Pierro, Schaeffer & Connor, LLC

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Eleventh Annual

Intergenerational Estate Planning Conference

Although estate taxes remain a concern for many clients, estate planning has re-focused on protecting family wealth through the use of sophisticated Trusts that protect against creditors and spouses, allow the assets to pass down to children and grandchildren in a protected manner, and minimize income, capital gains, estate and GST taxes.

Family business owners also face many challenges, such as how to protect what they have built and pass it to their children, how to provide liquidity to their family when the business is transferred or sold, how to minimize income taxes on a sale or transfer of their business, and how to provide for children or family members who are not in the family business. Further, the latest proposed IRS regulations threaten many popular Estate Planning techniques including discounts on passive FLPs and LLCs, Dynasty Trusts, GRATs, and Intentionally Defective Grantor Trusts.

Join us for the **11th Annual Intergenerational Estate Planning Conference** and learn the techniques every Advisor must know when counseling clients about these critical estate and business planning issues. Through a unique case study, a panel will demonstrate how Advisors can come together to accomplish goals of your most challenging clients.

Due to the generosity of the sponsors, we are able to offer this program Free of Charge

Registration: **Online at www.pierrolaw.com/seminar-signup**
or call 518-459-2100 (Capital Region), 212-661-2480 (NYC)

ALBANY NY
Wednesday, November 4, 2015
8:00am - 12:30pm
Wolferts Roost Country Club
120 Van Rensselaer Blvd., Albany, NY 12204

MANHATTAN NY
Thursday, November 12, 2015
8:00am - 12:30pm
Union League Club of New York
38 East 37th Street, New York, NY 10016

This conference is regularly attended by financial advisors, insurance professionals, CPAs, bankers, and attorneys who want to take advantage of advanced planning opportunities for their clients and network with the area's leading professionals.

"This program always exceeds my expectations. I highly recommend this for advisors who want to know more about the latest of thinking on current rules, tools and techniques to preserve wealth and protect families."

11th Annual
Intergenerational Estate Planning Conference

Agenda & Speakers

8:00am | Registration & Continental Breakfast
Sponsored by The Bonadio Group
Note: Forum reference materials will be provided on USB drives.

8:30am | Introduction to the Suarez Family's Estate Plan
Louis W. Pierro, Esq. - Pierro, Schaeffer & Connor, LLC

8:50am | Business Succession Planning Considerations
Jane-Marie Schaeffer, Esq. - Pierro, Schaeffer & Connor, LLC

9:25am | Securing the Business Legacy of Mendoza Construction Company
Mark A. Teitelbaum, JD, LL.M., CLU, ChFC - AXA Equitable
Bob Vandy, CLU, ChFC, LUTCF, CLTC - NY Long-Term Care Brokers

10:00am | Break

10:15am | Intergenerational Tax Planning Strategies for the Suarez Family
Philip A. DiGiorgio, Esq. - Pierro & DiGiorgio, LLC (Albany)
Christopher D. Wright, JD, CPA - Marks Paneth LLP (NYC)

10:50am | Valuation of a Family Business in a Long-Term Succession Plan
Terence L. Griswold, ASA - Empire Valuation Consultants (Albany)
Kevin G. Kane, ASA, CFA - Empire Valuation Consultants (NYC)
Scott A. Nammacher, ASA, CFA - Empire Valuation Consultants (NYC)

11:25am | Use of Delaware Situs for Asset Protection & Foreign Grantor Trusts
Theresa L. Hughes - New York Private Trust Company

12:00pm | Using a Team Approach to Achieve Estate Planning, Tax & Business Succession Goals
Louis W. Pierro, Esq. - Pierro, Schaeffer & Connor, LLC

12:15pm | Question & Answers - Open Discussion

12:30pm | Close





Case Study Overview - The Suarez Family

At this year's Conference we will be examining planning goals and options for Nicolas and Kristina Suarez, and their 3 children. The Suarez family owns a successful real estate development company which buys and develops apartment buildings and condominiums in Brooklyn and the South Bronx. Nicolas owns the company jointly with his brother Manuel, who is older and has some health issues. The company has a key employee, Angelo, who is the bookkeeper who has been with the company for many years, and Nicolas would like to reward him with a small piece of the company. Nicolas' eldest son Eddie works in the business and Nicolas would eventually like him to become an owner, but Nicolas' other 2 children do not work in the business and Nicolas would like to make sure they are treated equally. Kristina's parents own a successful business in Argentina, but they are nearing retirement and would like to leave Kristina and her brother the business in a tax efficient manner. Nicolas and Kristina have arranged a meeting to discuss their estate, tax and business planning goals. Some of the issues to discuss include:

- **Business Succession Considerations** – How to transfer a portion of the business to a key employee, and entering into a Buy-Sell Agreement and planning for transfer of the business to their children. How to use life insurance and disability insurance in connection with the Buy-Sell Agreement.
- **Business Valuation** – how to value the business now for the transfer to the key employee and in the future when the business transfers to the children.
- **Estate Planning** – creating trusts for the children to protect assets that they inherit.
- **Income Tax Planning** – planning which assets to gift now and which assets to keep in the estate to maximize use of the step-up in basis.
- **Delaware Trust** – how a foreign grantor can utilize a Delaware Trust to transfer assets to U.S. beneficiaries.

Read the full case study and speaker bios at www.pierrolaw.com

This program is Free of Charge. But Seating is Limited, Please RSVP.

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43 British American Blvd.
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