FPA
FINANCIAL PLANNING ASSOCIATION
OF GREATER PHOENIX
The Heart of Financial Planning™

Newsline January 2012

IN THIS ISSUE:

Register for January 25 meeting at fpaofphoenix.org

WEDNESDAY, January 25
Chapter Meeting: 2:30 to 5:00
5:00—6:00 pm Social Hour
at Phoenix Country Club
(7th St. & Thomas)

2 hours CFP & AZ Insurance CEs

CUTTING EDGE TAX PLANNING DEVELOPMENT & OPPORTUNITIES

With the passage of the Tax Relief, Unemployment Insurance Reauthorization, and Job Creation Act of 2010, Congress intervened to prevent the sunset of numerous tax provisions that were otherwise scheduled to lapse at the end of 2010. However, the new legislation also reinstated some older tax provisions retroactively, as well as layering in some important new planning opportunities; and almost all of it will only be in place until the end of 2012. In this session, we will explore the new income and estate tax rules that will apply in 2012 because of the Tax Relief Act; those provisions that already lapsed in 2011, and the planning techniques that may emerge in light of some of the new rules coming in 2013.

Joining us for this presentation will be a repeat presenter to our chapter, Michael E. Kitces, MSFS, MTAX, CFP®, CLU, ChFC, RHU, REBC, CASL, CWPP™. Michael wears many hats: he is the director of research for Pinnacle Advisory Group, a private wealth management firm located in Columbia, Maryland that oversees approximately $850 million of client assets. In addition, he is the publisher of the e-newsletter *The Kitces Report* and the blog *Nerd's Eye View* through his website www.kitces.com, dedicated to advancing knowledge in financial planning.

Beyond his website, Michael is an active writer and editor across the industry and has been featured in

publications including *Financial Planning,* the *Journal of Financial Planning*, *Journal of Retirement Planning, Practical Tax Strategies,* and *Leimberg Information Services*, as well as *The Wall Street Journal, BusinessWeek, CNBC PowerLunch, NBC Nightly News,* and more. In addition, Michael has co-authored numerous books, including "*The Annuity Advisor"* with John Olsen, the first balanced and objective book on annuities written for attorneys, accountants, and financial planners, and *"Tools & Techniques of Retirement Income Planning"* with Steve Leimberg and others.

Michael is one of the 2010 recipients of the Financial Planning Association's "Heart of Financial Planning" awards for his dedication to advancing the financial planning profession. In addition, he has variously been recognized as financial planning's "Deep Thinker," a "Legacy Builder," an "Influencer," a "Mover & Shaker," and a "Rising Star in Wealth Management" by industry publications. These awards were presented to honor Michael's active work in the financial planning community, which currently includes serving as a member of the Editorial Review Board for the Journal of Financial Planning, chair of FPA National's Government Relations Tax Committee, national chair of the Financial Planning Section for the Society of Financial Services Professionals, and numerous other boards and committees for the Financial Planning Association and the Society of Financial Services Professionals at the local and National levels. Michael is also a co-founder of NexGen, a community of the next generation of financial planners that aims to ensure the transference of wisdom, tradition, and integrity, from the pioneers of financial planning to the next generation of the profession.

Join with us….or wish you had! Please go to fpaofphoenix.org to register.

2012 Chapter Partners

They support us. Please support them.

We thought you would appreciate the following information from our 2012 Partners which we trust will assist in your business.

PLATINUM PARTNERS

Pension Strategies, LLC
Jack Lawless, CPA, APM
Office 602.957,7101 ex 318
Cell 602.228.5022
Summer 928.535.3013
Jill Hastings, JD 602.957.7101 x 333
Qualified plan design and administration
http://www.pensionstrategies.com/

Montage Investments
Kahle Greenfield 480.389.7594
Bringing together world-class, boutique asset managers
http://www.montageinvestments.com/

Nationwide Financial—Investment Solutions Group
La 'Tonya Ford 729.339.6023

You + Nationwide—We have fee-based specialists, products, strategies and materials to help create retirement income solutions for your practice and your clients
http://www.nationwide.com

Vantage Self-Directed Retirement Plans
J.P. Dahdah 480.306.8404
Stocks, bonds and mutual funds are
NOT your only option with your IRA/401(k)
http://www.vantageIRAs.com

GOLD PARTNERS

Security Benefit—A Guggenheim Partners Company
Dave Rabin 818.309.5964
Offering a Unique Fee-Only Variable Annuity Investment Platform
http://www.elitedesignsinvestments.com

SILVER PARTNERS

Goldman Sachs Asset Management
Steve Staab 410.952.0478
You Never Stop Growing
http://www.goldmansachsfunds.com

Financial Network Investment Corporation
Steve Hilliard 602.995.1484
Securities Broker/Dealer – Member SIPC.
Teamwork makes it easier to succeed
http://www.financialnetworkofaz.com/

itSynergy
Dan Zaremba 602.297.2400 x 2004
Technology consulting for small and medium businesses
http://www.itsynergy.com/

Arizona Women's Education & Employment, Inc.

For the first several decades of AWEE, it catered to women and their needs for getting out into the workplace. However, **they now serve men also and are in desperate need of suits and other apparel suitable for men.** So although it is still called Arizona Women's Education &Employment, Inc., (serving both men and women) as a nonprofit that helps them get back on their feet and into the workplace using a variety of tools (education, mentors, transportation, etc.) Their motto is "Changing Lives Through the Dignity of Work." One thing consistently needed is professional clothing for both men and women. AWEE offers a free boutique to their clients so they can choose an outfit for job interviews. *IF YOU HAVE CLOTHING ITEMS, PLEASE DONATE TO:*

AWEE
640 N. 1st Avenue
Phoenix, AZ 85003
602.223.4333

How to Register for Our Meetings

1. Go online to www.fpaofphoenix.org
2. Select Meeting Registration
3. Complete the requested information including your VISA, MasterCard, Discover or American Express number and expiration date as well as your company, phone and e-mail address.
4. You will immediately receive an e-mail receipt after submission. If you don't receive an e-mail receipt immediately, you are NOT registered. For assistance, call 480/483-9035.
5. Registration online is due by noon on Friday before the meeting. Likewise, any registration refunding for that meeting must be requested by noon on Friday before the meeting by calling 480/483-9035.

President's Message

"A Year to Accelerate"

As a "recycled" president from the old IAFP in the mid-90s, I just want to say how honored I am to be invited back to serve our local FPA chapter. I am looking forward to working with old friends and the younger generation of planners as well. Our strategic planning theme this year is simply "ACCELERATE."

I first want to thank my predecessor, Kim Bridges, Ph.D., CFP® for her leadership as President in 2011. Kim continues to serve on the Board as Chairman in 2012. I am grateful for her guidance. She has agreed to take on an exciting project, along with President-Elect Beverly Bowers, CFP®, to encourage one of our local universities to install a Financial Planning Degree program. Through this grassroots effort, we hope to **accelerate** the status of our profession.

I would like to welcome to the Board of Directors Gary Croatt, CFP®, who is the new Director of Public Awareness. We also welcome Sharon Bumgarner, CFP® back to the Board, serving on Gary's committee as our new "Pro Bono" liaison. By adding some new projects and expanding FPA Day, Gary and Sharon will help us **accelerate** the public's awareness of the benefits of financial planning.

Kevin O'Reilly, CFP®, CRPC is joining the Board as our Director of Technology. He is going to help us **accelerate** our use of technology and social media.

Jeremy Mitchell, CFP® is our new Partnership Director. Jeremy, his predecessor Darin Shebesta, and the committee have re-vamped our sponsorship packages to **accelerate** the growth of our financial resources. Darin will stay involved with the Board as the NexGen Liaison, helping us to **accelerate** the involvement in our association among the newest members of the profession.

I am pleased to announce Virginia Dhondt, CFP® will stay on the Board as Director at Large. We appreciate her willingness to continue to provide her leadership skills. I would also like to acknowledge and thank the following directors who are continuing on the Board: Kathleen Murray, CFP® Secretary-Treasurer; Dan Zaremba, Director of Membership Development and Retention; Suzanne Muusers, ACC, Director of Public Relations; Jason Miller, CFP®, Director of Lifelong Learning/ Ethics; and Michael Fischer, CFP®, Regulatory Director. Their commitment to continue in their leadership roles will help us to **accelerate** the growth of our chapter membership through personal contact, print media, quality programming and education including regulatory issues.

One of the best things about being President of this organization is having Jo Lynne Hutchinson as my "right-hand" woman. I can say with certainty that without Jo Lynne, I probably would not be as excited about taking on this job. With her help, I will be able to focus on our goals and not have to "sweat the small stuff."

I want to wish all of you a successful 2012. I encourage you to resolve to use your FPA as a resource for keeping up to date on what is happening in our profession. Come to the meetings to share ideas and to be energized. Check out the many benefits of membership at www.fpanet.org. And … please resolve to volunteer to "Do 1 Thing" to help us **accelerate** in 2012!

Happy New Year!

Sue
SUE LARKIN, CFP®
2012 Chapter President

INFO YOU NEED: -to receive CFP CEs, Ad Prices, Non-Members

CFP CEs—What You Need to Register at Our Chapter Meetings

When you obtain or update your license information with the CFP Board of Standards, they use your license number to identify you. They also give you the opportunity to supply them with the last four digits of your social security number. Some of you do that while others don't.

When you attend our meetings and sign in for CFP CEs, you are requested to provide BOTH your CFP number as well as the last four digits of your social security number. In that way, we have a better chance of getting the CEs correctly credited to you since there are times when one of the numbers may be misread due to poor handwriting or other glitches. However, if you decide to give us only the social security digits and you have not provided it to the Board as described above, they won't be able to match your name and so it is rejected. The system is then delayed as they contact us and we have to contact you for the CFP number.

PLEASE make every effort to have the CFP license number with you when you attend meetings for which you want CFP CEs. Alternatively, if you don't have it, PLEASE contact us the next day with it so as not to delay submission for CE credits.

NON-MEMBERS WELCOME TO ATTEND CHAPTER MEETINGS

Like other organizations, our FPA members are the very core of our chapter and we wouldn't exist without them. However, individuals (who are in the financial planning and allied industries) who are not currently members of the FPA are also welcome to attend our meetings. Fees for attending meetings when registering online are:
First-time nonmembers ONLY pay $15.
Repeat nonmembers pay $45.

ALL individuals not pre-registering for meetings will pay $5 more.

Please go to our website at fpaofphoenix.org, hit meetings and the register button and you'll be able to register. The fee you pay to attend the meeting allows you to attend the social following it.

If you have questions, please call 480-483-9035.

Board of Directors, FPA NexGen

NexGen in the Greater Phoenix Chapter

Attention FPA of Greater Phoenix members:

We would like to bring attention to a new opportunity available in the area. A community of interest exists within the ***Financial Planning Association*** called ***NexGen***, which is the next generation of financial planners who are currently age 36 and under. ***FPA NexGen*** has been in formation for several years with a membership of over 300, and the time has come to bring a regional group into the Phoenix area to forge an alliance with the local chapter and synergize efforts. An organization called the ***Young Financiers*** has been in existence in Phoenix since 2007, but the time has come to merge and brand this group into ***FPA NexGen***. We currently have about 65 younger individuals in the Phoenix area who are aware of the organization and have been invited to meetings. Many of these members are active in the local ***FPA*** community and participate in both organizations.

If you or someone you know is a younger planner in the Phoenix area, it may make sense to learn more about this group and see if there is a fit. We have meetings once every month to two months and they are a mixture of roundtable discussions as well as networking. This is an opportunity for younger planners to gain/ share new ideas and act as a resource for one another while building camaraderie with their colleagues. At this point in time, there is no additional cost to join. For more information, please email nexgen@fpaofphoenix.org or call 480-213-3430.

We welcome the opportunity for you to become involved in shaping the Next Generation of Financial Planners in the Greater Phoenix area.

Happy New Year!
Regards,

Darin R. Shebesta, CFP®
2012 Liaison
FPA of Greater Phoenix NexGen

Kier CFP Review Class Scholarship Application for March

Keir Educational Resources
FPA Scholarship Application for March 2012
Review Class for the CFP® Certification Exam

For FPA members only:

Win a scholarship to Keir's Live CFP Exam Review *with materials!*
Keir Educational Resources, a leading provider of professional education will award one scholarship *per FPA chapter* for the November 2011exam cycle. Successful candidates may choose their location at any live 4 day reviews. See locations and dates at www.keirsuccess.com.

Materials are included, and the retail value of this prize is $925.00

Application Instructions: Scholarships are awarded based on based on merit, with consideration given to career goals.

Application Deadline for March 2012 exam:

Certified Financial Planner Exam: March 16-17, 2012

Scholarship application due to Keir: January 31, 2012

Winner for scholarship will be notified by: February 3

A short essay of 500 words or less indicating why you are working to become a CFP® certificant and how this designation contributes to the field of financial planning. What role does the FPA play to assist you in your goal? One letter of recommendation from a colleague, instructor, manager, or FPA officer who can speak to your character, qualities and career goals.

Return to: FPA Scholarships, Keir Educational Resources, 4785 Emerald Way, Middletown, OH 45044
Or to sbryant@keirsuccess.com with "FPA Scholarship" in the subject line.

Visit www.keirsuccess.com for exam review dates and locations, free study tools and more.

Indicate Your FPA Chapter.

Info You Need: FPA Resources, Meetings Around Town

FPA RESOURCES

To join the FPA of Greater Phoenix, visit www.fpanet.org and choose the appropriate membership category. You can apply online and pay by credit card. It's quick and convenient.

	Phone	Fax	Web Site
FPA National	1-800-322-4237	1-888-423-7329	www.fpanet.org
FPA of Greater Phoenix	480/483-9035	480/483-9035	www.fpaofphoenix.org

FPA of Greater Phoenix

Mission: Facilitate the success of ethical and competent members who champion the financial planning process to help consumers make smart financial decisions.

Vision: To be the premier source of financial planning professional development and continuing education in the Valley by cultivating competence, integrity, relationships and stewardship.

FPA of Greater Phoenix
Gold Level Award Chapter for Five Years and PINNACLE AWARD

MEETINGS AROUND TOWN:

SFSP of Greater Phoenix (Society of Financial Service Professionals)

Tuesday, January 17 at Starfire, from 2:00 to 5:00 p.m. with a social hour from 5—5:30. 3-hr CE session on Estate Planning with attorneys Ilene McCauley, Darra Lynn Rayndon and Jeff Cappellini speaking for an hour each. This will be followed by a social hour from 5 to 5:30.

Guests $30; 3 hrs. Arizona Insurance CE (applied for).

For information contact karen.hanson@cox.net Phone 480-991-5151

Phoenix CFA Society Welcomes You to the 2012 MARKET FORECAST DINNER
Seventh Annual Event—2012: Turbulent Times

February 15, 2012—The Ritz-Carlton, Phoenix
Reception 5:30 p.m.
Dinner 6:30 p.m.
Presentation 7:15 to 8:30 p.m.
Cost: $90 per person or $800 for a reserved table of ten.

Reserve your individual seats now visiting www.phoenixcfa.org
For Questions, contact Tree Crosby at treeh@sercfa.phxcoxmail.com or 480-941-0820.

FINANCIAL PLANNING ASSOCIATION OF GREATER PHOENIX

The Heart of Financial Planning™

FPA of Greater Phoenix
2012 Meetings and Activities
Phoenix Country Club:
2901 N. 7th Street, Phoenix 85014

January 25, 2012	Michael Kitces, CFP®, MSFS, MTAX, CLU, ChFC, RHU, REBC, CASL "Cutting Edge Tax Planning Developments and Opportunities"	Phoenix Country Club
February 22, 2012	Bryan Johnson "The Risk Parity Approach To Asset Allocation"	Phoenix Country Club
March 28, 2012	Life Transition Planning - Panel Discussion	Phoenix Country Club
April 25, 2012	David Blanchett "Making Retirement Income Work"	Orange Tree Golf Resort
May 23, 2012	All-Day Symposium with CFP Ethics by Ken Zahn 8:00 am to 5:00 pm	Phoenix Country Club
June 27, 2012	John Becker "Estate Planning Update"	Phoenix Country Club
July 25, 2012	Chapter Meeting—TBD	Phoenix Country Club
August 22, 2012	Chapter Meeting—TBD	Phoenix Country Club
September 26, 2012	Chapter Meeting—TBD National FPA Conference	Phoenix Country Club
October 24, 2012	CFP Ethics Presentation and Member Social; National Financial Planning Day Week and our Chapter Financial Planning Day	Location to be determined
November 28, 2012	Chapter Meeting—TBD	Phoenix Country Club
December 2012	No Chapter Meeting	