FPA Far West Roundup 2023 Sessions

Schedule

Thursday August 10

6:30pm | Cowell Patio Meetup

Friday August 11

8:30am - 10:10am | The Devil In The Details: Disability Insurance Policy Coverage Gaps And Exclusions	*Corey Anderson*
10:20am - 12:00pm | How To Talk So People Will Listen	*Saundra Davis, MSFP, APFC, MCC, FBS, CSC*
1:30pm to 3:10pm | Joining Climate Science and Economic Fundamentals	*Sunil Wahal, PhD, MBA*
3:20pm to 5:00pm | Charitable Tax Planning Case Studies	*Cameron Hess, CPA, Esq. & Robin Klomparens JD, LL.M.*
6:00pm to Late | Dinner at the Cowell Ranch Hay Barn	*UC Santa Cruz, 1156 High St, Santa Cruz, CA 95064*

Saturday August 12

8:30am to 10:10am | Becoming Succession Ready: The Journey Before The Destination	*Brooklyn H. Brock, CFP®, CEPA®, ChFC®, CKA*
10:20am to 12:00pm | Effective Estate Planning In A High Interest Rate Environment	*Raymond Sheffield, JD, LL.M.*
1:30pm to 3:30pm | Past, Present And Future Regulatory Structure For Our Profession	*Daniel Moisand, CFP ®*
3:40pm to 5:00pm | Wisdom In Our Midst	*Various*
Various Start Times | Saturday Social Events	

Sunday August 13

8:30am to 10:10am | Is Cognitive Decline The Biggest Threat To Your Client's Retirement Security?	*Chris Heye, PhD*
10:20am to 12:00pm | ABC's of Family Member Theft	*Cynthia Healy, CPA, CFE, CSA*

FPA Far West Roundup 2023 Sessions

Friday August 11

8:30am - 10:10am | The Devil In The Details: Disability Insurance Policy Coverage Gaps And Exclusions

Just because you have a policy, and pay your monthly premiums, doesn’t mean you, or your clients are covered like you think. Join Corey Anderson, as he breaks down a variety of disability policies and show you how the devil is in the details. Together, we will look at examples, and I will explain the ins and outs of disability insurance. I will help load your lips so you can better protect yourself and your clients!

Corey Anderson

10:20am - 12:00pm | How To Talk So People Will Listen

Have you ever been in a conversation with your clients (and maybe even your family members) and they nod yes but mean NO? It happens, and when it does it usually means that that plan you created ain't gonna happen. Join Saundra Davis in exploring how we talk to clients (and everyone else) in a way that encourages them to listen AND take action. Be ready to get involved because there will be a real coaching demo!

Saundra Davis, MSFP, APFC, MCC, FBS, CSC

1:30pm to 3:10pm | Joining Climate Science and Economic Fundamentals

In this discussion, Prof. Wahal will provide an overview on climate science’s connection to economic fundamentals. He will provide perspective on research done to connect client change to investment returns, and whether there is a clear relationship between them. Most importantly, Prof. Wahal will share what advisors do with this information to help clients.

Sunil Wahal, PhD, MBA

FPA Far West Roundup 2023 Sessions

3:20pm to 5:00pm | Charitable Tax Planning Case Studies

In this program, Klomparens & Hess will undertake to present case studies and strategies to help financial planners to identify how to work with clients answers to three key questions in connection to charitable planning:

Do you volunteer? Are there charitable causes you feel connected to? Where might we help you to know more?

In particular, clients answers to these three questions provide clues to help provide a sensitive, proactive approach to effective charitable planning and developing a planning framework. Klomparens and Hess will cover a number of case studies, and address strategies and solutions that best serve client needs – including the process of using planning to help clients to realize and meet their charitable wishes. Attendees will learn:

- Spinning Straw to Silk - Understanding and refining the raw intentions of clients .
- Knowledge is King - Why knowledgeable clients do more charitable planning
- Building Castles - Learning to build wealth and donations concurrently

Cameron Hess, CPA, Esq.

Robin Klomparens, JD, LL.M.

Saturday August 12

8:30am to 10:10am | Becoming Succession Ready: The Journey Before The Destination

Succession Readiness isn't just for advisors approaching retirement, it is a state of mind infused with hope for your next season - whatever that may be! Staying connected to your authentic self and redefining your purpose is the SECRET to happiness throughout life. Join Brooklyn Brock, a 3rd generation financial advisor, and exit coach to advisors themselves, in this interactive journey. Together, we will explore emotional and mental roadblocks that could be holding you back, deep dive into values exercises to refuel your sense of purpose, and put action to your passion with a goals brainstorming session. Any advisor at any age and stage of life and business will leave this workshop more in tune with your true self and a reignited vision for your future!

Brooklyn H. Brock, CFP®, CEPA®, ChFC®, CKA

FPA Far West Roundup 2023 Sessions

10:20am to 12:00pm | Effective Estate Planning In A High Interest Rate Environment

Raymond Sheffield, JD, LL.M.

As interest rates rise, optimal strategies within the estate-planning domain will shift. The Applicable Federal Rate and §7520 rates have rapidly increased over the past year from their near-zero floor. So too, have the benefits and drawbacks of various estate planning strategies. And while rates are still not "high" from a historical perspective, they are increasing. Join Ray Sheffield as he teaches us how to observe common estate planning strategies through a new lens of a changing interest rate landscape.

1:30pm to 3:30pm | Past, Present And Future Regulatory Structure For Our Profession

Daniel Moisand, CFP ®

Dan will share his personal vision of the ideal regulatory structure for the delivery of personal financial advice in the context of current regulation as well as the past. This will be relevant to how we practice and what the regulators require of us and will allow us to exam how we practice, how we would like to practice, and what our clients want. Come prepared to participate in a transformative conversation.

3:40pm to 5:00pm | Wisdom In Our Midst

This will be a free-wheeling session composed of Roundup participants exploring questions that have been submitted by the other participants on any planning-related topic.

FPA Far West Roundup 2023 Sessions

Sunday August 13

8:30am to 10:10am | Is Cognitive Decline The Biggest Threat To Your Client's Retirement Security?

Chris will start with data on aging and move to a practical interactive conversation about how to engage with our clients and support them in aging process through their family members and other professionals. What do the data say about the peak age for financial decision making and the effect of cognitive decline? How to engage with clients to prepare for the time when diminished capacity begins to impair their ability to make financial decisions and manage their finances.

Chris Heye, PhD

10:20am to 12:00pm | ABC's of Family Member Theft

This lecture will teach the participant the best practices to prevent and deter financial elder abuse. It will provide steps to identify the occurrence of financial elder abuse; present the practical methods for the mandated reporting requirements; and teach the protocols to put in place to protect the senior from further harm. The lecture uses real life examples of common situations where a caring family member can make poor choices that result in harm to the senior and the family as a whole.

Cynthia Healy, CPA, CFE, CSA

FPA Far West Roundup 2023 Speakers

Corey Anderson
Disability Insurance Geek

Corey is a disability insurance broker and thought leader on long-term disability insurance products and plans. In addition to working with individual advisors and their clients, he has over 20 years of service with the National Association of Insurance and Financial Advisors (NAIFA).

Brooklyn H. Brock, CFP®, CEPA®, ChFC®, CKA®
Ellevate Advisors

Brooklyn Brock is the founder of Ellevate Advisors LLC. As a 3rd generation financial advisor, she saw first-hand that advisors rarely do retirement planning for themselves like they do for their clients, which drove her to launch her own RIA to serve advisors and their families. Ellevate Advisors was named the Best Exit Coaching Firm for Advisors in the USA by Wealth and Finance International in both 2022 and 2023. Brooklyn travels across the nation as a speaker, sharing her passion for helping advisors themselves.

Saundra Davis, MSFP, APFC, MCC, FBS, CSC
Sage Financial Solutions

Saundra Davis a highly respected financial planner, educator, and coach who has dedicated her career to helping people achieve financial stability and prosperity. Her framework The Continuum of Financial Wellbeing is a model to ensure that all people, regardless of their income or wealth, have access to competent and ethical personal finance support. Through her training programs and Financial Fitness Coach certification Saundra has trained more than 2,000 professionals and has helped countless people develop healthy financial habits, navigate complex financial decisions, and achieve their financial goals. In addition to her work with Sage Financial Solutions, Saundra is a regular contributor to various media outlets, including CNBC, The Wall Street Journal, and NPR.

FPA Far West Roundup 2023 Speakers

Cynthia Healy, CPA, CFE and CSA
GoGrey.com

Cynthia Healy is a longtime trustee to clients who are confident in her ability to manage their money and confident in her respect of their interests and independence. A CPA for 40 years, Cynthia recognizes the need to lend a voice to those not able to speak for themselves, be it in management of money, health, home or family relations. As a trustee, she combines oversight of her clients' finances with advocacy to support their engagement in life-impacting decisions. Cynthia's recent work includes teaching others

Cameron Hess, JD, MBT, CPA
Wagner Kirkman Blaine Klomparens & Youmans LLP

Cameron Hess, CPA, Esq. is a partner with the law firm of Wagner Kirkman Blaine Klomparens & Youmans LLP, and represents clients with their business, tax and estate planning needs, including real estate and income, state, gift and charitable needs. A Certified Public Accountant, formerly practicing with KPMG, Mr. Hess' 39-year practice, is recognized for its integrative style of planning and representation. Director of the firm's nonprofit practice, Mr. Hess also serves as an active educator. Mr. Hess has also served as a consultant for businesses and nonprofits. An adjunct instructor for UC Davis, Cosumnes River College, and McGeorge Law School, Mr. Hess continues to currently speak and develop programming for CalCPA, the California Lawyers Association and other professional associations. Mr. Hess is recognized for his service to nonprofits, including for Easter Seals Superior California. Mr. Hess received his BS from University of California, and his JD/MBT from University of Southern California.

Chris Heye, PhD
Whealthcare Solutions | *Whealthcare Planning*

Chris Heye, PhD, is the CEO and Founder of Whealthcare Solutions, Inc. and Whealthcare Planning LLC. Dr. Heye is a technology entrepreneur, writer, researcher, and speaker on subjects that reside at the intersection of physical, behavioral, and mental health and financial wellbeing. He helped to design and manage a clinical study conducted at the Massachusetts General Hospital that investigated the behavioral and cognitive underpinnings of sound financial decision-making. Dr Heye is a regular columnist for the Journal of Financial Planning and is a Research Fellow at the Alliance for Lifetime Income. He received his BA from Wesleyan University and PhD from the Massachusetts Institute of Technology (MIT), where he also completed a post-doctoral program at the MIT Industrial Performance Center.

FPA Far West Roundup 2023 Speakers

Robin Klomparens, JD, LL.M.
Wagner Kirkman Blaine Klomparens & Youmans LLP

Robin L. Klomparens is a partner in the law firm of Wagner Kirkman Blaine Klomparens & Youmans LLP. Ms. Klomparens specializes in income, state and local, estate and gift taxation, estate and charitable planning, probate and trust administration and litigation related thereto. She advises clients on estate planning, business transactions, entity formation (profit and non-profit), state and federal tax audits and controversy, probate and trust administration and related litigation, succession and charitable planning. She also serves as a consultant, expert witness and mediator in her field. Ms. Klomparens has a business degree specializing in finance from the University of Florida. She received her Juris Doctorate from the University of Miami in 1985 and an LL.M. in Taxation in 1986

Daniel B. Moisand, CFP ®
Moisand Fitzgerald Tamayo, LLC

Dan Moisand has been featured by a slew of financial planning related publications as one of America's top advisors. In 2019, he was highlighted as one of the "twenty most influential men and women" in an issue of InvestmentNews that focused on the 50th anniversary of the start of the financial planning profession. He currently serves the profession as Chair of the Board of Directors of CFP Board. He has spoken to planner groups on six continents and led delegations of U.S. planners to Russia, China, India and Australia on behalf of the FPA.

Raymond Sheffield, JD, LL.M.
Sheffield Estate Planning

Raymond Sheffield is a well known speaker in the Tax and Estate Planning area. He focuses his practice in all aspects of trusts, estate planning, probate and trust administration, tax and business planning. Raymond is on Executive Committee of the Silicon Valley Bar Association's Trusts and Estates Committee. He is a member of the Trusts & Estates and Tax Committees of the California State Bar and the American Bar Association. He is also active in the Pro Bono Project's Lawyers in the Library program in the downtown San Jose. He believes that a good lawyer make things as simple as possible for his clients to understand. Raymond helps his clients implement sophisticated estate plans, without unnecessary complexity.

FPA Far West Roundup 2023 Speakers

Sunil Wahal, PhD MBA
Arizona State University

Sunil is a researcher, educator, and consultant on investment management. His research on investment strategies and management has influenced internationally active advisors such as Dimensional Fund Advisors and Avantis Investors.

FPA Far West Roundup FAQs

Why should I attend Roundup?

The Roundup is a planning practitioner's conference unlike any other. It is situated on the campus of UC Santa Cruz. We hold our program in a classroom, sleep in the dorms, and eat in the cafeteria – which may explain a lot of its character. It is informal, it is collegial, and it is fun. We all love this profession in a way that unites us. Maybe it is a bit like those college days – without the homework. Once you've joined us for one year, we know you'll keep coming back.

What should I bring?

- A sweater or jacket, it gets cold in the evenings.
- A large towel, the UC provided towels are skimpy.
- A pillow, the UC provided pillows are small.
- An extra blanket. There is no heat, so if it is cold at night, you will be too.
- Insightful questions.
- A willingness to learn.
- Food and beverages.

What is the dress code?

Informal dress. Anything from business casual to shorts and a t-shirt is fine. Anyone wearing a jacket and tie will have to answer to the sheriff 😉.

What is the weather like in Santa Cruz?

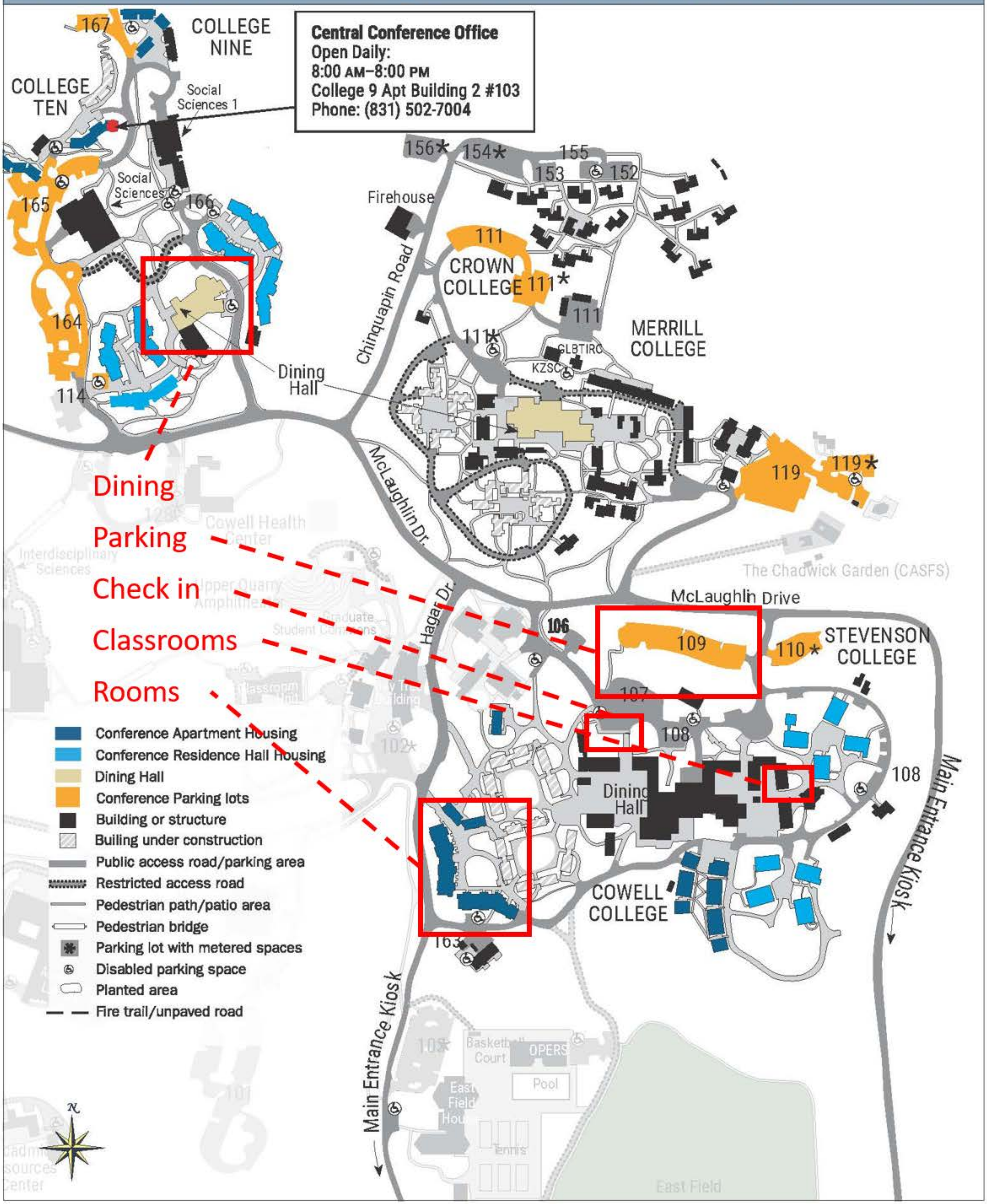
Days will likely be warm and sunny, with temperatures ranging from 65 to 75. Mornings are often foggy, with temperatures as low as the mid 50s. Evenings are also cool.

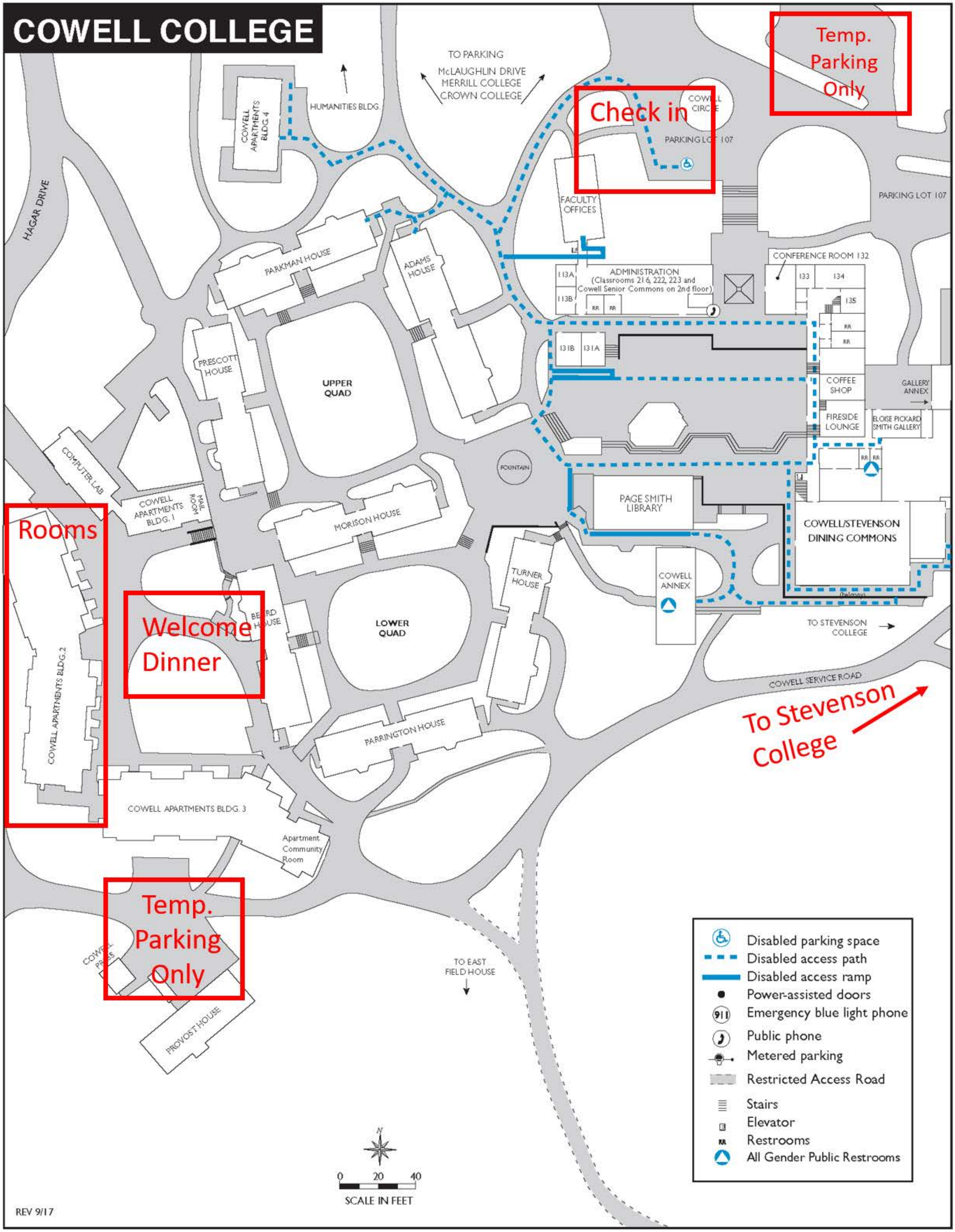
What are the accommodations?

We sleep in the dorm rooms and eat in the cafeteria. The dorm rooms are not the Ritz, but they are far better than what most of us had in college. Each dorm has 2 or more bedrooms, a shared bath, a living area, and a full kitchen (we are only allowed to use the refrigerator and sink). The food at the cafeteria is generally good.

UC SANTA CRUZ

Central Conference Office serving Colleges Nine & Ten, Cowell, Merrill, Stevenson




COWELL COLLEGE
Temp. Parking Only
Check in
TO PARKING
McLAUGHLIN DRIVE
MERRILL COLLEGE
CROWN COLLEGE
HUMANITIES BLDG.
COWELL APARTMENTS BLDG. 4
COWELL CIRCLE
PARKING LOT 107
PARKING LOT 107
HAGAR DRIVE
FACULTY OFFICES
PARKMAN HOUSE
ADAMS HOUSE
CONFERENCE ROOM 132
133
134
135
ADMINISTRATION
(Classrooms 216, 222, 223 and Cowell Senior Commons on 2nd floor)
113A
113B
131B
131A
PRESCOTT HOUSE
UPPER QUAD
COFFEE SHOP
GALLERY ANNEX
FIRESIDE LOUNGE
ELOISE PICKARD SMITH GALLERY
COMPUTER LAB
FOUNTAIN
COWELL APARTMENTS BLDG. 1
MAIL ROOM
Rooms
MORISON HOUSE
PAGE SMITH LIBRARY
COWELL/STEVENSON DINING COMMONS
TURNER HOUSE
COWELL ANNEX
(balcony)
Welcome Dinner
BEARD HOUSE
LOWER QUAD
TO STEVENSON COLLEGE
COWELL APARTMENTS BLDG. 2
COWELL SERVICE ROAD
To Stevenson College
PARRINGTON HOUSE
COWELL APARTMENTS BLDG. 3
Apartment Community Room
Temp. Parking Only
COWELL PRESS
TO EAST FIELD HOUSE
PROVOST HOUSE
Disabled parking space
Disabled access path
Disabled access ramp
Power-assisted doors
Emergency blue light phone
Public phone
Metered parking
Restricted Access Road
Stairs
Elevator
Restrooms
All Gender Public Restrooms
N
0
20
40
SCALE IN FEET
REV 9/17