ESTATE PLANNING COUNCIL
of Diablo Valley

April 2014

As I write this, spring has arrived and so has the rain and baseball! It's hard to believe that we have only two dinner meetings left in the 2013 – 2014 season.

As we do every spring, EPCDV is welcoming members of the Tri-Valley Estate Planning Council and the East Bay Estate Planning Council to our April meeting. We look forward to seeing our colleagues from neighboring councils.

Geoff Zimmerman, this year's program chair, has lined up a terrific topic for our April 16 meeting, a panel discussion on "Succession Planning for the Small Professional Services Firm." This is an especially timely topic for members and guests who are considering developing a succession plan—and those desiring to become the succession plan.

At our March meeting, R.N. Sara Stephen's presentation, "The Importance of Clinically Focused Advance Directives," was very well received. Stephens left the group with a couple of important takeaways. First, it's not enough merely to make an advanced directive—you need to make one that will work. Second, is that medical personnel are not primarily interested in what is in an Advanced Directive, but rather who is authorized to make decisions.

As this EPCDV season draws to a close, the board's nominating committee is considering candidates for officers and new board members for the 2014 – 2015 term, and they will submit their list of nominees soon. If you are an active member and want to make a nomination, our bylaws allow any five (5) active members to nominate board directors and/or officers by written notice to our secretary, Sarah Nix, before May 1. At our annual meeting, on Wednesday, May 21, we will vote for new board members and officers for the 2014 – 2015 season. Your attendance is always important and we hope to see you there.

In addition, Geoff is busy putting together our June Social. By a majority vote of our board of directors and our March dinner meeting attendees, we will be going out to the ball game—the Oakland Athletics game against the Texas Rangers on Tuesday evening, June 17. Stay tuned for more information.

I look forward to seeing you all on April 16.

-Terry Allen, CFP®, AWMA℠, President 2013-2014

April 16th, 2014

Lafayette Park Hotel 3287 Mt. Diablo Blvd. Lafayette, CA

6:00 P.M. Wine and Registration
6:30 P.M. Dinner and Speaker
Member Cost: $45.00 dinner (preregister) / $50.00 (at the door)
Guest Cost: $50.00 dinner (preregister) / $60.00 (at the door)

Reservations and cancellations must be received by Monday, April 14 at 2:00 p.m. to be assured of a reservation.
Please send your check today! **or** *Pay with a credit card online*
http://www.123signup.com/register?id=dnscp

"Succession Planning for the Small Professional Services Firm"

Join us on Wednesday April 16th for a panel presentation featuring panelists Tim Kochis, CFP®, Bill Mandel, Esq, Jeff Stegner CPA-ABV and Moderated by Norman Boone, MBA , CFP®

As the baby boomer founders, owners, partners and shareholder owners of professional services firms (and particularly CPA firms, Wealth Advisory, and Law firms) begin reaching the point of wanting to retire, they face many questions: Will the firm continue on post-founder(s)? What paths are available? What questions should the founders and senior partners be asking prior to undertraining a transition? What is the value of the firm and what factors can (and should) be considered? Does the type of transition have implication for the valuation of the firm?

Moderator

The panel will be moderated by **Norman Boone, MBA, CFP®** Founder and President of Mosaic Financial Partners Inc.

Panel of Experts

Tim Kochis CFP® is the CEO of his current firm Kochis Global, and founder of his prior firm Kochis Fitz (now Aspiraint) and has first hand experience with ownership succession planning and the pre-planning questions that firm founds and owners can and should be asking themselves prior to undertaking a succession strategy.

Bill Mandel, Partner with Fox Rothchild where he serves as strategic counsel on Business Transition and Succession and has helped develop ownership transition plans for professional services firms for over 25 years. Bill is the founder of MBV Law and former CPA with Ernst & Young

Jeff Stegner, CPA-ABV, CVA, is a partner with Armanino McKenna LLP and the Practice Leader for the Valuation & Litigation Services Group. Jeff has over 22 years' experience in public accounting, the last 12 of which have been focused on valuation and litigation services. He currently holds two valuation certifications and has qualified as an expert in most courts in the San Francisco Bay Area.

REGISTER NOW!!!
http://www.123signup.com/register?id=dnscp

Dinner Menu

Salad
Whole leaf Romaine, shaved onions, feta cheese, pine nuts, lemon herb vinaigrette
Entrée
Grilled salmon, Delta asparagus, roasted potatoes, brown butter caper sauce
Dessert
"Shortcake", berries, whipped cream