2019 PROFESSIONAL ADVISOR SYMPOSIUM

Tuesday, October 22, 2019
11:30 a.m. – 6:00 p.m.
Ambassador Center, Erie, PA

11:30am	**Registration**		*Outside Hemingway Ballroom*
11:45am	**Buffet Lunch**		*Hemingway Ballroom*
12pm	**Welcome**		*Hemingway Ballroom*
12:15 – 1:15pm	**Keynote Address: How Cognitive and Emotional Biases Affect Decision Making by Individuals and Professionals** *Dr. Greg Filbeck, CFA, FRM, CAIA, CIPM, PRM; Director, Black School of Business, Penn State Erie – The Behrend College*		*Hemingway Ballroom*
1:30 – 5pm	**Breakout Sessions**		*Crystal Ballroom*
	Salons 1-2	***Salons 3-4***	***Salons 5-6***
1:30 – 2:30pm	**#1 – Top Mistakes in Administering Clients' Estates: How to Identify & Avoid Them** *Jeffrey D. Scibetta* In addition to his or her estate, a client sometimes leaves behind complicated relationships and/or problems waiting to happen. This session will review how to avoid or resolve common estate administration issues.	**#2 – Family Private Equity Model: When the Epiphany Occurs** *Thomas C. Hoffman, II* A deeper dive to better understand the phenomenon in business succession planning when using the Family Private Equity Model correctly: an epiphany occurs as owners begin to see their company as a financial vehicle verses merely an operating company that spins off cash.	**#3 – Durable Powers of Attorney: Why All Clients Need Them and What To Do In the Event of Fraud or Abuse** *Frances A. McCormick and Alexander K. Cox* Understand the relevant law, including "hot" powers (gifting, changing beneficiary designations and creating trusts). Also, review the legal remedies available to the principal and other family members in the event a dishonest agent abuses these powers or commits fraud.
2:45 – 3:45pm	**#4 – Introduction to Franchising: Regulations, Compliance and Structures for our Clients** *Elliott J. Ehrenreich* Franchising offers businesses an alternative way to grow their brand(s) and revenue. This session will review FTC regulatory requirements, compliance, and various other structures for clients who are interested in franchising their business.	**#5 – Trust and Beneficiaries Income Tax Planning: Opportunities and Pitfalls** *Nadia A. Havard* Develop an understanding of federal and state income tax planning for trusts, including but not limited to the impact of the 2017 Tax Cuts and Jobs Act, and the *Kimberly Rice Kaestner 1992 Family Trust* U.S. Supreme Court decision regarding trustees, beneficiaries and grantors.	**#6 – Don't Get Lost in the Weeds: The Legality of Cannabis Based Products *and* Employees' Use of Medical Marijuana** *William B. Helbling and Mark T. Wassell* Discover new developments in the regulation and sale of cannabis based products in Pennsylvania and throughout the country. Also, review the legal and practical issues relating to employees' use of medical marijuana.
4 – 5pm	**25 Legal Tips in 50 Minutes: An Experiment in Brevity** *Elliott J. Ehrenreich, William B. Helbling, Mark J. Kuhar, Timothy S. Wachter and Jerome C. Wegley* This fast-paced panel will offer brief tips on guardianships, non-disclosure agreements, pre- and post-nuptial agreements, irrevocable trust modification, and an update on Opportunity Zones & Funds.		*Hemingway Ballroom*
5 – 6pm	**Cocktail Hour**		*Outside Hemingway Ballroom*