

## 2010 Meetings & Special Events

### 2010 Chapter Meetings

June 15  
June 29  
September 21  
October 19  
November 16

### Special Events

August, 2010  
FPA DFW Allied Professional  
Networking Event

October 9-12, 2010  
FPA Denver  
[www.FPAAnnualConference.org](http://www.FPAAnnualConference.org)

October 24-29, 2010  
FPA Residency Experience  
[extension.uci.edu/fpa](http://extension.uci.edu/fpa)



View the 2010 FPA DFW  
Symposium Photo Album  
Page 6 & online @ [www.fpadfw.org](http://www.fpadfw.org)

## Financial Planning Association of Dallas/Fort Worth 2010 Financial Planning Symposium



### Planning in a Time of Change

The Dallas Fort Worth FPA Chapter and especially Special Events Director, Melissa Brennan, and her capable committee organized another outstanding day of speakers, networking, exhibits and dining for the May 7th FPA DFW Financial Planning Symposium.

Over 290 Financial Planners and exhibitors from all over Texas assembled at the outstanding Hilton Dallas Lincoln Centre for an informative and educational day of speakers including well known industry speakers including the opening keynote, Kathryn Capage of Invesco AIM (*What's Up on Capitol Hill?*); as well as the mid-day keynote speaker, Elaine Floyd of Horsesh-mouth, LLC (*Savvy Social Security Planning for Boomers*). Other guest speakers included Marie Swift (*Being Compliant with your Social Media Strategy*); Don Hodges (*Deciphering Fact from Fiction on Wall Street*); Bart A. Boles (*What Happens When an Insurance Company Fails*); Trey Cousins, CPA (*Transfer Tax Litigation Issues*); Matt Tucker, CFA (*Navigating the New Fixed Income Landscape*); John Anderson (*The Risk Dynamic*); Cliff Layfield (*Risk Management Pitfalls to Avoid & Options to Consider*); Carolyn McClanahan, MD, CFP® (*Health Care Reform*); Susan Bradley, CFP® (*The Brain on Change & The Art of Cross Professional Collaboration*); Kevin Carter (*Investment Strategies for the China Century*); and Sharon R. Luker, CFP®, CLTC, (*Advanced Topics Involving LTC Insurance*).

Over 33 exhibitors, 14 speakers, networking with 240 attendees and many CE credits resulted in a consensus among attendees was that it was a phenomenal day of learning, networking and fun!

Some of the comments received from participants were:

*"Great organization - Ran very smooth. Good job!!"*

*"This was my first FPA event ever. I was very impressed with the overall quality of the program"*

*"The volunteer and professional staff put together and executed an excellent program. The range of topics was encompassing. The opportunities to interact with other attendees and sponsors was logistically and time advantaged"*

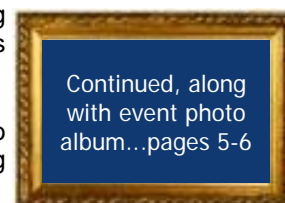
*"Enjoyed Kathryn Capage's session and her depth of knowledge. She had an insiders view of what's going on on Capitol Hill. Very current information that's not available anywhere else"*

*"As usual, an excellent event. As good as any national meeting I go to. Thanks to everyone"*

*"Thanks to all involved. Nothing like being part of the world's top FPA Chapter"*

Congratulations and thank you to everyone who had a part in making the day such a resounding success. In particular, a special thanks goes out to:

**Melissa Brennan, CFP®, FPA DFW Director of Special Events** who organized and orchestrated the entire event and was brilliant in keeping the day moving according to schedule.



# FPA Dallas/Fort Worth Chapter Meeting

Tuesday, June 15, 2010 | Chapter Meeting Registration 10:30 | Chapter Meeting Program 11:00 - 1:50

**Doubletree Hotel | 4099 Valley View Ln. | Dallas, TX 75244**

## June 15 Event Schedule

9:30	Optional Pre-Event CE Session (see pg 3) Equity Hedging Strategies - 1 CE
10:30	Chapter Meeting Registration Open
11:00	FPA DFW Chapter Meeting Welcome & Announcements Marsh— Sponsor Spotlight
11:20	U.S. Economic and Market Outlook
12:10	Break
12:30	Announcements   Luncheon
12:50	Corporate Partner Spotlight
1:00	The Road to Retirement
1:50	Chapter Meeting Concludes

### Chapter Meeting CE Credits

2 CFP & 2 CPE/CPA (pending approval)

Register for the FPA Dallas/  
Fort Worth March Meeting at:  
[www.fpadfw.org](http://www.fpadfw.org)

Chapter meeting questions:  
[execdir@fpadfw.org](mailto:execdir@fpadfw.org)



## New Location for June!!!

Be sure to remember that the  
FPA DFW meeting will be held  
at the Doubletree Hotel in  
Dallas on June 15th.



*Thank you to the March presenting Platinum Partner*

# MARSH

## March Event Fees:

FPA Members	\$35
Guests/Non Members	\$60

**\$5 surcharge applies to at the door registrations**



## Meet the speakers...



### US Economic and Market Outlook

**Sam A. Wardwell, Senior Vice President**

**Pioneer Investments—Investment Strategist**

1 CFP & CPA CE

Sam Wardwell and the Investment Strategy Specialist team are responsible for explaining the investment philosophy, process, and performance of investment products and providing updates on overall financial market performance, economic trends and the firm's economic outlook to clients and their advisors.

Sam's career has given him direct experience with many of the most important economic developments of the past thirty years. He began his career with Bank of Boston as a commercial lender specializing in transportation companies during the Carter administration's deregulation of the transportation sector and imposition of credit controls in an attempt to slow inflation. He moved to the bank's investments division as a fixed income position trader during the years when the Volcker Federal Reserve raised interest rates to unprecedented levels in its successful attack on inflation.

In 1984, Sam joined Fidelity Investments on the fixed income investment side of the business, moving to the equity side and then into a role as a spokesman for Fidelity's portfolio managers to institutional clients and consultants. Sam joined Wellington Management Company in 1988. Over the next twelve years, he helped lead the growth of its institutional business, leading product management and institutional client relationship management teams. He also conducted original capital markets research and wrote white papers on topics such as the drivers of equity size and style cycles and the influence of the dot.com stocks on market index returns. Sam joined Pioneer Investments in 2003 from State Street Research where he was head of equity product management.



### The Road to Retirement: Exit Strategies for Retirement Plan Assets

**Dru Donatelli, JD-MBA, CLU, ChFC**

**Field Director—Special Markets**

**John Hancock**

1 CFP & CPA CE

In his role as John Hancock's Assistant Vice President of Special Markets, Dru Donatelli consults with advisors on a variety of wealth management solutions, including basic financial and estate planning, qualified retirement plans, and charitable strategies.

Dru began his career practicing law in California in the early 80s, engaged in transactional practice focusing on wills, trusts, powers of attorney, lifetime gifting, and other wealth transfer and estate planning matters. Prior to joining John Hancock, Dru was Vice President of Advanced Markets for USALianz, where he managed a team of professionals that delivered advanced markets solutions.

Dru was previously published in Broker World on "Marketing Single Premium Deferred Annuities," is an occasional radio guest commentator, and was an adjunct professor of Business Law for the State University of New York, Regents College.

## Free CE! Special Session Offered on June 15th

### EQUITY HEDGING STRATEGIES - TO PROTECT & SERVE

with presenter Jeffrey Beamer

Portfolio Manager & Director of Trading, Lacerte Capital Advisers, LLC

On June 15th, we are pleased to offer a free CE session and present Mr. Jeffrey Beamer, Portfolio Manager and Director of Trading, Lacerte Capital Advisers, LLC.

This presentation is designed to introduce different equity hedging strategies employed by mutual funds. Mr. Beamer will cover diversification, the still very popular long/short equity strategies, and focus on derivatives between static and dynamic hedging.

Don't miss your opportunity to learn about the most commonly used strategies and also gain an understanding of the future of mutual fund investment strategies.

**Doubletree Hotel - 4099 Valley View Ln., - Dallas, TX  
North/Central Salon Ballroom—Lobby Level**

**June 15th - 9:30 - 10:30 a.m.**

<b>FPA Members:</b>	<b>Free</b>
<b>Guests/Non-Members:</b>	<b>\$15</b>

**CE: 1 CFP & CPE Credits (pending approval)**

### Learning Objectives:

- How to invest in alternative strategies, including LP's and private placement (the pros/cons of each type)
- How to evaluate and research various types of mutual fund investment strategies, including:
  - Diversification
  - Long/short equity
  - Index/proxy/correlation hedging
  - Derivatives as a hedge



[www.fpadfw.org](http://www.fpadfw.org)



**Looking to fill a position in the near future?**

**Then the FPA DFW Job Bank is what you need!**

Many FPA members have filled positions within their companies or firms by posting a job to the Job Bank section of the FPA DFW website. This is a **FREE** member benefit and you are able to run your ad for 30-90 days at no cost.

You can search for full time, part time or intern positions through this web page. Simply email your ad to [execdir@fpadfw.org](mailto:execdir@fpadfw.org) as you would like for it to appear and include the following information.

- Job Title
- Description and/or details of the job or position
- Contact name and email
- Your website address (optional)

<http://www.fpadfw.org/jobbankdisplaylistings.cfm>



### Find FPA DFW on Facebook, LinkedIn & Twitter

Did you know FPA of DFW has a presence on the three most popular social networking sites? We have profiles on Facebook, Twitter, and LinkedIn, providing members multiple ways to keep up to date on the various activities of the local chapter. Follow just one or all three, it's your choice!

Get involved and help us spread awareness of FPA DFW and our great mission to your colleagues and fellow FPA members.

Click here to join the Financial Planning Association of Dallas/Fort Worth group on LinkedIn.



Click here to follow the FPA DFW Twitter profile.



Click here to join the FPA DFW Facebook group.





# FPA Dallas/Fort Worth Tarrant County Chapter Meeting

**JUNE 29, 2010** First Command Financial Services Offices | 4100 South Hulen St. | Fort Worth TX 76109

## Global Equity & Global Bonds - The New Normal

Guest Speaker: Viad Milev - Payden & Rygel

The difference between the best and worst performing major global stock markets in 2009 was 85%. Global bonds, normally a "boring" asset class, have seen volatility and dispersion of returns akin to equities as well in the last couple of years and are enjoying renewed interest from retail and institutional investors alike. This session will give you access to some of the top-down tools that can help position your clients' portfolio to benefit from this "new normal".

## Top 10 Issues for any Texas Employer

Guest Speakers: Mark Shank & Rob Radcliff—Gruber Hurst Johansen and Hail. LLP

Mark will speak on the "Top 10 Issues for any Texas Employer" while Rob will discuss investment advisor use of social media under the new FINRA regulations. View complete details at [www.fpadfw.org](http://www.fpadfw.org)

[www.fpadfw.org](http://www.fpadfw.org)



### Agenda

10:00 - 10:30  
Registration & networking

10:30 - 10:40  
Announcements

10:40 - 11:30  
Global Equity & Global Bonds

11:30 - 12:10 - Lunch

12:10 - 1:00 - Top  
10 Issues for any Texas Employer

**CE Credits: 2 CFP & 2 CPA  
(pending approval)**

## FPA Dallas/Fort Worth - Calling All Leaders

It's that time once again to call for nominations for our Board of Directors. FPA DFW is recognized across the country as one of the leading chapters of the Financial Planning Association. This recognition is due to our dedicated and committed leaders that have carried the mission and vision of the FPA and our profession forward. Many of the leaders from DFW have continued on to serve on national task forces of the FPA. We are honored to have such a legacy of leaders to guide our way.

In considering the role on the Board of Directors, keep in mind the FPA core ideology. The FPA benefits the public by helping to ensure that financial planning is delivered through competent, ethical financial planners. Our profession exists to help consumers make wise financial decisions to achieve their life goals. The FPA is the community that fosters the value of financial planning and advances the financial planning profession.

We want people who have a passion for financial planning and who are dedicated to advancing the profession. You may be just the person we need to take on a role of leadership. Are you willing to consider exploring the possibility of leadership in the FPA?

Perhaps you've served on a committee or have served in other leadership roles that would benefit the FPA.

Our directors have defined roles and a history of strategic initiatives that a new director can connect with in defining their role going forward. The FPA offers a leadership training, a Leadership Conference to help facilitate learning the role of a director and hands-on opportunities to grow as a leader. We meet monthly to share ideas, brainstorm solutions, and discuss how we can make a difference in the lives of our members and in the profession.

### **Will you consider nominating either yourself or a colleague?**

If you have questions about serving as a leader in the FPA of DFW please contact our President-Elect, Monte Ferguson at [Monte@pivotalfinancialadvisors.com](mailto:Monte@pivotalfinancialadvisors.com) or (817) 201-8776. We welcome your questions and interest.



*Look for nomination forms and links to come via email and online for the 2011 FPA DFW Board of Directors nominations.*

*We welcome your submission.*





# 2010 FPA DFW Financial Planning Symposium *'Planning in a Time of Change'*

May 7, 2010 | Hilton Dallas Lincoln Centre

Capage | Floyd | Swift | Layfield | Hodges | Carter | Bradley | Anderson | Cousins | Luker | Tucker | McClanahan | Boles



Continued from page 1:

- **Conference Committee:** Tiffany Garza, CFP®, Mandy Sessler, Ron Caldwell, CFP®, CIMA, Ryan Blair, Lauren Gifford, Sharon Luker, CFP®, CLTC
- **Event Volunteers & Staff:** Melisa Hall, Vicki Stone, Debbie Rynas, Dennis Carpenter, Tom Hall, Mandy Sessler, Katie Brewer, CFP®, Caroline Primus, and Tiffany Finney-Johnson, CFP®

Our warmest thanks and gratitude also goes out to the many sponsors and exhibitors who made the day possible at such a reasonable cost to our membership and who also provided interesting and informative displays staffed with knowledgeable professionals to answer our questions and distribute valuable literature and information.

To contact one of the following sponsors please visit our website at [www.fpadfw.org](http://www.fpadfw.org) for a full listing of contact information.

## FPA DFW Gold Corporate Partners

Artio Global Investors  
Charles Schwab Advisor Services  
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MFS Investment Management  
Morningstar  
Osterweis Capital Management  
Payden Mutual Funds  
U.S. Global Investors, Inc.  
William Blair & Company

## FPA DFW Silver Corporate Partners

Allianz Global Investors  
American Century Investments  
Appleseed Fund  
Chubb Insurance  
Hub International Personal Insurance  
Jagen™ Investments, LLC  
MainStay Investments  
Managers Investment Group  
TD Ameritrade Institutional  
Thornburg Investment Management

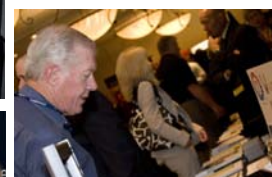
## 2010 Symposium Tote Bag Sponsor

American Century Investments



**American Century Investments®**

A very special thanks to American Century and Jim Walden for sponsoring the FPA Symposium tote bags since 2003



## FPA DFW Platinum Corporate Partners

Chartis - Private Client Group  
Claymore Securities  
A Guggenheim Partners Company  
Hodges Capital Management  
Houston Advantage Insurance Brokerage  
John Hancock  
Lacerte Guardian Fund  
Marsh Private Client Services  
Pioneer Investments  
SEI Advisor Network  
Summit Alliance Financial  
Trust Company of America

## 2010 Symposium Lunch Sponsor

Invesco AIM



## 2010 Symposium Breakfast Sponsor

First Command Financial Planning



## Congratulations

to the winner of the  
2011 FPA DFW Season Pass...  
Luisa Nemati, CFP®



# 2010 FPA DFW Financial Planning Symposium

## 'Another Great FPA Event! Symposium 2010'

A Picture is Worth a 1000 Words

2010 FPA DFW  
Symposium  
Photo Album



2010 FPA DFW Board of Directors



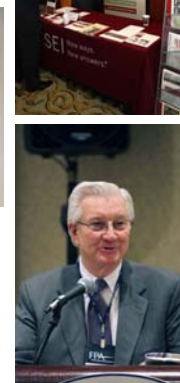
FPA DFW Past Presidents (L to R) Bryan Clintsman, CFP®; Dennis Carpenter, CFP®; Trudy Turner, CFP®, CPA; Mike Busch, CFP®, CPA; Kevin Grant, CFP®



FPA DFW President, Tara Scottino, CFP® & FPA National President, Tom Potts, PhD, CFP®



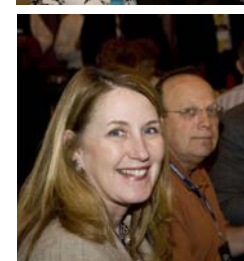
Susan Bradley, CFP®



Don Hodges



John Anderson



Matt Tucker, CFA



Trey Cousins, CPA



Carolyn McClanahan, MD, CFP®





# FPA DFW Mentor Program



The Financial Planning Association of Dallas/Fort Worth is pleased to announce that the new Mentor Program is officially underway. We held our first informational meeting on Thursday, April 8, 2010. The meeting was well attended with eager participants from both the mentor and mentee perspectives.

The goal of the FPA of DFW Mentor Program is to bring established planners and new planners in the Dallas/Fort Worth area together, bridging the gap, and providing a way to transfer knowledge, experience, and skills from one generation to the next ensuring the continued growth and future success of Dallas/Fort Worth's financial planning profession.

It is not too late to sign up!

We are actively working to enhance the FPA DFW website to include a page specifically dedicated to the Mentor Program. At that time, all materials (applications, sample interview questions, etc.) will be available electronically. In the mean time, if you are interested in being a mentor or a mentee or would just like additional information on the program, please contact the FPA DFW at [execdir@fpadfw.org](mailto:execdir@fpadfw.org), and we will email the information to you.

This is an exciting program, and we are appreciative of all the support we have received. As we move forward, please continue to provide us feedback on how we can make it better. You can speak with any one of the Mentor Program Committee members regarding your thoughts, suggestions, and questions.

2010 Mentor Program Committee:

- E.W. "Woody" Young, CFP®
- Victor H. Garza, CFP®
- Nic Gibson, CFP®
- Dennis J. Moore, CFP®, MBA

We would like to thank all of those who have volunteered for the program as well as the committee members and the FPA DFW Board of Directors for their hard work and support in making this program a reality.

## Classified Ads

### Office Space for Lease

North Dallas advisory firm has up to 1,200 sq ft for lease – furnished or unfurnished. Private entrance, access to copier, fax, wireless, and conference room. Call 214-368-2900.

*Free FPA member benefit! If you have a classified ad that you would like to include in a future FPA DFW newsletter submit it to [execdir@fpadfw.org](mailto:execdir@fpadfw.org) via email, 60 words or less, and your ad will run in the next upcoming issue.*

## New Member Benefit:

# FPA Member Logos



The Financial Planning Association® (FPA®) is pleased to announce a new member benefit that provides a great opportunity for you to proudly promote your membership: FPA Member Logos.

Displaying the FPA Member Logo communicates your dedication to FPA's Code of Ethics and Standard of Care. When you post the Logo electronically, please link it to [www.FPAnet.org](http://www.FPAnet.org) so your clients and colleagues have access to the FPA community.

Current FPA members who are in good standing can download the 2010 FPA Member Logo at: [www.FPAnet.org/Membership/MemberLogo](http://www.FPAnet.org/Membership/MemberLogo). Feel free to promote the Logo in your company newsletter, e-mail signature, business card, and various other collateral tools. The FPA Member Logo is a FPA member benefit and should *not* be shared with others.

"FPA members asked and we listened," said Jaleen Edwards, FPA's managing director of member relations. "FPA members are proud of their membership in the largest and most diverse organization for personal financial planners. We're excited that we now have another vehicle for FPA members to promote their membership in the FPA community."

Please reference the FPA Member Logo Usage Guidelines for specifics on usage and further information. The FPA Member Logos change yearly, meaning in 2011 current members are eligible to access the 2011 Logo.

Members are encouraged to keep their Logos current, and displayed prominently. If a member does not renew their membership, they must remove the FPA Member Logo at that time.

To access the FPA Member Logos, you must be a current member with a login and password to [www.FPAnet.org](http://www.FPAnet.org). For assistance in creating or resetting a login and/or password, please contact FPA Member Services at 800.322.4237.

Products and  
services for  
your business

Start taking advantage of your membership >

**If you are **not** currently covered under FPA's Group Long Term Disability plan:**

*Guaranteed Issue\* Enrollment Is Now Open For FPA's Group LTD Plan!*

This exceptional coverage from Standard Insurance Company is available on a guaranteed issue\* basis. This plan, which costs **50-75% less** than comparable individual disability income policies, has been hugely popular with FPA members because of the great rates and benefits.

**This exclusive FPA offer is only available if you enroll by May 21, 2010.**

Enroll in this plan if:

- You don't currently have a DI plan and want excellent coverage at a great rate.
- You own an individual DI policy and want low cost, high quality supplemental DI insurance.
- You have had or think you might have difficulty qualifying for coverage that requires medical underwriting\*.
- You aren't currently covered under an employer sponsored group LTD plan.

*\*No medical questions will be asked if there are at least 150 new enrollees during this open enrollment period. You must be a current dues paying member of FPA to apply.*

**Ready to enroll now?**

Go to: [www.fpanet.org/Membership/DiscountPrograms/](http://www.fpanet.org/Membership/DiscountPrograms/), log in, select "Long Term Disability" and then "Apply Now", complete, and submit

**If you **are** currently enrolled in the FPA Group LTD plan:**  
*Update Your Benefits Based On Last Year's Net Income; No Medical Questions Until May 21, 2010.*

**Ready to update now?**

Go to [www.fpanet.org/Membership/DiscountPrograms/](http://www.fpanet.org/Membership/DiscountPrograms/), log in, select "Long Term Disability" and then "Update my benefits", complete, and submit.

## 2010 FPA DFW Event Schedule



Following are a few of the FPA DFW 2010 event dates - be sure to include these on your 2010 calendar! Additional events are in the works and will be announced throughout the year.

### June

- 15 FPA DFW Chapter Meeting
- 29 FPA DFW Tarrant County Chapter Meeting

### August

- TBA FPA DFW Networking Happy Hour

### September

- 21 FPA DFW Chapter Meeting

### October

- 9-12 FPA Denver
- 19 FPA DFW Tarrant County Chapter Meeting

### November

- 16 FPA DFW Chapter Meeting

### Additional details to follow on:

- Allied Professional Networking Events
- Tarrant County Chapter Meetings
- FPA DFW Study Groups
- National Financial Planning Week Events
- Practice Management Events
- Intern Appreciation Event—Summer 2010

## Looking for Additional Education Opportunities?

**Look no further!** We have added a new page to the FPA DFW website that will feature upcoming events and webinars that are hosted and put on by the DFW Corporate Partners.

Be sure to check out the new page by visiting [www.fpadfw.org](http://www.fpadfw.org) and selecting 'Corporate Partner Hosted Events/Webinars' under the Events drop down.

Many are free, some require a fee, but all are excellent events that our DFW sponsors are bringing to you. Be sure to take advantage of these great additional educational opportunities today!





## What does volunteering for Pro Bono mean to our members.... Just ask them! We did....



"I really enjoy my involvement with Pro Bono. It allows me to share my knowledge and make an impact on people who cannot easily access our services. The YWCA initiative is focused on helping women with their financial lives. These women are just above the poverty line, so they do not qualify for public benefits. The YWCA provides the knowledge and Pro Bono teaches them how to apply it."

**Lacey Ledesma**

"Being a volunteer this semester with Junior Achievement was a very rewarding experience. The 90 students that I worked with were excited about financial education! I could tell from their words and actions that we are making a huge difference in their lives and our future economy. We discussed all areas of financial planning including saving, investing, insurance and good financial behavior. These students were truly wonderful to work with and I hope that they learned as much from me as I learned from them. I encourage everyone in FPA to consider helping out with JA. I can't wait for next semester!"



**Jared Pickens, CFP®, CRC®, AFC**



"The IRS Volunteer Income Tax Assistance Program (VITA) offers free tax help to low-income people who cannot prepare their own taxes. When you volunteer for this program you get the opportunity to work face-to-face with people who really need your help. You'll also see a completely different side of the U.S. tax system than the one we normally work with as practicing financial planners. With a small commitment of your time you can make a difference by sharing your knowledge as a Financial Planner."

**Lance Alston, CFP®**

"With Financial Freedom, I have helped 2 clients in very different situations. The first couple was living paycheck to paycheck and I helped them map out a budget calendar to get on track, build an emergency fund and pay off debt. The second couple wanted to make sure they were saving enough. They were saving enough for retirement, but needed to build some taxable savings to avoid dipping into retirement savings. It is always so rewarding to help people get on track financially. Pro Bono is a great way to give back to our community and help those who cannot afford our advice."

**Gelasia Steed, CFP®**



Contact Tiffany Finney-Johnson for more information @ [tfinney@jwafinancialgroup](mailto:tfinney@jwafinancialgroup).

# 500 PEOPLE, IN HOURS

Join the DFW FPA in our **2010** goal of reaching **500** people in our community with **500** volunteer hours!

*How can YOU get involved? Glad you asked...*

Interested in *1 on 1 financial planning~*



OR



OR



**may provide the opportunity you are looking for!**

Interested in *teaching or group presentations~*



Junior Achievement®

OR



Consumer Credit  
Counseling Service  
*Your partner in financial management*

OR



**may be for you!**

**38** DFW FPA members have volunteered **168** hours of their time to reach over **170** people in our community!  
*Help us continue making a difference by volunteering today!*

Contact Tiffany Finney-Johnson at  
[tfinney@jwafinancialgroup.com](mailto:tfinney@jwafinancialgroup.com) for more information





## Nominate, Recognize Your Extraordinary Colleagues

Recognition from colleagues for your good works is one of the most satisfying experiences any professional can have. Now's your chance to spread those good feelings. The Financial Planning Association® (FPA®) wants you to spotlight those who perform exceptional work in the financial planning community with a nomination for the 2010 Heart of Financial Planning Award. The recipient will be recognized for their service at FPA Denver 2010.



Help the FPA tip its collective hat to those who have made an impact on the financial planning community and/or the public while upholding and promoting FPA's Core Values. It could be an FPA member, a financial planning firm, an FPA chapter, a business person, a professor, a journalist, or even yourself.

The deadline for nominations is **June 4, 2010**. Download a nomination form at [www.fpanet.org/AboutFPA/AbouttheProfession/Awards/](http://www.fpanet.org/AboutFPA/AbouttheProfession/Awards/) or submit a one- to three-page letter that includes:

- Detailed description of what sets your nominee apart. Give specific examples of the nominee's extraordinary work.
- Show how the nominee's actions contribute to or give back to the financial planning community and/or the public.
- The nominee's excellence in demonstrating FPA's Core Values.
- Your affiliation with the nominee.

### Mail, fax or email nominations to:

Heart of Financial Planning Awards  
Financial Planning Association  
Suite 400  
4100 E. Mississippi Ave.  
Denver, Colo. 80246  
Fax: 303.759.0749  
Email: [HeartAwards@FPAnet.org](mailto:HeartAwards@FPAnet.org)

## FPA Dallas/Fort Worth

P.O. Box 261750

Plano, Texas 75026-1750

office: 972.747.0407

fax: 972.747.0409

email: [execdir@fpadfw.org](mailto:execdir@fpadfw.org)

[www.FPADFW.org](http://www.FPADFW.org)

# FPA Dallas/Fort Worth 2010 Scholarship Awards Announced



## Scholarship

By Ryan Huey, CFP®  
FPA DFW Scholarship Chairman

Recognizing the value the CFP® designation adds to one's career development, the FPA DFW Scholarship Committee, in coordination with our funding partners, has established our Merit-Based Scholarship Program for qualified CFP® candidates across the state of Texas.

For 2010, we have again awarded two types of scholarships:

- the CFP® Certification Exam reimbursement scholarships at \$600 each; and
- the Prep Course Scholarships which provide a reimbursement of up to \$1,000 toward certain expenses incurred for exam preparation. The Prep Course scholarships are considered "top honors" and go to the most outstanding candidates in addition to the \$600 Exam Fee Awards.

We are pleased to announce our 2010 winners as follows:

### Gary A. Morris, CFP® Merit Scholar

Kelli Gailan—Texas Tech University  
Qianwen Bi—Texas Tech University  
Neil Teubel—Texas Tech University

### Dennis Carpenter, CFP® Merit Scholars

Danielle Winchester—Texas Tech University  
Ocean Ho—Texas Tech University

Michael Guillemette—Texas Tech University  
Jing Zhang—Texas Tech University

### Gary A. Morris, CFP® Merit Scholars & Gary A. Morris, CFP® Prep Course Scholarships

Benjamin Cummings—Texas Tech University  
Haley Richards—Texas Tech University  
Justin Price—Texas Tech University

A big congratulations to all the winners - we are proud of your accomplishments and wish you the best of success in your careers!

For more information on the FPA DFW Merit-Based Scholarship Program, and on how you can make a tax-deductible gift to this effort, please contact Scholarship Committee Chairman, Ryan Huey at [rhuey@billperryman.com](mailto:rhuey@billperryman.com).

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## July/August 2010

### FPA DFW Newsletter

If you have an article, advertisement or notice for the July/August issue of the FPA DFW Newsletter, submit it to Melisa Hall at [execdir@fpadfw.org](mailto:execdir@fpadfw.org) by June 1.

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For more information on how to become an FPA member, we invite you to visit our website at [www.fpadfw.org](http://www.fpadfw.org) and click on Join FPA.

## Welcome New Members

*The Dallas/Fort Worth Chapter welcomes you as the newest members of the Chapter*

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# FPA Government Affairs Update

## May/June 2010

There are many issues being discussed on Capitol Hill that directly impact the financial planning profession. Several of these topics are highlighted below. The Government Relations website is a great source to keep up to date on these, and other, topics.

For additional information, please refer to the FPA Government Relations website:

<http://www.fpanet.org/GovernmentRelations/>

### The Patient Protection and Affordable Care Act is Passed by Congress

The Act was signed into law on March 23<sup>rd</sup>. A second smaller measure – making changes to the first – was passed by Congress on March 25<sup>th</sup> and signed into law on March 30<sup>th</sup>. Some highlights include:

- No lifetime benefit limits and only limited annual benefit limits
- Coverage for dependent children up to age 26, as long as they do not have access to other employer-sponsored health coverage (the reconciliation bill also assures that this coverage can be provided on a tax-free basis)
- No preexisting conditions for children under age 19
- No cancellation of health coverage, except in cases of fraud (primarily an individual insurance policy issue)
- New limitations on Flexible Spending Accounts (FSAs) and Health Savings Accounts (HSAs)
- Higher taxes on wages and investment income for taxpayers with earnings over \$200,000 and \$250,000 (joint)
- Requires employers with 50 or more employees to offer coverage to their employees or pay a fine

### Senate Banking Committee Passes Financial Reform Legislation

On March 22, the Senate Banking Committee approved the Restoring American Financial Stability Act of 2010 on a strictly party line vote. The 1,300 page bill contains several provisions that are of great importance to our members. Some of the highlights:

FPA thinks the time to act on this is now. Is your Senator on the banking committee? Keep an eye out for a grassroots call to action from FPA, asking you to write in support of extending the standard now and oppose the study proposal. Negotiations are at a critical stage and the coming days may tell which direction the Senate heads in.

### Regulation of Financial Planners

Section 919 of the bill provides for a Government Accountability Office (GAO) study to determine the appropriate regulation for the financial planning profession. In making its recommendations, the GAO will consider the appropriate structure for regulation of financial planners and the appropriate scope of the regulations needed to protect consumers, including, but not limited to, the need to establish competency standards, practice standards, ethical guidelines, disciplinary authority, and transpar-



## FPA® Government Relations Advocacy Web Site

The GR web site contains recent FPA comment letters, links to important CFP® professional issues, securities, insurance, tax and compliance information. For the latest information on advocacy issues, visit the following web address and add it as a bookmark.

[http://www.fpanet.org/member/govt\\_relation/index.cfm](http://www.fpanet.org/member/govt_relation/index.cfm)

ency to consumers. The study must be completed within 180 days of the passage of the legislation. The GAO will send its recommendations in a report to the Senate Committee on Banking, Housing and Urban Affairs; the Senate Special Committee on Aging (chaired by Senator Kohl); and the House Committee on Financial Services.

While we had hoped to have Senator Kohl introduce a provision creating a financial planner oversight board, this study is truly a good first step.

### Fiduciary Standard

Section 913 of the bill requires the SEC to undertake a study of the effectiveness of existing regulatory standards imposed on broker/dealers and investment advisers and whether there are any regulatory gaps. The SEC is directed to consider, among other things:

- 1) The resources it and FINRA devote to examine broker/dealers and investment advisers as well as the frequency of the exams;
- 2) How applying the fiduciary standard of care to broker/dealers will reduce customer access to products; and
- 3) The impact of authorizing a self-regulatory organization to augment the efforts of the Commission to oversee investment advisers.

The SEC is given a year to complete the study and then send its findings back to Congress.

### Tax Incentives for New Hires

Two new tax benefits are now available to employers hiring workers previously unemployed or only working part time. These provisions are part of the Hiring Incentives to Restore Employment (HIRE) Act enacted into law on March 18, 2010. First, employers who hire unemployed workers this year (after Feb. 3, 2010 and before Jan. 1, 2011) may qualify for a 6.2-percent payroll tax incentive, in effect exempting them from their share of Social Security taxes on wages paid to these workers after March 18, 2010. Second, an employer may claim an additional general business tax credit of up to \$1,000 per qualified worker.

# FPA Government Affairs Update

## Continued...

### Estate Tax

The House has passed legislation (H.R. 4154) last December, but the Senate continues to dither. Treasury Secretary Geithner and Senate Finance Committee Chairman Baucus have both expressed support for a retroactive extension of the estate tax and the recently-passed PAYGO bill expressly exempts a two-year extension of 2009 law from spending cuts or tax increases. However, Congress will first turn its attention to a jobs bill, meaning that Senate consideration of estate tax legislation could get pushed to late spring or even early summer. Meanwhile, many states are taking action to clarify formulary language that is tied to the now-expired federal estate tax law.

Source: <http://www.fpanet.org/GovernmentRelations/>

The Financial Planning Association is providing this information as a service to its members. While this information deals with legal issues, it does not constitute legal advice. If you have specific questions related to this information, you are encouraged to consult an attorney who can investigate the particular circumstances of your situation.

### Join the FPA DFW GR Committee

Do you want to be the first to know of new regulations and laws that affect you and your clients? Do you want to have an impact on the way new regulations and laws are written affecting you and your clients?

Join the FPA Government Relations committee and make an impact.

**Contact: Dennis Moore, CFP®, MBA**  
**2010 FPA DFW Government Affairs Director**  
**(214) 929-1722 or [dennis.moore@questadvisor.com](mailto:dennis.moore@questadvisor.com)**

## FPA Grassroots Alert - Please Act Now!

**PLEASE ACT NOW** to send a letter supporting a fiduciary standard for all those who provide investment advice: <http://www.fpanet.org/GovernmentRelations/GrassrootsEfforts/>. The Senate could consider this amendment at any time!

The Senate is currently debating financial regulatory reform legislation, the Restoring American Financial Stability Act of 2010 (S. 3217). An amendment offered by Senators Akaka (HI), Menendez (NJ) and Durbin (IL) would make sure that brokers who give personalized investment advice are held to the same fiduciary standard of care as investment advisers.

Contrary to assertions by opponents, the Akaka-Menendez-Durbin amendment:

- **Would not require securities brokers or insurance producers to do away with commission-based compensation.** The legislation explicitly protects commission-based compensation. Many financial planners currently receive commissions while adhering to the fiduciary standard, by managing conflicts of interest and disclosing compensation to clients.
- **Would not prevent securities brokers or insurance producers from offering a limited menu of products.** The legislation specifically permits the sale of limited or proprietary products. Many financial planners currently offer a limited line of products to their clients and do so with fiduciary accountability by making appropriate disclosures and managing conflicts.

The extension of the fiduciary standard of care to brokers and dealers would reduce consumer confusion and provide a protection for consumers of financial services, particularly the elderly. **Please act NOW to make sure your voice is heard!**

If you encounter problems with the FPA Grassroots Website contact Jennifer Rudolph, [jennifer.rudolph@fpanet.org](mailto:jennifer.rudolph@fpanet.org), (202) 449-6348. We have found that the best web browser to use is Microsoft Internet Explorer and that you may need to adjust your firewall protection levels.



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# Happy Anniversary

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*The DFW Planner is a bi-monthly publication. The DFW Planner provides information, resources and networking opportunities to the membership of FPA DFW and the community.*

*Comments or submissions can be made to the FPA DFW Executive Director at 972-747-0407 or [execdir@fpadfw.org](mailto:execdir@fpadfw.org).*

## How do we get (& stay) great...?

Besides our absolutely fantastic Board and wonderful Volunteers, we also have our Annual Partners to thank. They provide approximately one-half of the revenue needed to run the chapter. Without our Partners' support, your price for chapter meetings and annual Symposium would be much higher. Plus, we wouldn't have the support of Melisa Hall and the administrative office. When a Partner communicates with you, please take a few minutes out of your day to thank them and listen to what they have to offer.

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The views expressed in these articles are subject to change.

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Dear Member,

The Financial Planning Association has posted its **2009 Report to Members** to the FPA Web site. Available only to members of FPA, this recap contains a financial report, our perspectives on what the year was like for FPA, and highlights of FPA's activities, programs, and new initiatives in 2009.

Richard C. Salmen, CFP®, DFA, CTFA, EA  
2010 FPA Chair

Marvin W. Tuttle, Jr., CAE  
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Thursday, September 23, 2010



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Details & Registration Online at [www.FPAHouston.org](http://www.FPAHouston.org)

Sponsorship opportunities available

Plan to attend the FPA of Houston Financial Planning Symposium on Thursday, September 23rd where we will explore all aspects and areas of financial planning. This conference is an exciting opportunity to hear from nationally renowned speakers and enjoy a day of learning, networking and mentoring. In addition to a great agenda and outstanding speakers, this year's event will also feature the return of the exhibitor's area, door prizes and much more.



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## 10 Things New College Grads Should Do to Plan Their Financial Lives

The Class of 2010 is stepping into an uncertain job market with big financial responsibilities. The College Board reported last August that based on 2008 figures, one third of all bachelor degree recipients had college debt exceeding \$20,000, with 6 percent owing more than \$40,000.

Yet every college graduate, no matter how much they owe, possesses the most valuable asset any adult has when it comes to money, and that's time – lots of it. The average 22-year-old college graduate has 43 years to plan for retirement at age 65. And if they decide to work until age 70 (the starting date many experts now recommend) that span goes to 48 years. Those years can allow for plenty of time to set goals, make decisions, correct problems and accumulate assets.

With that in mind, smart grads might consider the following once they grab that diploma:

1. **Start by talking to a financial planning professional:** A visit with a financial planner is a great “clean slate” move. A one or two-hour meeting with a CFP® professional can you examine your current finances including college debt and what it will cost to live independently. You'll also get the chance to establish and start a plan for all your long-term goals leading up to retirement – that would include travel, buying real estate, planning for a family or even a trip back to graduate school. The best planners are also a great sounding board for job decisions as they can help you evaluate how a potential employer's pay and benefits offerings fit into your overall plan. You can find a planner in your area by visiting [www.PlannerSearch.org](http://www.PlannerSearch.org).
2. **Start saving for retirement immediately:** You might not have \$5 to your name after graduation. Or you might have gotten a nice little pile of graduation money that's burning a hole in your pocket. Save some of it for celebration, but give some thought to investing in your first IRA and plan to start contributing to it on a regular basis over time, even if it's only in small amounts for now. The 2010 contribution limit for taxpayers under 50 years of age to a traditional or Roth IRA is the smaller of \$5,000 or the amount of your taxable compensation for the year. The amount can be split between a traditional or Roth IRA, but the combined limit is \$5,000. And the moment you qualify for an employer 401(k) plan, contribute the maximum, particularly if your employer matches.
3. **Think used:** The Great Recession has reset the consumer mindset considerably over the past couple of years. There are reasons to spend money for higher quality items that make sense – a good suit to impress a future employer or clients, for example. But there's no reason why a well-maintained used car can't work for a few years (unless there's a good mass transit option) or your first apartment can't be furnished at garage sales, auction sites and thrift shops. Of all the things you might need or want, ask yourself: Do you really need to buy new? If so, hit the dollar store.
4. **Track that spending:** Ongoing budgeting is crucial for a lifetime, not just the first few years after graduation. Whether you have a paper-and-file-based system or you go with paid or free online options (like Mint.com), make it a policy to do weekly tracking of spending, saving and investing.
5. **Even though you're young, you need insurance:** If you're single, it's not time for life insurance, but you must have auto, rental insurance and yes, disability insurance. As for health insurance, there's some good news if your employer won't cover you immediately – under the new federal health care reform law, you'll be able to stay on your parents' health care family coverage until age 26. If you're driving an older car, determine whether you need to keep collision coverage on it. Don't forget renter's insurance because a break-in can cost you thousands of dollars. If you're driving a used car, you may not need to keep as much collision insurance on your car. Don't forget to insure the contents of your apartment – one break-in can cost you thousands of dollars you don't have. And check your employer's disability coverage – it might be a good idea to buy separate disability coverage that you can raise the limit on over time. Think of how losing a paycheck for six months or more would hurt your finances.
6. **Start an emergency fund:** Everyone should have money set aside in a safe place to cover up to six months of basic living expenses if you become ill or lose your job. If you have to start the fund by cutting back on coffee and after-work drinks, do it – then put that money in an interest-bearing account you promise not to touch in case there is a genuine emergency.
7. **Get some tax help:** Some folks are really good doing their own taxes, particularly if their finances are very simple. But over time, it's a good idea to get qualified tax help because these professionals, like financial planners, can not only help you spot opportunities to save money, but ways to save and invest that might leave you with more money in the long run.
8. **Stagger your credit reports – and make sure they're free:** You have the right to receive a free credit report from the three main credit reporting agencies once a year to check for inaccuracies and the risk of I.D. theft. Keep in mind there is really only one place you can truly do this for free and the web address is [www.annualcreditreport.com](http://www.annualcreditreport.com). This website is sponsored by the three credit reporting agencies, TransUnion, Experian and Equifax, so you won't be asked for a credit card number. Also, don't order all three reports at one time – stagger them throughout the year so you'll be able to catch any threats or inaccuracies that pop up.
9. **Learn to check those investments:** Many workers choose specific funds or fund categories in an IRA or 401(k) plan and go to sleep for a bunch of years. Don't let that be you. That's one of the great reasons to have access to a financial planner because you can examine all of your investment choices on an annual basis and determine whether they still fit your age and goals.
10. **Read: Learning about investing is personal.** While planners and tax professionals can be an enormous help to your financial future, their work doesn't take the place of the investigation all investors need to do before making financial decisions. With the Internet, it is easier to learn about the economy and investment and savings news than ever. Set aside a portion of time each day to do so.

April 2010 — This column is provided by the Financial Planning Association® (FPA®) of DFW, the leadership and advocacy organization connecting those who provide, support and benefit from professional financial planning. FPA is the community that fosters the value of financial planning and advances the financial planning profession and its members demonstrate and support a professional commitment to education and a client-centered financial planning process. Please credit FPA of DFW if you use this column in whole or in part.





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