

It was great to see everyone at our April 16 meeting. We were especially impressed to have such a large turnout the day after the tax-filing deadline. Almost 100 members from EPCDV, EBEP, Tri-Valley EPC and their guests took part in a discussion of "Succession Planning for the Small Professional Services Firm," led by Tim Kochis, CFP® of Kochis Global (who is known for his own firm's successful plan), Bill Mandel of Fox Rothschild LLP, and Jeff Stegner, CPA-ABV, CVA at Armanino.

This is an important topic. Studies show the most common succession plan is no plan at all. The presentation, moderated by Norm Boone, MBA, CFP®, focused on guidelines for a firm's successful sale or merger and provided several key takeaways, including the importance of arriving at an agreement on the firm's true value. Because buyers and sellers may have very different opinions of the firm's worth, it's important to get an objective valuation of the firm. In addition, it can take a significant amount of time to value the firm, prepare for sale and find an appropriate buyer. It's especially important to make sure the cultures of the buyer's and seller's firms are compatible to achieve a sale or merger that will stand the test of time. Finally, it's crucial to keep the advisors and staff of the selling or merging firm on board during the transition. Many thanks to Tim, Bill, Jeff and Norm for the interesting and timely presentation.

Our May 21 meeting will feature a discussion of "Copyright Recapture: Advising on the Forgotten Asset" led by

Dawn Newton, partner and certified specialist in franchise and distribution law at Donahue Fitzgerald, LLP.

As this is our annual election meeting, we hope you'll come help us select EPCDV's officers and directors for the 2014 – 2015 year. All active members are entitled to vote. The nominees were selected by the nominating committee, which included Terry Allen, George Coughlin, Sarah Nix, Walt Youngman and Geoff Zimmerman. The nominees are:

Officer Candidates:

- Chairman** Terry Allen, CFP®
- President** Geoff Zimmerman, CFP®
- VP/Programs** Darrell Claridge, CFP®
- Treasurer** Sarah Nix, Esq.
- Secretary** Tim Hyden, Fiduciary
- Membership** Kirsten Howe, Esq.

New Director Candidates:

- Ron Boyer, CPA
- Joe Doherty, Esq.
- Chastity Schults, Esq.

Continuing Directors:

- Ryan Conners-Copeland, CFP®
- Jamshed Gandhi, CPA

Finally, it's already time to mark your calendar for our annual June Social, Tuesday evening, June 17. This year we'll be enjoying an evening of baseball as the Oakland A's play the Texas Rangers. We look forward to seeing you at the May meeting and the June Social.

**-Terry Allen, CFP®, AWMASM,
President 2013-2014**

"Copyright Recapture: Advising on the Forgotten Asset"

Recent disputes over the rights to beloved characters like Superman and Winnie the Pooh have put the spotlight on the interests of heirs in earlier generations' copyright works. In the right circumstances, copyright law allows heirs to undo a copyright assignment and reclaim ownership of a work created by their spouse, parent or grandparent, in order to resell it for more money decades later. Ms. Newton will explain how this works and provide estate planning tips to help advisors and drafters plan for this unusual situation.

About the Speaker

Dawn Newton is a partner at Donahue Fitzgerald, LLP. She practices in its Intellectual Property and Corporate groups, with a focus in trademark, copyright, licensing and franchise law. Her clients include technology companies, restaurants, retail businesses and designers engaged in commercial activity both inside and outside of the United States. Dawn is certified as a specialist in the area of Franchise and Distribution Law by the California State Bar's Board of Legal Specialization and a frequent speaker on intellectual property and franchise law matters.

REGISTER NOW!!!

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**May 21th, 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,
May 19 at 2:00 p.m. to be assured of a reservation.
Please send your check today! or Pay with a credit card online
<https://www.123signup.com/register?id=drqtg>

Dinner Menu

- Salad**
Classic Caesar Salad
- Entrée**
Grilled Chicken Breast with Sun Dried
Tomato, Basil and Nut Vinaigrette
- Vegetarian**
Eggplant and Ratatouille Lattice Tart
- Dessert**
Chocolate Knockout Cake