THE PLANNER

Vol. 8, No. 2 September 2008

Published by the FPA of Long Island
1895 Lincoln Avenue
East Meadow, NY 11554
(516) 542-2004 , Fax (516) 542-2005
Email: fpali@optonline.net www.fpali.org

"A Gold Level Chapter"

PRESIDENT'S MESSAGE

The more things change the more things remain the same.

I just looked at my first message to you from last September. Here we are a year later and not only has the Sub-Prime mess continued to haunt us but in the last few months we have seen a major change to the U.S. financial systems. First Bear Sterns, who survived the great depression, was sucked into the black hole of financial engineering. Then J.P Morgan bought Bear for slightly more than the value of its headquarters. As the summer progressed we and our clients have been bombarded with more acronyms for financial products than anyone seems to understand, CDO's, CDS's ARS's, and on and on. Who would have thought that the Sub-Prime issues of last summer would lead to the government take over of Fannie Mae and Freddy Mac? And of course with the bankruptcy of Lehman Brothers and the merger of Merrill Lynch everyone is wondering who is next. As I write this, Congress is working on a bill to help settle the economy. As I stated last year now is the time that our clients need educated level headed advisors to guide them through the new investment maze. I urge you to take advantage of attending our annual symposium on Oct 31, 2008 and working with our partners to add to your knowledge base to provide your clients with the best advice we can in these troubling times.

As far as the Symposium is concerned it is important that I discuss the changing of the Guard and the passage of an era. Earlier this year Lou Cino stepped down as chairman of the Symposium Committee. Since the merger of the IAFP and the ICFP Lou has run what can arguably be said is the best educational events not just for Long Island but as I have learned (by speaking to many other chapter leaders) one of the best chapter events in the nation. We all owe Lou a great deal of thanks for all of the tireless work that he has done for our Chapter and for Financial Planning on Long Island. However, I would be remiss if I did not also thank the Symposium Committee and our new Committee Chair Joseph Fleishman. I firmly believe that our most important event is in the hands of a great leader someone that really seems capable of filling Lou's very large shoes. And as your president I feel that the New Year will be a very strong one for our chapter.

Michael Kresh, CFP®
President

Board of Directors

2008-2009

Chairman of the Board
Raymond D. Mignone, CFP®

President
Michael D. Kresh, CLU, CFP®

President Elect / Secretary
Moss Kaufman, CFP® , EA

Treasurer
Robert Zerah, CPA/PFS, CFP®

Directors

Membership: Paul Schifter, CFP® & Scott Sanders , CPA/PFS, CFP®

Programs: Arthur Dolega, CFP® & Anthony F. Papa, CFP®

Symposium: Joseph W. Fleischman, CFP®
Alan M. Borko, CFP®
Sandy Joel Siff, CFP®, Ph.D.
Maryann Capone, CFP®

Strategic Partners:
Thomasina Michalik, CFP®

Journal/Directory: James Graziano, CFP®

Public Awareness, Public Relations & Communications: Michael Baras , CFP®

Pro Bono: Richard L. Bergen, CPA, CFP®

Ethics: Raymond D. Mignone, CFP®

Fee Advisor Group: Andrew Rich, CFP®

Focus Groups: Craig Marcott, CFP®

Legal Counsel: Diane Wilkie, Esq., CFP®

FPA
FINANCIAL PLANNING ASSOCIATION OF LONG ISLAND
The Heart of Financial Planning™

What's Happening —
Announcements from the Editor

> ***Save The Date***: The CFP® Required Ethics Course will be given on **Thursday, Oct. 2nd, 2008**, from 5:30 PM to 8:30 PM at The Crest Hollow Country Club, Woodbury, NY.

> **Financial Planning Week** is from October 6th to the 12th. Volunteer some time at the FPA of Long Island's booth at the Huntington Fall Festival on Oct. 11th or 12th.

> Our next Annual Symposium and Exhibition will be held on **Friday, October 31, 2008** at the Crest Hollow Country Club, Woodbury, NY.

> Our next program meeting will be held on **Tuesday, November 18th** from 5:30 to 8:30 PM at the Crest Hollow Country Club.

> **2008 Long Island Tax Practitioner Symposium** will take place on November 19, 20 and 21, 2008 at the Crest Hollow Country Club. For more information visit www.LITaxSymposium.org. Anyone interested in volunteering in staffing the FPA of Long Island's booth at this event please call Moss Kaufman or Paul Schifter at 631-366-1999.

> Please check the back cover for the schedule of monthly meetings, seminars and chapter events, or our web site www.fpali.org.

> Did you know that for every member you recruit you can earn a $25 coupon from National? Just make sure that the new member writes your name on their application as the person who referred him/her to the FPA. These coupons can be used toward the cost of your membership dues.

In adherence to the FPA's Open Forum Policy, the Financial Planning Association of Long Island welcomes advertisements from reputable suppliers of products and services to the financial planning community. However, the chapter's Board of Directors does not perform due diligence on advertisers or authors and cannot guarantee that their offerings or writings are suitable or correct.

Many Thanks to Our 2008-2009
PLATINUM PARTNERS

AIG SunAmerica / Polaris - Kevin Cullen & Ralph Finelli
203-256-1527; kcullen@sunamerica.com
203-277-2471; rfinelli@sunamerica.com

Dreyfus Investments—Robert Kaler
917-837-6856; kaler.rj@dreyfus.com

DWS Scudder - Anthony Camilleri
800-537-1004x48433; anthony.camilleri@db.com

ING Annuities - Domenica Leitner
610-331-0415; domenica.leitner@us.ing.com

Invesco Aim - Robert Larsen
1-800-337-4246x7832; robert.larsen@aiminvestments.com

Jackson National - Stephen Burke
1-800-711-5653x8591; stephen.burke@jnli.com

John Hancock - Chris Lynn & Dave Pappas
516-662-7879; clynn@jhancock.com
516-481-5944; dpappas@jhancock.com

MainStay Funds - Ben Lavian
800-695-9950; Ben_Lavian@nylim.com

Nationwide / The Best of America - Susan O'Connor
516-432-1007; oconnos3@nationwide.com

Oppenheimer Funds - Wendy Ehrlich
516-937-1422; wehrlich@oppenheimerfunds.com

Prudential Annuities - Carrie Short
800-628-6039x56998; carrie.short@prudential.com

GOLD PARTNERS

Accelerated Information Systems - Zaheer K. Master
516-822-4466x101; zkm@aisww.com

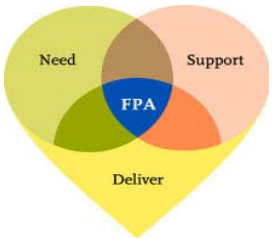
Charles Schwab - Andrew Magnus
212-403-9216; Andrew.Magnus@Schwab.com

Dunham & Associates—Shannon M. Evans
858-964-0500; Shannon.evans#dunham.com

JP Morgan Asset Mgmt - Melissa Lannon
917-575-3958; Melissa.Lannon@jpmorgan.com

The Heart of Financial Planning:

Being the community that brings together those who deliver financial planning, those who support it and those who benefit from it.



The Scott Hirschbein Memorial Golf Outing

Was Held on Monday, June 16, 2008

The Hamlet Wind Watch Golf and Country Club
Hauppauge, NY

The Annual Scott Hirschbein Memorial Golf Outing was held on June 16th at the Hamlet Wind Watch Golf Course. It was a beautiful day and a fun time was had by all. Many thanks to our new committee chair, Tim Rossiter, who led over 80 golfers out onto the beautiful greens!

Congratulations to all of our contest winners this year!
The award winners were as follows:
Low Gross Men: Ryan Ren;
Low Gross Women: Madge Chase;
Low Team Gross: John Harley, Paul Kraus, Jeff Garyn and Tim Harley;
Low Team Yellow Ball: Robert Larsen, Paul Kraus, Jr., Tom Packovich and Joe Liana;
High Gross Men and Women (or Most Honest Golfer): Jim Graziano and Sharon Sackin;
Closest to the Pin: Tim Long;
Closest to the Center: Rich Bergen and Susan O'Connor;
Long Drive: Dan Rossiter and Carrie Short.
No one won any of the hole-in-one nor the $2500/50 foot putt contests.

Many thanks to all of our Tee Sponsors and special thanks to:
Breakfast Sponsor - Craig Smith with the Center For Wealth Preservation
Lunch Sponsor - Wendy Ehrlich with Oppenheimer Funds
Awards Sponsor-Andrew Magnus with Charles Schwab
Contest Sponsor-Ryan Ren with Wasatch Funds

Tee Sponsors
AXA / Equitable, Center for Wealth Preservation,
DWS Scudder, Invesco Aim, MainStay Investments,
MFS Investment Management, Nationwide,
Prudential Annuities, Rossiter Financial Group,
TD Ameritrade, Women's Financial Group

I cannot thank our sponsors enough as they allow us to run these great events. Please thank them when you seen them at meetings for their support. We hope to see all of you again at next year's outing!

Jean-Marie Eveillard Michael T. Allen Joel S. Beam

SYMPOSIUM & EXHIBTION 2008

October 31, 2008 — Crest Hollow Country Club, Woodbury, NY

7:30—9:00 AM	**Registration**
8:00—9:00 AM	**Pre-Conference Session** (1 CFP® and/or CPA CE credit) *Tax Update*: Robert L. Goldfarb, CPA; Schoenfeld Mendelsohn Goldfarb LLP
8:00—9:15 AM	**Exhibit Hall Open—Breakfast with Exhibitors**
9:15—10:30 AM	**Opening General Session** (1 CFP® and/or CPA CE credit) *Alternative Investments as Effective Diversification Tools in a Turbulent Market A Panel Discussion* Panel Speakers: Jean-Marie Eveillard, First Eagle Funds; Michael T. Allen, Allianz Global Investors; and Joel S. Beam, Kensington Funds; Moderator: Michael D. Kresh, CFP®
10:30—11:00 AM	**Exhibit Hall Open—Break with Exhibitors**
11:00—11:50 AM	**Concurrent Session I** ►*Elder Care 101* (1 CFP® and/or CPA CE credit) Speaker: Vincent Russo, Esq.; Vincent J. Russo & Associates, P.C. ►*Retirement Plan Types* (1 CFP® and/or CPA CE credit and/or 1 NYS Ins. Credit) Speaker: Morris Glazer; Transamerica Retirement Services ►*Corporate Entities, Corporate Governance and Avoiding Personal Liability* (1 CFP® and/or CPA CE credit) Speakers: Fred Aaron, Esq., Bradley Siegel, Esq., Robert Solomon, Esq. and Richard Gertler, Esq. ►*Compliance, Technology & Records Management* (1 CFP® and/or CPA CE cred) Speaker: Zaheer K. Master; Laserfiche® and Accelerated Information Systems
11:50 –12:10 PM	**Exhibit Hall Open—Break with Exhibitors (first Raffle)**
12:10—1:00 PM	**Concurrent Session II** ►*Long Term Care Strategies* (1 CFP® and/or CPA CE credit) Speaker: Vincent Russo, Esq.; Vincent J. Russo & Associates, P.C. ►*Effective Estate Planning Pending Estate Tax Reform* (1 CFP® and/or CPA CE credit) Speaker: Lisa S. Hunter, Esq. ►*Business Succession Planning* (1 CFP® and/or CPA CE credit) Speakers: Jon L. Ten Haagen, CFP®, RPC, and Richard Pope, CAP ►*Social Security Update* (1 CFP® and/or CPA CE credit) Speaker: James McWilliams, Social Security Administration
1:00—2:30 PM	Lunch (1 CFP® and/or CPA CE credit) Luncheon Speaker: **Fritz Meyer, Senior Market Strategist, Invesco Aim Management Group, Inc.**
2:30—2:50 PM	**Exhibit Hall Open—Raffle**
2:50—3:40 PM	**Concurrent Session III** ►*Reverse Mortgages and The Mortgage Industry Today* (1 CFP® and/or CPA CE credit) Speaker: Terry DiGiorgio, Wells Fargo Home Mortgage ►*Roth Conversions* (1 CFP® and/or CPA CE credit) Speaker: Julie Curtis, Retirement Plans, OppenheimerFunds, Inc.
3:40—3:50 PM	Afternoon Break
3:50—5:30 PM	**Post Conference Sessions** ►*Annuities and Estate Planning*— NYCR-205445 (1 CFP® and/or CPA CE credit and/or 1 NYS Ins. Credit) Speaker: Jason Zboralski; Jackson: Retirement and Wealth Strategies ►*Financial Planning with CRT's*—NYCR 209479 (1 CFP® and/or CPA CE credit and/or 1 NYS Ins. Credit) Speaker: Jason Zboralski; Jackson: Retirement and Wealth Strategies

*All continuing education (CE) credits must be reviewed and approved by CFP Board. Information displayed is contingent on approval by CFP Board; CE credit is not guaranteed. Onsite materials will indicate final approval for session CE credit.

Robert L. Goldfarb Fritz Meyer Vincent Russo

SYMPOSIUM & EXHIBTION 2008

October 31, 2008 — Crest Hollow Country Club, Woodbury, NY

A Huge *"Thank You"*

to the Sponsors & Exhibitors who generously contributed to make this program possible!

Platinum Partners

AIG SunAmerica / Polaris
Coventry
Dreyfus Investments
DWS Scudder Investments
ING Annuities
Invesco Aim
Jackson National
John Hancock
MainStay Funds
Nationwide /The Best of America
Oppenheimer Funds
Prudential Annuities

Gold Partners

Accelerated Information Systems
Charles Schwab
Dunham & Associates
JP Morgan Asset Mgmt

Silver Partners

Access Brokerage Services
Advisors Capital Mangement
AIP Mutual Funds ● Allianz
Allianz Funds/Pimco Funds
Allianz Global Investors
American Funds
Ameriprise Financial
Amsterdam at Harborside
Annuity Depot
Brandywine Senior Living
Claymore Securities ● Cole Companies
Curian Capital ● Donoghue & Co.
Edelman Financial Advisors, LLC
Fidelity Investments ● First Eagle Funds
Genworth Financial ● HODGES Capital
Hofstra University ● Kensington Funds
Lincoln Financial/American Legacy
Mass Mutual Life Insurance
MetLife Investors
NY Long Term Care Brokers Ltd.
Pacific Life & Annuity Company
Penn Mutual Variable Annuities
Planco / Hartford ● Putnam Investments
Sagemark Consulting
Scher Financial Group / MetLife
SEI ● TD Ameritrade Institutional
Transamerica ● US Postal Service
Wells Fargo Home Mortgage

Sponsorship opportunities are limited. If you would like details on sponsoring call Tommie Michalik at 631-845-5100

Mark your calendars now!
Friday, October 31, 2008
Crest Hollow Country Club, Woodbury, NY

How do they do it? Once again the Symposium Committee of the FPA of Long Island has put together topics and speakers for what will be the best ever Financial Planning Symposium and Exhibition! It will take place on Friday, October 31, 2008, at the Crest Hollow Country Club in Woodbury. All of our speakers and topics are already lined up for the day. Our panel of speakers in the Opening General Session, **Jean-Marie Eveillard, Michael T. Allen and Joel S. Beam**, will discuss how alternative investments classes can assist clients reach their economic goals while reducing portfolio volatility. Nationally known speaker **Fritz Meyer,** Senior Market Strategist from Invesco Aim, will be our Keynote Luncheon Speaker who will provide a look at the current U.S. economic outlook. You can look forward to Bob Goldfarb starting things off as our pre-conference speaker, by presenting his very timely Tax Update session. Vincent Russo will present two sessions this year, Elder Care 101 and Long Term Care Strategies, Morris Glazer will cover Retirement Plan Types and Jim McWilliams will present a Social Security Update. We will also have many other fine speakers and topics lined up for the day.

The full Symposium brochure, with an outline of the sessions and session descriptions is available now on our website at**: www.fpali.org,** or call the chapter office and have one mailed to you.

You will once again be able to earn up to 8 CFP® and/or CPA credits during the day. You will also be able to earn 3 hours of NY State Insurance CE credit.

We expect to have over 300 people in attendance this year. Some sponsorships are still available, but we expect to sell-out soon. ***Register Now, if you haven't already!*** I'm looking forward to seeing you on October 31st!

Joseph W. Fleischman, CFP®
Director of Symposium

Symposium 2008:
October 31, 2008 - Crest Hollow Country Club, Woodbury, NY

Name: _____

Company: _____

Address: _____

City: _____ Zip: _____

Badge Name: _____ Phone: _____

Email: _____ Fax: _____

CFP License #: _____ NYS License #: _____

Rates:	5/9/08-10/17/08	10/18/08-10/31/08
Member	$150.00	$200.00
Non-Member	$220.00	$270.00

Return to FPA of LI, 1895 Lincoln Ave, East Meadow, NY 11554-2522.

A full refund will be granted as long as you contact us by October 17, 2008. Refunds will **not** be granted after October 17, 2008, however substitutions can be made at any time at no charge.

Mark Your Calendar for FPA's Financial Planning Week

FPA recently announced that Ameriprise Financial Services, Inc. will sponsor the seventh annual Financial Planning Week to be held October 6-12, 2008. This marks the first time Financial Planning Week will have a sponsor.

Financial Planning Week brings together those who deliver and support financial planning with those who benefit from it. During the week, FPA strives to create and build the public's awareness of the financial planning process to enable individuals to make prudent financial decisions to achieve their life goals and dreams.

The focus of the week will be on the value of financial planning. Financial planning professionals will be featured in an audiocast and Virtual Learning Center session available on FPAnet.org, FinancialPlanningWeek.org and ameriprise.com. In addition, FPA's network of close to 100 chapters will hold educational seminars and events in local markets across the country. And, FPA will team up again with *The Wall Street Journal* in a special section that will appear in the October 4 edition of the newspaper.

For more information on Financial Planning Week, visit FinancialPlanningWeek.org.

The FPA of Long Island will host the following Financial Planning Week event:

- We have reserved a booth at the 2008 Long Island Fall Festival, in Heckscher Park, Huntington, NY (visit www.lifallfestival.com for directions and more information about the festival). We will be there on Saturday October 11th and Sunday October 12th from 11 AM till 5 PM and need FPA members to staff the booth throughout the day where we meet and talk with the public, answering questions, providing informative brochures and souvenir items.

If you would like to volunteer please contact Janet Cino at the chapter office: email fpali@optonline.net, call 516-542-2004 or use the sign-up form below.

Also be sure to tell all of your family, friends and clients about the Financial Planning Week events and help us make it a memorable week that educates the public about the value of financial planning.

We look forward to celebrating with you!

Financial Planning Week
2008 Long Island Fall Festival
Volunteer Registration Form

Mail to: The FPA of Long Island
1895 Lincoln Avenue
East Meadow, NY 11554-2522

Or Fax to: 516-542-2005

Or Email to: fpali@optonline.net

Volunteer's Name: _____

Phone #: _____

Email: _____

Days Available: Saturday, October 11 _____

Sunday, October 12 _____

Times Available: 11 AM to 1 PM _____

1 PM to 3 PM _____

3 PM to 5 PM _____

This is a reprint of a message sent to all FPA Members from the National FPA President Regarding Fiduciary Standards

FPA
FINANCIAL PLANNING ASSOCIATION
The Heart of Financial Planning™

Dear Fellow FPA Member:

Next week, we meet in Boston for FPA's Annual Conference. I look forward to seeing many of you there.

In advance of our meeting—and for those of you unable to attend—I would like to take this opportunity to bring you up to date on FPA's recent efforts to strengthen our profession by addressing the important issue of fiduciary standards for financial planners.

On August 28, the FPA Board of Directors passed a resolution supporting a Standard of Care for FPA financial planning members, a standard that we additionally believe should be embraced eventually by all who provide financial planning. The Standard of Care clarifies the role of a fiduciary adviser subject to the Investment Advisers Act of 1940 and when providing material elements of financial planning services under CFP Board's revised Standards of Professional Conduct. It serves as a plain language description of a fiduciary role in a financial planning engagement.

The Standard of Care reads:

All financial planning services will be delivered in accordance with the following standard of care:

- *Put the client's best interests first;*
- *Act with due care and in utmost good faith;*
- *Do not mislead clients;*
- *Provide full and fair disclosure of all material facts; and*
- *Disclose and fairly manage all material conflicts of interest.*

The Standard was adopted by the FPA Board of Directors after receiving input earlier this year from members in response to recommendations made by the FPA Fiduciary Task Force in 2007. The Standard of Care reflects FPA's belief that those of us delivering financial planning services are fiduciaries, regardless of our business model, method of compensation, or professional designations.

Since FPA's creation in 2000, our *Code of Ethics* has mirrored CFP Board's *Standards of Professional Conduct.* All FPA financial planning members are required as a condition of membership to ascribe to our *Code of Ethics*. Our organizational bylaws were updated in June 2008 to reaffirm this longstanding commitment.

FPA's Standard of Care will be publicly promoted to reassure consumers that we promise to hold ourselves accountable for keeping our clients as our top priority. It will offer a guidepost to consumers seeking financial planning or financial advice that they should expect to receive an affirmation of the Standard of Care from a financial planning professional when asked. In these turbulent times when consumers do not know who to turn to for ethical, objective, client-centered advice in the marketplace, it will also send a clear message that FPA is the trusted source for the public. In short, we want consumers to know that FPA supports a Standard of Care that is unambiguous and without exception, directing the planner's focus to be on the client's best interests at all times.

Currently, FPA has a Best Practices Task Force working to develop additional guidance and interpretation for members on how to live to a fiduciary standard in a variety of financial planning situations. Expect to see the task force's recommendations and work products on FPA's Web site in December, prior to the effective date of CFP Board's *Rules of Conduct* on January 1, 2009.

We will have more opportunities to discuss the Standard of Care at our conference next week, including plans for promoting the Standard to the public and the media. If we don't have a chance to visit in person, please know that I am interested in your comments and feedback. I will be available through FPA's community conversation forum on the Standard of Care through the following link:

http://community.fpanet.org/cs/forums/475.aspx.

It's through our ongoing conversations that we continue to work toward a financial planning profession that is recognized, accepted and needed by those who desire access to our services and talents.

Sincerely,

Mark Johannessen, CFP®
President
Financial Planning Association

Membership

Anniversaries

Congratulations to the following Long Island Chapter FPA members who are celebrating significant FPA anniversaries in March—September 2008.

25 Years

Thomasina Michalik, CFP®	Melville, NY	March 1, 1983
Peter Alcarese, CFP®	Howard Beach, NY	May 1, 1983
Philip J. Ashton, CFP®	West Palm Beach, FL	August 1, 1983
Geroge N. Sucich, CFP®	Hauppauge, NY	September 1, 1983
Gary R. Kron, CFP®	Riverhead, NY	September 1, 1983

20 Years

Timothy Rossiter, CFP®	Huntington, NY	March 1, 1988
Richard L. Bergen, CPA, CFP®	Garden City, NY	June 16, 1988
Kathleen Keegan, CFP®	Melville, NY	June 24, 1988
Bonnie Brady, CFP®	Huntington, NY	September 1, 1988

15 Years

Paul J. McKee, CFP®	Cutchogue, NY	March 1, 1993
Tanda Lerner, CFP®	Manhasset, NY	March 1, 1993
Christi Cook-Thompson, CFP®	Port Jefferson St., NY	April 1, 1993
Herbert Lefort, CFP®	Bayside, NY	April 19, 1993
Daniel G. Limmer	Hauppauge, NY	May 20, 1993
Lee DeLorenzo, CFP®, QPA	Garden City, NY	July 1, 1993
Ronald H. Bernstein, CFP®	Great Neck, NY	August 20, 1993
Robert Zerah, CPA/PFS, CFP®	Levittown, NY	September 1, 1993
James E. Brennan, CFP®	Farmingville, NY	September 1, 1993
Margaret R. Haemer, CFP®	Commack, NY	September 1, 1993
Elizabeth A. Letzler, CFP®	Baldwin, NY	September 13, 1993

10 Years

Ross F. Mongiardo, CFP®	Garden City, NY	March 2, 1998
Maryann Capone, CFP®	North Massapequa, NY	March 9, 1998
Alan Frankel	Garden City, NY	March 9, 1998
Edward A. Slott	Rockville Centre, NY	May 21, 1998
James V. McGurren, CPA, CFP®	Garden City, NY	June 5, 1998
Joseph W. Fleischman, CFP®	Bethpage, NY	June 8, 1998
Peter R. Costa, CFP®	Hauppauge, NY	June 15, 1988
Stanley Lozinski, CFP®	Great River, NY	June 25, 1988
Richard Russo, CFP®, EA	Patchogue, NY	July 21, 1988
Stephen Durso, CFP®	Manorville, NY	July 21, 1988
Margaret A. Chase, CFP®	Smithtown, NY	September 4, 1988
Richard Bohner, Jr.	Mattituck, NY	September 10, 1988
James G. Kaufmann, RFC	Holbrook, NY	September 29, 1988

5 Years

Robert Giaccone, CFP®	Massapequa, NY	March 4, 2003
John P. Spinelli, CFP®, CPA	Rockville Centre, NY	April 2, 2003
Clarke D. Hedrick, CFP®	Commack, NY	May 19, 2003
Jeffrey M. Trugman, CFP®, CLTC	Hauppauge, NY	June 2, 2003
Roger T. Ciacco, CPA, CFP®	Jericho, NY	June 11, 2003
Peter F. Florio, CLU, ChFC, LUTCF	Woodbury, NY	June 11, 2003
Timothy J. Denis, RFC, MBA	Port Jefferson Station, NY	June 19, 2003
Timothy D. Atkinson, CFP®	Garden City, NY	June 27, 2003
John G. Macri	Uniondale, NY	June 27, 2003
Thomas G. Blair, CFP®, CLU	Floral Park, NY	June 30, 2003
Douglas J. Licari, CFP®, CLU, ChFC	East Meadow, NY	June 30, 2003
Bill K. Huie, CPA/PFS, MBA	New York, NY	July 8, 2003
Thomas P. Warren, CFP®	Oceanside, NY	July 23, 2003
Franklin H. Federman, CPA/PFS	Ronkonkoma, NY	August 13, 2003
Henry Montag, CFP®, CLTC	Jericho, NY	August 25, 2003
Gary P. Ranftle	Syosset, NY	August 29, 2003
Jeffrey R. Silverman, JD, CFP®	Syosset, NY	September 3, 2003
Richard K. Colarossi, CFP®, CSEP	Islandia, NY	September 5, 2003
Thomas D. Cordovano, CFP®	Massapequa, NY	September 12, 2003
May Hwa-Mei Gee, CFP®, CLU, ChFC	Garden City, NY	September 23, 2003

Welcome New Members
February - August 2008

Matthew J. Barbis
Matthew Barbis & Co.
Islandia, NY

Mark R. Blaustein, Esq.
Blaustein & Weinick
Garden City, NY

Larry Bogucki
Mass Mutual Annuities
Cromwell, CT

Carmine Campo
Sagemark Consulting
Syosset, NY

Fred J. Catalano
Smith Barney
Melville, NY

Luis Chevez
Smith Barney
Mineola, NY

Harish Chugh
AXA Advisors, LLC
Lake Success, NY

Quin E. Ciuffetelli
Ameriprise Financial Services
Garden City, NY

David Critelli
DAC Tax & Accounting Svcs, Inc.
Jericho, NY

Hektor Dishnica
United Nations Federal Credit Union
Long Island City, NY

Joseph L. Downey, CFP®, ChFC
Private Client Asset Management
Uniondale, NY

Tony Esposito
Lerner & Esposito College Consultants
Commack, NY

Ryan Faley, CFP®
LPL Financial
Huntington Station, NY

Robert Gerner
UNFCU Financial Advisors
Long Island City, NY

Jerry Goldberg
Goldberg & Goldman
Plainview, NY

Lisa E. Guerrera
Ameriprise Financial Advisors
Mitchel Field, NY

Stephen Haber
Garden City, NY

Ralph Heineman, CFP®
UBS
Plainview, NY

Andrew Hollingsworth
Long Beach, NY

Lee E. Kilbrith, CPA
Prospect Financial
Huntington, NY

Mark Kuttler
Financial Alternatives
Merrick, NY

Fred H. Levine, CFP®, CPA
Satty, Levine & Ciacco, CPAs, PC
Jericho, NY

Robert Ludricks
Bessemer Trust
Garden City, NY

James Manzolillo
Smith Barney
Garden City, NY

Jewels Mbogi
UN Federal Credit Union
Long Island City, NY

Beverly A. Mingola
Vanderbilt Securities
Melville, NY

Joseph A. Mocniak, Jr., CFP®
Ameriprise Financial Advisors
Massapequa, NY

Frank Nargentino, CFP®
North Shore Wealth Management
Plainview, NY

David Okrent, CPA, Esq.
Law Offices of David R. Okrent
Dix Hills, NY

Faith H. Olsen, CFP®
Dynasty Financial Strategies
South Setauket, NY

Kristin Palermo
Huntington, NY

Anthony Russo
Garden City, NY

Lawrence Seiden, ChFC
Bethpage Financial Services
Bethpage, NY

Jessie Silver
Garden City, NY

Ameris Skaik
UN Federal Credit Union
Long Island City, NY

Alexander M. Solomon
Vanderbilt Securities
Melville, NY

Martin L. Tollin
Wells Fargo Home Mortgage
Melville, NY

Anna D. Tringle
Ameriprise Financial
Rockville Centre, NY

Ernest L. Vorpahl
East End Financial Group
East Hampton, NY

Gordon B. Weiss, CPA
Weiss & Weiss, CPAs
Garden City, NY

Steve Wong
MetLife
Flushing, NY

Dianne Zdan
Fidelity Investments
Huntington Station, NY

Long Island Tax Practitioner Symposium

Volunteers Needed
to Represent the FPA of Long Island at the 2008 Long Island Tax Practitioner Symposium

For the past four years the FPA of Long Island has been a partner and a participant at the annual three day tax symposium. The three day program is attended by accountants, financial planners, and tax practitioners coming from the Long Island metropolitan area. We need volunteers to represent the FPA at our booth.

At our booth we present the benefits of financial planning and FPA membership to the attendees. Our volunteers have had an opportunity to meet and follow up with prospective members. In addition, our representatives had had an opportunity to establish strategic alliances with attending accountants and tax practitioners. The program runs from November 19th through the 21st at the Crest Hollow Country Club in Woodbury, NY. **Please contact Moss Kaufman or Paul Schifter at 631-366-1999 for more information or to volunteer for this important event.**

For more information about the symposium visit www.LITaxSymposium.org.

Dear FPA-LI Membership:

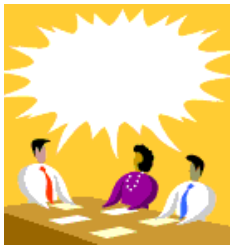
It is that time again! **The 2009 Edition of the FPA – Long Island Chapter Membership Directory** is in production.

Be a Part of it! Your company is invited to advertise it's services to fellow chapter members with ads ranging from one-half to full-page sized ads for an entire year! As a Chapter Member you receive a 10% discount off the rate card rates.

For information please download a PDF copy of the advertising media kit at http://www.spcnetwork.com/fpa/FPA-MEDIA.pdf or visit the FPA Directory website at www.spcnetwork.com/fpa.

Please call Judy Pepenella at **631-730-2975** for further assistance.

Program Meeting Round Tables offer a great way to meet and network with other members!



Anyone interested in hosting a discussion at a Round Table prior to our monthly program meetings should contact David Levine (631-473-7244x109 or email david@accessbrkg.com) or the Chapter Office (516-542-2004, fpali@optonline.net) and let us know what month you would be available.

These Round Table Sessions are held at our Monthly Program Meetings from 5:30 to 6:00 PM. They are open discussions on topics facilitated by members of the Chapter who have a degree of knowledge in the topic area.

A great way to meet other members and network!

COMMITTEES

The following is a list of the standing committees for the Chapter. We encourage you to get involved and help wherever your interest may lie. Some people have indicated an interest in serving on the Board of Directors of the Chapter, but please be advised that we do have a requirement whereby members must serve on a committee before being considered for the Board.

Please fell free to contact the individual Committee Director or the Chapter Office, if you wish to offer your time or input.

Chapter Preident—Michael Kresh	631-232-9170
Programs – Art Dolega	718-205-2880
and Tony Papa	516-536-4436
Symposium – Joe Fleischman	631-845-5100
Journal/Directory - Jim Graziano	631-656-8884
Sponsorships - Tommie Michalik	631-845-5100
Membership – Paul Schifter	631-366-1999
and Scott Sanders	516-938-5219
Communications, Public Awareness & Public Relations - Michael Baras	516-481-0994
Ethics - Ray Mignone	718-229-2514
Pro Bono - Rich Bergen	516-741-1430
Fee Advisor Group - Andrew Rich	516-433-0828
Focus Groups - Craig Marcott	631-286-1061

PREPARING FOR THE CFP® EXAM?

CALL
"THE FACULTY REVIEW"
631-291-1161

Live on-site instruction by
Financial Planning Faculty.

Discounts given to members of the FPA-LI.

Woodbury Office for Rent

Beautiful, windowed, private office with networked secretarial workstation in large professional suite. Conference room, kitchen, filing storage. Furnished or unfurnished. Top floor of building with scenic views, great sunsets. Great for financial planners, accountants, attorneys, etc. Network with and learn from other planners and professionals.
Call **(516) 921-8300** for info and viewing.

Office Space Available
HUNTINGTON

Windowed Office
in CPA / Financial Planning Suite
Receptionist, Fax & Copier, Broadband Service

631-462-6527

Free Guest Pass

Do you have an associate or colleague who is thinking about joining the FPA, but wants to experience a chapter meeting first?

One free guest pass is available to any person who has never attended an FPA of Long Island chapter meeting. (All free guests passes must be coordinated through Janet Cino, 516-542-2004.)

You've planned for your clients,
But Have You Planned Your Own Retirement?

WE ARE INTERESTED
In Acquiring Your Practice!

Call Mark J. Snyder 631.289.4224

Mark J. Snyder
Financial Services, Inc.
An SEC Registered Investment Advisor

AIG **Royal Alliance**
A SunAmerica Company

Office Space Available
ROCKVILLE CENTRE

Two Windowed Offices
in CPA / Financial Planning Suite
Receptionist, Fax & Copier, Broadband Service

516-766-2718

NORTH RIDGE SECURITIES CORP.
NORTH SHORE CAPITAL MANAGEMENT CORP.

Members, FINRA/SIPC/MSRB
1895 Walt Whitman Road, Melville, NY 11747 (631) 420-4242
www.NorthRidgeSecurities.com

FPA of Long Island Upcoming Meetings

Schedule of Monthly Meetings, Seminars and Events
All monthly program meetings will be held 5:30 p.m. – 8:30 p.m.
At the Crest Hollow Country Club in Woodbury, NY

♦ September 17, 2008	Monthly Program Meeting– Global Equities—A Worldwide Transformation
♦ October 2, 2008	Required CFP® Ethics Course
♦ October 11-12, 2008	Public Awareness Event for Financial Planning Week—2008 Long Island Fall Festival
♦ October 31, 2008	9th Annual Symposium and Exhibition
♦ November 18, 2008	Monthly Program Meeting—LTC Role Play
♦ December 15, 2008	Monthly Program Meeting — Estate Planning: The Second Time Around
♦ January 9, 2009	Educational Seminar: Tax Update Meeting, Carlyle on the Green, Farmingdale, NY
♦ January 21, 2009	Monthly Program Meeting — Retirement Distribution Planning
♦ February 18, 2009	Monthly Program Meeting—Passive vs. Active Investing
♦ March 18, 2009	Monthly Program Meeting — Dispelling the Myths & Misconceptions Surrounding Variable Annuities
♦ April 22, 2009	Monthly Program Meeting — NY State Partnership for Long Term Care
♦ May 8, 2009	Educational Seminar: For NYS Ins CE, at Carlyle on the Green, Farmingdale, NY
♦ May 27, 2009	Monthly Program Meeting—Business Succession Planning for Financial Planners
♦ June 15, 2009	Annual Scott Hirschbein Memorial Golf Outing, Hamlet Wind Watch, Hauppauge
♦ June 17, 2009	Monthly Program Meeting— Idiot's Guide to Essential Client Communication

Visit our web site at www.fpali.org
Registration forms can be downloaded for our different events

---

FPA
FINANCIAL PLANNING ASSOCIATION OF LONG ISLAND
The Heart of Financial Planning™

1895 Lincoln Avenue
East Meadow, NY 11554-2522