

MNCPA

Estate & Personal Financial Planning Conference

June 20, 2023 | Crowne Plaza Minneapolis West or livestream

June 21, 2023 | Virtual only



RECIPE FOR SUCCESS

The right ingredients for healthy financial futures

CPE, CFP® & CLE AVAILABLE • HYBRID & VIRTUAL OPTIONS • \$150 VIP SAVINGS



Elevate your impact.

Estate & Personal Financial Planning Conference

June 20, 2023 | Crowne Plaza Minneapolis West or livestream
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RECIPE FOR SUCCESS

A healthy financial plan is different for each client, but they all use similar ingredients — savings, tax planning, investments and your expertise. Make sure you are giving your clients a recipe for success and the right mix for a strong financial future.

EVENT ESSENTIALS

Date	June 20-21, 2023	Code	23CF-EPFP
Time	8:30 a.m.–4:45 p.m. Central	Credits	16 CPE, 1.5 Ethics, 14.5 CFP®, 13 CLE (Standard) available
Format	Hybrid <i>Day 1 in person, day 2 virtual.</i> Virtual <i>Day 1 livestream, day 2 virtual.</i> Single day <i>Choose one day.</i>	Fees	\$875 nonmember \$675 member <i>One day only: \$575/\$475</i>
Location	Crowne Plaza Minneapolis West 3131 Campus Dr Plymouth, MN 55441	Save \$150!	VIP members-only discount <i>MNCPA members only. Register and pay by May 19. Not available for single-day attendance.</i>
		Save \$100!	Early bird discount <i>Register by June 2. Early bird discount for single-day attendance is \$50.</i>

SCHEDULE

Tuesday, June 20

8–8:30 a.m.	Check-in and continental breakfast for in-person attendees	
8:30–9:50 a.m.	A1. Estate Planning for Income Taxes: Maximizing Step-Up In Basis	
10–11:15 a.m.	B1. Estate Planning for the Merely Affluent	
11:25 a.m.–12:40 p.m.	C1. Why Use a Trust and What Kind to Use	
1:30–2:20 p.m.	D1. The Layperson's Guide to the Generation-Skipping Tax	
2:30–3:45 p.m.	E1. Minnesota Estate Tax, Fiduciary Income Tax and Residency Update	
3:55–4:45 p.m.	F1. National Economic Update: What is Going On?	

Wednesday, June 21

8:30–9:50 a.m.	G1. 2023 Best Financial Planning Ideas for Your Clients	
10–11:15 a.m.	H1. Assisting Family Members Who Hate Each Other	H2. P&C Insurance as a Financial Planning Tool
11:25 a.m.–12:15 p.m.	I1. How to Pay for Long-Term Care	I2. Regional Economic Update
1:05–2:20 p.m.	J1. 25 Questions for Better Client Connections	J2. Current Issues in Business Ethics: 2023 1.5 ETHICS
2:30–3:20 p.m.	K1. Single? No Kids? No Will? Big Problem!	K2. Financial Strategies to Pay for College and the Strategic Use of Student Loans
3:30–4:45 p.m.	L1. Anatomy of Cyberfraud	

Visit www.mncpa.org/cpe/23cf-epfp for full conference details and registration.

DAY ONE: TUESDAY, JUNE 20

Attend in person or via livestream

8:30–9:50 a.m. | General Session

A1. Estate Planning for Income Taxes: Maximizing Step-Up In Basis for Couples

Jeffrey Levine, CPA/PFS, CFP®, AIF, CWS®, MSA, Kitces.com, Reston, VA

Given recent changes in the law, “tax planning” for one’s estate at death has become a lot less about estate tax planning, and a lot more about the income tax planning opportunities at death, particularly with respect to maximizing step-up in basis opportunities. Explore how pre-death asset transfers can help maximize step-up in basis and how other types of pre-death transfers can help avoid the potential for a step-down in basis. Identify complications associated with these strategies for clients living in community property states. Examine the disadvantages of traditional credit shelter trusts that emerge in an estate planning environment driven by income (rather than estate) tax planning.

FOS: Specialized Knowledge - Technical (1.5) | CFP® (1.5)

10–11:15 a.m. | General Session

B1. Estate Planning for the Merely Affluent

Jeffrey Levine, CPA/PFS, CFP®, AIF, CWS®, MSA, Kitces.com, Reston, VA

In recent years, the rise of the federal estate tax exemption has dramatically reduced the scope of “traditional” estate planning. But you can still provide extraordinary value in the overall estate planning process. Explore the paradigm shift in end-of-life tax planning, which has changed the focus from estate tax minimization to basis management and minimizing income tax liability. Also, explore how the rise of the digital world has created a new wrinkle for estate planning: how to effectively transition digital assets, which includes assets with monetary value and assets with personal or sentimental value, such as social media profiles, digital photos and online subscriptions.

FOS: Specialized Knowledge – Technical (1.5) | CFP® (1.5)

11:25 a.m.–12:40 p.m. | General Session

C1. Why Use a Trust and What Kind to Use

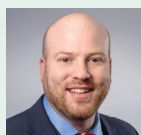
Jeremiah W. Doyle IV, Esq., BNY Mellon Wealth Management, Boston, MA

Consider the reasons trusts are used and review the most frequently used types of trusts. Discuss revocable trusts and how they morph into irrevocable trusts at death. Also, explore the use of grantor trusts and how they are the foundation of most current estate planning today.

FOS: Specialized Knowledge – Technical (1.5) | CFP® (1.5)

FEATURED SPEAKERS

JEFFREY LEVINE, CPA/PFS, CFP®, AIF, CWS®, MSA



Jeffrey Levine, CPA/PFS, CFP®, AIF, CWS®, MSA is the lead financial planning expert for Kitces.com and serves as the chief planning officer for Buckingham Wealth Partners. He is the creator and program leader for Savvy IRA Planning®, as well as the co-creator and co-program leader for Savvy Tax Planning®, both offered through Horsesmouth, LLC.

JEREMIAH W. DOYLE IV, ESQ.



Jeremiah W. Doyle IV, Esq., is an estate planning strategist for BNY Mellon’s private wealth management group and a senior vice president of Bank of New York Mellon. He provides high net worth individuals and families throughout the country integrated wealth management advice on how to hold, manage and transfer their wealth in a tax-efficient manner.

Visit www.mncpa.org/cpe/23cf-epfp to view all speakers and biographies.

1:30–2:20 p.m. | General Session

D1. The Layperson's Guide to the Generation-Skipping Tax

Jeremiah W. Doyle IV, Esq., BNY Mellon Wealth Management, Boston, MA

Examine the theory behind the generation-skipping tax. Using straightforward examples, see how the tax works, clarify key terms, explore the various exemptions and learn how to allocate those exemptions. Get insights on what you need to know to adequately represent your clients.

FOS: Specialized Knowledge - Technical (1) | CFP® (1)

2:30–3:45 p.m. | General Session

E1. Advising Snowbirds: Minnesota Estate Tax, Fiduciary Income Tax and Residency Update

Cameron Seybolt, JD, Fredrikson & Byron, P.A., Minneapolis, MN
Masha M. Yevzelman, JD, Fredrikson & Byron, P.A., Minneapolis, MN

There are important planning opportunities and potential controversies surrounding Minnesota taxation of estates and trusts that you should be aware of. Get an update about Minnesota state estate tax, fiduciary income tax and residency issues related to estates and trusts. Discuss the basics of Minnesota estate tax planning for varying levels of wealth and opportunities to avoid Minnesota tax on trust income created by the Minnesota Supreme Court's decision in Fielding and the U.S. Supreme Court's decision in Kaestner. Plus, learn how to help clients who have left Minnesota avoid and defend income and estate tax audits based on alleged Minnesota domicile.

FOS: Taxes - Technical (1.5) | CFP® (1.5)

3:55–4:45 p.m. | General Session

F1. National Economic Update: Does Anybody Know What Is Going On?

Christopher Kuehl, Ph.D., Armada Corporate Intelligence, Kansas City, KS

There are a lot of opinions regarding the 2023 economy — something for both the “glass half-full” and “glass half-empty” crowds. Gain a better understanding of the dynamics involved with the U.S. economy, including recession, inflation, worker shortage, the supply chain and more. Economic trends impact nearly every aspect of our life, so where do we think we are right now?

FOS: Economics - Technical (1) | CFP® (1)



FOR THE RECORD

VIP MEMBERS-ONLY SAVINGS

Members save more! Register and pay by May 19 to save \$150. Not a member? Visit www.mncpa.org/join to join and start saving.

EARLY BIRD SAVINGS

Save \$100 when you register by June 2.

HYBRID OPTION

In-person space is limited. Register early and save your spot.

THE CREDITS YOU NEED

Earn CPE, CFP®, CLE and ethics at the same time!

DAY TWO: WEDNESDAY, JUNE 21

All sessions are virtual

8:30–9:50 a.m. | General Session

G1. 2023 Best Financial Planning Ideas for Your Clients

Lyle Benson, CPA, PFS, CFP®, L.K. Benson and Company, Towson, MD

Rising interest rates, higher inflation, market volatility, future legislative changes and uncertain times call for being more proactive with your clients. Discuss a wide variety of planning areas, including financial planning strategies, that you should consider in the areas of tax, estate, retirement, investments, risk management, charitable planning and education planning. Examine what you should be doing as a result of recent and upcoming tax legislative changes and get insights on how you can continue to deepen relationships and elevate the experience for your clients.

FOS: Specialized Knowledge – Technical (1.5) | CFP® (1.5)

10–11:15 a.m. | Breakout Sessions H

H1. Putting the “Fun” In Dysfunction: How to Assist Family Members Who Absolutely, Positively, Hate Each Other

Stuart C. Bear, JD, Chestnut Cambronne, P.A., Minneapolis, MN

You have great insights and expertise as an adviser, but sometimes the family dynamics of clients get in the way. Estate planning is directly related to the functionality of the family, particularly when assisting aging clients who rely on younger family members and friends. Using case studies of common situations, explore the options and opportunities to consider when helping families achieve proper planning, including sensitivity to the issues around how dysfunctional families provide an obstacle to good planning and what options are available to meet dysfunction in any family.

FOS: Specialized Knowledge – Technical (1.5) | CFP® (1.5)

H2. P&C Insurance as a Financial Planning Tool

Brad Kaplan, CIC, Kaplan Insurance Agency, Plymouth, MN

You help your clients grow and build strong, diverse portfolios. Years of advice, meetings, hard work and savings can be wiped out in an instant. You are the offense, and a strong property and casualty (P&C) insurance program is the defense. Don't let your clients lose everything in one uncontrollable event. The world of insurance can be complex and there are many different types of coverage needed to adequately protect your clients in their personal life or their business. Explore common insurance pitfalls that may leave your clients exposed, with the goal of helping you protect your clients' assets.

FOS: Specialized Knowledge – Technical (1.5) | CFP® (1.5)

11:25 a.m.–12:15 p.m. | Breakout Sessions I

I1. How to Pay for Long-Term Care: Elder Law Case Studies

Mary Frances Price, JD, Moss & Barnett, Minneapolis, MN

Long-term care is expensive and a good strategy to cover those costs can save clients thousands of dollars. Review and understand resources available to families planning for long-term care, including asset repositioning, eligibility rules and asset protection planning options. If you work with clients over age 55 or with disabilities, this session is for you.

FOS: Specialized Knowledge - Technical (1) | CFP® (1)

I2. Regional Economic Update

Tyler Schipper, Ph.D., University of St. Thomas, St. Paul, MN

The health of the regional economy shapes key factors in your life and your financial planning advice. Compare Minnesota's economy to the rest of the country and speculate where the economy is headed. Will there be layoffs that prompt people to delay financial planning? Will interest rates continue to rise, and how will that affect real estate wealth? Will people need to save less to cope with higher grocery store prices? Take a look at Minnesota's economy and assess if it is headed for growth or recession over the next decade.

FOS: Economics - Technical (1) | CFP® (1)

J1. Upping Your Question Game: 25 Questions for Better Client Connections Throughout the Financial Planning Engagement

Meghaan Lurtz, Ph.D., FBS™, Kitces.com, Reston, VA

Asking great questions is an essential part of financial advising. Great questions help you gather important information and motivate clients to act. You know the difference between a closed-ended question and an open-ended question, but questions can take additional forms as well. Examine the impact of different styles of questions on the brain. Review ideas and reasons for asking certain types of questions at specific times related to the seven steps of financial planning. Understand why continuing to ask great questions, beyond initial onboarding, is so important to keep your relationship with the client fresh. Examine question-asking pitfalls and discuss how to avoid them.

FOS: Specialized Knowledge - Technical (1.5) | CFP® (1.5)

K1. Single? No Kids? No Will? Big Problem!

Omni Kiecker, JD, Kiecker Law Office, Belle Plain, MN

A single individual without kids still needs a will. Many single individuals don't understand why they need one, when the reality is, this situation can cause a huge financial burden and emotional stress on remaining family members. Explore real-world case studies to better understand why this type of client should have a will.

FOS: Specialized Knowledge – Technical (1) | CFP® (1)

L1. Anatomy of Cyberfraud

Mike Olson, CIS LI & LA, 360 Security Services, Minneapolis, MN

Hackers and criminals are evolving in their efforts to target individual and organizational data for financial gain or nefarious destruction. Hear the latest in cybercrime and its evolution. Dissect the common methods of attacks and how transnational organized crime groups monetize the data. Examine examples of cases and brush up on best practices to make your organization and client information a “hard target.” Plus, get guidance on what to do if client information has been compromised.

FOS: Management Services - Technical (1.5)

J2. Current Issues In Business Ethics: 2023

Boz Bostrom, CPA, MBT, College of St. Benedict & St. John's University, Collegeville, MN

1.5 ETHICS Get up to date on business ethics issues. Review laws and regulations that apply to accounting and finance professionals and examine real-world ethical violations and their consequences. Learn from current ethical violations and look at examples and benefits of ethical leadership.

FOS: Behavioral Ethics - Non-Technical (1.5)

“This was my first time attending the Estate Conference and will definitely attend annually going forward! Great job! Nice variety of topics.”
– 2022 attendee

K2. Financial Strategies to Pay for College and the Strategic Use of Student Loans

Cozy Wittman, College Inside Track, St. Paul, MN

Many families have saved for college, but most haven't saved enough to cash-flow college. Identify four key areas clients can use to create their family philosophy/strategy for paying for college and learn how to avoid key mistakes most often made. Understand how student loans work so you can help clients use them more strategically. Get insights into how schools gift and bring a huge value to your clients.

FOS: Specialized Knowledge - Technical (1) | CFP® (1)

“I have recommended it to several colleagues.” – 2022 attendee



MEMBERS SAVE \$150

Register by May 19 for the VIP members-only fee.
Not available for single-day attendance



EARLY BIRDS SAVE \$100

Register by June 2.
Early bird discount for single-day attendance is \$50



REGISTER NOW

www.mncpa.org/cpe/23cf-epfp

MORE REGISTRATION OPTIONS

Call: 952-831-2707

Scan form below and email to:
customerservice@mncpa.org

Mail form below to:

Minnesota Society of CPAs
1650 W. 82nd St., Suite 600
Bloomington, MN 55431

YES! Sign me up for the MNCPA Estate & Personal Financial Planning Conference.

Both days:

Hybrid (day 1 in person + day 2 virtual) Virtual (day 1 livestream + day 2 virtual)

Single day:

Day 1 only (in person) Day 1 only (livestream) Day 2 only (virtual)

Name _____ Company _____

Address _____ City _____ State _____ Zip _____

Phone _____ Email _____

DIETARY RESTRICTIONS

Vegetarian Vegan Gluten-free Food allergy _____

For in-person event attendees only.

SESSION SELECTIONS

In order to receive continuing education credits, you must submit this information.

Day 1: A1 B1 C1 D1 E1 F1

Day 2: G1 H1 H2 I1 I2 J1 J2 K1 K2 L1

FEES AND PAYMENT

Total amount due _____ Check enclosed Bill me

Credit cards accepted online and via phone. To receive the VIP members-only discount, you must be an MNCPA member (when you register and on the day of the event), register by the deadline and pay when you register. VIP rate is not available for single-day attendance.

Cancellation and refund policy: Receive a full refund if you cancel before June 15.

Materials: Event materials are available electronically only, three business days before the event until two weeks after (full payment required).

Photo disclaimer: Photographs may be taken at MNCPA events and used in marketing. See the full policy at www.mncpa.org/PhotoUse.

Special requests: Please notify the MNCPA of any special needs or ADA requests. Every effort will be made to accommodate you.

MNCPA in-person events: Your health and safety is our number one priority. For details about attending in-person events, visit www.mncpa.org/InPerson.

Meals and refreshments: Meals and refreshments are provided to in-person attendees only.

In-person capacity: In-person registration is limited by venue capacity. If in-person registration limits have been met, a waitlist will apply.

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- Explore estate planning for couples, wills for single people, planning for long-term care and more.
- Members save more! Register by May 19 for the biggest discount. Details inside.

REGISTER TODAY! www.mncpa.org/cpe/23cf-epfp



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