

5th ANNUAL SYMPOSIUM

Into the Light: Empowering our Profession in 2010

Wednesday, May 19, 2010

UM BankUnited Center's Multipurpose & Hurricane 100 Rooms, 1245 Dauer Dr., Coral Gables

AGENDA

- 8:00 - 8:45 AM** REGISTRATION, CONTINENTAL BREAKFAST AND NETWORKING WITH SPONSORS
- 8:45 - 9:00 AM** WELCOME AND INTRODUCTIONS
- 9:00 - 10:00 AM** ***THE U.S. ECONOMIC OUTLOOK: IS THE RECOVERY SUSTAINABLE?***
THOMAS D. HIGGINS, PH.D. ♦ Chief Economist, Payden & Rygel Investment Management
The U.S. economy appears to have emerged from the 2008-09 recession in the third quarter of last year as a result of massive doses of fiscal and monetary stimulus. The question is whether the recovery will stay on track when the training wheels come off in the second half of 2010 as the impact of government spending fades and the Federal Reserve begins contemplating interest rate hikes. The key to sustainable economic growth is a recovery in private demand in the form of consumer spending and business investment. We are beginning to see some hopeful signs on this front, but investors will need to lower their expectations for future growth since American households are undergoing a multi-year deleveraging process where they will need to rebuild savings and pay down debt. This presentation will discuss these issues as well as the implications for interest rates, taxes and your portfolios.
- 10:00 - 10:15 AM** BREAK AND NETWORKING WITH SPONSORS
- 10:15 - 11:15 AM** ***RETHINKING RISK TOLERANCE***
MICHAEL E. KITCES, MSFS, MTAX, CFP®, CLU, CHFC, RHU, REBC, CASL, CWPP™ ♦ Director of Research, The Pinnacle Advisory Group & Publisher, *The Kitces Report*
Despite being a requirement for FINRA-registered brokers, and a matter of fiduciary protection for registered investment advisors, most financial planners today give short shrift to risk tolerance questionnaires. But does all this really mean that risk tolerance questionnaires are universally worthless, and that there's no value to trying to measure a client's risk tolerance by any means? Absolutely not! Instead, what's necessary is to delve deeper on both fronts. This session will explore in greater depth exactly what risk tolerance is and what you're trying to measure, and to consider what's required to truly design a quality risk tolerance questionnaire or to properly assess risk tolerance for clients.
- 11:15 - 11:30 AM** BREAK AND NETWORKING WITH SPONSORS
- 11:30 AM - 12:30 PM** ***THE EVOLUTION OF ASSET ALLOCATION***
KATHLEEN DAY, CFP®, CFA ♦ President, CEO & Sr. Planner, The Enrichment Group, Inc.
MITCHELL MARENUS, CFP®, CFA ♦ Sr. Planner & Partner, The Enrichment Group, Inc.
This session will describe the evolution of asset allocation from passive strategic policies based on modern portfolio theory, to the current more proactive tactical strategies used by many top investment firms today. Asset allocation used to be relatively simple. Inputs and constraints were factored into an optimizer and asset class targets were set. These targets remained consistent, with portfolios rebalanced periodically. In today's global arena, shorter term asset correlations and projected returns are dynamic, and political, economic and emotional factors sway markets like never before. Risk reduction through the use of structured products, alternative investments and hedging strategies, adds a new dimension to the investment process. Asset allocation today is more of an art than ever before. In this session we discuss the development of a more tactical approach to portfolio design.
- 12:30 - 1:45 PM** LUNCHEON PRESENTATION
BRILLIANT ON THE BASICS
BARRY GOTTLIEB ♦ President, Coaching the Winner's Edge
Barry Gottlieb, founder and president of the Coaching the Winner's Edge, will share his insights and strategies for being successful in any economy by becoming *Brilliant on the Basics*. This presentation will teach you how to focus on success rather than survival, and will discuss the guiding principles that all businesses must follow in order to be successful: Goal Setting, Time Management, The Four Rules of Selling, How to Handle Objections, and The Four Levels of Customer Service.
- 1:45 - 2:00 PM** NETWORKING WITH SPONSORS

2:00 - 3:00 PM

TO ROTH OR NOT TO ROTH

MICHAEL E. KITCES, MSFS, MTAX, CFP®, CLU, CHFC, RHU, REBC, CASL, CWPP™ ♦ Director or Research, The Pinnacle Advisory Group & Publisher, *The Kitces Report*

With the introduction of the Roth 401(k) in recent years in addition to Roth IRAs, and the removal of Roth conversion income limits in 2010, planners are increasingly eager to utilize Roth retirement accounts, but do not necessarily understand all of the factors that actually determine whether a Roth decision will increase or decrease a client's wealth in the long run. In this session, planners will learn about the fundamental factors that really do, and don't, contribute to long-term wealth creation by choosing to contribute to (or convert to) a Roth retirement account instead of a pre-tax account.

3:00 - 3:15 PM

BREAK AND NETWORKING WITH SPONSORS

3:15 - 4:15 PM

ESTATE PLANNING IN THE SHIFTING SANDS OF THE OUTBACK: NO RULES, JUST RIGHT

RICHARD ALAN LEHRMAN, JD ♦ Law Offices of Richard Alan Lehrman

Helping your clients to leave a legacy has been a challenge with the annual changes in the estate tax exemptions and rates. Now the rules - not just for the future but for this year - are as uncertain as next year's Super Bowl winner or almost anything in Washington. Meanwhile, your clients want to leave a legacy and can't guarantee they will survive before Washington sorts things out! Can you help them by employing split interest trusts, dynasty trusts, insurance trusts, charitable planning and other estate tax freeze and value compression strategies? Answers to this and other rhetorical questions will help you to navigate the mine field of estate tax uncertainty.

4:15 - 4:30 PM

WRAP UP, EVALUATION AND NETWORKING WITH SPONSORS

~ APPROVED FOR 6 HOURS OF CFP, INSURANCE AND CPE CE; 7.5 HOURS OF CLE ~

REGISTRATION FORM

REGISTRATION FEES

Through 4/19/10: FPA Members - \$125.00 / Non-Members - \$150.00
4/19/10 - 5/12/10: FPA Members - \$150.00 / Non-Members - \$175.00
5/13/10 through event: FPA Members - \$175.00 / Non-Members - \$200.00
Full-time Students: \$99.00

- Please charge my: MasterCard Visa Amex
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Or fax form with credit card information to: 305-470-7487

Questions? 786-390-7655 ♦ info@fpamiamidade.org ♦ www.fpamiamidade.org

Cancellations received in writing by May 11, 2010, will receive a full refund, less a \$25 administrative fee. There will be no refunds after May 12, 2010. Registrations are non-transferable. All fees must be paid in advance. By your signature above, you hereby authorize FPA of Miami-Dade to debit your credit card for the total amount, and have read and understand the cancellation/refund policy of this registration agreement. Program subject to change. Please contact us with any special access or dietary needs.