trust employee from gardener to ranch hand to yacht captain. The issue, says CEO Josh Greenberg, is that many fiduciaries (and their advisors) do not realize the intrinsic risks associated with trusts serving as employers. Besides the administrative difficulties, there is significant hidden liability for taxes, insurance, and workers compensation. TEAM (the acronym stands for “Trust Employee Administration and Management”) leverages its size and expertise to minimize those risks and costs for trustees and trusts. While TEAM historically served corporate trustees including such blue bloods as Wells Fargo and Northern Trust, it has recently begun to work with individual fiduciaries. Employment services are provided for a flat monthly administrative fee (charged per employee), with the trusts covering salary and all other costs of employment. For more information, visit <http://team-risk.com>.

#### **Veralytic—With Barry Flagg**

Veralytic provides consumers and their advisors with a patented five star independent rating system for individual insurance products. The system is unique in that, unlike traditional ratings systems that focus solely on the insurer, it measures the objective quality of a given insurance product against the universe of peer group products in relation to the client’s goals and objectives. While irrevocable life insurance trust trustees often use the service to document their investment decisions, Veralytic is a valuable tool for anyone purchasing life insurance and anyone giving advice about buying a policy. The industry’s practice of using internal projections, says inventor and President Barry Flagg, has been criticized by leading actuarial authorities as “fundamentally inappropriate.” Veralytic departs from industry practices by rating across five separate measurements covering the claims paying ability of the carrier, the cost of the policy, the stability of pricing representations, the insured’s access to cash value, and the carrier’s actual historic investment performance. With rising litigation over life insurance, Flagg cautions that fiduciaries and advisors should be careful if they rely on insurance industry practices that have been criticized by regulators. For more information, visit <http://www.veralytic.com>.

#### **Sterling Trustees—Antony Joffe**

A fourth year sponsor, Sterling Trustees (“Sterling”) is an independent South Dakota trust company with more than \$2.1 Billion in assets under management. Sterling leverages the expertise of its eight employees using its patented trust administration platform, Wealth Hub<sup>sm</sup>, to serve families living around the globe. In fact, Wealth Hub<sup>sm</sup> has been so successful internally, says president Antony Joffe, that Sterling has recently begun marketing the system to law firms and other independent trust companies. Sterling, which offers no investment advice, is an experienced custodian of non-traditional assets including interests in closely-held businesses, art, private equity, and hedge funds. Each trust is administered on a fixed-fee basis, which varies depending upon the size and complexity of the trust. For more information, visit <http://www.sterlingtrustees.com>.

#### **Abbot Downing—With Bryan Austin and Lester Law**

Abbot Downing is the ultra-high net worth division of Wells Fargo’s Private Bank serving families with a net worth of at least \$100 Million. While a client’s investable assets are one factor considered in placing families with the exclusive service, Bryan Austin, Director of Financial Planning, says that the unique nature of the bank’s clients means that Abbot Downing has had to focus on much more than that traditional industry measure. Ultimately, the overall wealth of the family unit is considered, whether it is concentrated in a portfolio or tied up in a closely-held business.

Clients of Abbot Downing benefit from Wells Fargo’s trust platform, but are also privy to the individualized attention that such families have come to expect. Abbot Downing mandates a client-to-relationship manager ratio of 15:1 and the average experience of in-house advisors is twenty-two years. Those advisors actively engages with each client’s tax, legal, and other advisors says Lester Law, Director of the Naples branch. Abbot Downing has three hundred employees that serve six hundred families representing more than \$38 Billion in assets. For more information, visit [www.abbotdowning.com](http://www.abbotdowning.com).

#### **RM Sotheby’s—With Alain Squindo**

Formerly RM Auctions, the longtime leader in automotive auctions recently formed a strategic partner-

ship with the venerable auction house to form RM Sotheby's ("RM"). While this is RM's first time at Heckerling, the firm has more than thirty-five years' experience in brokering private treaty sales, conducting public auctions, and providing estate planning and financial services. RM currently holds records for the highest grossing car auction ever (\$172.9 Million in Monterey this past December) and the most valuable car ever (a 1950s Ferrari track car sold for \$28 Million in 2015). RM also provides restoration services and, in fact, the firm's restoration division won best of show in Pebble Beach in 2015. Advisors and fiduciaries can look to RM for expertise in a wide area of automotive-related areas including transport of fine cars (and collections), liquidation of collections, and pre-death and post-death planning, restoration and maintenance of vehicles, and "investment" through Code Sec. 1041 exchanges. COO Alain Squindo preaches that even in the car business, location matters; choosing the right venue for the sale of each car in a collection is critical. RM offers an international calendar of events each year to accommodate virtually every automotive niche. Because of its size, RM is able to handle every component of the sale of a fine automobile, including transportation, provenance research, photography, marketing, and auction. Squindo's daily driver? A 1966 Ford Mustang. For more information, visit [www.rmsothebys.com](http://www.rmsothebys.com).

### **The University of Miami Heckerling Estate Planning Graduate Program—With Tina Portuondo**

Before the Heckerling Institute, there was the Heckerling Graduate Program in Estate planning. Phil Heckerling founded the program and adopted the signature structure that it maintains today. In the Fall, the University of Miami's Heckerling Estate Planning LLM. program is a traditional academic program with semester-long classes taught by tenured faculty. In the Spring, though, the program's students have exclusive access to a series of sixteen single credit "modules," one each week, taught by leaders in the field, most of them practitioners.

Each year the program accepts fifteen to twenty full time applicants who begin a year-long "deep dive" into the world of estate planning. Each class is different, says Director Tina Portuondo, but the small size and unique program structure creates close bonds that last throughout careers. While part-time students are accepted on a limited basis, the best experience, says Portuondo, is to enroll

full time. Working students can actually "split" the semesters, taking the Fall semester full time while enrolling part-time in the Spring semester and completing those classes over the course of several years.

Many of the program's students are fresh out of law school, but many others are established practitioners looking to hone their estate planning skills. A growing trend observed by Portuondo is the use of the degree by practitioners to pivot from specialties like commercial litigation to trusts and estates. One attorney in particular, recalls Portuondo, was very established before he entered into the LLM program; he was eighty one. Unlike many other LLM. programs, the Heckerling Estate Planning Graduate Program is practice oriented. Students are exposed to a practical curriculum with classes like Drafting for Estate Planners, Generation-Skipping Transfer Tax, and Valuations. In the drafting class, students are each paired with a different local practitioner who works with them to develop an actual estate plan using form documents developed by the program. Another class, called Intro to Probate, focuses on the oft-ignored administrative process that is central to so many practices. For more information, visit [www.law.miami.edu/academics/llm](http://www.law.miami.edu/academics/llm).

### **ComStock Advisors**

ComStock Advisors provides business valuation opinions, working predominantly with closely held companies. They are experienced in consulting and advising on ESOPs for tax-efficient business transitions, including providing ESOP feasibility studies. ComStock Advisors serves a national client base from offices in Chicago, Cincinnati, and Winston-Salem. Visit their website at [www.comstockadvisors.com](http://www.comstockadvisors.com) to review articles on technical topics, or call 888-232-2201 for more information or to locate a contact in your region.

### **Donlevy-Rosen & Rosen, PA**

Donlevy-Rosen & Rosen, PA is a boutique firm focused on providing offshore asset protection planning. The firm is based in Coral Gables, Florida, but serves clients nationally and internationally. Their website, [www.protectyou.com](http://www.protectyou.com), contains numerous articles, videos, white papers and commentary on asset protection. Contact them at 1-800-417-7134 to see how they might be able to benefit your clients.

### **DonorsTrust**

DonorsTrust is a mission-driven organization working directly with donors to ensure that their intent to support organizations with libertarian goals of limited government, personal responsibility and free enterprise is effectuated. Based in Alexandria, VA, they work with donors across the country. If your clients have libertarian ideals and charitable intent, visit [www.donorstrust.org](http://www.donorstrust.org) to see how DonorsTrust might serve your client's needs.

### **EisnerAmper LLP**

EisnerAmper, one of the largest accounting firms in the US, provides services to a broad and diverse base of clients, including family offices, closely held companies, and high net worth families. They pride themselves on forming deep relationships with clients and their clients' other advisors. Visit their website, [www.eisneramper.com](http://www.eisneramper.com), for substantive articles on current topics of interest, such as legal and ethical issues of nonprofit board service, preserving privileges when working with CPAs, and planning for clients with diminished capacity.

### **ElderCounsel**

ElderCounsel provides legal technology and education for elder law attorneys. They provide state-specific information regarding Long Term Care planning, Medicaid, Veterans' benefits, special need trusts, and other planning specific to the aging population. ElderCounsel can help you keep up to date with legal changes in the elder law arena. Monthly case law and state of the law updates are free to members. Other special events are available to their members and to non-members for a fee. Visit their website, [www.eldercounsel.com](http://www.eldercounsel.com), to schedule a demonstration.

### **Empire Valuation Consultants, LLC**

Empire provides fixed-fee business valuation services throughout the nation. They continue to expand their markets throughout the US, including in Florida, the Mid-Atlantic, and San Francisco. They assist with hard to value assets, and support growing needs in the areas of hedge funds, IRA valuations, ESOPs, and business succession. Visit their website, [www.empireval.com](http://www.empireval.com), for additional information and to locate the appropriate contact person in your area. Their website also features a number of informative brochures and articles, as well as a calendar of upcoming events.

### **ESI-APPRAISE**

APPRAISE, by Evaluation Services, Inc., provides stock and bond valuations for trusts and estates. They offer a variety of secure online methods to use APPRAISE. For quick and easy valuation, use their web-based platform, APPRAISE-WEB, and rest assured that your portfolios will be stored for 10 months for viewing or further alteration. Payment can be made via credit card as the service is used, and month-end invoices are available. They also offer APPRAISE Plus, which provides historical cost basis with tax allocation factors, corporate actions and transfer/paying agents. Short on time? ESI offers an outsourcing solution, performing securities valuations for you. Sample reports are available on their website, [www.appraisenj.com](http://www.appraisenj.com). While you're there, sign up for their free monthly newsletter.

### **ESOPMarketplace.com**

ESOPMarketplace.com provides access to the wide variety of services applicable to ESOPs from start to finish. The providers each specialize in their respective areas, ensuring that each need is expertly covered. The website includes educational materials on ESOPs, serving as a resource for estate and succession planning. Various tools are available for subscription fees. ESOPmarketplace.com is part of a family of website's serving businesses with ownership succession. Visit [www.ESOPmarketplace.com](http://www.ESOPmarketplace.com) or contact Jack Veale at [JackV@ESOPMarketplace.com](mailto:JackV@ESOPMarketplace.com) for more information, and look for their new website, [suddenddeath-checklist.com](http://suddenddeath-checklist.com), coming soon.

### **Estate Valuations & Pricing Systems, Inc.**

Estate Valuations & Pricing Systems, Inc. ("EVP Systems") offers a suite of products in their EVP Office, including the popular EstateVal program, providing date of death and alternative date valuations, CostBasis, to determine original cost basis, CapWatch, for researching capital changes on millions of issues of stocks and corporate and municipal bonds, and GiftVal, providing gift valuations for use with the Form 709. EVP Systems continues to improve their mutual fund daily accruals (mill rates) system and obtains up to date information from Lipper. As always, the software is free to download at [www.evpsys.com](http://www.evpsys.com), with charges only incurred as securities are processed. Fees are always

charged at a fixed rate, but discounts are available for monthly volume. Additional information is available on their website at [www.evpsys.com](http://www.evpsys.com), or call Christina Ramirez, VP, at 1-818-313-6300.

### **EstateGen**

EstateGen is an estate planning illustration tool designed specifically for estate planning attorneys. Unlike other diagramming options available to estate planners, EstateGen is tailored to estate planning professionals, created with an eye toward providing an interactive, easy and intuitive platform for attorneys to visually demonstrate to clients how their estate plans flow. The drop-and-drag platform makes it simple to change the visually-appealing diagram to accommodate client demands during the planning process. EstateGen is offered as a monthly subscription, with tiered pricing to accommodate various levels of use. New users should mention Heckerling for a limited-time discount. Visit [www.estategen.com](http://www.estategen.com) for tutorials and introductory information, or email [kwinter@perceptumtechnologies.com](mailto:kwinter@perceptumtechnologies.com) for more information.

### **EstateWorks Systems**

EstateWorks provides a platform for workflow management, communication, and collaboration focused on estate planning and administration. Attorneys often depend on EstateWorks to improve the efficiency, transparency and overall productivity of their Trust and Estates operations. In addition to functionality that streamlines the day-to-day work of individual team members while incorporating specific institutional requirements, EstateWorks provides customizable analysis and reports that enhance the active management of the overall business. For further information please contact [sales@estateworks.com](mailto:sales@estateworks.com).

### **Everplans**

Everplans provides a place to gather important documents, such as wills, healthcare directives, and life insurance policies, but it is more than a digital lockbox. It has a lifestyle focus, serving as a central location to store information about the client's funeral planning and life and legacy issues, giving clients a place to store and pass along letters to friends or even family recipes. Everplans is offered on two primary platforms, one geared toward individuals ([www.everplans.com](http://www.everplans.com)), and the other geared toward professionals such as attor-

neys, CPAs, insurance agents, and financial advisors ([www.everplans.com/professional](http://www.everplans.com/professional)) who want to offer Everplans' services to their clients.

### **Exponent Philanthropy**

Exponent Philanthropy is celebrating its 20th anniversary of helping to incorporate philanthropy into estate plans. Exponent Philanthropy works with individual and family philanthropists to help them achieve greater impact. They assist family foundations to reduce overhead and serve as an educational resource. Exponent philanthropy provides programming to philanthropists to educate them on foundation set up, rules and compliance. They will also work with philanthropists to assess the health of prospective donee nonprofits, and evaluate the impact of their giving. Visit their website, [www.exponentphilanthropy.org](http://www.exponentphilanthropy.org), for a Ten Minute Impact Assessment, as well as information about upcoming local and regional programs.

### **EY**

EY continues to grow its Family Office and Business Advisory services. They recently acquired a multifamily office, broadening and deepening their expertise in the area. The services EY provides to these clients include risk review, governance, technology search and selection, and set up and design (or restructuring, for established organizations). EY's family office services are ideal for clients with at least \$100MM of wealth, or \$500MM to \$1BN revenue. Robert A. "Bobby" Stover, Jr. is the American partner in charge of this group, and may be reached at [bobby.stover@ey.com](mailto:bobby.stover@ey.com) for more information, or visit [www.ey.com](http://www.ey.com).

### **Fi-Tek, LLC / FirstState Trust Company**

Fi-Tek, LLC provides wealth management software products and business solutions to providers of financial services and their clients. They support hundreds of banks, covering the US from Alaska to Florida, and hedge funds globally. HedgeTek offers solutions for hedge fund managers, keeping up to date with the unique needs of hedge funds, including book and tax accounting for monetized and unitized funds, and allocation and reporting tools. Fi-Tek and Rockefeller and Co. recently acquired Rokit Solutions, significantly enhancing their capabilities in the family office and technology space. Visit [www.fi-tek.com](http://www.fi-tek.com) for more information.

### **Fidelity Charitable**

Fidelity Charitable has expanded into the unique asset realm in order to assist with clients who wish to donate assets other than stock or publicly traded stock (although they continue to perform those services, as well). Accompanying their ability to accept unique assets into their funds, they have built out their complex asset team, as well as their relationship management team. Additionally, Fidelity Charitable has partnered with other advisors to introduce five new non-Fidelity funds, including a socially responsible investing fund. Visit their newly redeveloped website, [www.fidelitycharitable.org](http://www.fidelitycharitable.org), for more information about these new offerings, and check in after mid-January for updated numbers on 2015 contributions and donations.

### **FMV Opinions, Inc.**

FMV Opinions specializes in producing expert, defensible valuations of businesses, real estate and asset holding entities. They have the depth and expertise to defend their appraisals before the IRS or Tax Court. Their website, [www.fmv.com](http://www.fmv.com), provides up-to-date information, summaries and analysis of Tax Court cases, and articles on items such as discounting and the current Redstone line of cases. Sign up for FMV alert to stay on top of recent developments. Contact Miranda McCray at [mmccray@fmv.com](mailto:mmccray@fmv.com) for more information.

### **Foundation Source**

Experience the technological strides Foundation Source has implemented over the past few months at [www.foundationsource.com](http://www.foundationsource.com). Their expense and reporting modules have been revamped. Perhaps even more exciting, Foundation Source has launched FS Forum, a new client portal allowing their 1300 private foundations and 6600 technology users to keep up with news from the philanthropic community, access educational information and whitepapers, and perhaps most importantly, participate in an interactive forum where they can ask questions, provide commentary, and find opportunities to collaborate with like-minded users. This forum allows clients to become more involved in the philanthropic community in a personal way that meets their specific interests. For the professional advisor, Foundation Source also has a new series on entrepreneurial philanthropy. Sign up for

their monthly newsletter to stay abreast of current philanthropic topics.

### **Gillett Publishing LLC/GEMS – Gillett Estate Management Suite**

GEMS provides 706 and 709 return preparation and trust accounting software. GEMS has already incorporated the requirements of new Form 8971, Information Regarding Beneficiaries Acquiring Property from a Decedent—the work is done for you! Contact them at [sales@gillettpublishing.com](mailto:sales@gillettpublishing.com) to take advantage of this great offer.

### **HeirSearch.com**

Look for heirs a better way. HeirSearch.com, a division of International Genealogical Search Inc. (IGS), provides international beneficiary and heir location services. Unlike other search firms, they do not charge based on a percentage of the estate. HeirSearch strives to provide education to attorneys, trust officers, financial planners, and anyone else who needs information about finding beneficiaries and heirs. To see seminars offered by HeirSearch and for more information, contact Suzanne Simpson, VP Sales and Marketing, and visit [www.heirsearch.com](http://www.heirsearch.com).

### **Henley & Partners**

Henley & Partners focuses on citizenship and residency planning, helping high-net-worth and ultra-high-net-worth clients obtain a second citizenship. Second citizenship offers several benefits, and can include access to the EU and safer travel. They are also able to assist Americans who are looking for dual citizenship without a residency requirement, and have a depth of knowledge about countries where this is possible. Visit [www.henleyglobal.com](http://www.henleyglobal.com) to learn more about how Henley and Partners can assist your clients.

### **ABA – Section of Real Property, Trust and Estate Law**

The ABA booth provided copies of the whitepaper titled “Expatriation and the New Section 2801 Proposed Regulations” that was mentioned during the Recent Developments presentation.

### **Advantage Insurance**

Advantage Insurance Advantage Insurance works with advisors in the wealth planning community to find insurance solutions for advisors’ clients,

whether onshore or offshore. Insurance plans are customized to fit any wealth management strategy, whether it's life insurance, business insurance, captive insurance, etc. A "to-the-trade" service provider, they specialize in insurance service, and do not custody or manage the advisor's client's money. For more information, visit [www.americanbar.org/groups/real\\_property\\_trust\\_estate.html](http://www.americanbar.org/groups/real_property_trust_estate.html).

### **Alaska Trust Company**

Alaska Trust Company provides comprehensive trust and investment services, and works with advisors and their clients throughout the nation who want to take advantage of Alaska's trust laws. Its website provides many resources including sample forms and provisions and articles discussing the benefits of Alaska trust law. For more information, visit [www.alaskatrust.com](http://www.alaskatrust.com).

### **American Academy of Attorney-CPAs**

The American Academy of Attorney-CPAs will be launching a new website in Spring of 2016. The AAA-CPAs specializes in protecting the rights of professionals who have qualified to practice as both an attorney and a CPA. Memberships cost \$130 for the first year, and \$260 per year thereafter. Affiliate, government, student and educator memberships are also available at various prices but all new memberships are discounted by 50 percent. For more information, visit [www.attorney-cpa.com](http://www.attorney-cpa.com).

### **American Society of Appraisers**

American Society of Appraisers is an organization for appraisers, claiming to require the highest qualifications for their appraisers. They offer the Accredited Senior Appraiser credential. Members of the ASA go through testing, re-accreditation, and continuing education. Members are required to have a minimum of 2.5 years of experience and are re-accredited every five years. Membership rates vary by discipline (business, personal property, jewelry, real estate, etc.). For more information, visit [www.appraisers.org](http://www.appraisers.org).

### **Appraisers & Planners, Inc.**

Appraisers & Planners, Inc. promotes itself as one of the country's largest and oldest firms specializing almost exclusively in estate and trust work. Appraisers & Planners' principal office is in New York, but it has an additional office in Philadelphia and national coverage through its affiliates.

For more information, visit [www.appraisersandplanners.com](http://www.appraisersandplanners.com).

### **Ashar Group, LLC**

Ashar Group provides life settlement opportunities and serves as policy valuation experts. They offer many solutions for unwanted life insurance policies, including policies implicated in Medicaid planning, expiring term policies, and underfunded universal life policies, among others. Ashar Group, a full service brokerage firm representing clients and advisors, has a national footprint. When valuing a policy, they make sure to seek out the appropriate bids to get the best fair market value. For more information, visit [www.ashargroup.com](http://www.ashargroup.com).

### **Atlantic Trust Company**

Atlantic Trust provides private wealth management for individuals, families, foundations and endowments. They have robust family offices services, working from a multi-faceted approach. Atlantic Trust now offers Delaware trust services and has new offices in West Palm Beach, Florida. For more information, visit [www.atlantictrust.com](http://www.atlantictrust.com).

### **Bankers Trust**

Bankers Trust Company of South Dakota can help your clients take advantage of South Dakota's favorable laws, including laws covering asset protection, dynasty trusts, directed trusts and trust protectors, and decanting. Additionally, they have a dedicated ESOP Services Team to provide trust and custodial services to ESOP companies nationwide, whether it is on a transactional or ongoing basis. For more information, visit [www.BTCSouthDakota.com](http://www.BTCSouthDakota.com).

### **Bloomberg BNA**

Over the past year, Bloomberg BNA has continued to add content and functionality across the spectrum of their services, including practice tools, news, commentary and journals. Primary sources have been built into its services. The current 706 forms have been released and the 709 forms are in the works.

### **BNY Mellon Wealth Management**

BNY Mellon Wealth Management has full-service wealth management offerings for a broad spectrum of clients, including individuals, family offices, foundations, and other professionals. They work closely with other advisors to further the

client relationship and ensure comprehensive and well-executed planning. For more information, visit [www.bnymellonwealthmanagement.com](http://www.bnymellonwealthmanagement.com).

### **Bonhams Auctioneers & Appraisers**

Bonhams is a privately owned British auction house and one of the world's oldest and largest auctioneers of fine art and antiques. It holds itself out as the only auction house in the U.S. with actions in New York, Los Angeles and San Francisco. In addition, it has locations in London, Hong Kong and Sydney. They specialize in a variety of niche markets including antique and collectible cars. For more information, visit [www.bonhams.com](http://www.bonhams.com).

### **Braun Co.**

Braun Co. and Premiere Estates offer valuations and auctions for unique assets with a boutique service model. Braun Co. is now providing a market for minority interests in closely held businesses. For more information, visit [www.braunco.com](http://www.braunco.com) and [www.premiereestates.com](http://www.premiereestates.com).

### **Brentmark Software, Inc.**

Brentmark offers popular estate planning popular programs including Estate Planning Tools, Retirement Plan Analyzer, and Retirement Distributions Planner. It recently released the 2016 version of the Savings Bond Toolkit which provides for easy organization and management of a client's savings bond portfolio, and makes retitling bonds simple with its automatic fill-ins for Forms 1455, 1851, and 4000. Brentmark is offering a 20 percent discount for most software products: use the code: SHOW. Contact Nicole Maholtz [Nicole@brentmark.com](mailto:Nicole@brentmark.com) for more information, or visit [www.brentmark.com](http://www.brentmark.com).

### **Broadspire, A Crawford Company**

Broadspire Care Management offers solutions for the case of the elderly and individuals with special needs. They coordinate facility and in-home care, working with their clients to determine their needs for housing, medication, long-term care, and transitions, and help find solutions for those who want to age in place, and can evaluate alternative living arrangements. They also provide medical billing auditing service. For more information, visit [www.broadspirecaremanagement.com](http://www.broadspirecaremanagement.com).

### **CAF America Global Philanthropic Services**

CAF America is an international donor advised fund that makes giving abroad easy, efficient, and effective. In existence for 21 years, in the past nine years alone, they granted \$500 million across 90 countries through the CAF network. They have a presence in six continents (they have yet to work with the Antarctic penguins), and are committed to breaking down borders to international giving. They also offer full global philanthropic services to complement advisors' trust and estate services, and promote some unique solutions for US/UK dual taxpayers. For more information, visit [www.cafamerica.org](http://www.cafamerica.org).

### **CFP Board**

The CFP Board upholds professional standards in personal financial planning. Visit their website to create an online account with the CFP board, for information about the CFP designation, and apply to take the examination. The next window to take the CFP Certification Examination is July 26-30, 2016, and the deadline to register is July 12, 2016. For more information, visit <http://www.cfp.net>.

### **Charles Schwab Bank**

Charles Schwab and its charitable arm, Schwab Charitable, were both present at Heckerling. The combination of two industries under one roof allows for a seamless transition as their clients' needs and donative intent grow over time. Charles Schwab is truly a one stop shop for trusts, investments and charitable planning. For more information on the planning opportunities with Schwab Charitable contact Cathleen Grady ([cathleen.grady@schwab.com](mailto:cathleen.grady@schwab.com)) or Kelly Berg ([kelly.berg@schwab.com](mailto:kelly.berg@schwab.com)), or visit [www.schwab.com](http://www.schwab.com) and [www.schwabcharitable.org](http://www.schwabcharitable.org).

### **City National Rochdale**

City National Rochdale is an investment management firm specializing in intelligently personalized portfolio management for high-net-worth individuals, families, and foundations and is a wholly owned subsidiary of City National Bank. For more information, visit [www.cnr.com](http://www.cnr.com) and [www.cnb.com](http://www.cnb.com).

### **Clars Auction Gallery**

Located in the Bay Area, Clars Auction Gallery has monthly three-day auctions of fine art, antiques, furniture, vehicles, and many other types of assets.

They offer several options to obtain a valuation, including via photos online (subject to revision and limits, and not for jewelry), at one of their weekly valuation sessions, or at a scheduled meeting with a specialist. For more information, visit [www.clars.com](http://www.clars.com).

### **Comerica Bank & Trust, N.A.**

Through its trustee alliance group Comerica can serve as administrative trustee of any domestic trust while allowing the local family investment manager to continue to manage the trust assets. Visit its website for more information on its services and fees, at [www.comerica.com](http://www.comerica.com).

### **Insuring a Better World Fund**

Insuring a Better World Fund (IABWF) allows donors to make charitable gifts of unneeded, unwanted, or unaffordable life insurance policies to charities of their choice. It allows clients to make a significant gift to charity, while alleviating the clients' financial burden of paying for premiums, while giving them the satisfaction of making a difference for the charity of their choice. For more information, please visit their website at [www.IABWF.org](http://www.IABWF.org) or by phone at (312)819-0790.

### **Interactive Legal Suite**

Interactive Legal Suite has three separate drafting packages. Wealth Transfer Planning, Elder Law Planning and Essential Estate Planning. In the past year Wealth Transfer Planning has updated their documents to create a new Split Purchase Annuity Trust. They have also added automated beneficiary designation forms for retirement accounts and added a gun trust. The document assembly systems provide documents for 50 states and the District of Columbia. The full Wealth Transfer Planning package includes options such as an FLP, FLLC, and Grantor Trusts. Purchasing one license gives you access to multiple state versions in the Wealth Transfer Planning module. In addition, for this year they have updated their program to have multiple document processing and assembly. Pricing is available by contacting them (321) 252-0100.

### **International Wealth Tax Advisors**

International Wealth Tax Advisors assists clients and advisors with cross border tax services. They handle matters including: foreign trusts and estates, pre-immigration and expatriation planning, investment by

non-us persons in U.S. real property, offshore voluntary disclosures, FACTA compliance, and inbound corporate tax services. For more information, please visit [www.iwtas.com](http://www.iwtas.com) or contact them at (212) 256-1142.

### **Key National Trust Company**

Key National Trust Company is a subsidiary of Key Bank, NA. It provides trust services for wealthy clients and those seeking asset protection, tax savings, and flexibility using Delaware's favorable laws. For more information, please contact Isabel A. Pryor, CFTA, MBA at (302) 574-4702.

### **Lackner Group 6 in 1 Estate and Trust Administration**

Lackner Group 6 in 1 allows a user to produce a US Estate Tax Return, Inventory, U.S. Fiduciary Income Tax Return, State Fiduciary Income Tax Return, State Inheritance/Estate Tax, Account (Trustee's and Executors) and Inventory with one set of data entry. In addition, the system can prepare Form 709s. It also supports probate forms for CT, DE, NJ, NY, MA, IL, IN, OH, VA, WI, PA, and NC with a generic model as well. It also includes Decouple Cruncher in order to perform estate tax calculations in multiple states.

New this year they have implemented modernized e-file for fiduciary income tax returns. Federal, NJ, NY and PA are all included. OH is also being added to the state fiduciary returns this year. They have also implemented the new form 8971 to report basis to beneficiaries for Form 706s after February 29, 2016 and updated Decouple Cruncher with changes in state estate taxes. They also offer portions of the 6-1 system individually. You can obtain more information at [www.lacknergroupp.com](http://www.lacknergroupp.com) or call 1-800-709-1041.

### **Law Finance Group**

Law Finance Group provides capital that is needed to sustain litigation. They focus on post judgement appeals, settled cases, and trust and estate disputes. For more information, please contact them at (415) 446-2300 or visit them at [www.lawfinance.com](http://www.lawfinance.com).

### **Lawgic, LLC**

Lawgic is an estate planning drafting program which has specific drafting software for a large number of states as well as a state neutral version. An Illinois state specific version is slated for release in the first quarter of this year and they are still working on many others. Last year they updated all titles

for changes in federal and state law. Florida also received substantial updates to their Advance Directives due to the new law effective in October. New forms were added with increased options and these changes were also expanded to other state versions. Many steps were taken to enhance customization capability, expand user interface (allowing users to change the display and enhance its search features, and to provide for automatic updating of titles). Lawgic offers free training and support. Most state specific versions can be purchased for \$1,900 per year and pricing is available on their website. They also work with affiliates to offer additional services through Estate Works, *Crummey Service*, and My Persona Data Safe. More information can be found on the Lawgic website at [www.lawgic.com](http://www.lawgic.com) or by calling (877) 252-9442.

### **Legal Aggregation Technologies**

Legal and Financial Aggregation is a tool for professional advisors to work from a common set of information to provide the best advice for clients. It assists advisors with complex and ever-changing client information without significant time and effort. The software maintains on a single screen an accurate and complete set of information for all advisors to share and also includes: Legal documents, tax returns and financial information. Electronic documents are encrypted and stored securely in folders linked to the respective family member or line item on the net worth statement to which they apply. For more information, please visit them at [www.legalaggregationtechnologies.com](http://www.legalaggregationtechnologies.com) or by telephone at (636) 377-0369.

### **Leslie Hindman Auctioneers**

Leslie Hindman Auctioneers is a fine art auctioneer company with global outreach. They also provide auction appraisals estimates to potential clients. For more information, please visit them at [www.lesliehindman.com](http://www.lesliehindman.com) or contact them at (312) 280-1212.

### **Lexis Nexis**

Lexis Nexis is a broad provider of legal research and tools for the estate planning professional. They offer a voluminous amount of online resources, text resources, and drafting programs. New for this year is the expansion of the Lexis Nexis Advance platform to their tax libraries. It evolves legal research into more of an Amazon-

themed search process, and away from the old terms and connectors searches of the past. For more information, please visit them at [www.Lexis-Nexis.com](http://www.Lexis-Nexis.com) or by telephone at (888)AT-LEXIS.

### **Life Audit Professionals**

Life Audit Professionals is an insurance agency that works with estate planning attorneys, CPA's, wealth advisors and charities to confirm that your clients' life insurance portfolio matches their estate planning goals in order to provide a team consensus on maximizing the service provided to client. They differentiate themselves by being highly educated about life insurance matters and appropriate tax law. They can be contacted (844) 543-3283 or online at [www.mylifeaudit.com](http://www.mylifeaudit.com).

### **Life Insurance Settlements**

Life Insurance Settlements is a company that provides life settlements for life insurance products including Term, Universal, Variable, Joint Survivor, Whole, Group, and Key man insurance products. The company reviews policies of all values beginning at face values of \$100,000 and up. They can be contacted at 1-866-326-Life or at [www.lisettlements.com](http://www.lisettlements.com).

### **Lighthouse Trust**

Lighthouse Trust is a company that specializes in asset protection, captive insurance, and wealth management. They have business entities in various popular offshore jurisdictions including Nevis, Belize, and Switzerland. You can get more information at [www.lighthouse-trust.com](http://www.lighthouse-trust.com) or contact them at (858) 848-7878.

### **Lombard International**

Lombard International has been partnering with the advisors of high net worth individuals and institutions on addressing clients complex financial needs on a global basis with life insurance products including private placement life insurance and private placement variable annuities. For more information, please visit them at [www.lombardinternational.com](http://www.lombardinternational.com) or contact them at (484) 530-4800.

### **MilleaBros**

MilleaBros is an auction and appraisal company. They have extensive experience in antiques and collectibles. For more information, please visit them at [www.milleabros.com](http://www.milleabros.com) or call them at (973) 377-1500.

**MPI**

MPI is a business valuation and advisory firm providing valuations for a variety of tax, financial reporting and other business applications, as well as corporate advisory services to business owners and their representatives. They often service the following areas: gift and estate tax, ESOPS, income tax, 409A valuations, expert testimony, blockage discounts, restricted and preferred stock, buy/sell agreements, charitable contributions, and marital dissolutions. For more information, please visit [www.mpival.com](http://www.mpival.com) or contact them at (609) 924-4200.

**NFP**

NFP Corp, is an insurance broker and consultant that provides employee benefits, property and casualty, retirement, and individual insurance and wealth management solutions through licensed subsidiaries and affiliates. For more information, you can visit them at [www.nfp.com](http://www.nfp.com) or contact them at (844) ASK-NFP1.

**National Philanthropic Trust**

National Philanthropic Trust is the largest independent provider of donor advised funds. They can assist advisors with their clients' charitable desires while taking care of all the paperwork. They can also assist clients with setting up and running Type I supporting organizations to achieve their charitable goals. They can be visited at [www.nptrust.org](http://www.nptrust.org) or contacted at (888) 878-7900.

**The National Underwriter Company**

The National Underwriter Company provides tax, insurance, and financial planning information for professionals through various reference materials. For more information, you can visit them at [www.nationalunderwriter.com](http://www.nationalunderwriter.com) or by telephone at (800) 543-0874.

**Neuberger Berman**

Neuberger Berman is a private, independent, employee-owned investment manager. The firm manages equities, fixed income, private equity and hedge fund portfolios for institutions and advisors worldwide. For more information, please visit them at [www.nb.com](http://www.nb.com) or reach them by telephone at (800) 223-6448.

**Nixon Peabody Financial Services**

Nixon Peabody Financial Services offer clients full-service fiduciary management without having to establish, support and staff "back-office" financial operations. They can be visited at [www.Nixonpeabody.com](http://www.Nixonpeabody.com) or contacted at (617) 345-6115.

**Northern Trust Company**

Northern Trust offers investment management, asset and fund administration, fiduciary and banking solutions to corporations, institutions and affluent individuals. Northern Trust also provides information to professionals through their wealth advisor portal. Here you can sign up for their newsletter and they even provide sample estate planning forms at no cost through this website. For more information, please go to the Northern Trust Website at <https://www.northerntrust.com/wealth-management/united-states/wealth-advisor>.

**O'Toole-Ewald Art Associates Inc.**

O'Toole-Ewald Art Associates Inc. is a leading authority on decorative and fine art. They provide appraisals and valuations, litigation support, business valuations, and special services which includes art leasing, collections management, and mediation services. For more information, please visit them at [www.otoole-ewald.com](http://www.otoole-ewald.com) or contact them at (212) 989-5151.

**OC Consulting Group**

OC Consulting Group is a fee-based life insurance consulting practice which is brought in by, and works closely with, estate planners, attorneys, CPAs, trustees, non-profits and high-end financial and insurance advisors to bring expert, third party insurance information to the table. For more information, please visit them at [www.oc-lic.com](http://www.oc-lic.com) or contact them at (616) 456-1000.

**Pall Mall Art Advisors**

Pall Mall Art Advisors provides specialist guidance to insurance brokers, law firms, banks, accountants, wealth managers, institutions and private customers. They assist with valuations, acquisitions, insurance, collection management, advisory and other art and tangible personal property related issues. For more information, please visit [www.pallmallartadvisors.com](http://www.pallmallartadvisors.com) or call them at (610) 254-8400.

**Parasec**

Parasec is a global document filing and retrieval service. They handle the following matters: Corporate Research, Formations, Mergers, Acquisitions and Dissolutions; Corporate and LLC Kits; Business Licensing Compliance/Gap Analysis; Nationwide Registered Agent for Service of Process; Commercial and Residential Real Estate; UCC Typing, Filing and Tracking; County Records Filings and Retrievals; Court Records Filings and Retrievals; Investigation and Litigation Research; Intellectual Property; and Apostilles, Legalizations, Authentications and Translations. For more information, please visit [www.parasec.com](http://www.parasec.com) or contact them at (800) 533-7272.

**Pluris Valuation Advisors**

Pluris valuation advisors specializes in real estate and business valuations and illiquid, complex, and distressed securities. Securities covered include auction-rate securities, structured products, derivatives, investment fund LP or GP interests, PIPEs (private investments in public equities), restricted securities, distressed debt, bankruptcy claims, intangibles, operating businesses, and asset holding entities. For more information, please visit them at [www.pluris.com](http://www.pluris.com) or call them at (212) 248-4500.

**The Presser Law Firm, P.A.**

The Presser Law Firm P.A. specializes in asset protection. They work with clients and other attorneys to assist with the implementation of various asset protection strategies including how to title assets to more exotic offshore asset protection devices. They can be contacted at (561) 953-1940 or by visiting their website at [www.AssetProtectionAttorneys.com](http://www.AssetProtectionAttorneys.com).

**The Private Client Reserve of U.S. Bank**

The Private Client Reserve of U.S. Bank serves individuals and families with complex financial interests and needs. They provide holistic wealth

management services to clients, and specialize in advising business owners, corporate executives, and professional service principals and partners. You can visit them at [www.reserve.usbank.com](http://www.reserve.usbank.com).

**Rago Arts and Auction Center**

Rago is an auction house that serves sellers and buyers internationally. They also sell artwork privately, offer insurance, valuations, and appraisals for personal property; estate services from appraisal to auction and clean out; and exhibitions and lectures in house and online. Rago is based in New Jersey, midway between Philadelphia and New York City. You can visit them at [www.ragoarts.com](http://www.ragoarts.com) or contact them directly at (609) 397-9374.

**RBC Trust Company (Delaware Limited)**

RBC Trust Company provides complete personal trust and custody services through partnerships with professional advisors throughout the country. They specialize in Delaware trusts. They can be visited at [www.rbctrust.com](http://www.rbctrust.com) or by telephone at (800) 441-7698.

**Regions Bank Private Wealth Management**

Regions Bank Private Wealth Management provides private wealth management customized to a client's specific needs and goals. For more information, please visit them at [www.regions.com/wealthinsights](http://www.regions.com/wealthinsights).

**Right at Home**

Right at Home is a senior in home care organization that operates through individually owned and operated independent care franchisees. They assist with the home care of the elderly and also with transitioning clients back to their home after hospital visits. You can visit them at [www.rightathome.net](http://www.rightathome.net) or call them at (877) 697-7537.

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