Family Office Exchange

FOX Trustees and Beneficiaries Workshop

November 17-18, 2015 | New York, NY

The **FOX Trustees and Beneficiaries Workshop** will provide attendees a deeper understanding of the core trustee duties and powers as well as the trustee's responsibilities for educating and mentoring the beneficiaries.

Come learn from experts in the field who will provide a balanced perspective of the legal, investing, and human behavioral aspects of being a trustee. The attendees will be comprised of your peers who are trustees or beneficiaries of family trusts.

Speakers

David Blickenstaff
Partner
Schiff Hardin LLP

Mark Harder
Partner
Warner Norcross & Judd LLP, Family Office Industry Group

Kim Kamin
Principal
Gresham Partners, LLC

Paul Lee
Senior Regional Wealth Advisor
Northern Trust

Pam Lucina
Managing Director
BNY/Mellon

Tera Rica Murdock
Associate
Waller Lansden Dortch & Davis LLP

William Sanderson
Partner
McGuireWoods LLP

Sarah Severson
Partner
Schiff Hardin LLP

Keith Whitaker
President
Wise Counsel Research Associates

Convene Conference Center
101 Park Avenue at 41st Street
New York, NY

Day 1 Agenda | Tuesday, November 17, 2015

FOX Trustees and Beneficiaries Workshop

Family Office Exchange

8:00 am **Registration and Breakfast**

8:30 am **Welcome and Program Introduction**

Speaker: Mariann Mihailidis, Managing Director of Councils, Family Office Exchange

8:45 am **The Foundation of Wise Trusteeship**

Speaker: Keith Whitaker, President, Wise Counsel Research Associates

A trustee's success is highly dependent on how he or she approaches the job. There are five foundational principles that underlie the noble profession of trusteeship beyond such traditional duties as investing, distributions, and administration. Keith Whitaker will introduce us to the five qualities including Do No Harm, Fidelity, Regency, Discernment, and Courage.

9:30 am **Duties and Powers of the Trustee**

Speakers: Sarah Severson, Partner, Schiff Hardin LLP

William Sanderson, Partner, McGuireWoods LLP

The trustee is the legal owner of all of the trust's property and has a fiduciary duty to the beneficiaries. Our speakers address the many required duties and powers of the trustee. There is a complex canon of legal responsibilities the speakers will lay out simply and discuss to enable the trustee to knowledgeably approach their duties.

10:45 am **Break**

11:00 am **Building Positive Long-Term Relationships Between the Trustee and Beneficiary**

Speaker: Pam Lucina, Managing Director, BNY/ Mellon

This session will explore how the trustee can build a positive long-term relationship with the beneficiary which will significantly impact the family's long term wealth preservation plan. The discussion will develop the concepts that trusts are relationships dependent on care and feeding, communication, and expectation management by both the trustee and beneficiary.

12:15 pm **Lunch**

1:00 pm **Distribution Provisions: Understanding the Issues and Options**

Speakers: Sarah Severson, Partner, Schiff Hardin LLP

William Sanderson, Partner, McGuireWoods

Two leading trust attorneys discuss the key issues related to trust distributions, including discretionary versus required distributions, the unitrust concept, and problems arising from exhausting trust assets. This session will also cover the many factors that trustees should consider when faced with requests for discretionary distributions.

2:15 pm **Break**

2:30 pm **Selecting the Right Trustee – Know Your Options**

Speaker: Mark Harder, Partner, Warner Norcross & Judd LLP

One of the most important decisions the grantor of a trust will make is picking the person or institution to be in-charge of the assets and executing the fiduciary duties the trust requires. Building on the prior sessions, Mark Harder will review various trustee options, the pros and cons of each option, and identify how to select the most qualified trustee for your family's circumstances.

3:30 pm **Bringing it All Together – A Case Study**

Speaker: Kim Kamin, Principal, Gresham Partners, LLC

Panelists: All the day's speakers

Our moderator, a licensed attorney and career-long wealth management practitioner, will bring to life the learning from the morning and afternoon sessions by demonstrating its application through several intriguing case examples. This will be an interactive session with speakers and attendees addressing how they would respond to real-life situations and comparing their approach to the real outcome.

The session will conclude with attendees having the opportunity to ask questions of the day's speakers.

5:00 pm **Adjourn**

6:00 pm **Group Cocktails and Dinner**

8:00 am **Breakfast**

8:45 am **Understanding Prudent Investment Practices**

Speaker: Paul Lee, Senior Regional Wealth Advisor, Northern Trust

This session examines the evolution of fiduciary standards for the investment of trust assets and the ramifications for trustees under the Uniform Prudent Investor Act. In addition to the Prudent Investor Rule, this session highlights certain practices that can be incorporated in trust administration as best practices.

10:15 am **Break**

10:30 am **Fiduciary Risk: Trustee: Honor or Risk?**

Speakers: David Blickenstaff, Partner, Schiff Hardin LLP

Tera Rica Murdock, Associate, Waller Lansden Dortch & Davis, LLP

Using real cases, our speakers--two leading fiduciary litigators--will discuss how fiduciaries can get into trouble. They will share the lessons learned from their cases so you can avoid litigation. They will provide a checklist of best practices to mitigate the risk of litigation.

11:30 pm **Adjourn**

FOX Trustees and Beneficiaries Workshop Registration

November 17-18, 2015 | New York, NY

Family Office Exchange

Three Ways to Register

1. **Scan and email** to workshops@familyoffice.com
2. **Fax this form** to 312.327.1212
3. **Register online** at www.familyoffice.com/workshops

Workshop Qualifications

Select as many as apply

- ❍ **I am an individual trustee of a family trust.**
- ❍ **I am a beneficiary of a family trust.**
- ❍ **I have a corporate trustee.**
- ❍ **I am a family member.**
- ❍ **I am a family office executive.**
- ❍ **My family has a Private Family Trust Company (PFTC).**
- ❍ **I am advisor accompanying a client.**

  If so, please tell us which client you are attending with:

  ____

Function Selections

Please select the meal functions you plan to attend:

- ❍ Tuesday, November 17-Breakfast-8am
- ❍ Tuesday, November 17-Lunch-12:15pm
- ❍ Tuesday, November 17-Cocktails & Dinner-6pm
- ❍ Wednesday, November 18-Breakfast-8am

Dietary or other special needs:

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How did you hear about this workshop?

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Space is limited; all attendees must submit a registration form to ensure a seat. All registrations subject to approval by FOX.

Name (First/Last)

Family Name and Family Office Firm Name

Title/Position

Street Address

City *State/Province*

Country *Zip/Postal Code*

Phone

E-mail

How did you hear about this workshop?

The FOX Trustee Workshop	FOX Member	Non-Member
First Attendee	☐ **$1,695**	☐ **$1,995**
Additional Attendee	☐ **$1,395**	☐ **$1,695**

Payment Method

❍ Payment by check is enclosed *(Check payable in U.S. dollars to Family Office Exchange)*

❍ Please charge the following credit card:
❍ VISA ❍ MasterCard ❍ American Express

Cardholder Name

Card Number *Expiration Date* *Security Code*

Billing Address for Credit Card

City *State/Province* *Zip/Postal Code* *Country*

Cardholder's Signature

For event registrations, refunds of payment or forum allotments will be offered if the cancellation is made in writing to Family Office Exchange at **events@familyoffice.com** five or more business days prior to the start of the event.

Speakers, topics and sessions subject to change.

CPE *This workshop is eligible for up to 7.5 CPE credits.*

Questions? Contact Us.

312.327.1224 or email us at:
workshops@familyoffice.com