

Practice Building, Funeral and Estate Planning on July 29

Our next meeting includes a wealth of timely information on growing your practice — advance funeral planning — estate planning techniques — and more!

The FPA of Nebraska meeting is set for Friday, July 29 at Quarry Oaks Golf Club.

The following is a quick overview:

MORNING SESSION

10 a.m. – 11 a.m.

Growing Your Business With Minimal Resources

Presented by Scott Leak, CFP® — Vice-President, Institutional Sales, TD Ameritrade, Omaha

We all have to do more with less. More than ever before, the importance of the fundamentals — having a strong business plan, time management skills, and making the most of limited resources — can dramatically impact your results.

This practice management program will encourage you to look at how you spend your time — and reinforce the importance of planning your work, and then working your plan, with a focus on excellence in optimizing your organizational and personal efficiency. The program will address the differences between a marketing strategy and a sales plan, and how they should complement each other.

The program will be presented by Scott Leak, CFP®. A member of FPA of Nebraska, Scott currently holds the position of Sales Vice-President on the Strategic Relationship Management team of TD Ameritrade Institutional. Scott started his career at Ameritrade in 1999 in new account sales in the retail division. He then spent five years helping to develop and expand the Advisor Services division at Ameritrade. Since the merger with TD Waterhouse in 2006, he has grown and maintained relationships with Key Account advisors in the Central/Rocky Mountain region and, more recently, in the upper Midwest. He has used his extensive knowledge of the RIA

industry to help advisors grow their businesses and achieve greater operational efficiencies.

11 a.m. – Noon

Advance Funeral Planning: Answers to Your Questions

Presented by Chris Dickey – Family Services Director, John A. Gentleman Mortuaries, Omaha

Planning our own funeral — it's probably NOT something we want to think about! But if we plan for other major life event expenses, then it's only natural that advance funeral planning should be part of a financial plan.

This presentation will help you deal with clients who may have questions about why they should consider pre-planning their funeral. It will explore some of the common ways to pay for a funeral, and explain how pre-funding (arranging to pay for a funeral with a custom life insurance policy designed just for payment of funeral expenses) could be the best option of all for many people.

Our presenter, Chris Dickey, graduated from Creighton University in 1997 and then spent the better part of 11 years in commercial banking and finance with a pair of Fortune 25 companies. In 2008, he made a career change and became Family Services Director with John A. Gentleman Mortuaries in Omaha.

12 p.m. – 12:30 p.m.

Opportunities in the CRT Market

Presented by Tommy Avenia, CIMC—Sterling Foundation Management LLC, Kansas City

You probably know a little bit about a Charitable Remainder Trust (CRT) and the reasons people decide to create a CRT. Once thought of as lifetime deals, lead interests in

Continued On Page 2

Help Empower Young People to Financial Success

From 2011 President Lance Jones, CFP®

Peter Lynch, perhaps the greatest stock picker of our time, memorably said that no one in this country can get a high school diploma without learning what a cosine is; however, no one is taught as an essential element of the required curriculum the difference between a stock and a bond. And we wonder why so many Americans struggle to achieve financial freedom.



Well, here's your chance to help change that cycle. For decades, Junior Achievement has been an innovator in empowering young people to own their future economic success. Their volunteer-delivered, K-12 programs foster work-readiness, entrepreneurship, and financial literacy skills, and use what they like to call "experiential learning" to inspire kids to dream big, reach their potential, and contribute to the vitality of their local communities and the global economy.

And who better to lead these programs than us? That's why the Financial Planning Association has a relationship with JA on a national level and several chapters have gone so far as to create "JA For a Day," where dozens of their members take over the operation of an entire school for a day of fun and real-world education.

I can tell you from experience that it is great fun, having taught JA classes for both 4th and 8th graders in the Omaha area. Kids love to learn about money, and they enjoy having an outsider come in and teach them. And the materials JA provides you are phenomenal and make the preparation for your classes a breeze. JA is currently looking for volunteers to teach this fall.

For more information, please contact Helen Ryan of JA Nebraska at (402) 333-6410. It's an experience you will never forget!

JULY MEETING SPONSORED BY:



2011 FPA of Nebraska Officers and Directors

President

Lance Jones CFP®

Immediate Past President

Rhonda Heineman, CFP®

President-Elect

Jason Christo CFP®

Secretary/Treasurer

Maria E. Sinley CFP®

Directors

Mark Allen CFP®

Jeff Arnold, CFP®

Scott Darrah, CFP®

Patrick Doyle, J.D.

Joe Hearn

Dennis King, CFP®

Dan Kline, MBA

Nick Niemann, J.D.

Lori Lothringer Ph.D., AFC

Trevor Smith

Kevin Thompson

Executive Director

Joe Pittman

July 29 Program Agenda and Info

Continued From Page 1

CRTs are now being sold...for a profit. Now, advisors may have a duty to inform clients of this option. This program will outline the reasons why some people sell their CRT income interests. The program will cover who can sell (and who can buy) an income interest, and look at the factors involved in determining the value of a CRT Income Interest.

Our speaker, Tommy Avenia, represents Sterling Foundation Management, which helps busy executives, entrepreneurs, and professionals to understand and take full advantage of the benefits offered by private foundations.

Over the years, the firm has worked with a broad range of clients to help them achieve their philanthropic, family and financial goals through the use of private foundations and other charitable planning vehicles.

The morning session will provide two hours of CFP® certification renewal, pending approval by the CFP® Board of Standards. It also will provide one hour of Nebraska and Iowa insurance credit, pending approvals — and one hour of CPE credit, pending approval by the Nebraska State Board of Public Accountancy.

12:30 – 1 p.m.

FPA of Nebraska Luncheon

AFTERNOON SESSION

1 p.m. – 3 p.m.

Increasing Your Market Share: A Systematic Approach to Estate Planning
Presented by Jim Blazek, J.D. and Jarrod Gregg, J.D. – Blazek & Gregg, P.C., L.L.O., Omaha

There are essentially three general strategies for reducing estate taxes. A comprehensive estate plan for persons with large estates must incorporate one or more of these strategies.

The first strategy is the leveraging of cash gifts through the purchase of life insurance in irrevocable trusts.

The next strategy is to use techniques which reduce or shift the value of assets.

The final strategy is to implement programs which take advantage of the income and estate tax deductions for gifts to charity.

Estate planning specialists will tell you that there are two estate tax systems — one for the informed taxpayer and one for the uninformed taxpayer. The less you know, the more the IRS potentially takes. Using a series of intriguing and interactive case studies, this program is intended to help put you in the informed camp — to introduce you to the strategies mentioned above so that you can better help your clients become tax-reducers...instead of higher tax payers.

Jim Blazek, J.D. is the founder and President of Blazek and Gregg, P.C., L.L.O., which specializes in estate and business planning, serving clients throughout Nebraska and Western Iowa. He is also the managing member of Wealth Design Strategies, LLC, which designs estate and business plans for clients nationally.

Jim is an Omaha native. He graduated from the University of Nebraska–Lincoln in 1978, with a B.S. in Business Administration, concentrating in Finance. Jim received his Juris Doctorate Degree from Creighton University School of Law in 1981. He has been assisting clients with their estate and business planning needs for over 29 years.

His partner, Jerrod Gregg, J.D., is a native Nebraskan who was born in Grant and raised in Oshkosh, NE (where his family still resides). He graduated with a B.S. in Natural Resources from the University of Nebraska–Lincoln in 1997. During this time he was a Regents Scholar and received the Certificate of Superior Scholarship and Academic Honors.

In 2003, Jerrod received his Juris Doctorate Degree from the University of Nebraska College of Law, with an emphasis on business transactions.

The afternoon session will provide two hours of CFP® certification renewal, pending approval by the CFP® Board of Standards. It also will provide two hours of Nebraska and Iowa insurance credit, pending approvals — and two hours of CPE credit, pending approval by the Nebraska State Board of Public Accountancy.

FPA NEWS

THE NEWSLETTER OF THE FINANCIAL PLANNING ASSOCIATION OF NEBRASKA

CFP® and Certified Financial Planner™ are certification marks owned by the Certified Financial Planner Board of Standards, Inc. These marks are awarded to individuals who successfully complete the CFP® Board's initial and ongoing certification requirements.

For change of address, please contact the FPA of Nebraska office, managed by Creative Association Management, at (402) 397-0280 or via e-mail at fpa@cam-omaha.com.

Note: The Financial Planning Association is the owner of the trademark (and registration), service mark and collective membership mark rights in, and various U.S. registrations/applications for: FPA, FPA/Logo, and FINANCIAL PLANNING ASSOCIATION. These marks may not be used without written permission from the Financial Planning Association.

MEETING NOTICE AND REGISTRATION FORM

Friday, July 29, 2011 • Quarry Oaks Golf Club • Near Ashland, Nebraska

Note: Online registration is available at www.fpanebraska.com

Directions — <http://www.quarryoaks.com/sites/courses/view.asp?id=706&page=39163>

Quarry Oaks is located just two miles southeast of Interstate 80 and Mahoney State Park in Ashland, Nebraska. Adjacent to the Platte River, and situated between Lincoln and Omaha, Quarry Oaks is easily accessible from anywhere in the Heartland.



AGENDA

9:30 a.m. Sign-In (coffee and juice available)

MORNING SESSION

10 to 11 a.m. "Growing Your Business With Minimal Resources"

Scott Leak, CFP® — Vice-President, Institutional Sales, TD Ameritrade, Omaha

11 a.m. to Noon "Advance Funeral Planning: Answers to Your Questions"

Presented by Chris Dickey – Family Services Director, John A. Gentleman Mortuaries, Omaha

12 to 12:30 p.m. "Opportunities in the CRT Market"

Presented by Tommy Avenia CIMC — Sterling Foundation Management LLC, Kansas City

The morning session will provide two hours of CFP® certification renewal, pending approval by the CFP® Board of Standards. It also will provide one hour of Nebraska and Iowa insurance credit, pending approvals — and one hour of CPE credit, pending approval by the Nebraska State Board of Public Accountancy.

12:30 to 1 p.m. FPA of Nebraska Luncheon

AFTERNOON SESSION

1 to 3 p.m. "Increasing Your Market Share: A Systematic Approach to Estate Planning"

Presented by Jim Blazek, J.D. and Jarrod Gregg, J.D. – Blazek & Gregg, P.C., L.L.O., Omaha

The afternoon session will provide two hours of CFP® certification renewal, pending approval by the CFP® Board of Standards. It also will provide two hours of Nebraska and Iowa insurance credits, pending approvals — and two hours of CPE credits, pending approval by the Nebraska State Board of Public Accountancy.



REGISTRATION FORM

Please clearly mark your attendance choices and enclose a check/credit card information for that amount.
For Earlybird Discounts, your registration form must be postmarked by Tuesday, July 26, 2011.

ALL-DAY:	FPA of Nebraska Members:	<input type="checkbox"/> \$60 Earlybird	<input type="checkbox"/> \$90 Regular	<input type="checkbox"/> \$0 2011 Season Pass	
	Non-Members:	<input type="checkbox"/> \$90 Earlybird	<input type="checkbox"/> \$120 Regular		
A.M. ONLY	FPA of Nebraska Members:	<input type="checkbox"/> \$30 Earlybird	<input type="checkbox"/> \$45 Regular	<input type="checkbox"/> \$0 Season Pass	Will Stay for Lunch: <input type="checkbox"/> Yes <input type="checkbox"/> No
	Non-Members:	<input type="checkbox"/> \$45 Earlybird	<input type="checkbox"/> \$60 Regular		Will Stay for Lunch: <input type="checkbox"/> Yes <input type="checkbox"/> No
P.M. ONLY	FPA of Nebraska Members:	<input type="checkbox"/> \$30 Earlybird	<input type="checkbox"/> \$45 Regular	<input type="checkbox"/> \$0 Season Pass	Will Come Early for Lunch: <input type="checkbox"/> Yes <input type="checkbox"/> No
	Non-Members:	<input type="checkbox"/> \$45 Earlybird	<input type="checkbox"/> \$60 Regular		Will Come Early for Lunch: <input type="checkbox"/> Yes <input type="checkbox"/> No

Name (as it should appear on your nametag) _____

Designation(s) _____

Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____

Neb. Ins. License # or National Producer # (needed for Insurance CE Certificates): _____

CFP ID Number (needed for CFP credit): _____

If paying by credit card VISA Mastercard AmEx Expiration Date _____

Name as it appears on card _____ Zip Code for Card _____

Card # _____ Signature _____

Send Registration Forms to: FPA of Nebraska • P.O. Box 24133 • Omaha, NE 68124 • **FAX TO: (402) 397-0283**

Make checks payable to "FPA of Nebraska" • Refunds can be requested up to July 26, 2011.

After July 26, registration fees are non-refundable; however, fees can be applied toward a future FPA of Nebraska meeting.

Questions? Contact the FPA of NE office (managed by Creative Association Management) at (402) 397-0280 or via e-mail at fpa@cam-omaha.com

FLEXIBLE *Lifetime* INCOME

An optional benefit with automatic step-ups available with Pacific Life variable annuities.

Contact us at (800) 722-2333 or www.PacificLife.com

Investors should carefully consider a variable annuity's risks, charges, limitations and expenses, as well as the risks, charges, expenses and investment objectives of the underlying investment options. This and other information about Pacific Life are in prospectuses that should be read carefully by clients before investing.

Variable annuities are long-term investments designed for retirement. The value of the variable investment options will fluctuate and, when redeemed, may be worth more or less than the original cost.

Pacific Life Insurance Company is licensed to issue individual life insurance and annuity products in all states except New York. Product availability and features vary by state. Variable annuities issued by Pacific Life Insurance Company are distributed by **Pacific Select Distributors, Inc.** (member NASD & SIPC), a subsidiary of Pacific Life and are available through licensed third party broker/dealers.



For broker/dealer use only. Not for use with the public.

3/07

E10976-07A

CFP® Scholarship Deadline

FPA of Nebraska will again present from one to three \$1,000 scholarships this year to CFP® students who are admitted to a program administered by an accredited college or university registered with the CFP® Board of Standards. The number of scholarships to be awarded this year will be in proportion to the number of applications received.

An application form, which outlines the rules of eligibility, is available for download from our website at www.fpanebraska.com.

The deadline for applications is Sept. 30. This year's winner(s) will be recognized as part of the luncheon during the Nov. 18 general meeting.

If you are a CFP® student, we strongly encourage you to apply for one of these awards. Or, please feel free to forward this message to any CFP® students you know who may be interested in applying.

If you have any questions about the scholarship program, please contact scholarship committee chairman Jeff Arnold, CFP® at (402) 753-2255, or FPA of Nebraska executive director Joe Pittman at (402) 397-0280.



in any market terrain.

Securities America has created innovative solutions for independent advisors for over 25 years. We help you acquire cutting-edge skills, collaborate with top industry experts, and outsource non-core competencies.

Our flexibility lets you choose the best independent model for you: a solo practice, a partnership or small group, or a large branch. And we've offered a hybrid RIA option for over 15 years.

Securities America makes it easier for you to do business. Learn how we can be **Your Business Growth Expert** by calling 800-989-8441 or visiting www.JoinSAI.com.



For Broker/Dealer Use Only. Securities America Inc., Member FINRA/SIPC. Securities America Advisors, Inc., an SEC Registered Investment Advisory Firm. #156516_2/10

FPA of Nebraska Internship Program

The FPA of Nebraska has a page on its website (www.fpanebraska.com) to promote internships, mentoring, and job shadowing opportunities for students and prospective participants in the financial planning industry in Nebraska. We are soliciting your participation in this opportunity.

The webpage includes a listing of companies that are willing to provide and take applications for the above positions. Included in the company information would be the company's name, address, and phone

number, information about the type of service the company provides to clients or the industry, the contact person within the company for the application, an outline of the duties and structure of the job, requirements for applying and whether the job is a paid or unpaid position.

If your company would like to participate, please provide the information specified above via to FPA of Nebraska executive director Joe Pittman at fpa@cam-omaha.com.

UPCOMING NEBRASKA CHAPTER AND NATIONAL EVENTS

July 29
FPA of Nebraska General Meeting

Sept. 15 – 18
***FPA Annual Conference & Expo**

Sept. 30
FPA of Nebraska General Meeting

Oct. 15
Financial Planning Day in Omaha

Nov. 18
FPA of Nebraska General Meeting
(2012 Officer & Board Elections)

All FPA of Nebraska Board meetings are open to members. Contact FPA of Nebraska executive director Joe Pittman at (402) 397-0280 or fpa@cam-omaha.com for more information.

All General Membership meetings are scheduled to be held at Quarry Oaks Golf Club. Most meetings will start at 10 a.m.

*For more information National FPA-sponsored events visit www.fpanet.org.

team |tēm| n., a number of people working together on a common task.

Financial Planners: Be part of our estate planning team.



www.fremontnational.com

Ron Kortan, MA, AVP
402-752-2717
800-317-2265



James T. Blazek
jim@blazeklaw.com
402-496-3432

Not a Deposit / Not FDIC Insured / May Go Down in Value / Not
Guaranteed By The Bank / Not Insured By Any Federal Government Agency

RIA Compliance Consultants

RIA Compliance Consultants helps you to meet your firm's regulatory obligations as a registered investment advisor.

Investment Advisor Registration Services
Annual Compliance Program Services

Individual Services Include:

- Form ADV Amendment
- Client Brochure Creation
- Wrap Program Assistance
- Solicitor Disclosures
- Registration Renewals & Form ADV Annual Amendment
- IARD Service Bureau
- Code of Ethics, Compliance Policies & Supervisory Procedures
- Privacy Policy & Procedures
- Sections 13(d), 13(g) & 13(f) Filing Services
- Advertising Review
- Compliance Training
- Compliance Program Assessment/Annual Review
- Mock Regulatory Exam

Call us at 877-345-4034 for more details about what we can do to help you navigate the maze of today's regulatory environment for registered investment advisors.

RIA Compliance Consultants, Inc. is not a law firm and does not provide legal services.
RIA Compliance Consultants • The Douglas Building • 209 South 19th Street, Suite 640 • Omaha, NE 68102

www.RIA-Compliance-Consultants.com

Financial Planning Day Set for Oct. 15

Americans are continuing to suffer from a loss of financial resources, uncertainty, and a diminished quality of life. In these difficult times, many are searching for emotional and financial advice to help them plan for their futures and achieve financial stability.

The Financial Planning Association® (FPA®), Certified Financial Planner Board of Standards, Inc. (CFP Board), Foundation for Financial Planning, and The U.S. Conference of Mayors are again partnering to assist those most in need of financial guidance through a ground-breaking program called Financial Planning Day. For the second year, Omaha has been invited to participate and FPA of Nebraska has been asked to organize volunteers to either speak at the event or meet with attendees.

All materials will be provided by FPA, so no extensive preparation is required. Volunteers must either be a member of FPA or a CFP Certificant.

The event will be held on Saturday, Oct. 15, 2011. Mark this date on your calendar and watch for more information coming in the weeks and months ahead.

Member Benefit – Free App for Your iPhone or Blackberry

FPA is excited to announce we have recently partnered with capturengo™ to offer our members a free app for their iPhone or Blackberry. Members will enjoy the benefit of never losing a receipt or business card again. With this app you will be able to:

- Capture receipts and business cards from your iPhone or Blackberry
- Capture information from business cards and have it e-mailed back to you to download into your phone or your contact management software
- Create expense reports with a simple drag-and-drop feature

To take advantage of this offer, visit the capturengo™ site at www.capturengo.com, click on the 'It's Free' button, fill out the registration form and enter the promo code FPAMEMBER. This will enable you to access the unlimited plan for FREE!

Over the next two decades, an average of 10,000 baby boomers will reach retirement age every day.

For many, their financial advisor will be foremost in helping them develop a financial plan so they are prepared.

Weitz Funds recognizes the important role financial advisors play in developing appropriate retirement solutions for their clients. We highly value our relationship with the many advisors who use our Fund Family as part of their clients' retirement solutions and look forward to an opportunity to forge new relationships.



WEITZ FUNDS
FINDING VALUE SINCE 1983

1125 South 103rd Street | Omaha, NE 68124-6008 | (800) 304-9745 | weitzfunds.com

Investors should consider carefully the investment objectives, risks, and charges and expenses of the Fund before investing. The Fund's Prospectus contains this and other information about the Fund and should be read carefully before investing. A Prospectus and additional information is available from the Weitz Funds, 1125 South 103rd Street, Suite 200, Omaha, NE 68124-1071 or weitzfunds.com. You may call us at (402) 391-1980 or (800) 304-9745.

Weitz Securities Inc. is the distributor of the Weitz Funds.

FPA NEWS

THE NEWSLETTER OF THE FINANCIAL PLANNING ASSOCIATION OF NEBRASKA

The Financial Planning Association of Nebraska
care of Creative Association Management

P.O. Box 24133
Omaha, NE 68124

RETURN SERVICE REQUESTED

June 2011 FPA of Nebraska Membership Update

Many thanks to the following member who recently joined:

Name	Firm	City
Marc Bowman	Continuum Financial	Omaha
Edward Horwitz	Creighton University	Omaha
Patrick Moylan	Securities America	Omaha
Jody Smythe	MetLife Bank	Omaha

Dale Roehrs	Executive Wealth Management	Lincoln
Maria Sinley	Smith Hayes Financial Services	Omaha
Trevor Smith	Continuum Financial	Omaha
Brian Swann	Pacific Life Insurance Co.	Lincoln
Mike Wall	Wall Financial Planning	Omaha
Paul Whaley	Pinnacle Bank	Papillion

Also, thank you to the following members who recently renewed:

Name	Firm	City
J. Abels	Family Estate Planning	Papillion
Eric Allen	Allen Capital Group	Grand Island
Jeanne Boisen-Baum	Heritage Financial Services	Omaha
Matthew Buckwalter	MJB Financial Planning	Lincoln
William Callahan	Callahan Financial Planning	Omaha
John Clark	Northwestern Mutual	Omaha
W. Patrick Clarke	Orion Advisor Services	Omaha
Bob FitzSimmons	Bob FitzSimmons Inc.	Lincoln
Jeff Johnson	Executive Wealth Management	Lincoln
Loren Kampschnieder	Waddell & Reed	Lincoln
Dan Kline	Continuum Financial	Omaha
Ron Kortan	Fremont Natl. Bank & Trust Co.	Fremont
Nate LeGrand	Raymond James Financial Services	Omaha
Charles Line		Papillion
Lori Lothringer	Metro Community College	Omaha
Dan Monaghan	Symphonic Financial Advisors	Central City
Sean Moylan	Securities America	Omaha
Stephen Patterson	Lutz Financial	Omaha
Jeff Pirruccello	McGrath North Law Firm	Omaha

Reminder — if you have a May 1 renewal date and have not yet renewed, your membership renewal is now past due and your membership officially lapsed as of July 1. If you have any questions or concerns about your membership status, please contact the FPA Member Services Center at 800-322-4237. You can join or renew your membership — update your member contact information — locate fellow FPA members — or refer a colleague for membership — via the FPA web site at www.fpanet.org.

Happy Anniversary

“Thank you” to the following members who have recently reached a membership milestone:

Five Years

Vic LaPuma, Boys Town
Doug Pfeifer, Lincoln

Ten Years

Ron Kortan, Fremont
Jeff Sharp, Omaha
Maria Sinley, Omaha