San Francisco
Estate Planning Council

**Mel Warshaw, JD, LL.M.**
**Financial Architects Partners**

# LIFE INSURANCE PLANNING: YOUR CLIENTS WANT TO KNOW THIS…

Mel will begin by sharing the reasons why wealthy, liquid families are using life insurance in their planning. In an uncertain tax and planning environment, how can life insurance provide certainty and simplicity while complementing and insulating other strategies? Next, he will address why carriers are increasing their cost of insurance (COIs) charges on their existing block of business and what advisors can do to help guide their clients.

Lastly, Mel will provide an overview of the planning opportunities and possible pitfalls of an intergenerational split dollar arrangement. The Tax Court ruled favorably (the Morrissette case in April of this year) on the gift tax consequences but no decision has been issued on the big question of discounting available in valuing the receivable for estate tax purposes. He'll review the best fact patterns and scenarios and which ones should be avoided.

Mel Warshaw is the General Counsel of Financial Architects Partners. His primary responsibility is to assist advisors involved in complex life insurance plans for ultra-affluent families. Mel is a member of the editorial advisory board on insurance for Trusts & Estates magazine and is also the chair of the American Bar Association's Real Property Trusts & Estates Section Task Force on Policy Valuation. Prior to joining FAP, Mel was a senior wealth advisor at JP Morgan Private Bank, and before that a Partner and the head of the Boston office for the Private Client Department at McDermott, Will & Emery. He received his LL.M in Taxation from Georgetown University and his J.D. from St. Louis University.

Join us on **Wednesday, November 16, 2016** at 5:30 PM
At the Omni Hotel
500 California (at Montgomery) in San Francisco.

$75 Preregistered Members $95 Preregistered Guests
***At the door – Registrations still needed*** *- $80 members and $100 guests*
*Reservation needed by November 14, 2016*

Send a check with names to: SFEPC – 767 Brannan Place – Concord, CA 94518
Or pay by credit card – http://www.123signup.com/calendar?org=sfepc

**Continuing Education Credit:**
*MCLE*: This activity is approved for MCLE credit of one hour by the State Bar of California.
*CPA & CFP®*: A sign-in sheet and an attendance certificate are provided at each meeting.

**Excused Absence:**
Members can request an excused absence by mailing a letter, or sending an email (SFEPC@astound.net) to the Council Office prior to the meeting. Please address the letter to the Board of Directors.