

THE FINANCIAL PLANNING ASSOCIATION OF NORTHEASTERN NEW YORK

Recognized by the FPA® As A Gold Level Chapter

Chapter News

February 2011

February 17, 2011
Thursday

Breakfast Meeting
Wolferts Roost Country Club

7:30 AM Registration & Breakfast
7:45 AM President's Remarks
7:50 AM Sponsors: Oppenheimer Funds
8:00 AM Speaker: Elizabeth Wertime
Topic: Social Security Update
9:00 AM Adjournment

March 16, 2011
Wednesday

All Day Insurance Day
NYS Nurses' Association

7:30 AM Registration
8:00 AM Event: All Day
4:00 PM Adjournment

April 14
Thursday

Breakfast Meeting
Wolferts Roost Country Club

7:30 AM Registration
7:45 AM President's Remarks
7:50 AM Sponsor: MFS Investments
8:00 AM Speaker: David Lawrence
Topic: Building High Profit/High Value
Financial Planning Practice
9:00 AM Adjournment

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Notes from the Executive Director

February 2011



Hello everyone— Our great year of programming continues with our February 17 breakfast meeting at the Roost featuring Elizabeth Wertime, Public Affairs Specialist with the Social Security Administration who will speak on:

Social Security: What Your Clients Need to Know

This Social Security pre-retirement presentation covers what you need to know about the Social Security program as you help your clients plan for their retirement. You will learn the essentials; such as how your clients qualify for Social Security, how their benefit is computed and how your client can find out how much they are going to receive. You will know what Social Security benefits your clients and their family might be entitled to and how work affects those benefits. You will understand the three Medicare enrollment periods and rules for higher-income beneficiaries. You will also learn the three Social Security strategies that all financial planners should know: The Buy-

back, Pick and Choose, and File and Suspend. We will also discuss recent changes to the popular “buy-back” strategy. Finally, you will find out how you can find all this information and more on Social Security’s award-winning website, www.socialsecurity.gov.

Register online at www.fpa-neny.org.

Also, March 16 brings our **Get All Your NYS Insurance Credits in One Day**. This is a hugely popular offering, we feed you, educate you, and provide lots of CE credit. The flyer is in this newsletter. Should you have any questions, just let me know!

Remember, this is a Chapter fueled by Volunteers—if you can help, please do!

See you on February 17! Stephanie Cogan

Stephanie Cogan
Executive Director, FPA NENY
PO Box 11565
Loudonville, NY 12211-0565
518-458-7774

**Join Us Wednesday February 17th
Breakfast Meeting
at Wolfert's Roost**

**Social Security:
What Your Clients Need to Know**



Elizabeth Wertime
Public Affairs Specialist
Social Security Administration
Albany, New York

Born in the Adirondack Mountains, Elizabeth graduated with a BA from SUNY Geneseo in 1993. She enjoyed a six-year career in banking career before leaving the private sector to join the Social Security Administration in 2003 as a Claims Representative in Albany, NY. She worked in Albany for five years before accepting a detail to Elmira, NY Office as an Operations Supervisor. Elizabeth returned to Albany in 2008 with a promotion to Public Affairs Specialist. As Public Affairs Specialist, Elizabeth communicates the intricacies of the Social Security program to fellow residents of the Capital District.

Tools You Can Use

Click:

<http://www.ssa.gov/financialplanners/>

**THE FPA OF NENY PRESENTS:
 GET ALL YOUR NYS INSURANCE CREDITS IN ONE DAY**
Wednesday, March 16, 2011, 7:30am to 4:30pm
NYS Nurses Association, 11 Cornell Drive, Latham, NY 12110
www.nysna.org/departments/directions.htm

<u>TIME</u>	<u>COURSE NAME</u> <u>COURSE NUMBER</u>	<u>INSTRUCTOR / NUMBER</u> <u>COURSE PROVIDER NUMBER</u>
7:30 A.M.	Registration and Breakfast	
8:00-8:50 A.M.	Self Study Exam	Cape School proctoring
8:55 A.M.	Mandatory Announcements	
9:00 A.M - 12	NYS Partnership for Long-Term Care Advanced Partnership Refresher NYCR- 217256	NYS Partnership instructor Course Provider: NYPO-100417
<i>OR Alternate Choices</i>		
9:00 A.M.	Class Act & LTC Opportunities (TBD) NYCR - TBA	S. Larry Feldman/NYIN-301199 CFK/ICB: NYPO-100216
9:55 A.M.	Break	
10:10 A.M.	Access Trusts NYCR - 212261	Donna Scalaro, Esq./NYIN: 306764 Hartford: NYPO-100053
11:00 A.M.	Qualified Combination Plans NYCR-216287	George Kozol / NYIN-301373 Security Mutual: NYPO-100093
11:50 A.M.	Lunch Buffet	
12:30 P.M.	Special Needs Planning NYCR-215695	Donna Scalaro/NYIN- 306764 Course Provider: NYPO-100053
1:25 P.M.	Residential Mortgage & the American Dream NYCR- 217781	George Kozol/ NYIN-301373 Security Mutual: NYPO-100093
2:15 P.M.	Break	
2:30 P.M.	Use of Annuities in Trusts NYCR-211722	Mark Silhavy, Esq / NYIN-311091 Met Life: NYPO-100473
3:25 P.M.	Disability Income Qualified Sick Pay Plans NYCR- 208171	Tom Norris/ NYIN: 312257 Mass Mutual: NYPO – 100007
4:15 P.M.	Day Ends	

- o A PHOTO ID must be presented at Registration.
- o Personal sign in and sign out is REQUIRED for EACH session
- o Self-Study Course can ONLY be purchased in conjunction with the Classroom portion

* Schedule subject to change.

Get All Your NYS Insurance Credits in One Day

Registration Form

This is a TWO-part course:

The FIRST part is the Classroom portion:

Classes run from 9:00 A.M. to 4:15 P.M. for a total of seven hours. **Seven hours** of Continuing Education credit are available for the NYS insurance requirement. **Please note:** You must choose to attend **EITHER** the NYS Partnership Advanced Refresher Course **OR** the Alternate classes. Credit for CFPs and CPAs is being requested. Cost for FPA members is \$125, non-members \$175. Price includes breakfast, lunch, all educational materials, and CE credit.

The SECOND part is the Self-Study portion and is OPTIONAL and additional:

CHOICE of Self-Study courses for **eight** NYS Insurance credits. The **deadline** to participate in this Self-Study portion is March 5, 2011. The self-study examination will take place from 8:00A.M. to 8:50 A.M on March 16, 2011 at the NYS Nurses' Association. Cost of the Self-Study portion is \$65 for both members and non-members. **The Self-Study portion is only available WITH PURCHASE of the classroom portion.** Application has been made for CFP credit. Though some CE credit is expected, **it will likely be less than eight hours.**

Name _____ CFP License Number _____
 NYS Insurance License _____ CPA? ___ EA? ___ Last 4 digits SSN _____

Firm Name _____

Address _____

Telephone Number: _____ E-mail: _____

Registration Fees

Registration fees include admittance to all educational sessions, educational materials, and scheduled meals.

	Classroom	Self-Study (optional)*	Total
FPA Member:	\$125 _____	\$65 _____	_____
Non- Member:	\$175 _____	\$65 _____	_____

CHOOSE ONE: I WILL attend : NYS Partnership Refresher Course** _____ The Alternate Programs _____

Attendees **MUST have taken the Basic course to receive CE credit for the refresher. See www.NYSPLTC.org for details.

***Self-Study is NOT available for separate purchase, but MUST be purchased with the Classroom Portion. If purchasing the Self-Study portion, please ALSO complete and REMIT "Optional Self-Study" form.**

Registrations may be purchased online at www.fpa-neny.org or mailed in (check only)

Register and pay online OR send completed registration form(s) and check to:

Executive Director, FPA of NENY
 PO Box 11565
 Loudonville NY 12211

Cancellation / Refund Policy: On or Before March 1st - 50% Refund; After March 1st- No Refund. Applies to Classroom portion only, no refund for the Self-Study portion. *Questions? Please call 518-458-7774 or email chapexec@fpa-neny.org*

Optional Self-Study Course*
ORDER MUST BE MADE BY MARCH 2, 2011

Each Self-Study book is 8.00 insurance credits

_____ LH Collection: Focus on Medical Coverage	NYCS-215883	(LA/C1/LB)
_____ Everyday Law for Insurance Agents	NYCS-203886	(LA/C1/LB/BR/C3/PA)
_____ Group Insurance Concepts	NYCS-208505	(LA/C1/LB)
_____ Retirement Planning	NYCS-208544	(LA/C1/LB)
_____ Insurance Digest, Volume Two	NYCS-204076	(LA/C1/LB/BR/C3/PA)
_____ Insurance Law: Regulating Complexity & Honesty	NYCS-206764	(LA/C1/LB/BR/C3/PA)

CFP credit is pending. Because these are self-study courses, it is likely that CFP credit granted will be LESS THAN 8 hours per course.

Name (as it appears on your license): _____

Mailing Address
 Agency/Company: _____

Street Address (Required!): _____

Box# _____ Suite# _____ Floor: _____

City: _____ State: _____ Zip Code: _____

Phone: (_____) _____ - _____ Fax: (_____) _____ - _____

E-mail address: _____

License Number(s) Insurance: _____ CFP: _____

Last Four Digits of your Social Security Number: _____ CPA? EA? _____

* Self-Study Course may only be purchased WITH the Classroom portion.

SPECIAL HANDLING OF THIS FORM:

Register by faxing the form to: Rene' Carwile at 888-303-1828~ THEN, Make checks payable, return form to: FPA-NENY ~ PO Box 11565 ~ Loudonville, NY 12211 or pay with your credit card at www.fpa-neny.org

FPA of Northeastern New York HONORS

The Northeastern New York Chapter of the Financial Planning Association established the HONORS program to give recognition to individuals who have made a significant contribution to the Financial Planning profession.

People who are recognized are strong supporters of the Financial Planning Process and give of themselves to help others in their profession or their community. They exhibit high ethical standards, place their clients' interests first and generally have a positive impact on both clients and professional colleagues.

In short these persons are role models deserving of respect and the recognition of their peers.

The FPA of Northeastern New York HONORS Award will be presented Thursday May 12, 2011 at our Annual Symposium.

To nominate someone for FPA of Northeastern New York Honors, please submit your recommendation by April 3, 2011 via email to chapexec@fpa-neny.org Attn: HONORS. Please include your name, corporation, type of business, your affiliation/relationship to nominee, and describe why you are nominating this individual.

Happy Birthday

Chuck Moran Feb 07

Loretta Birkett Feb 14
Frank Skanlon Feb 14

Bill Jerome Feb 26
Tom Brown Feb 28



FPA-PAC

Representing financial planners and issues affecting planner practices are primary objectives of the Financial Planning Association. To enhance our efforts, the FPA-PAC was created as the federally registered political action committee of FPA, the only registered PAC on Capitol Hill representing the interests of the financial planning profession.

By contributing to the FPA-PAC fund, you're helping support candidates for the United States Senate and House of Representatives — primarily incumbents, regardless of political party — who have demonstrated previous support of issues FPA believes critical to advancing the profession.

Below the Beltway

Lobbyists and interest groups gathered in what some are classifying as a “call to arms” meeting in an effort to marshal opposition to possible budget cuts by Republican legislators. The late January meeting attracted more than 400 attendees, most of which were affiliated with one of the most targeted government agencies: Labor and Health and Human Services budget.

GAO Study Finds Shortcomings in Financial Planner Regulation, but Recommends No Additional Oversight

SEC Study Calls for Fiduciary Standard for Brokers, Harmonization

SEC Study Presents Options for Improved IA Oversight

FPA pushes for Treasury to Implement Laws Benefiting Low-income Individuals

1099 Repeal Amendment Passes Senate President Calls for Corporate Tax Reform

FPA pushes for Treasury to Implement Laws Benefiting Low-income Individuals

2011 Tax Update

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



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Just in Time for Valentine's Day: Six Secrets to Help Sweethearts Overcome Cash Management Conflicts

It's Valentine's Day and the air is thick with the elegant scent of roses, romantic sentiments whispered between lovers, the ethereal notes of a lone violin...

Those sweet notes can quickly turn to sour grapes for couples with conflicting approaches to handling money. Usually, "it's a case of one being a saver and the other a spender," explains certified financial planner H. Jude Boudreaux, founder of Upperline Financial Planning in New Orleans, La.

But take heart, couples. The following steps can help keep money issues from spoiling that loving feeling:

Communicate! Check whatever baggage you have at the door, then talk openly with your partner about the reasons behind your differences. Be candid without being hurtful, and jointly resolve to talk regularly about money issues. "Having those small discussions will help prevent big blow-outs," says Boudreaux.

Find common ground. Instead of dwelling on your differences over money, identify the expectations and aspirations—buying a vacation home, sending a child to college, etc.—you share with your sweetheart. Let those goals guide your financial decisions and behavior. "It's important to have a shared vision of what's important," asserts Boudreaux. "Having long-term goals encourages people to change their habits."

Do the math. As fodder for your money discussions, track household income and expenses over the course of a month. Those numbers will make for better-informed decisions.

Be methodical instead of emotional. Separate your "money selves" from your "sweetheart selves." Remember that it was love—not money—that brought you together in the first place.

Agree to disagree. On certain points, some couples may never agree. What's important is settling on a money management approach that accommodates the saver's priorities as well as the spender's. One approach that some financial planners recommend is to give each spouse a budgeted allotment and the discretion to spend it or save it, as they see fit.

Enlist an expert. You and your loved one's finances are very important, and you should trust them only to an experienced and trusted financial planner. No one is better qualified to help couples work through money issues, set goals and put a plan in place for attaining them.

This column is provided by the Financial Planning Association® (FPA®) of NENY, 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 NENY if you use this column in whole or in part.

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Please keep this notice as your reference for upcoming FPA of NENY events!

WOW!! Season Pass for JUST \$100 (!), your ticket to all SEVEN of our Monthly meetings! Available to members, only. Purchase yours at www.fpa-neny.org TODAY!

2011 CALENDAR OF EVENTS

Date	Event	Time	Speaker/Topic	Location
March 16 Wednesday	All-Day	7:30am (8 hour)	All-Day Insurance Day	NYS Nurses' Assoc
April 14 Wednesday	Breakfast	7:30am (1 hour)	David Lawrence Building high profit/high value financial planning practice	WRCC
May 12 Thursday	All-Day	Eleventh Annual SYMPOSIUM		NYS Nurses' Assoc.

Further information is available at www.fpa-neny.org, our NEW and IMPROVED website! **Save 50% by purchasing a Season Pass for JUST \$100 (!), your ticket to all seven of our Monthly meetings!** Season Pass does NOT include Symposium or Insurance Day. Individual meetings cost \$25 per member, \$40* for non-members. Save time, pay online: simply click "Register" on our website! Buy a **Season Pass/Symposium** combo ticket for \$200!! Both Season Pass and combo ticket are available to Members only. Any member may bring a 1st TIME guest who is a considered a prospective member FREE to a Breakfast Meeting, just contact Stephanie beforehand.

* Non-member price for the September meeting is \$50.

Calendar is subject to change. Directions to Wolferts Roost: www.wolfertsroost.com

Many thanks to our 2010-2011 Partners; please visit our website for more information:

Gold: NYLTCB

Silver: CFK/ICB, Adirondack Funds, TM Byxbee Company, CPAs, LLC, Walhausen & Co. LLC

Bronze: The College of St. Rose, The Foundation Source, Oppenheimer Funds, MFS Investments

Symposium: JP Morgan Asset Management

Mission Statement: The Financial Planning Association of Northeastern New York champions the financial planning process by offering our members mentoring and networking opportunities and the highest quality education while enhancing public awareness of the value of financial planning.

Longevity Program

FPA's Longevity Program marks your milestone anniversary dates as an FPA member with special gifts and recognition. Members who reach 5, 10, 15, 20, 25, 30 and 35-year continuous membership anniversary milestones will receive gifts as a token of our appreciation for your continued commitment.

Peter Luczak  20 years

January Longevity: Michael Slattery, 5 years; Bill Canty & Peter Bazanos, 15 years.

November Longevity: Gary Winnick, 15 years; Todd Slingerland, 15 years

October Longevity: Patrick Sheridan, 5 years; Patrick DiCerbo, 5 years.

September Longevity: Michael McCamy, 5 years; Kathy Holtz, 10 years; Charles Kaufman, 20 years; Edward Warren, 25 years.



Committee members for 2011 are:

Programs: Sev Carlson, Chair; Lou Morizio, Len Valletta
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Symposium: Olivia Mussett, Chair; Steve Gonick, Walt Klisiwecz,
Ron Plaine, Mary Becker
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Thank You to Our Gold and Silver Partners!

GOLD PARTNERS



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WWW.FPA-NENY.ORG

A GOLD LEVEL CHAPTER
OF THE FPA®

Thank you to our Bronze Partners



The College of Saint Rose



Chapter Vision Statement:

To be the premier community of financial planners in Northeastern New York and to serve as the leading financial planning resource for the public and media.

If you would like information on sponsorship opportunities with our Chapter, please contact the Chair of our Partner Committee, Don Reutemann, CFP®, at Reutemann_Donald@nlvmail.com or (518) 688-2223x44

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