

A Gold Level Award Chapter for the Fourth Consecutive Year



JANUARY ACTIVITIES:

Wed., Jan. 23, 11:45 - 2:45 - Chapter meeting at Phoenix Country Club: Commentator, Author, Consultant Bob Veres will discuss "THE FINANCIAL PLANNING SERVICE OF THE FUTURE." 2 hours CE for CFPs as well as Arizona Insurance. See pg. 2 for details.

Come at 11:30 for meeting and greeting your colleagues prior to start of the chapter meeting! Bring business cards to exchange!

2008 New, Enhanced Education Series! Passion, Vision, Connection

How would you like to see more nationally recognized speakers throughout this year? We are excited to announce that starting with our January 23 meeting, we will be doing just that. Our goal as a board is to offer the best, most innovative, and engaging speakers to you. Quality financial planning starts with quality education.

We can assure you that these new types of gatherings will truly embrace the Heart of Financial Planning™. You will meet new colleagues, make lifelong friends, and share conversations that will challenge and inspire you.

We look forward to seeing you participate in 2008!! Following are the speakers for January through May events:

January 23: Bob Veres - "The Financial Planning Service of the Future"

February 27: Michael Kitces, CFP, MSFS, MTAX, CLU, ChFC, etc. - "Cutting Edge Tax Planning Developments and Opportunities"

March 14 Friday Meeting: Andrea White, MCC - "Your Money and Your Life: Building Your Practice, Enjoying Your Days"

March 26: Ed Jacobson, Ph.D. - "Breaking the Ice in an Appreciative Way"

April 23: Eugene Fama, Jr. of Fama-French Three Factor & Five Factor models fame - "Multi-Core Principles"

May 28 Symposium:

Richard Ferri, CFA - "Indexing in the 21st Century; How ETFs have Changed the World"

Ross Levin, CFP - "Complex Questions and Multiple Answers - Multiple Approaches to Age-old Financial Planning Questions"

Bryce James, CIMA - "The Evolution of Asset Allocation"

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**Jan. 23 Chapter Mtg. -
11:45 - 2:45 @ Phoenix
Country Club, 2 CE hrs.
(noon - 12:45 lunch and
Chapter Mtg.;
CE session 12:45 - 2:45)**

**Come at 11:30 to meet and greeting
your colleagues prior to start of
chapter meeting! Bring your busi-
ness cards to help you remember
them!**

This program has been accepted by CFP Board of Standards AS WELL AS ARIZONA INSURANCE for 2 hours of CE credit. (Bring CFP license AND/OR ARIZONA INSURANCE LICENSE numbers to register at the meeting.)

“THE FINANCIAL PLANNING SERVICE OF THE FUTURE”

How can you best prepare for the future of the planning profession, where do you need to prepare, and more generally, how can you best prepare yourself to succeed and thrive and offer better value to your clients as the world changes? Bob Veres will offer insights from thousands of successful practices around the country with more than 20-plus years of conversations, jumping right to what works, what services are emerging and how advisors are starting to address new client issues, and most importantly, the qualities that we need to evolve successfully.

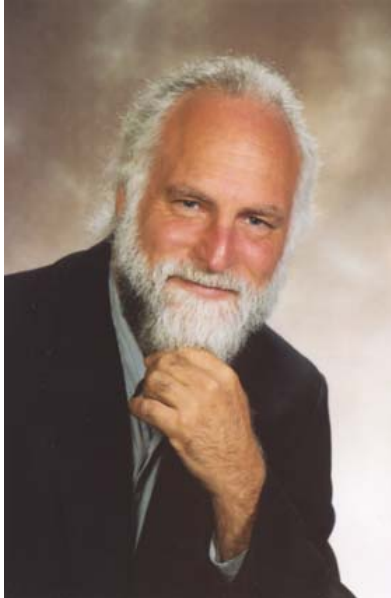
Some of the key changes Bob will discuss:

- Investments and retirement planning
- Post-retirement planning
- Estate planning
- client data-gathering
- nontraditional client services
- new tools of the trade

This is the kickoff presentation that will help you get the most out of an

outstanding upcoming series of guest speakers in all facets of the planning profession. “If this presentation doesn’t help everybody who attends change their lives and practices for the better—in measurable, demonstrable ways,” says Bob Veres, “then I’ll consider it to have been a failure.”

Bob Veres has been a commentator, author and consultant in the financial



services industry for more than 20 years. He is editor and publisher of *Inside Information*, an interactive subscription-based information service for financial planning professionals. He is the author of *The Cutting Edge in Financial Services* (National Underwriter Press), and serves as contributing editor and columnist for Financial Planning magazine.

Over his 20-plus year career in the financial services world, Mr. Veres has worked as editor of Financial Planning magazine; as a contributing editor to the Journal of Financial Planning; as a columnist and editor-at-large of Dow Jones Investment Advisor magazine; and as editor of Morningstar’s advisor web site: MorningstarAdvisor.com. In addition, he has delivered speeches and presentations at many of the planning the world’s largest professional

conferences, including Financial Planning Association National conference, FPA Retreat, the national conference of the National Association of Personal Financial Advisors, Waterhouse Institutional, FPA Broker-Dealer Conference, and First Trust DATAlynx National Conference.

Mr. Veres has been named one of the most influential people in the financial planning profession by Investment Advisor magazine and Financial Planning magazine, was granted the NAPFA Special Achievement Award by the National Association of Personal Financial Advisors, and most recently the Heart of Financial Planning Distinguished Service Award from the Denver-based Financial Planning Association.

We are pleased to have Bob Veres start off our year of distinguished presenters and know you’ll want to be in attendance!

To register, go to our website at www.fpaofphoenix.org

Please feel free to share this information with your co-workers and colleagues and encourage them to attend this important session. We’ll see you January 23rd.....and remember to come at 11:30 if you want to meet and greet your friends and make new ones.

Agenda - Jan. 23

**Phoenix Country Club
7th St. & Thomas/Phoenix**

**11:45 Registration
12:00 Luncheon/Chapter Mtg.
12:45-2:45 Education Session, 2 CEs**

**Luncheon/Education Session:
FPA members \$40
1st time Non-member Guest: \$45
Repeat Non-member Guest: \$55**

**RSVP by 1/19:
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GREATER PHOENIX CHAPTER - GOLD LEVEL ACHIEVEMENT FOURTH YEAR IN A ROW!

Chapter leaders attended the annual Chapter Leadership Conference in Colorado Springs in early November and came home with another Gold Level Achievement Award for year 2007! Janet Stanzak, CFP® chair of the Chapter Leadership Resource Council on the left and Nick Nicolette, CFP® President of FPA on the right made the presentation to chapter members (from left to right between Janet and Nick: Patrick Gavin, Co-Director of Membership; Jo Lynne Hutchinson, Executive Director; Jay Zandell, Director of Public Relations; Nicole Gurley, Secretary/Treasurer; Neal Van Zutphen, President Elect/VP; and Frank Molinar, Co-Director of Community Outreach. The awards were made at the Chapter Recognition Dinner.

The chapter was honored for its accomplishments and efforts in chapter operations, chapter leadership, community outreach, member outreach, membership development and special achievements.



Jan. 23 Partner - Patrick Gavin of Gavin Group: CFS Mortgage Corp.

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PRESIDENT'S MESSAGE



Attitude of Gratitude

Hello and welcome to the 2008 FPA of Greater Phoenix. Thank you for choosing to take a few minutes out of your day to graze across these pages. As your newly elected President, it falls upon me to offer some food for thought about what's happening locally and nationally in relation to your membership.

William James suggested that no one individual has a greater need than to "be appreciated" and this insight into human nature can be easily tested. All you need do is ask yourself how you personally felt when someone sincerely thanked you for your help, or for that matter, for just being you. In all likelihood, you felt good. You got what is called the "warm and fuzzies." This is what I call Attitude of Gratitude and there is always a window to your worldview that will enable you to feel grateful. The other neat thing about an Attitude of Gratitude is that the "warm and fuzzies" come to those who give as well. In other words, the actual act of expressing gratitude is equally rewarding for giver and receiver. It's like throwing a touch-down pass, both are grateful for the connection and the euphoric feelings.

I am grateful for the opportunity to serve and grateful to have the opportunity to work with such a tremendous board of directors. So, thank you (in no particular order) - Denise Reed, Patty Park, Nicole Gurley, Patrick Gavin, Darin Shebesta, Frank Molinar, Jay Zandell, Mary Zimmerman, Alan Norris, Karen Gill Meyer, Matt Murphy, Al Quihuis, Todd Smith, and Cynthia DeGeorge, plus Michael Fischer (our regulation/legislation appointee) as well as our executive director, Jo Lynne Hutchinson, for choosing to serve and offer the gift of self.

I am also grateful for the past board members and leaders that have chosen to serve and positively impact our chapter and profession and helped to forge the system the chapter utilizes to operate. I also want to thank Andrea White, Virginia Dhondt and Dale Walters for choosing to join our 2008 leadership team.

Last year, your board of directors sought your feedback regarding the value of membership and your membership experience. We found that in many respects, your leadership team was doing a good job. Again, we are grateful. FPA National measures our success as an individual chapter based on the Chapter Recognition Program. Your

FPA of Greater Phoenix has achieved the Gold Chapter Recognition for the last four years. A fifth consecutive year garners the Pinnacle Award.

Your 2008 Board of Directors is going for the Gold....and we hope you will help us realize a successful fifth year.

The metrics for Gold Chapter are many. A few of these metrics are membership retention and membership growth. To this end, your feedback indicated that the better the monthly programs the greater you valued your membership.

As you can see from our initial line-up, we have taken a leap of faith by booking nationally recognized thought leaders and we sincerely hope you will show your support by attending as many meetings as possible. Equally important and helpful would be inviting your colleagues to attend as well. Likewise, you sought more opportunities to network, hence, we added pre-meeting time to enable you to connect with your colleagues and create new opportunities for growth.

Come join us and help make your FPA of Greater Phoenix Chapter even more successful.

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INTRODUCING NEXT MONTH'S SPEAKER

“Cutting Edge Tax Planning Developments and Opportunities”

By Michael E. Kitces, MSFS, MTAX, CFP®, CLU, ChFC, RHU, REBC, CASL, CWPP™

The past several years have been a whirlwind of major tax changes and developments. With more than half a dozen new tax laws since the beginning of the decade, financial planners have been challenged by a field of ever-changing tax laws and numerous “temporary” tax provisions that are available one year and gone the next. In addition, an active IRS, combined with a Congress that supports enforcement of existing tax laws and closing “loopholes” as a method of raising revenue to provide for other tax policy goals, has led to a series of additional changes in tax regulations and new rulings.

The 2008 tax year will present another series of fresh tax challenges for financial planners. At the time of this writing, Congress had yet to resolve the issue of even a 1-year patch on the AMT system for 2007, and the AMT is likely to be a tax planning challenge again in 2008. Beyond the AMT, a few other challenges and new developments for 2008 include:

0% Tax Rates for Capital Gains and Qualified Dividends

As a part of the Jobs Growth and Tax Relief Reconciliation Act of 2003, some taxpayers in 2008 will have the opportunity to enjoy a 0% (Federal) tax rate on capital gains and qualified dividends. It is important to note, though, that although the tax *rate* applicable to those long-term capital gains and qualified dividends is 0%, this is *not* the same effect as excluding those gains and dividends from income in the first place. In other words, the affected gains and dividends *will* still be included in income, but no tax liability will be incurred on that capital gains income.

In addition, the inclusion of the affected gains and dividends will increase AGI, subsequently affecting any other tax rules that are determined based on AGI, from the inclusion of Social Security benefits as taxable income to the thresholds for medical expenses and miscellaneous itemized deductions to the phaseout of personal exemptions and itemized deductions. Thus, capturing “tax-free” capital gains and dividends may still have an ancillary tax impact for many taxpayers. Furthermore, because capital gains and dividends are still income, a taxpayer who captures a substantial amount of gains and dividend income may increase their income *out* of the lower tax brackets by virtue of the tax-free gains and dividend income itself. If this occurs, only the amount of gains and dividends *below* the threshold of the upper tax brackets is tax-free; the remaining gains and dividends are still taxed at 15%.

Nonetheless, numerous planning opportunities will remain. The low tax rate will allow many retirees and others with low tax rates to enjoy tax-free dividends from their investments, and will be able to manage some turnover of investment positions without incurring a Federal capital gains tax liability. In addition, the extension under the Tax Increase Prevention and Reconciliation Act of 2005 of these rules to apply for 2008 through 2010 broadens the capacity to plan for the 0% dividends and capital gains rates applicable for lower income tax payers.

Since the rules are now in place for a span of three years (2008 through 2010), there is no longer such a burden to complete one-year planning in 2008 to take advantage of the lower rates (particularly beneficial since there is a limited amount of income to which they may apply). Many planners and their clients have been targeting special one-time transactions in 2008 (such as exiting from certain appreciated positions), that no longer needs to be conducted in just a single year.

The low capital gains tax rate for lower income taxpayers also provides for a great deal of intra-family tax planning, by shifting assets to those in the lower tax brackets to harvest gains with no Federal tax liability. However, planners need to be cautious about this strategy in light of the new so-called “kiddie tax” rules applicable in 2008.

Kiddie Tax Rules Change Again for 2008

On May 25th of 2007, President Bush signed into law the U.S. Troop Readiness, Veterans’ Care, Katrina Recovery, and Iraq Accountability Appropriations Act of 2007. Included in this bill was an additional piece of legislation that had been separately negotiated amongst Congress, the Small Business Work Opportunity Act (SBWOA).

Amongst the new provisions of SBWOA was the 2nd change in as many years to the so-called “Kiddie Tax” rules. The Tax Increase Prevention and Reconciliation Act of 2005 changed the kiddie tax age limit from under-14 to under-18 for 2006, and applied retroactively back to the beginning of 2006 (even though the bill wasn’t signed until May 17 of that year).

Under the new rules of SBWOA, the kiddie tax is expanded to apply to children who are under 19, or full-time students under 24, beginning in the 2008 tax year. The age limit is still applied based on the age of the child at the end of the year. In addition, the new rules do not apply if the child has earned income that exceeds one-half of the amount of their support.

Notably, the requirement for the child to provide one-half of his/her own support is specifically that the child must have earned income sufficient to provide one-half of the support amounts; merely selling assets to provide for one-half of one’s own support will not be effective to avoid this rule. On the other hand, the new rules do not actually require the child to spend his or her earned income on one-half of his or her own support to qualify for the exception; the child must merely have sufficient earned income to reach this threshold.

It is important to note that if the child has sufficient earned income to meet the exception from the new kiddie tax rules, the ‘old’ rules still apply, where the child is subject to kiddie tax if under 18. Thus, in essence, a child is subject to the kiddie tax if they meet the requirements of the new rules from SBWOA, OR if they meet the old rules of being under 18. The new rules thus represent an additional way to be subject to the kiddie tax, and not a replacement of the old system.

Although the new kiddie tax rules will disrupt some planning strategies (like gifting assets to college students to take advantage of lower rates while paying for education), new strategies are emerging. Efforts to increase the child’s earned income become even more relevant, avoiding the qualification rules for the kiddie tax may help, and in some cases simply acting within the kiddie tax rules themselves still allows families to receive some tax benefit from intra-family tax planning.

Overall, recent tax developments continue to make tax planning challenging and complex, but opportunities remain for financial planners that stay on the cutting edge on behalf of their clients!

INTRODUCING THIS MONTH'S PARTNER PRESENTER

Introducing our January Partner: “Patrick Gavin, CMPS, LTCP has over 33 years experience helping clients solve their mortgage lending needs. He has closed over \$1.2 Billion in loans including residential mortgages, commercial loans; aviation lending and industrial tax oriented leases. He has been a Phoenix resident since 1981. Patrick is a FPA member, Gold Level Sponsor and serves as Co-Director for our chapter’s Membership Committee.

Nationally, the mortgage market is in turmoil. Now more than ever, it is important for planners to select competent, objective mortgage partners to assist their clients with their mortgage needs. Patrick first became involved with the local financial planning community in 1982 as a client of financial planning. He has been a vocal advocate for our industry since that time.

Patrick holds a Bachelor of Science in Business Administration with an emphasis in accounting and finance from the University of Phoenix. He has also earned the Certified Mortgage Planning Specialist designation which gives him a broad understanding of cash flow analysis, gift, estate and capital gains tax laws. He also holds the Long Term Care Planning designation. He works closely with clients of CFP’s CPA’s & estate planning Attorneys.”

From Patrick:

As a Chapter member and a Gold Level Sponsor, I am excited about the opportunity to take 15 minutes at the January Chapter meeting to discuss the current mortgage market crisis and how it impacts you and your clients.

Many national lenders have seen their business drop by 50 % or more. Many have not been able to sell the loans they had originated. One of the largest lenders in the US, American Home Mortgage was forced to close its doors. Countrywide received a \$2 Billion dollar capital infusion from one of its primary competitors. As of this writing Countrywide is down over 75% from the beginning of 2007. Bank of America, JP Morgan, Thornburg Mortgage, Washington Mutual have all been hit hard. Is this the equivalent to the Savings & Loan Crises of the late 80’s and early 90’s? Closer to home, we saw the closure of the wholesale lending division of one of the country’s largest ALT-A lenders, First National Bank of Arizona.

What does this mean to you and your clients? How can you help your clients if they have a mortgage need? How many of your clients may be facing an upcoming interest rate change? What impact could that have on their ability to fund the retirement plans you have worked to prepare for them? What does the Administration’s “sub-prime bailout” really mean to homeowners? How long will this likely last? How do you know who to refer your clients to for competent, objective mortgage recommendations?

In spite of all the doom and gloom you hear and see in the media, there are still many high quality loan products and companies available to deliver them to homeowners & home buyers.

I deal with nearly 100 investor funding sources. I look forward to sharing with you some of their insights based on current market conditions and strategies to help your clients prepare themselves to obtain the best rates and terms on their mortgages.

Patrick Gavin
The Gavin Group

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ETHICS COMMITTEE REPORT

Code of ethics: Integrity, Objectivity, Competence, Fairness, Confidentiality, Professionalism, and Diligence.

When “Professional Opinion” Crosses the Line

While there will always be room for professional disagreement, the range of opinions and recommendations to clients are far too broad and it is not in the clients’ or the industry’s best interest for our professional opinions to be so diffuse.

The financial planning industry is working hard toward becoming a true profession but has not yet achieved that goal. The definition of a profession is “a vocation that requires learning.” After more than 30 years, our industry still has no minimum requirements for holding oneself out as a financial planner.

Even professional designations such as the CERTIFIED FINANCIAL PLANNER™ and Personal Financial Specialist provide only the minimal educational background to practice as a financial planner. We have a long way to go before we develop a complete and rational body of knowledge and earn the right to call ourselves professionals. In my opinion, our industry is in its teenage years, where we know some things but think we know it all.

As we move from our teenage years to adulthood, we must accept the limits of our knowledge and challenge the nature and sources of our knowledge. Questions we need to ask ourselves are: what sources are creditable and stand the test of reason and experience, do the sources have built-in biases, have we acknowledged our own built-in biases that impede our true learning and understanding, and do we look at both sides of an issue to truly understand and form an educated professional opinion?

One way to create a rational body of knowledge that will in turn lead to a truly “professional” opinion is to follow a process similar to the Scientific Method, which I will call the Professional Method. By using the Professional Method we can, collectively and over time, endeavor to construct an accurate (that is, reliable, consistent and non-arbitrary) representation of the issues that affect our industry. The Professional Method would provide a systematic and rational method of developing and testing ideas and would allow for an open forum in which others could share their knowledge and experiences.

In my opinion, our industry employs a brand of professional relativism, where the concepts of truth are not absolute, but are relative to the person holding them. The following are some recommendations, assumptions,

etc. that I have come across and that I believe to be wrong, though none of them are explicitly illegal or violates a professional code of ethics.

- 100% of a person’s savings into a variable annuity.
- Variable annuity used inside of a qualified plan.
- “Investing” 100% of client’s net cash flow, after maxing out their 401(k), in a variable life policy.
- Assumptions indicating a 12% average portfolio return in a diversified portfolio over the next 30 years.

Granted, I could be wrong and some or all of these items could be correct. Whether I am right or wrong does not matter, either way makes my point that having such diametrically opposed ideas of right and wrong should not be acceptable if we want this industry to become a profession. Certain things are wrong not because you or I believe them to be wrong, but because they are empirically shown to be true or false.

I understand that not all things can be “proven” empirically. Much, if not most, of what we deal with is based on the “art” (feelings, emotions and relationships) of financial planning and not just the “science” (hard and cold data) of planning. This fact does not excuse us from our responsibility of getting the “science” right. A big heart and an empty head can be just as dangerous as someone that is trying to cheat you. Which would you prefer, a doctor with a great bedside manner and average medical skills or a doctor with great medical skills and an average bedside manner?

Continuing the medical analogy; if a sick person goes to three different doctors you would expect the doctors to have very similar questions, tests and diagnoses for the patient. Yes, there will always be and should be room for differences in professional opinion, but it is unacceptable for one doctor to conclude that you have a cold and the other to conclude that you have tuberculosis. Can you imagine a doctor telling a patient that he does not have an X-ray machine in his office so he is not going to recommend that the patient have a chest X-ray? Or can you imagine a podiatrist attempting to diagnose the TB patient because he wanted the extra revenue that would be lost if he were to refer the patient. Similar things happen in our industry every day, yet very little is said or done to correct the problem.

In this era of being politically correct and avoiding anything that might offend someone else, it is the accuser and not the accused that frequently gets chastised. What can and should be done to correct the issue of our professional relativism? What responsibilities do we have as practitioners to speak up and when should we shut up?

For starters, I believe that the assumptions and recommendations should follow the empirical evidence as closely as

Continued on pg. 9

Continued from pg. 8—Ethics

possible. We all have opinions on everything, but what really matters are the facts and logical arguments. Practitioners should be reading and writing professional articles on technical subjects that push the boundaries of their knowledge. We should be reading and commenting on these articles, praising and criticizing when necessary. We should be more concerned with the truth and our clients' well-being than the author's feelings.

For example, I was recently chastised for speaking out against something that in my opinion was wrong and misleading. At no time did anyone say to me that my comments were wrong; commenting only that the author took it as a personal attack. I am sure some of you will disagree with some or all of what I have said and that is perfectly fine with me. Let us get our thoughts and dialog out on the table so that we can learn and grow. But we can't stop there. At some point we will have to say upon reading and hearing all of the evidence that some things are right and some are wrong.

Dale Walters CFP(r), CPA, PFS
Ethics Director

2007 Ethics

The 2007 Ethics Committee would like to thank all of those who shared their insights with our chapter this last year.

The year wrapped up with **Mark Stein's** comments in November about "speaking to the choir" and **Russ Wiles** comments in December on the fact that ethics with his advisor contacts hadn't been on his radar screen.

We would like to especially thank **Alan Norris, CFP®** for his continued passion with ethics and for initiating the ethics board position.

..... and thanks to **Dale Walters, CFP®** for continuing to bring ethics to a forefront in 2008.



January 15, 2008
7:45 to 10:30 am

Marianne K. Smythe, JD

"Advisors and Brokers: A Confusing and Changing Regulatory Landscape"

Against a backdrop of an increased societal need for financial advice, this presentation will be:

- ◆ **An overview of the basic legal doctrines that govern sales and advice**
- ◆ **A review of the blurred line between those who sell securities and those who simply give advice about investing in securities**
- ◆ **A discussion of recent changes (especially those initiated by the SEC) that have made the situation confusing**
- ◆ **A discussion of what may be done to minimize risk**

Moon Valley Country Club
151 W. Moon Valley Drive, Phoenix

Cost is \$30 to non-members and includes breakfast.
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phoenixsfsp@sfsp.net for registration/information.

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The LIFE STORY that inspired AN ECONOMIST’S PROTEST

by Milton Friedman

The noted Nobel Prize-winning economist, Milton Friedman, writes here on current issues of prevailing concern to every American citizen and taxpayer—including inflation, its causes, and how to arrest it; monetary policies and the disappointing performance of the Federal Reserve Board, the recessions that continue to plague us; and the constraints that are placed upon the workings of a free market.

In more than 70 short essays, most of them written for his regular column in *Newsweek* magazine, Professor Friedman displays the powers of analysis and expression that have made him both the most widely respected economist in America today and a trusted advisor to our nation’s leader.

These short commentaries address six major themes, from issues of economic and political freedom, to governmental regulation and fiscal policy, to international economics. They reveal the dynamics behind many of our most pressing problems, as well as Friedman’s affirmation of America’s most cherished ideals.

Milton Friedman, who won the Nobel Prize in 1976 for his landmark contributions to the study of economics, is also the author (with his wife, Rose) of the bestselling book *Free to Choose*. Now Professor Emeritus of Economics at the University of Chicago, he is a Senior Research Fellow at the Hoover Institution, Stanford University.

William R. Allen selected and wrote introductions to the essays. He is Professor of Economics at UCLA and vice president of the Institute for Contemporary Studies, Los Angeles.

(This information was taken from the book dustcover.)

Attend the January 23rd chapter meeting and perhaps win the drawing for this book. Or you can pick up a for-sure copy at Borders at 24th Street & Camelback. Give Ryan at Borders a call if you have special book needs.

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DATES & LOCATION FOR FPA OF GREATER PHOENIX MEETINGS:

Jan. 23 08	Wed. Luncheon Meeting - Phx. Ctry. Club (2 CEs) w/Bob Veres
Feb. 27	Wed. Luncheon Meeting - Phx. Ctry. Club (2 CEs) w/Michael Kitces
Mar. 14	Friday Meeting- Arizona Community Foundation w/Andrea White
Mar. 26	Wed. Luncheon Meeting - Phx. Ctry. Club (2 CEs) w/Ed Jacobson
Apr. 23	Wed. Luncheon Meeting - Phx. Ctry. Club (2 CEs) w/Eugene Fama, Jr.
May 28	Semi-Annual Symposium - Phx. Ctry. Club (5 CEs) w/Richard Ferri, Ross Levin, Bryce James
June 13	Friday Meeting- Arizona Community Foundation
July 23	Wed. Luncheon Meeting - Phx. Ctry. Club (1 CE) + 2 CE hrs. for CFP Ethics session
Sept. 24	Wed. Luncheon Meeting - Phx. Ctry. Club (2 CEs)
Oct. 22	Semi-Annual Symposium - Phx. Ctry. Club (5 CEs)
Nov. 12	2 CE hrs. for CFP Ethics session + Social
Nov. 19	Wed. Luncheon Meeting - Phx. Ctry. Club (2 CEs)
Dec. 17	Wed. Luncheon Meeting - Phx. Ctry. Club (2 CEs)

LOSS OF A CHAPTER MEMBER

Lee Witnauer, CFP®, recently passed away after an illness of more than two years with brain cancer. He was affiliated with Witnauer, Sloan & Assoc. in Peoria.

Our sincere sympathy goes out to his family and others dear to Lee.

FPA RESOURCES -

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FPA of Greater Phoenix website:

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FPA of Greater Phoenix

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Vision:

To become and remain the premier source of professional development and CE education in the Valley by building competence, integrity, relationships and stewardship throughout the Chapter

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