EARN THREE CEU CREDITS!

- ELKHART COUNTY ESTATE PLANNING COUNCIL -

PLANNING FOR TRANSITIONS IN BUSINESS:
SUCCESSFUL SUCCESSION AND PRESERVING FAMILY WEALTH & HARMONY

AGENDA

7:30 – 8:00 a.m.	Registration and Breakfast
8:00 – 8:05 a.m.	Welcome and Introduction
8:05 – 11:00 a.m.	2-Part - CE Presentation

Part 1 - Transition by Design: Successful Succession of the Privately Held Business and Wealth

A Changing Marketplace and Business Owner Demographics
- Wealth Creation in the United States
- Winds of Change, Business Owner Age and Ownership Transition
- Mission Critical - Issues of Greatest Importance and Difficulty for Family Businesses
- Challenges Facing Family Businesses

Integrated Master Plan Design
- Transition by default
- The Drivers – Business and Family Dynamics
- Strategic Assessment
- Final Phase: Resolve Conflicting Objectives

Strategic Opportunities
- Know Your Numbers
- Evolution of a Business, or De-evolution?
- Ownership Transition Model
- Strategic Opportunities

Changing Paradigms
- Valuation Planning
- Family Business vs. Family Wealth
- Static Documents vs. Dynamic Objectives
- Strategic Positioning
- Freedom of Choice

Part 2 - Family Dynamics & Intergenerational Conflict: Preserving Family Wealth and Harmony

The Landscape
- Factors Predicting Success and Failure in the Transition of Family Wealth
- Wealth Creation in the United States
- Family Ownership Continuity
- Issues of Greatest Importance and Difficulty
- Evolution of a Business or De-evolution
- Ownership Transition Model - Avoiding Chaos
- Know Your Numbers

Fundamentals of Family Dynamics
- Money Beliefs and Associations
- Money Beliefs and Skills

Communication/Trust Beneficiary
- Communication Skills
- What should we tell the children?
- Beneficiary Communications

Family Governance
- Benefits of Family Governance
- Components of Family Governance
- Specific Issues to Address

Art and Architecture of the Family Meeting
- What Is a Family Meeting?
- How Can I Help My Clients With This?
- Why Should We Do This?
- Who Gets a Seat at the Table?
- Rules of the Road
- What Should We Talk About?
- How Do You Spell Success?

The Family Mission Statement
- Identify Common Values
- Communication and Information
- Action
- Legacy
- Family Mission Statement

SEPTEMBER 20, 2023

Elcona Country Club
56784 County Road 21
Bristol, IN 46507

This event will be in-person with no virtual availability.

7:30 a.m.	8 - 11:00 a.m.
Registration and Breakfast	*Continuing Education Seminar*

ELKHART COUNTY ESTATE PLANNING COUNCIL

Providing multi-disciplinary education, understanding, and cooperation among professionals involved in estate planning.

APPROVED FOR THE FOLLOWING CE CREDITS

- Indiana Dept of Insurance - **3.0**
- Indiana Commission on Continuing Legal Education - **3.0 Ethics**
- American Bankers Association- **3.5 CTFA**
- Certified Financial Planner Board of Standards - **3.5**

Scan to Register!

PLEASE REGISTER BY SEPTEMBER 14

INSPIRINGGOOD.ORG/EVENTS | (574) 295-8761

SEPTEMBER 20, 2023
ELCONA COUNTRY CLUB

SUSAN P. ROUNDS

DIRECTOR, HEAD U.S. WEALTH PLANNING
DEUTSCHE BANK WEALTH MANAGEMENT – AMERICAS

Susan P. Rounds is based in Los Angeles and specializes in providing services and solutions to clients in the areas of tax and estate planning, business succession, risk management, philanthropy, family governance, intergenerational wealth transfer and legacy planning. In a career spanning 25 years, Rounds has advised ultra-high-net-worth individuals, families, and privately-held business owner clients during her tenure in Big Eight Accounting, global financial institutions and private legal practice. She has been elected to the NAEPC Estate Planning Hall of Fame® Class of '22. As a noted national speaker, author and commentator, her articles have been featured in leading publications such as Trusts and Estates Magazine, The Journal of Practical Estate Planning, and The Journal of Private Wealth Management. Rounds makes frequent presentations at national seminars such as the Hawaii Tax Institute, as well as to Estate Planning Councils and other professional groups across the country.

Susan Rounds sits on the Editorial Board for Opportunity Zone Magazine and has been named as one of the Top 25 Opportunity Zone Influencers in the country for 2018, 2019 and 2020. She served on the board of directors for the National Association of Estate Planners and Councils for seven years and edited the NAEPC Journal of Estate and Tax Planning for nine years. Rounds taught Federal Estate and Gift Tax at the University of Georgia School of Law, both Federal Income Tax and Principles of Accounting at the University of Georgia Terry College of Business, and all sections for the National CPA Examination, including Financial Reporting, Income Tax and Regulatory Reporting, Business Law, and Audit. She also served as a faculty member for the NYU Summer Institute on Taxation.

Formal degrees and designations include a BBA in Accounting, cum laude, from UT El Paso, a Juris Doctor from the University of Georgia, and an LL.M. in Taxation from Emory University School of Law. Rounds passed the comprehensive four-part CPA exam on the first sitting and is a registered TEP (Trusts and Estates Practitioner), having earned the STEP Advanced Certificate in Cross-Border Estate Planning. Ms. Rounds is also an Accredited Estate Planner® (Distinguished).