



California Forum

International Wealth Planning 2011

For Professional Advisors

National boundaries do not contain our clients ... or their holdings. Advisors in Estate, Business, Tax and Wealth Planning are cordially invited to our annual International Wealth Planning Forum. Through collegiality and collaboration, we can provide the certainty and leadership our clients are seeking to offer them clarity and direction for their planning needs.

The format of the International Wealth Planning Forum is designed to engage the participants in an informal team-teaching setting, where dialogue and audience interaction is as important as what is communicated from the front of the room. The presenters are each experts in their field who enjoy teaching and who give of themselves and their time. Their unique skills, experience, expertise, and judgment are truly invaluable when blended with the incredible breadth and depth of talents and experience of the attendees.

Keynote Speaker

Max Riederer von Paar, Esq.

Moderators

Joseph J. Strazzeri, Esq. and Lori Adasiewicz, Esq.

Participation Fee

\$120

Wednesday, May 18, 2011, 8:00am – 5:00pm

Silicon Valley Community Center
1300 South El Camino Real, Suite 100
San Mateo, California 94402
650-458-2660

Friday, May 20, 2011, 8:00am – 5:00pm

Center Club
650 Towne Center Drive – Garden Level
Costa Mesa, CA 92626
714-662-3414

Saturday, May 21, 2011, 8:00am – 5:00pm

Paradise Point Resort & Spa*
1404 Vacation Road
San Diego, CA 92109
858-274-4630

**See inside for details regarding the evening event at this location only*

To Attend

For more information or to RSVP for any of the above dates and locations please contact Kelly at 858-200-1911 or register online at www.scinstitute.org



May 18, San Francisco



WEALTH STRATEGIES COUNSEL
Preserving, Protecting & Transferring Your Legacy
BOHM, MATSEN, KEGEL & AGUILERA, LLP



May 20, Orange County



May 21, San Diego



California Forum

International Wealth Planning 2011

Presenters



Lori Adasiewicz, Esq., Wealth Strategies Attorney, Bay Laurel Law Group, LLP

Ms. Adasiewicz is a wealth strategies attorney and partner with Bay Laurel Law Group, LLP in San Mateo, CA. Lori has practiced exclusively in the areas of estate and business planning and administration since 1998, when she earned her JD from Hastings. Lori serves on the Board of the Peninsula Estate Planning Council and is a Laureate Circle Member and Fellow of the Southern California Institute.



Trey Fairman, JD, LL.M., Principal, Highland Capital Brokerage

As the Managing Principal of the Highland Capital Brokerage, San Diego office, Trey partners with independent and institutional financial advisors helping them increase productivity by providing insurance-based solutions to their high net worth clientele. His office is responsible for all of Highland's relationships in San Diego, Orange, Riverside, San Bernardino, and Imperial counties.



Antonio Gastelum, Owner, Antonio Gastelum, Inc, Wealth Management for International Citizens

Mr. Gastelum's career in financial services started in 2002 after practicing law in Mexico and California for over 12 years where he specialized in international business transactions, specifically, in project finance matters and intellectual property cross-border agreements for local and foreign businesses and their owners.



Jeffrey Matsen, Esq., Partner, Wealth Strategies Counsel

Jeff is the founder of "Wealth Strategies Counsel", the Estate Planning and Business Transactions Department of the Orange County California law firm of Bohm, Matsen, Kegel & Aguilera, "Wealth Strategies Counsel" provides legal services in the areas of estate planning, asset protection, business formation and transactional matters, probate and trust administration and real property law.



Alejandro Matuk, Esq., Partner, Strazzeri Mancini, LLP

Mr. Matuk is a partner of Strazzeri Mancini LLP. He started his professional career in the San Diego City Attorney's Office. Mr. Matuk was the principal attorney in numerous cases involving property, zoning, government contracts, land use, personal injury and various governmental matters. Mr. Matuk also served as Special Deputy Counsel for the Redevelopment Agency of the City of San Diego, negotiating and litigating eminent domain cases for the Agency.



Lori Messina, J.D., Principal of PolicyLogix, LLC.

Lori's expertise spans across the financial services, tax, legal and insurance industries. Her firm brings a collaborative approach to its work with Attorneys, CPA's, Trust Officers, and other select financial professionals by providing comprehensive, in depth analysis of life insurance portfolios. Lori can be reached at (888) 985-6449 or by email at lmessina@policylogix.com.



Max Riederer von Paar, Esq., Partner, Rubin, Winston, Diercks, Harris & Cooke LLP

Max's practice focuses on assisting international clients in navigating the American legal system. Mr. Riederer specializes in estate planning and asset protection for multinational families and individuals (cross-border charitable giving, use of offshore life insurance including private placement insurance, planning with foreign trusts, etc.) as well as in international business transactions, including international litigation and mergers and acquisitions.



Carl Sheeler, PhD, CBA, AVA, Managing Partner, Allison Appraisals and Assessments, Inc.

A 20+ year problem solver, former Marine officer and a Ph.D. (Finance) having performed 800+ high profile litigation, valuation and restructuring engagements for legal, tax and transfer purposes ranging from small businesses to national companies. He has served hundreds of businesses in creating over \$3 Billion of new economic value and testified as an expert over 140 times.



Laura Stees, CPA, Partner, Cobb, Stees & Company LLP

Laura is a CPA, Business Strategist and Partner at Cobb, Stees & Company, LLP, with offices in Rancho Bernardo and San Marcos, CA. Laura's expertise is focused on helping business owners gain control and direction in their businesses while improving their profit potential and business growth.



Joseph Strazzeri, Esq., Partner, Strazzeri Mancini LLP

Principal and Founder of Strazzeri Mancini LLP, practicing in Taxation, Estate Planning, Business Succession, Charitable Planning, Asset Protection, and Retirement Issues; Principal of The Founders Group, a Business Strategies Collaborative. Frequent educator and author of the wealth planning industry, Joe is also a Laureate Circle Member and Fellow of the Southern California Institute and serves on the board of several foundations including Sharp Healthcare.

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AGENDA

May 18, San Francisco | May 20, Orange County | May 21, San Diego

7:30 – 8:00 Registration & Continental Breakfast

8:00 – 8:15 Opening Comments; presented by Joe Strazzeri, Esq. & Lori Adasiewicz, Esq.

8:15 – 9:45 The Van der Tropp Family and the HIRE Act – The Sound of Reporting; presented by Max Riederer Von Paar, Esq.

New reporting requirements for overseas bank accounts and trusts are part of the HIRE act. Clients are still unaware of the necessity to file to meet reporting requirements for foreign assets under existing, established rules and under the new tax laws. The Van der Tropp Family will guide you through the mountains and valleys of tax reporting, and will take the opportunity to chat about changes in international tax planning for individuals and the new voluntary offshore disclosure initiative.

9:45 – 10:45 Panel Discussion - Real Estate & Titling Issues for Non-Citizens; with Laura Stees, CPA, Alejandro Matuk, Esq., & Antonio Gastelum, JD, LL.M, CLU

From investment, legal, and taxation perspectives, this presentation and question and answer discussion will specifically review real estate opportunities and challenges for non-citizens, resident and non-resident aliens, US citizens, as well as couples who are some combination of citizenship status. Experiencing lifetime benefits, planning for disability, and planning for the disposition of an estate are each factors to weigh in real estate acquisition, ownership, and disposition. Rules of thumb will be reviewed as well as the exceptions that help us as advisors stand out with customized advice.

10:45 – 11:00 Break

11:00 – 12:00 Salsa, Soufflé and Soy Sauce: International Influences on Business & Equity Value Considerations; presented by Carl Sheeler, PhD, CBA, AVA

Common principles of valuation that hold true in U.S. based markets may not necessarily be the same internationally. The concepts of risk, exchange rates, property rights, labor laws, regulation and accounting standards can and do differ. How these issues influence investment (valuation) decisions in U.S. closely held companies and investments by U.S. citizens in foreign companies are introduced and explored to assist allied advisors in shifting risk away from the client and adding another arrow in the quiver of planning options and possible billable services for advisors.

12:00 – 1:15 Lunch sponsored by PolicyLogix, LLC; Languishing Legacies: Avoiding Trust Owned Life Insurance (TOLI) Management Mishaps; presented by Lori Messina, JD

Contact Kelly at 858-200-1911 to find out more about Exhibitor/Sponsorship opportunities.



California Forum International Wealth Planning 2011

AGENDA Continued

May 18, San Francisco | May 20, Orange County | May 21, San Diego

1:15 – 2:15 Life Insurance for Foreign Nationals; presented by Trey Fairman, JD, LL.M and Joe Strazzeri, Esq.

Trey and Joe will review and explain the legal definition of a foreign national and how to help them. Where are the markets – Asia, Latin America, Europe, Middle East, and the Old Soviet Block citizens? Understand the differences within the marketplaces and the factors in weighing US based or Offshore products as well as Offshore versus US based carriers. Advisors, like ourselves, based in the US cannot only plan for but be of great help to foreign nationals living in the United States.

2:15 – 3:15 The Ins and Outs of Taxation for International Clients; presented by Laura Stees, CPA and Lori Adasiewicz, Esq.

Join Laura and Lori for an overview of considerations for international clients and their income, capital gain, estate, and varied other taxation choices and ramifications. In this interactive and case study format, also review particular pitfalls to avoid as an advisor in choosing investments, entity structures, and elections. International clients provide excellent planning opportunities for wealth advisors through an understanding of the client situation and maximization of jurisdictional tax benefits.

3:15 – 3:30 Break

3:30 – 4:30 Asset Protection Planning: When to Go Offshore and Why and the Advantages of Offshore Asset Protection Trusts; presented by Jeffrey Matsen, Esq.

Review the factors in choosing to go Offshore, stay Onshore, and combined Onshore/Offshore structures for Asset Protection Planning. A general overview of Offshore/Onshore Asset Protection Trusts will be followed by an interactive discussion of the variables in the jurisdiction selection process to also include how creditors attempt to attack Asset Protection Planning and how to protect against such attacks. Client centered solutions such as Jeff's Modular Design for Asset Protection Planning will include utilizing structures such as Foreign Asset Protection Trusts combined with Domestic and/or Offshore LLCs.

4:30 – 5:00 Taking it Home; presented by Joe Strazzeri, Esq. & Lori Adasiewicz, Esq.

The Law Firm of Strazzeri Mancini LLP
would like to invite you and a guest to attend our

FamilyCare Education Event

Come join us for an evening of fun including champagne, dessert, interesting education and clarity along with dancing and great company with the team, families, and clients of Strazzeri Mancini.

Event Location and Timing:

May 21 from 7:00pm-10:00pm

Paradise Point Resort & Spa
1404 Vacation Road
San Diego, CA 92109
858-274-4630

Please RSVP to:

Kelly at (858) 200-1911



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Registration Form

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Location and Date of Attendance:

- I will attend the CF-IWPF 2011 in San Francisco on May 18.
 I will attend the CF-IWPF 2011 in Orange County on May 20.
 I will attend the CF-IWPF 2011 in San Diego on May 21.
 I will attend the FamilyCare Education Evening Event on May 21 (No additional fee).

SCI Participation Fee: \$120 per person, per day/location

- I have enclosed my check in the amount of: (circle one) \$120 \$240 \$360
 I authorize Southern California Institute to charge my credit card for the Participation Fee(s)
of (circle one) \$120 \$240 \$360

Registration and Billing Information:

(Please print name and address as it appears on credit card)

Attendee Name _____
Cardholder's Full Name _____
Address & Suite _____
City _____ State _____ Zip _____
Credit Card # _____ - _____ - _____ - _____ Exp. Date _____ / _____ 3 or 4 Digit Validation Code _____
Cardholder Signature _____ Date: _____
Email address _____ Phone # _____

Exhibitor/sponsorship opportunities are available:

The cost is \$750.00 (\$400 for philanthropic or charitable organizations) for each day/location. Applications will be accepted on a first-come, first-served basis.

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Direct: 650.458.2660

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8:00am – 5:00pm

Paradise Point Resort & Spa
1404 Vacation Road
San Diego, CA 92109
858-274-4630

Please email or fax your completed form and payment by May 6, 2011 to:

Southern California Institute, 3636 Nobel Drive, Suite 450, San Diego, CA 92122
Phone: 858 200-1911 Fax: 858-200-1922 | Email: kjt@scinstitute.org
Or Register On-line at www.scinstitute.org



Southern California Institute Programs

We look forward to seeing you at the **CALIFORNIA FORUM INTERNATIONAL WEALTH PLANNING 2011**, May 18th, May 20th and May 21st. The Southern California Institute also provides the following types of programming:

Wealth Advisor Curriculum

We provide programming where advisors share uncommon knowledge and expertise with other advisors to increase their opportunities with clients through the Wealth Advisor Curriculum of:



Practice Developer Programs

Institutional sets of 1½ hour to day-long courses



Thursday Insights

Weekly 1½ hour complimentary educational workshops



California Forums

Annual two and three day events



Counselor Days

Institutional day-long programs



Clarity Workshops and Retreats

We also collaborate with these advisors to increase their opportunities with their clients by providing Clarity Workshops and Retreats:



FamilyCare Workshops

1½ hour informational courses



Gone Fishin' for a Better Business, a Better Life

Annual five-day business owner retreat in Jackson Hole, WY



The Balanced Life, A Clarity Retreat in Hawai'i

Bi-annual week-long affluent family retreat



The Southern California Institute provides high-quality, collaborative educational and informational events, relying on active professional experts. This collaboration enables the Institute to consistently present materials in a team-teaching environment. As a result, advisors and their clients are able to gather the best facts, opinions, judgments, and perceptions for diverse, reliable sources. SCI strives to improve the lives of our Institute Members and Fellows through continuous education and collaboration. Our mission focuses on assisting professionals to grow their practices, build their confidence, enhance their credibility, and solidify their relationships with clients and colleagues.

For more information about how we can help, please go to www.scinstitute.org, or contact:
SHELLEY LIGHTFOOT, Executive Director, sl@scinstitute.org | 858-200-1911
3636 Nobel Drive, Suite 450 | San Diego, CA 92122