

Dear Financial Professional:

On behalf of the Northeastern New York Chapter of the Financial Planning Association, we invite you to attend our **2017 Symposium** to be held on **Thursday, May 18, 2017**, at the **Hilton Garden Inn, 235 Hoosick Street, Troy, NY 12180**. Our program is scheduled to offer up to **seven hours of CFP and CPA continuing education credits**. Application for continuing education credits has been made.

We have an outstanding line-up of programs, including general sessions and two sets of breakouts:

**GENERAL SESSIONS:**

**Preparing Your Practice for the Great Wealth Transfer**  
**Engaging Millennials – Financial Planning’s Rubik’s Cube**  
**Building Portfolios for the Next Phase of Bull Markets**  
**The Emergence of Retirement Income Planning (Panel Discussion)**  
**Reverse Mortgages: How to use Reverse Mortgages to Secure Your Retirement**

**BREAKOUT SESSIONS:**

**Bond Investing**  
**The Evolving Cyber Fraud Threats**  
**Preparing for Nonfinancial Retirement Risks**  
**College Cost Reduction Strategies: 5 Proven Ways To Save Your Clients Money**  
**Retirement Planning with Alternative LTC Products**  
**Private vs Community Foundations; Finding the right fit for your client**

See the schedule inside for details. If you can’t decide which one breakout session to attend, don’t worry, we plan to have each program’s material available to any Symposium attendee who wants it. **The Symposium features renowned speakers from around the region and the country to keep you on the cutting edge and help you serve your clients!!** You can’t afford to miss it AND your clients are counting on you to attend!

Our Symposium is supported by many sponsors who will be happy to discuss with you how their products and services could possibly make your business even more successful (bring your business cards for the raffle). Our thanks to our Corporate Partners who support our Chapter throughout our program year - they are listed in this brochure - and a warm welcome to all of our Symposium sponsors.

For your convenience, you can register and pay online at [www.fpa-neny.org](http://www.fpa-neny.org). **Early bird registration deadline is May 5, 2017.**

Should you have any questions regarding registration, please call our Executive Director, Stephanie Cogan at (518) 458-7774. We look forward to seeing you on May 18th at the Hilton Garden Inn-Troy!

Sincerely,

Helen Carroll, CFP®  
Symposium Chair

**SPECIAL OFFER: Estate Planning Council of Eastern New York members  
are welcome to attend at FPA Member cost!**

**FPA of NORTHEASTERN NEW YORK SYMPOSIUM**  
**Thursday, May 18, 2017**

**PROGRAM SCHEDULE\***

<b>7:15 AM to 8:00 AM</b>	Registration /Breakfast Exhibitors
<b>8:00 AM to 8:10 AM</b>	<b>Welcome and Opening Remarks</b> <i>Helen Carroll, CFP®, Symposium Chair</i>
<b>8:10 AM to 9:00 AM</b>	<b>GENERAL SESSION 1</b> <b>Preparing Your Practice for the Great Wealth Transfer</b> <i>Matt Sommer, CFA, CFP®, CPWA®, Vice President,</i> <i>Defined Contribution &amp; Wealth Advisor Services, Janus</i> Now more than ever, expanding the advice and services you provide clients has become imperative. A key area where you can highlight the true value of your relationship is by helping clients prepare for the many difficult decisions that often affect families across generations. Beyond investing, discussions surrounding wealth transfer, heir preparedness and philanthropic planning are now an increasingly important part of the dialogue. An estimated \$59 trillion – divided among heirs, charities, estate taxes and estate closing costs will be transferred from 93.6M American estates from 2007 to 2061. Will you be the one families continue to trust when the time comes? (Expected CFP/CPA CE: 1 hour)
<b>9:05 AM to 9:55 AM</b>	<b>GENERAL SESSION 2</b> <b>Engaging Millennials – Financial Planning’s Rubik’s Cube</b> <i>Eric Roberge, CFP® - Founder, Beyond Your Hammock</i> As Baby boomers continue to retire, a new generation is coming of age. For the last 14 years, Millennials have been entering the workforce and developing financial habits based on a new set of beliefs and values. Accordingly to an Investment News survey, 66% of children fire their parents’ financial advisers after they inherit their wealth. Yet, only 20% of advisers target clients’ younger family members. Career paths, family dynamics, and communication methods are completely different than they were only a decade ago, and we, as financial planners, need to evolve if we want to engage the next generation of clients. (Expected CFP/CPA CE: 1 hour)
<b>9:55 AM to 10:15 AM</b>	<b>Break / Exhibitors</b>
<b>10:15 AM to 11:05 AM</b>	<b>GENERAL SESSION 3</b> <b>Building Portfolios for the Next Phase of Bull Markets</b> <i>Doug Sandler, Chief US Equity Officer, Riverfront</i> Mr. Sandler explains the strategies of using a multi-prong investment discipline to build a successful investment portfolio that includes exposure to domestic and international equities and traditional and non-traditional fixed income. Strategies discussed include: <ul style="list-style-type: none"><li>• Asset allocation in a dynamic investment environment.</li><li>• Price matters framework for identifying value.</li><li>• Three C’s of asset allocation.</li><li>• Pitfalls from behavioral finance.</li></ul> (CFP/CPA CE: 1 hour)
<b>11:05 AM to 11:25 AM</b>	<b>Break / Exhibitors</b>

## PROGRAM (CONTINUED)

11:25 AM to 12:15 PM

### CONCURRENT BREAK-OUT SESSIONS

#### 1. Fixed Income Markets in a Post-Post Crisis World

*Bryan Favilla – Director of Fixed-Income Markets at Capital Group*

(Expected CFP/CPA CE: 1 hour)

For the last several years bond holders have been fearing rising interest rates. In this presentation, Bryan Favilla, Director of Fixed Income Markets at Capital Group, will provide insight, prospective, risks, and opportunities he and the American Funds team are seeing in today's challenging Fixed Income markets.

#### 2. The Evolving Cyber Fraud Threats

*William French, VP Customer Protection and Financial Intelligence Group for Fidelity Investments*

Bill French discusses the latest fraud threats affecting the financial services industry, along with steps you may want to consider to protect your firm and customers. Learn how to proactively recognize challenging, ongoing fraud threats and methods you can use to create customer awareness and education. The discussion will include cyber fraud and identity theft challenges, and the link to many of the massive data breaches impacting customers. In addition, Bill will cover the changing regulatory environment and increasing customer expectations on controls and authentication.

(Expected CFP/CPA CE: 1 hour)

#### 3. Preparing for Nonfinancial Retirement Risks

*Robert Pokorski, M.D., Vice President & Medical Director, Individual Life Insurance at Prudential Financial*

Dr. Pokorski will discuss five challenges before and during retirement that have the potential to disrupt a retirement nest egg. Challenges include pre-retirement shocks (health problems, job loss, being alone as one approaches retirement, having children later in life, and needing to use some of the retirement nest egg to help older parents, in-laws, adult children, and grandchildren); out-of-pocket health care costs that are often higher than expected; longevity that puts additional strain on retirement funds; being alone late in life because of loss of one's spouse or partner; and needing long-term care (chronic illness care) late in life.

(CFP/CPA CE: 1 hour)

12:15 PM to 1:00 PM

Lunch / Exhibitors

1:00 PM to 1:50 PM

### GENERAL SESSION 4

#### The Emergence of Retirement Income Planning (Panel Discussion)

*Michael Finke, Ph.D., CFP®*

*Jamie Hopkins, ESQ., MBA, LLM, CLU®, ChFC®, RICP®*

*Wade D. Pfau, Ph.D., CFA*

Retirement income planning places the focus on transitioning from asset accumulation to creating a sustainable livelihood for clients in retirement. Advisors without this knowledge — or those who have a single-product solution or limited approach — will rapidly fall behind. The American College of Financial Services created the Retirement Income Certified Professional® designation, taking the lead on educating the next generation of retirement income planning experts. Four faculty members will provide their insights on the newly emerged field of retirement income planning, helping advisors to acquire the expertise to turn assets into income in today's dynamic financial environment. (CFP/CPA CE: 1 hour)

## PROGRAM (CONTINUED)

1:55 PM to 2:45 PM

### CONCURRENT BREAK-OUT SESSIONS

**1. College Cost Reduction Strategies: 5 Proven Ways To Save Your Clients Money**

*Dean Skarlis, Ph.D. – The College Advisor of New York*

As college costs continue to increase dramatically to more than \$280,000 over 4 years, finding affordable schools that are also a good fit socially and academically has become increasingly challenging. Families are finding themselves with larger debt and the tension between retirement and college funding has become more tenuous. This program will focus on practical ways for advisors to help their clients pay less for college. A series of case studies will be presented that will educate advisors on how to help clients plan in terms of asset and income allocation in the pre-college years. Specific strategies to improve financial positioning will be discussed. The session will also provide important updates on the significant changes made this year in the financial aid process. (CFP/CPA CE: 1 hour)

**2. Retirement Planning with Alternative LTC Products**

*Peter Skelton, CEO, KAFL and Ryan Meyer, Brokerage Manager, KAFL*

As the average life expectancy continues to climb, it is more important than ever to properly plan for the need for health care services at some point in retirement. As a result, there are more types of products available to provide for these needs than ever before. Join us to learn about how alternative LTC products work and how they can be used to meet client needs or complement an existing LTC policy. (CFP/CPA CE: 1 hour)

**3. Private vs Community Foundations; Finding the right fit for your client**

*Mindy Derosia, Development Officer, The Community Foundation for the Greater Capital Region*

*John H. Lavelle, CPA, LL.M., Founding Partner, Lavelle & Finn, LLP*

Conversations about a client's philanthropic intentions hold the potential for a deeper relationship with the client as well as the client's heirs. These discussions help to deepen the relationship and enhance your credibility as a trusted advisor. Working with a Community Foundation provides a structure for engaged philanthropists and their trusted advisors to create and activate a strategic giving plan with the support of an administrative staff sourced with community expertise and philanthropic services. These additional resources often enrich and enhance the experience for your clients.

(CFP/CPA CE: 1 hour)

2:45 PM to 2:55 PM

**Break / Exhibitors**

## PROGRAM (CONTINUED)

**2:55 PM to 3:45 PM**

### **GENERAL SESSION 5**

#### **Reverse Mortgages: How to use Reverse Mortgages to Secure Your Retirement**

*Wade D. Pfau, Ph.D., CFA, Professor of Retirement Income in the Ph.D. program for Financial and Retirement Planning at The American College*

In the early days, reverse mortgages were generally treated as a last resort option after other resources were depleted, or as a way to obtain quick access to a large lump-sum of assets. This is not the appropriate way to think about reverse \ mortgages in a retirement income plan, especially in light of recent research. The reverse mortgage option should be viewed as a method for responsible retirees to create liquidity for an otherwise illiquid asset, which in turn can create new options that potentially support a more efficient retirement income strategy (more spending and/or a greater legacy). (CFP/CPA CE: 1 hour)

**3:45 PM to 4:30 PM**

### **RAFFLE and Closing Remarks**

Our sponsors have generously donated items to our raffle. To enter, simply get your card stamped and turn it in! Winners **MUST** be present to win!

Closing Remarks: **Helen Carroll, CFP®, Symposium Chair**

*\*Event schedule is subject to change.*

## FPA NENY Symposium 2017 Speaker Biographies

**Matt Sommer, CFA, CFP®, CPWA®** is Vice President and leads the Defined Contribution and Wealth Advisor Services team at Janus. In this role, he provides advice and consultation to Financial Advisors surrounding some of today's most complex retirement issues. His expertise covers a number of areas including regulatory and legislative trends, practitioner best practices, and financial and retirement planning strategies for HNW clients.

**Eric Roberge, CFP®** is the founder of Beyond Your Hammock, a virtual financial planning company that helps professionals in their 30s do more with their money. Eric helps his clients think like entrepreneurs and use their money as a tool to live life on purpose. His successful transition from a corporate career working for State StreetBank and JPMorgan Chase to business owner at the age of 33 drives him to help others take advantage of their cash flow, live for today, and plan responsibly for tomorrow.

**Doug Sandler** serves as Chief US Equity Officer, bringing more than 20 years of investment experience to the equity team. In addition, he serves on the firm's Operating Committees. Prior to launching RiverFront, Doug served as Managing Director and Chief Equity Strategist at Wachovia Securities, where he was responsible for all equity advice of the firm.

**Bryan Favilla** is a director of fixed-income markets at American Funds, part of Capital Group. He has 12 years of investment industry experience and joined Capital Group this year. Prior to joining Capital, Bryan was a member of the fixed-income product management team at Delaware Investments of the Macquarie Group. Before that, he was a vice president of municipal sales and trading at Citigroup Global Markets and a member of the structured products team at Sovereign Bank Capital Markets. He holds an MBA from the Wharton School of the University of Pennsylvania, graduating with honors, and a bachelor's degree in business administration from The College of New Jersey. Bryan is based in New York.

**William French** is a Vice President in the Fidelity Investments Risk Management Group. His responsibilities span all of Fidelity's distribution channels and include fraud investigations, account protection and anti-money laundering under the USA Patriot Act. Before assuming his current responsibilities in 2005, Bill spent many years in the Fidelity Risk Oversight Group managing teams focused on directing and developing proactive efforts to identify and mitigate fraud and risk issues.

**Robert Pokorski, M.D.** is an internationally renowned lecturer who meets with consumers, the media, and financial advisors to increase awareness of events that can threaten retirement security. He holds an MBA from Heriot-Watt University in Edinburgh, Scotland, and a doctorate of medicine from Creighton University in Omaha, Nebraska. Dr. Pokorski has published papers in *Nature*, *Cancer*, and the *Journal of Financial Service Professionals*. He has also delivered more than a thousand presentations to audiences worldwide.

**Michael Finke, Ph.D., CFP®** is the Dean and Chief Academic Officer at The American College of Financial Services. Dr. Finke served as the editor of the *Journal of Personal Finance*, is a contributing editor at the *Research on Wealth Magazine*, and serves as a columnist for The Experts on Wealth Management feature in the *Wall Street Journal*. He received a doctorate in consumer economics from the Ohio State University in 1998 and in finance from the University of Missouri in 2011.



**Jamie Hopkins, ESQ., MBA, LLM, CLU®, ChFC®, RICP®** is an associate professor of taxation at The American College of Financial Services in the Retirement Income program, and he is the co-director of the New York Life Center for Retirement Income. He also holds the Larry R. Pike Chair in Insurance and Investments at The American College. As a professor at the College, he teaches courses in retirement, estate planning, and life insurance.

**Wade D. Pfau, Ph.D., CFA**, is a Professor of Retirement Income in the Ph.D. program for Financial and Retirement Planning at The American College in Bryn Mawr, PA. He holds a doctorate in economics from Princeton University and publishes frequently in a wide variety of academic and practitioner research journals on topics related to retirement income. He hosts the Retirement Researcher website.

**Dean Skarlis, PhD.** is the President and founder of The College Advisor of New York. Dean has spent more than 25 years in the field of higher education, including 6 years as a Consultant at American College Testing (ACT) and nine years as an administrator at Duquesne University and the University of Pittsburgh. A passionate student advocate, Dean has taught at the graduate and undergraduate levels, and has served as a Senior Lecturer at Tiffin University. He holds a B.A. in Psychology from Allegheny College, an M.A. in Psychology from Duquesne University, and a Doctorate in Educational Policy and Administration from the University of Pittsburgh. Dean also earned a certificate from the Harvard University Institute on College Admissions. His research has focused on quality teaching and learning, retention, and program design at four-year colleges. He is a member of the National Association of College Admissions Counseling and the Independent Educational Consultants Association. Peter Skelton came to KAFL Insurance Resources in 1992 and currently, Peter is the CEO. Peter has been the featured speaker for numerous Professional groups covering topics such as Estate Planning and Long Term Care.

**Ryan Meyer** is a Brokerage Manager with KAFL. Prior to joining KAFL in 2014 he worked as a financial representative for a local career agency.

**Mindy Derosia** is the Development Officer for The Community Foundation for the Greater Capital Region

**John Lavelle, CPA, LL.M., Founding Partner, Lavelle & Finn, LLP.** John is passionate about serving family businesses, protecting wealth, and saving people money. His firm is devoted solely to the important practice areas for his passion: estate planning, tax consulting, and business transactions. He is particularly thrilled when all three areas can be put together in one engagement, such as the sale of a family business. This multiplies the impact of the planning and the magnitude of the savings. John and his firm bring this planning to numerous other situations: sales of legacy assets like farms or vacation homes, investment decisions and charitable giving.

*Speaker line-up is subject to change.*

# Partial List of Corporate Partners

Thank You to Our Gold, Silver, and Bronze Partners!

## GOLD PARTNERS

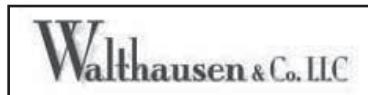
**HARTFORDFUNDS**

Our benchmark is the investor.™



**First Trust**

## SILVER PARTNERS



## BRONZE PARTNERS





## Here's a SNEAK PEEK of the 2017-18 Programs Calendar:

Date	Speaker	Topic
September 20, 2017	Elizabeth Pivonka, SSA	Social Security
October 19	Jeffrey Levine, Ed Slott & Co.	TBA
November 16	Marty Finn, Esq.	Tax Update / Tax Reform
December 14	Tim Noonan, Russell Investments	TBA
January 18, 2018	Hugh Johnson	Economic Update
February 15	Peggy Doviak, DM Wealth Management	Behavioral Finance
March 15	Amy Florian, Corgenius	Dealing with Death: Tips for Advisors
April 19		TBA

*Calendar subject to change*

**Follow us on Twitter: @FPA\_NENY**

**Join us on LinkedIn and Facebook: Financial Planning Association of Northeastern  
New York**