Society of
Financial Service Professionals

SOCIETY NEWS

Dallas Chapter *Visit our web site at **www.SFSP.net/dallas*** **February 2002**

(Formerly American Society of CLU & ChFC)

February Breakfast Meeting

Wednesday, February 6, 2002
Park City Club
5956 Sherry Lane Place, 17th Floor
7:30 a.m. - 9:00 a.m.

Featuring:

Cynthia Marcotte Stamer, Esq.

Partner, Andrews & Kurth L.L.P.

"Health Plan Liability Pitfalls for Plan Sponsors and Their Brokers and Consultants"

Businesses that sponsor health benefit plans for their employees and health plan administrators face significant changes in the legal requirements for health plans and significantly increased liability exposures. The most significant of these developments includes a host of new court decisions relating to the liability of health plans and their service providers for malpractice and other decisions. With these and other changes on the horizon, this program will discuss how employers, health plan administrators and vendors must develop an appropriate strategy for negotiating vendor agreements and updating health plan terms, communications and processes.

Cynthia Marcotte Stamer is nationally recognized for her publications and knowledge regarding human resources matters. Ms. Stamer serves as the Vice Chair of the American Bar Association Real Proper & Probate Section's Welfare Benefits Committee, Area IV Regional Director of the SHRM, President Elect of the Managed Care Association of DFW, a member of the State and Dallas Boards of Directors of the Texas Association of Chamber of Commerce and a member of the Executive Committee and Board of Directors of the Dallas Council on World Affairs. Board Certified in labor and employment law, Ms. Stamer regularly advises employers about strategies for reducing employee benefit and employment liability exposures and achieving business objectives as a partner with the law firm of Andrews & Kurth L.L.P.

This presentation has been approved for one (1) hour of Continuing Education credit and qualifies for PACE.

President's Message

Estate Planning in the New World

How will you advise your clients when you consider the following:

- Radical new estate tax laws
- Stock markets turned upside down
- Post September 11th consumer attitudes
- Disappearing national surpluses
- Soaring civil litigation

The above factors are indeed real and therefore present daunting challenges to every estate planner. A serious gap in skills has appeared between the planner of twelve months ago and the consummate estate planner of today. Old world solutions are not sufficient to do the job in the new world.

Estate planners must retool and be open to new approaches to building and preserving wealth. Your Society of Financial Service Professionals offers critical new information in a variety of learning formats, which enable the practicing professional to adjust and thrive in this new planning environment.

Visit your SFSP website at www.financialpro.org for up-to-date estate planning information and ideas. Shortcut your research time by joining us Wednesday February 6, 2002 at 7:30 a.m. at the Park City Club for breakfast, the sharing of ideas with other professionals and hear a wonderful speaker, Cynthia Stamer. We have great study groups too!

Marvin S. King

Marvin S. King, CLU, ChFC, CFP, AEP
President

INSIDE THIS ISSUE:

Video Teleconference – "Philanthropy, Financial Services and Charitable Giving: Making the Pieces Fit"
February 20, 2002, 11:30 a.m. - 2:30 p.m., New York Life Office *(see page 2)*

Greater Dallas Business Ethics Award: Get Your Seats Early!
May 23, 2002, Renaissance Dallas/Richardson Hotel *(see page 2)*

February Video Teleconference

Wednesday, February 20, 2002

11:30 a.m. - 2:30 p.m.

New York Life office

12201 Merit Drive #1000, Dallas, TX 75251

(NO LUNCH PROVIDED)

"Philanthropy, Financial Services and Charitable Giving: Making the Pieces Fit"

If there's a cause, a grassroots effort or a common goal, you can bet that there's a group of individual donors and volunteers supporting it. The attempt to improve the well being of others via charitable works and offerings is as old as mankind.

The Foundation Center, an independent information clearinghouse, currently has records on up to 63,000 foundations, corporate givers and grant-making public charities in its online directory. Charitable giving in the U.S. is big business. So much so that an entire discipline has been established, complete with strategies to help philanthropists define and realize their charitable goals. There are countless gift accounts, professionally managed investment funds and endowments that are versatile and tax efficient vehicles for charitable giving.

You know the basics of structuring charitable plans, now explore the more complex issues associated with charitable giving. You'll learn about various planning techniques (including testamentary trusts, gifts of life insurance, and the use of IRAs and qualified plans) and how to solve clients' needs through charitable planning.

This VTC will also cover:

- How to work effectively with charitable organizations.
- How to integrate charitable giving into your practice.
- How the latest tax and minimum distribution rules will impact charitable planning techniques.

The Team of Experts:

- **Moderator Elton H. Brooks, CLU,** *founded and is now chairman emeritus of the board of Renaissance, Inc., a company whose mission is to educate advisors to assist their clients in recognizing philanthropic opportunities and implementing charitable strategies.*
- **Russell H. Bishop, Jr., CFP, CLU, ChFC,** *spent 20 years as a theologian, a teacher and an administrator at various educational institutions before entering the financial services industry as a representative of Presbyterian Ministers' Fund.*
- **Pamela Jones Davidson, JD,** *is president of Davidson Gift Design, a consulting firm specializing in gift planning, planned giving program design and implementation, and training.*
- **Miles W. McNally, CLU, ChFC,** *is vice president of marketing with McNally, Dunnavan & Lund, Inc., a Minneapolis service corporation specializing in executive compensation and charitable estate planning.*

Don't miss this exceptional Video Teleconference!
This VTC has been designed for financial service professionals and for charity executives who are interested in working together to solve the challenging issues associated with structuring philanthropic plans. Register today (see page 4) and don't miss this unique opportunity to invite your colleagues who work in philanthropy and charitable giving to attend this very informative program.

Greater Dallas Business Ethics Award: Get Your Seats Early!

John L. Norman, CLU, ChFC

Individual seating is now available for this year's Greater Dallas Business Ethics Award. The cost, just like last year, will be $50. However, unlike last year, tickets will not be issued for this event. Instead we will use a reservation list. Get your reservation in early this year as we do expect the event to sell out.

Ethics are a core value and a founding principle of our association. Do not miss this opportunity to show your support of not only our association, but of ethical business practices.

Sponsorships are still available, and volunteers are still needed. Please contact David Ralston or me if you would like more information. Platinum Level sponsorship is $5,000; Gold Level is $2,500; and Silver Level is $1,500. A great way to assure your company that they gain value from this event is to sponsor and nominate.

All over this great metropolitan area are entrepreneurs who want to make a difference. Now more than ever these examples to their community should be singled out and given recognition. Be a part of this great endeavor. These great examples of ethical business practice should remind us all to live our lives in such a way that we could be used as an example to others.

NAIFA-DALLAS NOTES

Please join us for our monthly luncheon meeting
Thursday, February 7, 2002 *(1st Thursday)*
11:30 a.m. • Canyon Creek Country Club • 625 Lookout Drive

This is our ***Annual Awards Luncheon*** *honoring recipients of the 2001 Advisor of the Year and 2001 Hall of Fame, plus NQA, NSAA, NMSA, MDRT, TOT, TLRT Industry Awards and 100% Agencies.*

The presentation will feature a real LIFE story from a Collin County man, Rick Butts, who lost his wife and was left to take care of seven kids.

2001-2002 NAIFA-Dallas Monthly Luncheon Dates:

March 14, 2002	*May 9, 2002*
April 11, 2002	*June 13, 2002*

It is your responsibility to ***support your industry.***
For information on joining the National Association of Insurance and Financial Advisors–Dallas, please call (972) 991-2364.

SECTIONS STUDY GROUPS

Check our website for updated information:
www.sfsp.net/dallas

Employee Benefits Section:

Next meets: February 13, 2002 – 9 a.m. - 11:00 a.m.
(Second Wednesday of even numbered months)

Location: Dallas Chapter office – Interchange Building, 9101 LBJ Freeway, Suite 450, Dallas, Texas

Topic: To be announced

Speaker: To be announced

Retirement Counseling Section:

Next meets: March 19, 2002 – 8:30 a.m. to 10:00 a.m.
(Third Tuesday of odd numbered months)

Location: Dallas Chapter office – Interchange Building, 9101 LBJ Freeway, Suite 450, Dallas, Texas

Topic: To be announced

Speaker: To be announced

Call Gary Wyatt, Sections Chairman, at (972) 661-1843 to be added to the notification list. He will need your name, address, telephone number, fax number, email address and which section you're interested in.

Calendar of Events

LOCAL EVENTS

2001-2002 MONTHLY BREAKFAST MEETINGS:

Wednesday, March 6, 2002
Park City Club – 7:30 a.m.

Wednesday, April 3, 2002
Park City Club – 7:30 a.m.

Wednesday, May 1, 2002
Park City Club – 7:30 a.m.

Wednesday, June 5, 2002
Park City Club – 7:30 a.m.

VIDEO TELECONFERENCES:

Wednesday, February 20, 2002
Wednesday, May 15, 2002

NOTE DATE & LOCATION HAS CHANGED

GREATER DALLAS BUSINESS ETHICS AWARD LUNCHEON:
Thursday, May 23, 2002*
Renaissance Dallas/Richardson Hotel*

NATIONAL EVENTS

2002 CHAPTER LEADERSHIP CONFERENCE & FINANCIAL SERVICE FORUM
March 2-6, 2002
Seattle, Washington

2001-2002 Board of Directors

President	Marvin S. King, CLU, ChFC, CFP, AEP (972) 991-8840 mking@kmaplan.com
Vice President	Joe F. Bittner, CLU, ChFC, RHU (214) 363-7188 jbittner@brooksbittner.com
Secretary/Treasurer	Brenda A. Smith, CLU, ChFC (972) 960-7300, Ext. 208 brenda_smith@manulife.com
Immediate Past President	Larry W. Burgess, CLU, ChFC, CFP (972) 404-4414 lburgess@helmsmanfp.com
Technology & e-Communications	John E. (Jay) Barnes, CLU, ChFC, REBC (972) 661-0101 jay@ffgnetwork.com
Sponsorship/Non-Dues Revenue	Beth D. Henderson, CLU, ChFC (972) 783-8311 bethhnml@bigplanet.com
Community Relations	John L. Norman, CLU (469) 737-4000 jnorman@dallas-afg.com
Ethical Guidance	David W. Ralston, JD (972) 661-5114 dralston@suplaw.com
Membership	Richard W. Stevens, ChFC, LUTCF (972) 361-3846 rstevens2@LNC.com
Programs	Brian A. Wendler, CPA, ABV (972) 680-3490 brian@rwsbizval.com
Sections Study Groups	Gary Wyatt, CPA, CLU, ChFC (972) 661-1843 gwyatt@traviswolff.com
Executive Director	Karen H. True (972) 404-9764 ktrue@sbcglobal.net

Society of
Financial Service Professionals

Dallas Chapter
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Dallas, Texas 75243

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PRE-REGISTRATION FORM – DEADLINE FEBRUARY 1, 2002

Name: ____________________

Company: ____________________

❑ If address change, provide new information below:

Address: ____________________

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Phone: ____________________

FAX: ____________________

Email: ____________________

February 6 Breakfast Meeting Registration

❑ $14 Member Pre-Registration
(Cost is $17 at the Door)

❑ $20 Non-Member Registration

❑ Breakfast Package*

February 20 Video Teleconference Registration

❑ $65 Member Pre-Registration
(Cost is $75 at the Door)

❑ $85 Non-Member Registration

❑ Video Teleconference Package*

**If you have paid for the Breakfast Package or Video Teleconference Package, please call the Chapter office at (972) 404-9764 to confirm your attendance.*

Please check which Meeting(s) you are registering for and enclose check for total amount.
Make checks payable to SFSP, Dallas Chapter, 9101 LBJ Freeway, Suite 450, Dallas, Texas 75243.

Total Amount Enclosed: $ ____________

No refund unless 24 hour cancellation notice given.

PLEASE MARK YOUR CALENDAR – Your canceled check is your receipt. Confirmation will not be mailed. Please read your monthly newsletters or check our website at www.sfsp.net/dallas for updated information and descriptions of our programs. **Pre-Registration Deadline: February 1, 2002**