

Diverse Line-Up of Programs Set for Sept. 30 Meeting

FPA of Nebraska has teamed up with Securities America for another outstanding day of quality continuing education planned for Friday, Sept. 30. Following are the highlights of what's on tap:

MORNING SESSION

9 a.m. – 10 a.m.

Continuity and Succession Planning

Presented by Roger Verboon — Sr. Consultant, Practice Management, Securities America, Inc.

With a tremendous number of independent financial advisors nearing retirement, there is a strong focus on the need for succession planning. So much emphasis is placed on the retirement aspect of succession planning — which often takes the form of selling a practice — that other considerations often are overlooked. Succession planning needs to be considered well before retirement and can be an extremely effective planning tool for the practice. By doing so, advisors answer key questions, including:

- How does a representative within a successful partnership ensure the partnership endures, clients' needs continue to be served, and his or her family is taken care of should the advisor unexpectedly be unable to work?
- How does a representative determine what moves to make today to double the value of the advisory business?
- How does a representative who is a sole practitioner transition the advisory practice to another representative and reap the benefit of what the advisor created throughout his or her career?

Our presenter, Roger Verboon, provides practice management consulting and coaching services and business planning support to Securities America representatives. He consults on issues related to succession planning, marketing, workflow, client management, business planning, staffing, and client survey through one-on-one coaching and utilization of all of Securities America's coaching programs: Next Level

Coaching, Associate Advisor Program, Jump Start Marketing, and the Continuity, Succession, and Acquisition Planning programs.

10 a.m. – 11 a.m.

How to Keep Clients from Overspending in Retirement

Presented by Kirk Hulett — Senior Vice President, Strategy and Practice Management, Securities America, Inc.

Addressing the issue of a client overspending during retirement can be a challenging task. Depending on your approach, the conversation can go in many directions. If planned and executed poorly, your client could accuse you of interfering with their retirement plans and "judging" their behavior, which might lead them to closing their accounts and walking out the door forever. Likely you will hear your client present various rationales to explain their overspending.

This session will show you how to respond to some common justifications for retirement overspending and ultimately how to respond if your client chooses not to listen to your advice.

Kirk Hulett is leader and consultant for Securities America's Practice Management Group, which provides consultation to investment professionals on how to improve the efficiency and profitability of their practice. He consults with investment professionals on issues related to strategic planning, staff compensation, and leadership development. He leads Securities America's Human Resources, functions including employee selection, compensation, employee development, representative training and transition, and he also serves as the firm's chief strategy officer.

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SEPTEMBER MEETING
SPONSORED BY:



The Legend of the "Buffalo Jumps"

From President Lance Jones, CFP®

As this newsletter goes to press, it is early September and we are riding the rockiest wave of volatility since the Great Recession of 2008-2009. Prognosticators are coming out of the woodwork calling for a double dip recession and many investors are in full panic mode. What better time to take a look back in history.



At a recent advisor forum I was reminded of the Apache and Kiowa Indians and their "buffalo jumps" they initiated some three or four centuries ago in Northeastern Wyoming. Legend has it that a few young brave tribesmen were called upon to lead the herd of buffalo to the precipice of the Vore Site Cliffs, where the herd would fall to their death. Behind the herd would be other tribesmen creating a panic that scared the buffalo into following the lead tribesmen, who were clothed in buffalo hide. Documents from Meriwether Lewis and some 20,000 bones found as much as 13 feet deep below the cliffs have confirmed the legend.

Well, today we are seeing our own version of the herd mentality in the way investors so readily are able to abandon their long-term financial goals in order to feel better emotionally. Never was this more obvious than the last week of February 2009. Nine business days before the cyclical low point in the stock market, a record amount of money was withdrawn from equity mutual funds in the United States.

If your clients are similar to mine, making this financially fatal mistake must have crossed their minds a few times during those very difficult months. And you very well may have been the only person in their lives telling them not to. Well, history repeats itself often and our clients are having those same thoughts and hearing those same opin-

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Sept. 30 Meeting Info. and Agenda

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11 a.m. – Noon

FPA Listening Session

Moderated by Marv Tuttle, CAE – Executive Director, Financial Planning Association

This event comprises an important part of FPA's commitment to help members connect in meaningful ways, and to provide an open platform for member engagement and feedback.

FPA National Executive Director Marv Tuttle will moderate this session, which will include an overview of current programs and initiatives being developed by FPA at the national level. Marv has served as executive director/CEO of the 25,000-member Financial Planning Association® since January 2004.

A 30-year veteran in the association management field, he began his involvement in the financial planning profession as director of communications for the Institute of Certified Financial Planners (ICFP) in Denver, CO, in October 1983. Prior to his appointment as executive director/CEO, Marv served as FPA's associate executive director (1993-2004) and publisher/editor of FPA's flagship publication, the *Journal of Financial Planning* (1983-2004).

The morning session will provide one hour of CE for CFP® certification renewal, pending approval by the CFP® Board of Standards. It also will provide one hour of Nebraska insurance credit, pending approval.

Noon – 12:30 p.m.

FPA of Nebraska Luncheon and Membership Meeting

AFTERNOON SESSION

12:30 p.m. – 1:30 p.m.

Managing Retirement Income Sources

This session will look at the seven sources of retirement income and three levels of retirement expenses to consider in retirement strategies. Topics covered include:

- 1) realization of retirement income shortages,
- 2) the transition from accumulation to income distribution,
- 3) optimizing Social Security benefits,
- 4) Roth IRA conversion, and
- 5) legacy.

1:30 p.m. – 2:30 p.m.

Managing Taxes in Retirement: Working with Three Levels of Taxation

This session covers current tax topics that are important to clients' retirement strategies. The focus is on three levels of taxation:

- 1) managing federal income tax for income tax loss and income tax arbitrage,
- 2) the alternative minimum tax, and
- 3) the coming surtax on unearned income.

2:30 p.m. – 3:30 p.m.

Roth IRA Conversions: Cautions You Need to Know

This session covers six important cautions that are often overlooked when considering Roth IRA conversions. Understanding these cautions can help protect the client as they plan for retirement. These include:

- 1) the impact of increasing taxable income,
- 2) estimated tax payments,
- 3) taxation in retirement,
- 4) converting after-tax IRAs,
- 5) the order of Roth IRA withdrawals, and
- 6) the entire interest value.

The presenter for all of the afternoon sessions will be Jim Johnson, Vice President of Advanced Sales for Allianz Life Insurance Company of North America. In this role, Jim employs his extensive legal, advanced planning pension plans, life insurance, investment and annuity marketing, and training expertise to help financial professionals and their clients achieve financial, estate, and retirement planning goals.

Prior to joining Allianz, Johnson was Vice President and head of ING Educational Services, responsible for coordinating both virtual and instructor led training experiences for producers within the ING U.S. Financial Services Division.

Each of the three afternoon programs has been approved for one hour of CE for CFP® certification renewal. Each program will also provide one hour of insurance credit for both Nebraska and Iowa, along with one hour of CPE accounting credit.

The Sept. 30 meeting is sponsored by **Securities America, Inc.** To register, please see the Registration Form on page 3.

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, Sept. 30, 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. Situated between Lincoln and Omaha, Quarry Oaks is easily accessible from anywhere in the Heartland.



SEPTEMBER MEETING
SPONSORED BY:



AGENDA

8:30 a.m. Sign-In (coffee and juice available)

MORNING SESSION

- 9 to 10 a.m. "Continuity and Succession Planning"
Presented by Roger Verboon – Senior Consultant, Practice Management, Securities America, Inc.
- 10 to 11 a.m. "How to Keep Clients From Overspending in Retirement"
Presented by Kirk Hulett — Senior VP, Strategy and Practice Management, Securities America, Inc.
- 11 a.m. to Noon FPA Listening Session Moderated by Marv Tuttle, CAE – Executive Director, Financial Planning Assn.
The morning session will provide one hour of CE for CFP® certification renewal, pending approval by the CFP® Board of Standards. It also will provide one hour of Nebraska insurance credit, pending approval.
- Noon to 12:30 p.m. FPA of Nebraska Luncheon

AFTERNOON SESSION: All afternoon sessions presented by Jim Johnson, Vice-President of Advanced Sales, Allianz Life Ins. Co.

- 12:30 to 1:30 p.m. "Managing Retirement Income Sources"
- 1:30 to 2:30 p.m. "Managing Taxes in Retirement: Working with Three Levels of Taxation"
- 2:30 to 3:30 p.m. "Roth IRA Conversions: Cautions You Need to Know"
- Each of the three afternoon programs has been approved for one hour of CE for CFP® certification renewal. Each program will also provide one hour of insurance credit for both Nebraska and Iowa, along with one hour of CPE accounting credit.*

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, Sept. 27, 2011.

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|------------------|--------------------------|---|--|---|--|
| 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 | <i>Will Stay for Lunch:</i> <input type="checkbox"/> Yes <input type="checkbox"/> No |
| | Non-Members: | <input type="checkbox"/> \$45 Earlybird | <input type="checkbox"/> \$60 Regular | | <i>Will Stay for Lunch:</i> <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 | <i>Will Come Early for Lunch:</i> <input type="checkbox"/> Yes <input type="checkbox"/> No |
| | Non-Members: | <input type="checkbox"/> \$45 Earlybird | <input type="checkbox"/> \$60 Regular | | <i>Will Come Early for Lunch:</i> <input type="checkbox"/> Yes <input type="checkbox"/> No |

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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 Sept. 27, 2011.

After Sept. 27, 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

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team *ˈtēɪm* *n.*, a number of people working together on a common task.

Financial Planners: Be part of our estate planning team.



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CFP® Scholarship Application Deadline is Sept. 30

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 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) 941-8608, or FPA of Nebraska executive director Joe Pittman at (402) 397-0280.

CFP®

CERTIFIED FINANCIAL PLANNER™

The Legend of the "Buffalo Jumps"

From President Lance Jones, CFP®

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ions today and you are likely the only one they can rely on to keep them sane and focused on the long-term goals and plans you have developed together.

Like I've said before, for the sake of your clients and their families, don't EVER forget that.

And don't forget Oct. 15 is the second annual Financial Planning Day, where we provide a morning of education and advice to those less fortunate in our community. This event simply cannot be a success without your help, so please contact us today at fpa@cam-omaha.com or (402) 397-0280 if you would like more information.

Thanks, and have a great finish to 2011!

Volunteers Still Needed For Financial Planning Day Oct. 15

Due to the recent financial crisis, many 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.

Toward that end, 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 groundbreaking 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 individually 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 soon about how you can volunteer to help with this important initiative.

Great Plains Federal Tax Institute Dec. 1-2

The 49th Annual Great Plains Federal Tax Institute will take place at the Embassy Suites Old Market, 555 S. 10th Street in Omaha, on Dec. 1 and Dec. 2. The Institute combines the interests of attorneys, accountants, financial planners, life insurance experts, and other tax professionals.

An outstanding lineup will be on hand that includes national and local experts. Creighton Law Professor Edward A. Morse will present the *Current Developments on Income Tax* on the first day of the institute, and Timothy L. Moll will deliver the *Estate and Gift Taxes Update* on the second day. Other presentations include *Ethical Issues in Tax Practice*, presented by Professor Thomas J. Purcell III and James W. Sansone; and *Planning for Retirement Benefits*, presented by James G. Blase. Thursday will conclude with three concurrent breakout sessions: 1) A live webinar with Lawrence Brody on the *2010 Tax Act with Planning Opportunities*; 2) *The "Revocable" Irrevocable Trust*, by R. Nick Taylor; and 3) *Coordinating Tax and Farm Entity Planning with Participation in USDA Farm Programs*, by Todd Jennison.

Additional presentations are scheduled for the event, including: *Partnership Transactions, Compensation and Benefits Issues in Today's Transactional Environment*, an update on legislation, and a discussion of *Nebraska and Iowa State Tax and Economic Development*.

Proceeds from the event go towards scholarships for students in the University of Nebraska-Lincoln School of Accountancy and the College of Law. Registration is \$410 (\$360 for registrations before Nov. 9). A special discount rate of \$275 is offered to participants who have been in their professional practices for fewer than five years. Participants will receive course materials online. Purchasing printed course materials is optional. Participants at the event will receive a complimentary flash drive containing course materials. The course is expected to carry both CLE and CPE credit for Nebraska and Iowa attorneys and CPAs. To register or for more information, contact the program manager at (402) 483-4234 or cindylilleoien@aol.com. Online information at www.greatplainstax.org.

UPCOMING NEBRASKA CHAPTER AND NATIONAL EVENTS

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.

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.

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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

September FPA of Nebraska Membership Update

Many thanks to the following member who recently joined:

<i>Name</i>	<i>Firm</i>	<i>City</i>
Andrew Hunt	Guide Rock Capital Mgmt.	Omaha
Michael Johnson	Executive Wealth Mgmt.	Lincoln
Marco Kpeglo		Omaha
Cella Quinn	Cella Quinn Investment Svcs.	Omaha
Aaron Winters	Securities America	Omaha

Thank you to the following members who recently renewed:

<i>Name</i>	<i>Firm</i>	<i>City</i>
Carol Anderson	Curnes Financial Group	Omaha
Jeff Anderson	Wealth Advisors Network	Hastings
Linda Arena	Lifepoints	LaVista
Allen Boelter	Widick Hoeft & Associates	Bellevue
Terry Doyle	Wells Fargo Advisors	Beatrice
Edward Foy	Foy Financial Services	Lincoln
Rebecca Garrett-Ferguson	Union Bank	Lincoln
Deborah Jurgensen	Fincl. Network Invest Corp.	Lincoln
Cynthia Keithley	iRetire Financial	Council Bluffs Omaha
Kimberly Kropp	Moylan Kropp Retirement Planning	Omaha
Fred Lockwood	Falco Financial Services	Scottsbluff
Kevin Miller	Securities America	LaVista
Charles Olsen	Commonwealth Fincl. Network	Norfolk
Molly Pacer	Creighton University	Omaha
Ross Polking	Foster Group	Omaha

Robert Rossi	FSC Securities Corp.	Lincoln
Michael Schwab		Omaha
Keith Smith	K.P. Smith Asset Management	Omaha
Mark Smith	Darryl D. Smith Co.	Atlantic
Preston Speece	Heritage Financial Services	Omaha
Dennis Stessman	Prudential	Omaha
Rick Strevey	Strevey Financial Services	Omaha
Kevin Thompson	Continuum Financial	Omaha
Justin Vossen	Lutz Financial	Omaha

Reminder — if you have a July 1 renewal date and have not yet renewed, your membership renewal is now past due and your membership officially lapsed as of Sept 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	Ten Years
Preston Speece, Omaha	Gerry Finnegan, Lincoln
Robert Rossi, Lincoln	Kimberly Kropp, Omaha
	William Rathe, Lincoln