

ESTATE & CHARITABLE

GIFT PLANNING INSTITUTE

September 27, 2017 10:00 a.m.- 4:30 p.m. EST

Presented by **Ann B. Burns and Samuel A. Donaldson**

REGISTRATION & WELCOME – 10:00 a.m. to 10:30 a.m.

SESSION I – 10:30 a.m. to 12:00 p.m.

Something Borrowed, Something Blue: Recent Developments in the Federal Tax Laws Samuel A. Donaldson

Keeping things fresh in a marriage and estate planning means constantly changing to keep up with the times. Sam will provide a complete overview of recent developments in federal income, estate, and gift tax laws. This informative and entertaining presentation will include an overview of what's happening in Washington, recent changes in statutes, regulation and ruling and an interesting overview of case law applicable to estate and charitable planners. The presentation will include:

- Analysis of pending (or passed) tax reform
- Successful charitable giving strategies
- Creating estate plans that survive tax reform
- Basis planning ideas

ETHICS SESSION – 12:00 p.m. to 1:00 p.m.

I Do! I Don't! A Planner's Guide to Ethical Dilemmas Estate and Charitable Planners Face Ann B. Burns

Doing the right thing isn't always easy. Determining where client conflicts might arise, avoiding malpractice, and staying up to date on the latest trends and developments can leave planners in a quandary. This ethics session will include a review of current rulings and cases around the country on ethics topics including:

- Mistakes and errors by attorneys
- Joint representation of a married couple
- Avoiding, disclosing, and addressing conflicts of interest
- Disclosing potential malpractice to a client

LUNCH (is included) – 1:00 p.m. to 2:00 p.m.

SESSION II – 2:00 p.m. to 4:00 p.m.

Engaging Your Client in the Charitable Conversation Ann B. Burns

Planners sometimes struggle with "popping the question" with their clients about charitable planning. This presentation will include tips on how to introduce the topic of charitable giving with clients and assist them on discussions of how much, to whom, and when. Ann will address some of the following topics:

- Clients desire and expect advisors to discuss charitable giving with them.
- Raising charitable giving strategies for clients' stages in life and wealth.
 - Younger clients with less wealth may choose contingent testamentary gifts.
 - Middle aged clients who are more financially secure are more receptive to affirmative giving during life and at death.
 - Older clients with well-settled wealth more often consider more active and complex lifetime giving and larger testamentary charitable gifts.
- Counseling clients about "how much":
 - 1% Club or tithing
 - Endowing lifetime giving with a testamentary gift
 - Maximizing tax leverage
 - Charity as a child
- "Trumping" the estate tax deduction: Specialized gifts when there is no federal estate tax
 - Terminating existing CRTs
 - Business succession
 - Retirement assets
 - Special assets
 - CRTs for farm assets

SESSION III – 4:00 p.m. to 4:30 p.m.

Wrap-up Discussion/Q&A Ann B. Burns and Samuel A. Donaldson

CONCLUSION – 4:30 p.m.

Introducing the Faculty



Ann B. Burns, J.D.

*Chair of the Trust, Estate and Charitable Planning Group
Gray Plant Mooty*

Ann's practice focuses on estate and charitable planning, business succession planning, estate and trust administration, and fiduciary and tax litigation. Ann brings a unique mix of skills to her law practice as a certified public accountant and attorney. She represents multigenerational families of wealth throughout the country and individual and corporate trustees in estate planning, fiduciary, and tax matters.

Ann graduated from the University of Wisconsin Law School and clerked for the Honorable Donald R. Ross, on the Eighth Circuit U.S. Court of Appeals.

Ann is a frequent lecturer at national estate planning conferences and has been quoted in *The New York Times* and *Forbes* magazine. She chairs the board of a private client family office and is a member of the Board of Regents of the American College of Trust and Estate Counsel and the Board of Trustees of The Minneapolis Foundation.



Samuel A. Donaldson, J.D., LL.M.

*Professor of Law
Georgia State University -
Atlanta, Georgia*

Prior to joining the Georgia State faculty in 2012, he was on the faculty at the University of Washington School of Law for 13 years. During his tenure at the University of Washington, he was a five-time recipient of the Philip A. Trautman Professor of the Year award from the School of Law's Student Bar Association. Professor Donaldson served for two years as Associate Dean for Academic Administration and for six years as the Director of the law school's Graduate Program in Taxation. He teaches a number of tax and estate planning courses, as well as courses in the areas of property, commercial law and professional responsibility.

Professor Donaldson is an Academic Fellow of the American College of Trust and Estate Counsel (ACTEC) and a member of the Bar in Washington, Oregon, and Arizona. Among his scholarly works, he is a co-author of the West casebook, *Federal Income Tax: A Contemporary Approach*, and a co-author of the *Price on Contemporary Estate Planning* treatise published by CCH. Professor Donaldson has served as the Harry R. Horrow Visiting Professor of International Law at Northwestern University and a Visiting Assistant Professor at the University of Florida Levin College of Law.

Continuing Education Credit Information

CLE, CPE, CFP® and CTFA continuing education credits are pending approval, including one hour of ethics for CLE, CPE, and CTFA. Credit hours vary from state to state.

Please contact Amy at: amyjsavage@yahoo.com for your state accreditation.

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