FPA FINANCIAL PLANNING ASSOCIATION OF GREATER PHOENIX

The Heart of Financial Planning™

A Gold Level Award Chapter for the 4th Consecutive Year

Newsline

November 2008

NOVEMBER MEETINGS

THIS ISSUE - INDEX:

Wed., November 12 —3:00 —5:00 p.m. CFP Ethics Session at the Orange Tree Golf Resort. Go to website at fpaofphoenix.org to register. Please see pg. 11 for full information. The new Board of Standards rules effective July 1, '08 and enforced Jan. 1, '09 will be covered in this presentation.

Wed., November 19, 11:45 a.m. — 2:45 p.m. Chapter Luncheon Meeting at the Orange Tree Golf Resort featuring Tucson Attorney, Robert Fleming, discussing "Estate Planning Issues for the Elderly". Please see page 2 for details. Register at www.fpaofphoenix.org

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Many thanks to Phil Johnson CFP®, Neal Van Zutphen CFP® and Patrick Gavin, CMPS, CLTC, for their collaborative financial contribution to our Junior Achievement BizTown II project.

SLATE OF NOMINEES FOR 2009 FPA OF GREATER PHOENIX BOARD OF DIRECTORS

Elections for the 2009 Board of Directors will be held at our December 17 Chapter luncheon meeting. Directors will assume their responsibilities January 1, 2009. Following is the slate of nominees:

Chairman-	Neal Van Zutphen, CFP®, AAMS
President –	Nicole Gurley, CLTC
President-Elect	Frank Molinar, CFP®
Secretary/Treasurer	Virginia Dhondt, CFP®
Membership-	Patrick Gavin, CMPS, CLTC; Cynthia DeGeorge CFP Candidate; Jim McCabe, PhD, MSW, MPH
Outreach/Public Awareness	Andrea White, MCC; David Daughtrey, CFP®
Public Relations	Phil Hotchkiss, CFP®
Sponsors/Partners	Mark Kizer, CFP®
Life Long Learning/Ethics	Mike Grosso, CFP®; Jared Roskelley, CFP®
Director at Large	Mary Zimmerman, CFP®
Director at Large	Karen Gill Meyer, CFP®
Director at Large	Denise Reed, CFP®

We appreciate these individuals sharing their time and talents for our Chapter, members and our community. Each director needs Team members to help them with their areas of responsibilities and we encourage you to join in. Sometimes volunteering can take less than 2 hours of your time out of an entire year. Other times your time and talent can literally mean the difference between success and failure. Get in on the action and make a difference.

Thanks.

Your 2008 Board of Directors

I am FPA.™

November 19 Chapter Meeting
11:45 am to 2:45 pm
Orange Tree Golf Resort
Registration 11:45 am
Lunch & Chap. Mtg. 12:00 - 12:45 pm
CE Session 12:45—2:45 pm
2 CEs for CFPs & AZ Insurance

Come early and network with your colleagues starting at 1:30 am. Bring your business cards!

This program has been accepted by CFP Board of Standards and Arizona Insurance for two hours of CE credit. Please bring your CFP and/or Arizona Insurance license numbers to register.

"Estate Planning Issues for the Elderly"

Tucson attorney and author Robert B. Fleming will review senior estate planning issues, including how to pay for long-term care, the validity and importance of medical directives and advance planning, and the ethical and legal issues facing planning practitioners. Questions will be raised, and some answered. A lively discussion is guaranteed.

Robert B. Fleming is a partner in the Tucson law firm of Fleming & Curti, P.L.C., with a practice limited to trust (and special needs trust) administration, guardianship, conservatorship, estate planning, and probate. Mr. Fleming is a co-author (with Lisa Davis) of *The Elder Law Answer Book*, and (with Prof. Kenney Hegland) of *Alive and Kicking: Legal Advice for Boomers*.

Mr. Fleming has been selected as a fellow of both the American College of Trust and Estate Counsel and the National Academy of Elder Law Attorneys. He is a past Chair of both the Mental Health and Elder Law and the Probate and Trust Sections of the State Bar of Arizona. Mr. Fleming currently is the President of the National Elder Law Foundation, and a member of the Board of Directors of the National Academy of Elder Law Attorneys.

He is certified an Estate and Trust specialist by the State Bar of Arizona, and by the National Elder Law Foundation as a Certified Elder Law Attorney. At different times he was President of the Pima County Bar Association and the Young Lawyers Section of the State Bar

of Arizona (he no longer qualifies to be a member).

Mr. Fleming is a founding member of the Special Needs Alliance www.specialneedsalliance.com).

Perhaps more importantly, he is a husband, father, scuba diver, pilot and martial arts practitioner.

We are pleased to have Mr. Fleming join us on November 19 for this important topic for which he "wrote the book" in Arizona. See you then!

REGISTER ONLINE
www.fpaofphoenix.org

Mtg. at Orange Tree Golf Resort
56th St. Between Shea & Cactus

Luncheon/Education Session
12:00 pm to 2:45 pm

FPA members :	**$40**
1st time Non-member Guest:	**$45**
Repeat Non-member Guest:	**$55**

Reserve online by 12:00 pm on Nov. 14
At fpaofphoenix.org
Info: 480/483-9035

NOVEMBER 12th CFP ETHICS SESSION

For those of you seeking CFP Ethics Education, our November ethics session for members will be at the reduced rate of $25. For anyone needing ethics sessions for any requirements, you are welcome to attend at this special price also. All net proceeds will go to funding our Junior Achievement BizTown II.

FPA of Greater Phoenix Chapter
CFP-REQUIRED ETHICS COURSE
November 12, 2008 - 3:00 pm to 5:00 pm
Orange Tree Golf Resort*
56th St. between Shea & Cactus -Scottsdale

If you are renewing your CFP license with the CFP Board of Standards and need to fulfill your Ethics CE requirement, join us Wednesday, November 12, from **3:00 pm to 5:00 pm** at the Orange Tree Golf Resort. **Our next Ethics CE presentation will be in May '09 so get it now if you need to renew before then! The new Board of Standards rules will be covered as part of this presentation.**

FPA MEMBER & NON-MEMBER cost for the Ethics CE session:$ 25 WITH FUNDS TO GO TO BIZ TOWN

THIS CFP ETHICS SESSION IS UNDERWRITTEN BY:

Platinum Partner Jon Moore of
Charles Schwab Institutional
You can reach Jon at 602/355-4038
See pg. 12 for registration and information

*****COME PREPARED ON NOV. 12 WITH YOUR CFP LICENSE NUMBER*****

2008 CHAPTER PARTNERS

These sponsors support us. Please support them when possible!

PLATINUM PARTNERS

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Jill Hastings 602/799-4948 or
Jack Lawless 602/957-7101 X 318

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Patrick Gavin, CMPS, LTCP 602/241-9875

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Mike Doss 888/327-2061

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PSM: Curt Larson 602/424-2720

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Randy Huston CFP® 800/572-6394

October 23, 2008

Letter to Members of the Financial Planning Association Phoenix Chapter:

Appreciation -- this is the best word I can use to describe my experience with the Greater Phoenix Chapter of the FPA. I really appreciate what our chapter has to offer to its members, the community and our profession at large.

I am a 25 year member of FPA/IAFP, have visited numerous chapters around the country and have served in all the leadership roles at another chapter. I recently moved my chapter affiliation to the Phoenix Chapter. It is from this "outsider" perspective I make my comments.

Our board led by Neal VanZutphen has created an appreciation based foundation for the chapter. This "shows up" by the mutual support and appreciation that the board has for each other, our members and the community we serve. The board is also committed to providing the best programs possible with national quality speakers at our chapter meetings – a real value for our members. Our chapter sponsors bought into this value proposition with their generous support thereby reducing the participation costs to our members.

The outcome of these above mentioned factors is one of the best chapter symposiums I have ever attended this past month. One measure I use to judge the quality of a program is the quality of conversations among the attendees. On that measure, this program was off the charts. High level conversations took place both in the sessions (Q and A) and during breaks. During this trying time for our profession, I felt a great sense of community that regardless of the differences of how each of us may practice "we are all in this together". It was both supportive and refreshing to spend the day together.

I have attended all but one of the monthly programs this year and all have been well worth my time, effort and cost. If you have not attended a chapter meeting for a while, come discover what you are missing. We should be both proud and appreciative for the wonderful resource we have here at the Greater Phoenix FPA Chapter. Thanks to all who have made this possible.

Appreciatively,

Michael Haubrich, CFP
Racine, WI

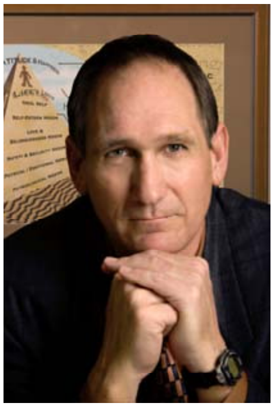
I am FPA.™

2008 Enhanced Education Series!
Passion, Vision, Connection

- November 19: Robert Fleming, JD, Estate Planning Regarding Issues for the Elderly

- December 17: Stephen Happel and Marianne Jennings, JD, Ethinomics

President's Message



On October 17th your 2008 Board of Directors held its all day strategic planning session for 2009. Please see the proposed Slate of Directors awaiting your approval at the December 17 regular chapter meeting. We have a great team coming on board with innovative ideas and goals to streamline our efforts and your time while adding value. We hope you will be pleased.

A part of the dialogue we had dealt with our sponsor/ partners. Al Stockman asked me; "How much would the regular chapter meeting cost without sponsor support?" This is an important question when you consider that the reason attendance at monthly meetings is up over 30% is because we booked nationally recognized paid speakers. I went back through our numbers and thought you might find the following of interest.

Bob Veres would have cost $82.55 (instead of $40) per attendee assuming that 123 members would have attended and paid this price to cover lunch and Bob's speaker fees plus travel

Ed Jacobsen would have cost $77.16 (instead of $40) per attendee assuming that 93 members would have attended and paid this price to cover lunch and Ed's speaker fees plus travel

The October Symposium would have cost $195 (instead of $135) per attendee assuming that 59 members would have attended and paid this price to cover lunch and speaker fees plus travel for Ross Levin, CFP®, Dick Wagner, JD, CFP® and Michael Kitces and former Phoenix Mayor Paul Johnson.

So, was the price of admission worth it? Here are just a few comments from our members in attendance:

> *Having Paul Johnson for the lunch speaking engagement was a wonderful idea. Too bad we can't have him as a speaker for CE credit or can we?*
>
> *Over-all great symposium! Paul Johnson was a treat.*
>
> *The best meeting ever!*
>
> *What perfect timing for this Symposium!! This was a fabulous opportunity to be in community with other advisors. The speakers were thought-provoking and very informed.*
>
> *Great presentation by Mike Kitces on long term care insurance.*
>
> *Excellent. Uplifting. Thought provoking. Well timed presentations by exceptional speakers in a chaotic time.*
>
> *What great thoughts by Dick Wagner about our profession and the unique potential we have to make a difference in our clients lives. Michael gave a succinct well thought out analysis of LTC insurance and the current market for it. All great info.*
>
> *Wagner – thought provoking. Levin – loved it; very encouraging to me. Kitces – practical and educational. Great variety, fortifying.*
>
> *Quality presentations; take the ideas home and utilize them in practice; easy to understand; pertinent to industry; Michael has a thirst for knowledge that is admirable.*

Bottom line- the sponsor revenue is crucial to our association. Without their support the quality of our continuing education programs would suffer. So next time a sponsor/partner makes contact with you, consider their contributions to our chapter and their commitment to promote the value of financial planning and allow them the opportunity to discuss their products and services.

And to our Sponsor/Partners - thank you for your support!

Neal Van Zutphen, CFP®
President

Ps. Special thanks to Al Stockman for raising this question and assistance with the Golf Tournament.

I am FPA.™

Financial Planning Week 2008 – A Huge Success!

Many thanks to all who sacrificed in these volatile days to participate with Financial Planning Week!

It's times like these that our clients need us most, and it's times like these when the public does too!

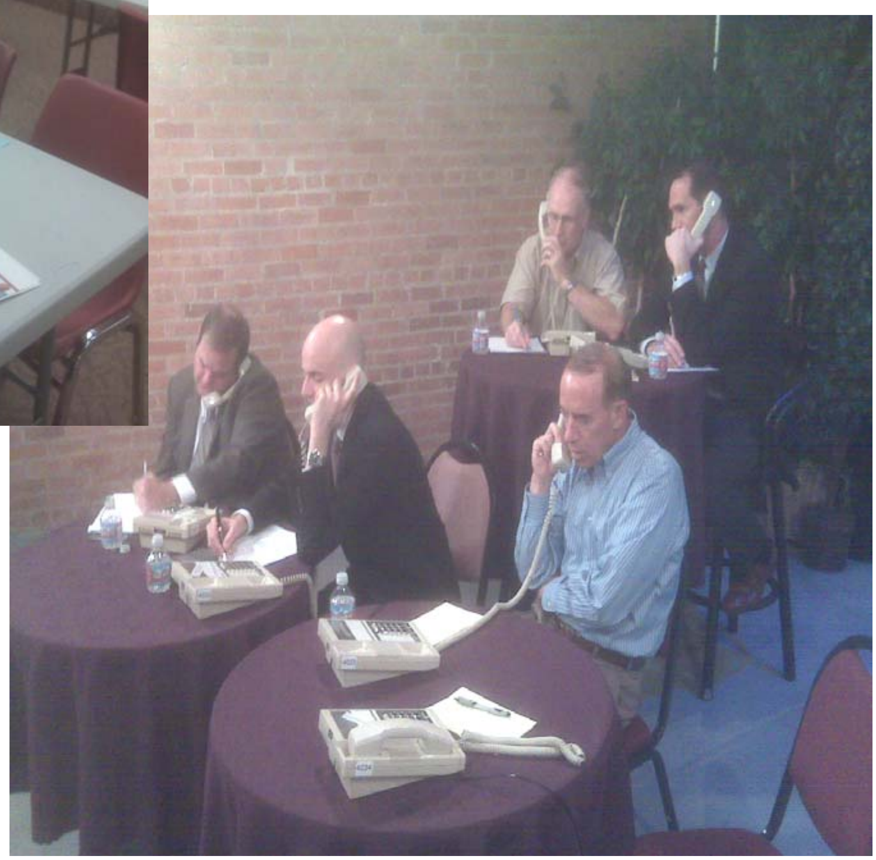
- 350 people were directly touched by the 3rd annual Financial Planning Days at the State Capitol, including this year an expansion of our outreach statewide through webinars.
- Over 310 confused and worried neighbors were counseled by our two phone banks with the AZ Republic & Channel 12 News and the Scottsdale Library workshop.
- Tens of thousands more were able to watch and access through the paper, television, and online, recaps of those important Q&As throughout the week!
- The Financial Planner desk at BizTown II entered full swing as hundreds of children began to experience the impact of investing with goals and plans.

In all this year, our Community Outreach efforts have directly reached an estimated 2,500 adults and families with the message and practical hope of financial planning. You continue to demonstrate that FPA is ***the*** resource for professional, ethical, & unbiased literacy. Thank you for your collaboration, look for more wonderful opportunities in the months ahead as we continue to expand our reach to the millions who need us.

Frank Molinar
Director of Community Outreach

Arizona Capital

Phone Bank



See page 8 for more Financial Planning Week photos

Arizona Capital

Phone Bank

Chapter Scholarship Awarded for 2008

Every year the FPA of Greater Phoenix awards one of our members a $200 scholarship to pursue financial planning studies. This year we are pleased to award the scholarship to Darin Shebesta.

Darin is a graduate of the W. P. Carey School of Business and the Barrett Honors College at Arizona State University where he earned a B.S. in Finance. He is an associate planner with Jackson Financial Advisors in Scottsdale, AZ. Darin is the creator and facilitator of the Young Financiers, a group dedicated to the next generation of financial planners in Arizona. He was formerly the treasurer of the Financial Management Association and a Business Ambassador at ASU. Darin has written several articles for *Young Money Magazine*. He has also served as the director of Web Site Development and Technology on the 2008 board of directors.

Darin is now enrolled in the Florida State University Certificate in Financial Planning online program. Classes start in November. Balancing work and school responsibilities played a major role in his decision to enroll in the Florida State online program.

Congratulations Darin and thanks for all your efforts on behalf of the FPA of Greater Phoenix.

The FPA of Greater Phoenix Board of Directors

Paid Advertorial

Partnership Plans

Arizona training requirements announced. What's it all about?

The topic of Partnership was briefly mentioned in Michael Kitces' presentation on long-term care insurance (LTCI). Since about half of our members are licensed life and accident/health producers, we thought it would be helpful to provide a brief overview and why training is required.

Introduced in 1987, the Partnership concept was a recommendation resulting from a study by the Robert Wood Johnson Foundation. The objective of the study was to find a way to incentivize consumers to purchase private insurance rather than rely on Medicaid funding to cover long-term care expense.

The current state of Medicaid expenditures sums up the predictions of the foundation's study. Today, 52% of Medicaid's budget goes to pay long-term care expense but serves only 7% of Medicaid's recipients. Seven percent spend 52% of the budget! Medicaid long-term care expense currently runs over $200 billion annually. And, the baby boomers are coming!

So what exactly is Partnership? It's an agreement between consumers, states' Medicaid departments and insurers. It involves the purchase of private insurance in return for extra protection in qualifying for Medicaid if insurance benefits are exhausted.

Here's how it works. An individual purchases a LTCI Partnership policy with a benefit amount of $250K to be used for long-term care. If the entire $250K is exhausted for care and the individual applies for Medicaid assistance, rather than having to spend down assets to $2000, the individual could protect $250K in assets from spend down requirements and keep $252,000 in assets. Without a partnership policy, the assets would have to be spent down, gifted or transferred to an irrevocable trust.

The message today regarding LTC expenses is one of personal responsibility. To promote consumer education about LTC expense and Partnership opportunities, the Deficit Reduction Act of 2005 mandated minimum levels of training for anyone selling long-term care insurance. Most states have adopted the National Association of Insurance Commissioners training recommendation and coursework which requires an initial eight hours of training and four additional hours concurrent with license renewal requirements.

Arizona has not yet announced its LTCI Partnership program but it has announced training requirements. The deadline to complete Partnership training in Arizona is June 30, 2009. Deadlines in many other states are already in effect. Training is available online with a monitored exam or in a classroom with no exam requirement.

Gurley LTCI is certified to present classroom Partnership training. For details or schedules, please contact Cynthia DeGeorge at 928.445.7060 or Nicole Gurley at 480.515.2715. Or to register, please visit: **http://gurleyltci.googlepages.com/CLTCPTTraining12-5-08.doc**.

MEMBERS: WE NEED YOUR CORRECT
E-MAIL ADDRESS. *Please e-mail us at info@fpaofphoenix.org so we can update this information in our database and get your newsletters to you! WE DO NOT SHARE YOUR E-MAIL ADDRESS WITH ANYONE!*

ATTENTION LADIES: Do you have professional clothing to donate so that underprivileged women may dress appropriately for job interviews? Needed are suits, dresses, pantyhose, purses, belts, earrings, etc.

Arizona Women's Education & Employment, Inc., (AWEE), is a nonprofit that helps women get back on their feet and into the workplace using a variety of tools (education, mentors, transportation, etc.) Their motto is "Changing Lives Through the Dignity of Work." One thing consistently needed is professional clothing. AWEE offers a free boutique to their clients so they can choose an outfit for job interviews. *IF YOU HAVE CLOTHING ITEMS, PLEASE DONATE TO:*

AWEE
640 N. 1st Avenue
Phoenix, AZ 85003

November 19 Partner-

Al Stockman of Aquila Funds

DATES and LOCATION for FPA of GREATER PHOENIX MEETINGS/ACTIVITIES

November 12, 2008	2 Hours CFP Ethics CE + Annual Social	Orange Tree Golf Resort
November 19, 2008	Chapter Luncheon Meeting	Orange Tree Golf Resort
December 17, 2008	Chapter Luncheon Meeting	Orange Tree Golf Resort
January 28, 2009	Chapter Luncheon Meeting	Orange Tree Golf Resort
February, 25, 2009	Chapter Luncheon Meeting	Orange Tree Golf Resort
March 25, 2009	Chapter Luncheon Meeting	Orange Tree Golf Resort

Registration for FPA of Greater Phoenix

1. **Go online to www.fpaofphoenix.org**
2. **Select Meeting Registration**
3. **Complete the requested information including your VISA or MasterCard number and expiration date. You will immediately receive a receipt after submission.**

If you register for a chapter meeting after the deadline, please be prepared to pay at the door by cash or check and a $5.00 late fee will be assessed. Also, at the door you must pay with cash or checks, NO credit cards.

FPA RESOURCES :
National FPA Web site: www.fpanet.org
Phone: 1-800-322-4237
Fax-: 1-888-423-7329
FPA of Greater Phoenix Web site: www.fpaofphoenix.org
Phone: 480/483-9035
Email: info@fpaofphoenix.org

FPA of Greater Phoenix

Mission: Facilitate the success of ethical and competent members who champion the financial planning process to help consumers make smart financial decisions.

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.

OTHER ORGANIZATIONS

Society of Financial Service Professionals, Greater Phoenix Chapter

Sections - Tuesday, 11/11 - 8-9:30 am, at the office of John Driscoll & Co. 5050 N. 40th St. featuring Barry Cook, Barry McBride and Larry Seaman who will answer your questions and provide insight into how each of them produces enough insurance to qualify annually for the Million Dollar Round Table. They have, collectively, more than 100 years of experience with nearly 80 qualifications for the Round Table. Please send your questions in advance when you RSVP.

Video Training Conference - Wednesday 11/19, 11:00 - 1:15 pm at two different locations: John Driscoll & Co, 5050 N. 40th St. Phoenix, or Towne Bank, 3156 E. Baseline, Mesa. Topic is "Mom and Pop are Ready to Retire, But Is Their Money Ready Too?" 2 Hours AZ Insurance, PACE, CPE, CLE, CFP, Banking. Cost is $35 for SFSP members and $50 for all others.

To RSVP for either event or for more information contact karen.hanson@cox.net or 480-991-5151.

FPA
FINANCIAL PLANNING ASSOCIATION
OF GREATER PHOENIX
The Heart of Financial Planning™

FPA of Greater Phoenix Chapter
CFP-REQUIRED ETHICS COURSE
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3:00 pm to 5:00 pm
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The new Board of Standards rules will be covered as part of this presentation.

Cost for the Ethics CE session: **FPA MEMBERS & NON-MEMBERS**
$25 WITH FUNDS TO GO TO BIZ TOWN

**Please don't call Orange Tree Golf Resort for information about the this session.*
Please call 480/483-9035 for information about FPA activities.

THIS CFP ETHICS SESSION IS UNDERWRITTEN BY:

Platinum Partner
Jon Moore of
Charles Schwab Institutional
You can reach Jon at 602/355-4038

*****COME PREPARED ON NOV. 12 WITH YOUR CFP LICENSE NUMBER*****

IF YOU PLAN TO ATTEND THE ETHICS MEETING,
YOU MUST REGISTER ONLINE BY 12:00 PM ON NOV. 8, 2008

www.fpaofphoenix.org