

The Delaware Bankers Association and the Delaware Financial Education Alliance
present the 14th Annual Delaware Trust Conference

2019 Delaware Trust Conference

Delaware Trusts:

Built to Last

October 22nd & 23rd



Chase Center on the Riverfront - Wilmington

located at 815 Justison Street, Wilmington, Delaware 19801



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Dear Trust Professional,

Delaware trusts are the gold standard in wealth management; they're solid, dependable, and best of all thanks to Delaware's rule of perpetuity, they're built to last! The fourteenth annual Delaware Trust Conference will feature a stellar line-up of the nation's top trust, legal and wealth management experts. All of whom will provide you with the latest information on maximizing the benefits derived from utilizing Delaware trusts for estate planning. And while much of the focus is Delaware-specific, this year's agenda offers a wide array of wealth management information for trust practitioners from across the nation.

We're proud to present such renowned speakers as Samuel Donaldson, Robert Sitkoff, Max Schanzenbach, Margaret Sager, Dana G. Fitzsimons, Jr., Adrienne Penta, and more. Topics covered include: Federal Taxes, Changing Situs, Socially Conscious Investing, Significant Fiduciary Cases, Social Media, Elder Financial Abuse, Changes to Delaware Trust Law, and, other important topics.

The Delaware Trust Conference is an ideal opportunity to network while obtaining continuing education credit for: Trust Professionals, Portfolio Managers, Financial Advisors, Attorneys, CPAs, CTFAs, Wealth & Asset Management Services Executives, Executive Trust Officers, Investment Officers, Investment Managers, and Trust Department Managers.

This year's conference will be held at the spacious Chase Center on the Riverfront in Wilmington. The Center is conveniently located just 20 miles from the Philadelphia International Airport and less than 1 mile from the Wilmington Amtrak Station.

Sponsors and exhibitors are encouraged to join the growing list of prestigious firms. For complete information on sponsorship and exhibitor opportunities, please visit www.debankers.com, or email Corinne Stayton at: corinne.stayton@debankers.com.

We look forward to seeing you at the 2019 Delaware Trust Conference!



Sarah A. Long
President
Delaware Bankers
Association
Delaware Financial
Education Alliance



Mark A. Oller, CTFA
President - Family Wealth Delaware
Wilmington Trust Company
Chair
DBA Trust Committee



Todd A. Flubacher
Partner
Morris, Nichols, Arshat & Tunnell LLP
Co-Chair
DBA Trust Committee

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Exhibitors

American Bankers Association ♦ Arden Trust Company ♦ Comerica ♦ Delaware Depository

Deutsche Bank Trust Company Delaware ♦ First Republic Wealth Management

Heritage Auctions ♦ National Care Advisors ♦ Reich & Tang

Santora CPA Group ♦ T21 Trustees, Inc.

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Day 1 - Tuesday - October 22nd

Note: All Attendees May Attend Any Session on Days Which They Are Registered

7:45 - 8:30 a.m. - Registration



8:30 - 10:00 a.m. - Plenary Session 1 (90 minutes) - Group Live

A Federal Tax Update: Quality is Job 1 - *An informative and entertaining recap of the important cases, rulings, regulations, and legislation from 2019 related to federal income, estate, and gift taxes.*

- ♦ Samuel A. Donaldson, Professor of Law, Georgia State University

10:00 - 10:20 a.m. - Welcome / Break - Governor's Hall with Exhibitors



10:20 - 11:50 a.m. - Plenary Session 2 (90 minutes) - Group Live

Top 10 Challenges for Changing Situs - *Not too long ago, changing situs of a trust was novel. Today, in some circles, it has become almost a "bread and butter" consideration in trust administration. Or is it? We find ourselves in a world where some people never consider changing trust situs, whereas others change situs without careful consideration. The speaker will discuss top 10 considerations and challenges for changing trust situs.*

- ♦ Margaret E. W. Sager, Partner, Heckscher Teillon Terrill & Sager, P.C.

11:50 - 12:00 noon - Break - Governor's Hall with Exhibitors

12:00 - 12:45 - Lunch - Riverfront Ballroom



12:45 - 1:45 p.m. - Plenary Session 3 (60 minutes) - Group Live

The Future of Wealth Is Female - *Women are controlling more wealth than ever before, and they are using their growing influence to shape our industry. Join us for a conversation about the wealth trends and demographic changes in the U.S. and an exploration of how we position ourselves and our businesses for success, serve an increasingly diverse group of clients, and hire and train the next generation of advisors.*

- ♦ Adrienne M. Penta, Executive Director, Center for Women & Wealth, Brown Brothers Harriman

1:45 - 2:00 p.m. - Break - Governor's Hall with Exhibitors



2:00 - 3:00 p.m. - Session 4 - Interactive Split Sessions (60 minutes) - Group Live (attend one)

A - Educating the Next Generation - *Legacy and impact are not optional. If we want families to prosper and thrive for generations to come, preparing children and grandchildren now is imperative.*

- ♦ Lisa D. Snyder, Legacy Strategist



B - Construction of a Trust (Practical vs Reality) - A practical discussion covering both drafting and administration of trusts, focused on discretionary distributions, standards of liability, segregation of functions, mechanisms for succession of fiduciaries and limitations on information to be provided to beneficiaries.

- ♦ W. Donald Sparks, Director, Richards, Layton & Finger, P.A.
- ♦ Gregg Landis, Senior Director, BNY Mellon Wealth Management



C - Reporting Requirements for Foreign Trusts & Non-Resident Aliens and U. S. Beneficiaries (Dividing Trustee and Taxpayer Responsibilities) - A detailed discussion regarding reporting requirements for foreign trusts, trustees, U.S. beneficiaries and NRAs including CRS, FATCA, Sections 6048, 6039F, etc., & IRS Forms W-8BEN, W-8IMY, 5472, 3520, 3520-A, etc.

- ♦ Elizabeth Luk, Executive Director & Trust Team Leader, JPMorgan Chase & Co.
- ♦ Patrick W. Martin, Partner, Procopio, Cory, Hargreaves & Savitch LLP

3:00 - 3:15 p.m. - Break - Governor’s Hall with Exhibitors



3:15 - 4:15 p.m. - Plenary Session 5 (60 minutes) - Group Live
Qualified Small Business Stock Exclusion: Qualification, Planning Opportunities & Quandaries - The Qualified Small Business Stock (QSBS) exclusion has garnered increased attention among entrepreneurs, business owners, and investors in start-ups. Because of the preferential tax treatment of QSBS, estate planners need to understand the requirements to qualify for QSBS, the tax benefits and considerations, and the planning opportunities. This presentation will address the benefits, planning opportunities and challenges of the Qualified Small Business Stock (QSBS) exclusion, including a detailed discussion on DINGs

- ♦ Benetta Jenson, Managing Director, Wealth Advisor, J.P. Morgan Private Bank

4:15 - 4:30 p.m. - Break - Governor’s Hall with Exhibitors



4:30 - 6:00 p.m. - Plenary Session 6 (90 minutes) - Group Live
Reconciling Fiduciary Duty and Social Conscience: Environmental, Social, and Governance Investing by a Trustee - This panel will will consider the use of ESG factors by a trustee to “do well” (risk-return ESG for profit) versus to “do good” (collateral benefits ESG), exploring the extent to which a trustee may use ESG factors in compliance with the high standard of conduct demanded of a fiduciary.

- ♦ Robert Sitkoff, John L. Gray Professor of Law, Harvard Law School
- ♦ Max Schanzenbach, Seigle Family Professor of Law, Northwestern University School of Law

6:00 - 7:00 p.m. - Reception - Governor’s Hall with Exhibitors

Day 2 - Wednesday - October 23rd

7:15 - 8:00 a.m. - Registration



8:00 - 9:30 a.m. - Plenary Session 1 (90 minutes) - Group Live

The Past Year's Most Significant, Curious, or Downright Fascinating Fiduciary Cases (2018 Edition)* **At least it seems to me. Your mileage may vary. – This session will review recent cases from across the country to assist fiduciaries and their advisors in identifying and managing contemporary challenges.*

- ♦ Dana G. Fitzsimons, Jr., Principal, Fiduciary Counsel, Bessemer Trust

9:30 - 9:45 a.m. - Break - Governor's Hall with Exhibitors



9:45 - 10:45 a.m. - Plenary Session 2 (60 minutes) - Group Live

Implications of Five Generations on Trusts & Wealth – *A discussion of the impact of five generations co-existing in the trust and wealth management arena.*

- ♦ Kim Huggins, Consultant, Partner, ALULAsm

10:45 - 11:00 a.m. - Break - Governor's Hall with Exhibitors

11:00 - 12:00 noon - Concurrent Sessions 3 (60 minutes) - Group Live



A - Trust Ethics - Social Media, Free Speech, and the Perils of Online Posting in Business and Law - *Does free speech really mean you can say anything? And when it comes to posting online, are there really any boundaries? This presentation will keynote the hot social media - free speech debate, and highlight the perils and ethical considerations of using social media.*

- ♦ Rodney A. Smolla - Dean, Professor of Law, Widener University Delaware Law School



B - Best Practices and Pitfalls of Trust Modifications – Modify, Merge, NJSA, Decant or Court! - *A discussion focused on the best practices, common mistakes, and traps for the unwary when modifying trusts inside and outside of Delaware.*

- ♦ Matthew P. D'Emilio, Managing Member, McCollom D'Emilio Smith Uebler LLC
- ♦ Kimberly Gill McKinnon, Director, Gordon, Fournaris & Mammarella, P.A.

12:00 - 12:15 p.m. - Break - Governor's Hall with Exhibitors

12:15 - 1:00 p.m. - Lunch - Governor's Hall with Exhibitors



1:00 - 2:00 p.m. - Plenary Session 4 (60 minutes) - Trust Ethics - Group Live
Elder Financial Abuse: "The Crime of the 21st Century"* - *As trusts and estates lawyers increasingly confront the devastating effects of elder financial abuse, it is critical that we learn to recognize the signs of, and hone our skills at thwarting, such conduct. This presentation will examine the phenomenon from multiple perspectives with a focus on the practical steps that practitioners can take in the face of this pervasive threat to our older clients financial well-being.*

- ♦ Keith Bradoc Gallant, Partner, Day Pitney LLP

* Quoted with permission from Attorney Kirsten Lewis

2:00 - 2:15 p.m. - Break - Governor's Hall with Exhibitors

**2:15 - 3:15 p.m. - Session 5 - Interactive Split Sessions
(60 minutes) - Group Live (attend one)**

A - The Trust Landscape – Impressions from Young Professionals - *Young trust professionals share their impressions of the trust industry – what they have learned and what they are still seeking.*

- ♦ William Warren, Senior Vice President, U.S. Trust Company of Delaware
- ♦ Cody Snyder, Senior Trust Counsel, Commonwealth Trust Company
- ♦ Emily Villacis, Portfolio Management Intern, Glenmede Trust Company
- ♦ Harrison R. Gelber, SVP, Chief Compliance & Administrative Officer, WSFS Wealth

B - Challenging Discretionary Distribution Requests and How to Analyze Them: *A discussion amongst Delaware trust professionals regarding the best ways to address challenging distribution requests, including what to consider, what to ask for and how to put it all together.*

- ♦ Cynthia D.M. Brown, President, Commonwealth Trust Company
- ♦ Bridget Boyd, CTFA, Senior Vice President & Fiduciary Services Head, Citi Trust, Delaware
- ♦ Michael Stein, Managing Senior Counsel, PNC Bank
- ♦ Francis Hazeldine, Managing Director, Trust Administration and Tax, Charles Schwab Trust Company of Delaware



C - International Planning with Delaware Trusts - *Discover the considerations and process for the domestication of foreign trusts as well as a discussion of inbound planning for international clients using Delaware trusts.*

- ♦ Daniel Lindley, Fiduciary Practice Lead, The Northern Trust Company of Delaware
- ♦ Robert Colvin, Principal, Robert D. Colvin & Associate

3:15 - 3:30 p.m. - Break - Governor's Hall with Exhibitors



3:30 - 4:30 p.m. - Session 6 (60 minutes) - Group Live

Why Delaware: The First State v. Other States - *How Delaware overcomes the most common misperceptions, misinformation and fake news from other states looking to capture trust business.*

- ♦ Jeffrey C. Wolken, National Director of Fiduciary Strategies, Wilmington Trust
- ♦ Todd A. Flubacher, Partner, Morris, Nichols, Arsht & Tunnell LLP

4:30 - 4:45 p.m. - Break - Governor's Hall

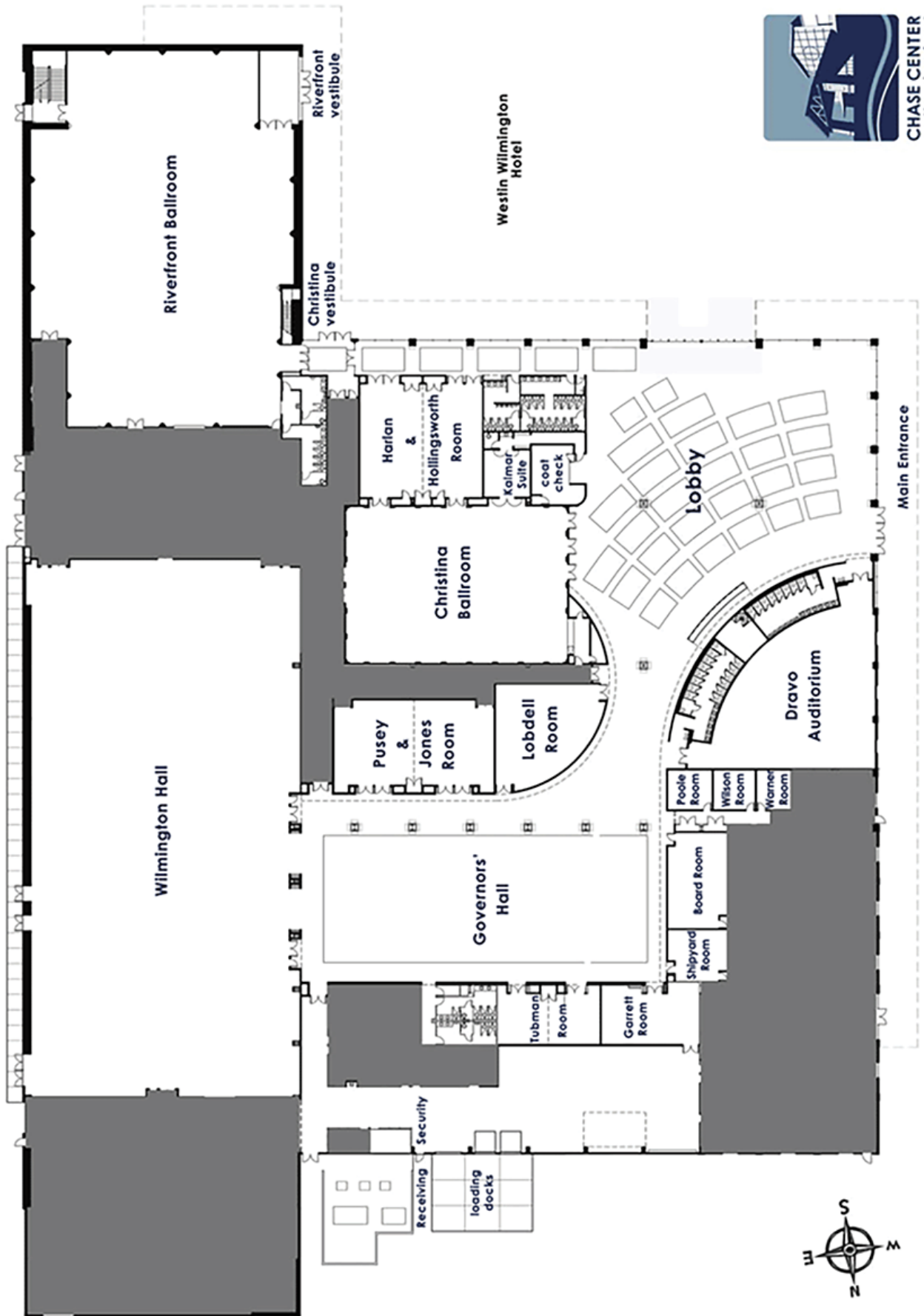


4:45 - 5:45 p.m. - Session 7 - (60 minutes) - Group Live

The 2019 Trust Act: A Primer on What's New in the First State - *This panel will discuss the 2019 Trust Act and provide a summary and explanation of select new statutes.*

- ♦ Vincent Thomas, Partner, Young Conaway Stargatt & Taylor, LLP
- ♦ Gregory J. Weinig, Partner, Connolly Gallagher LLP

5:45 p.m. - Conference Adjourns



The Exhibition Hall will be open throughout all sessions of the conference

Hotel Information



The Westin Wilmington **818 Shipyard Dr., Wilmington, DE 19801**

Please contact hotel's reservation department at 1-800-937-8461. In order to receive special conference room rate (\$210 per night plus applicable taxes), please identify yourself as part of the **Delaware Trust Conference - room block**. You must make your room reservation by 5 p.m. on October 4, 2019 to ensure the discounted room rate. Group hotel room block is for Monday, October 21st & Tuesday, October 22nd. The Westin Hotel will honor the discounted room rates two days before arrival and two days after group departure based on availability. The Westin Wilmington is adjacent to the Chase Center.

The Westin Wilmington features recreational amenities such as an indoor pool and a fitness center. Additional features at this hotel include wireless Internet access (surcharge), concierge services, and wedding services. Guests can catch a ride on the complimentary shuttle, which operates within 3 mi.



Hotel du Pont **11th & Market Streets, Wilmington, DE 19801**

For reservations, please call (302) 594-3125 or (800) 441-9019. No room block available, rooms subject to availability and prevailing rates.

Note: No transportation provided from Hotel du Pont to Chase Center on the Riverfront



2019 Delaware Trust Conference

Program Details

LEARNING OBJECTIVES: To further the understanding of the unique aspects of Delaware Trusts for the benefit of trust professionals to assure that their trust clients receive the most timely, knowledgeable and beneficial advice to maximize their trust needs.

AT COMPLETION OF THIS CONFERENCE, YOU WILL BE ABLE TO: Define the steps an international client uses when considering establishment of a Delaware trust and apply the same to the development of their business; Apply best practices methods on satisfying client needs and trust administration; Identify and apply current trends in Delaware trust planning to better serve existing clients and broaden your trust knowledge, including consideration of both state and national trends; Identify and avoid potential risks to trust clients and trust companies with regard to potential litigation, particularly in the fields of document drafting and review, fiduciary oversight, trust transfer and ethics; analyze and identify potential issues with special assets, asset protection trusts, and international filing requirements for trusts.

PROGRAM CONTENT: Delaware trusts are solid, dependable, and best of all thanks to Delaware's rule of perpetuity, they're built to last! The fourteenth annual Delaware Trust Conference will highlight all the unique advantages of the First State's trust environment. Attendees will enjoy a stellar line-up of the nation's top trust, legal and wealth management experts, all of whom will provide them with the latest information on using Delaware trusts to the maximum benefits for themselves and their clients.

PROGRAM LEVEL: Intermediate

PROGRAM PREREQUISITES & ADVANCE PREPARATION: Those attending the conference will be from varied backgrounds; however all should have a minimum of a bachelor's degree from an accredited college or university. In addition, the attendees will also have a variety of higher educational degrees and designations including, but not limited to J.D., CPA, CTFA, and CFP.

DELIVERY METHOD: Group Live discussions with PowerPoint supplements. All materials presented are provided to attendees in digital electronic format.

REGISTRATION INSTRUCTIONS: Both days for \$995 for DBA/FEA members; \$1,600 for non-members. Daily prices are also available and are listed on the enclosed application. To register, please complete the enclosed registration form and fax to 302-678-5511 or email Renee Rau: renee.rau@debankers.com

REFUND POLICY: If an attendee drops a seminar after the registration deadline, but at least ten (10) business days before the conference starts, the drop fee is \$100.00. After October 11, 2019, the attendee will be charged the full cost of the conference. If the attendee does not drop the conference and does not attend, s/he will be considered a “no-show” and will be charged the full cost. Qualified substitutions are permitted at any time. Continuing education credits will be given to the individual who attends the conference.

PROGRAM CANCELLATION POLICY: The DBA/FEA reserves the right to cancel a session for insufficient enrollment. If a class is cancelled, the DBA/FEA will notify the registrants at least five (5) business days before the scheduled date and refund the course fee.

COMPLAINT RESOLUTION POLICY: Every program’s relevance is guaranteed. If an attendee becomes dissatisfied with the program, she/he will receive a full refund of the enrollment fee or be permitted to attend an equivalent program at no charge. For more information regarding administrative policies such as complaints and refunds, please contact our offices at 302-674-0202.

The Delaware Bankers Association Financial Education Alliance is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State Boards of Accountancy have final authority of acceptance of individual courses for CPE credits. Complaints regarding registered sponsors may be addressed to National Registry of CPE Sponsors, 150 Fourth Avenue North 700, Nashville, TN 37219-2417, website www.learningmarket.org.

**Total Credits for 2019 Delaware Trust Conference = 15.0 CLE
applied for (DE & PA) (including 2.0 Ethics Credits),
CPE & ICB Credits Applied for.
Participants can earn up to 18.0 CPE credits in
Specialized Knowledge and Applications field of study.**



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Schedule at a Glance...

Tuesday - October 22nd

7:45 – 8:30 a.m. Registration
8:30 – 10 a.m. Session 1
10:00 – 10:20 a.m. Break with Exhibitors
10:20 – 11:50 a.m. Session 2
11:50 – 12:00 noon Break with Exhibitors
12:00 – 12:45 p.m. Lunch
12:45 – 1:45 p.m. Session 3
1:45 – 2:00 p.m. Break with Exhibitors
2:00 – 3:00 p.m. Session 4 (Split Sessions)
3:00 – 3:15 p.m. Break with Exhibitors
3:15 – 4:15 p.m. Session 5
4:15 – 4:30 p.m. Break with Exhibitors
4:30 – 6:00 p.m. Session 6
6:00 – 7:00 p.m. Reception with Exhibitors

Wednesday - October 23rd

7:15 – 8:00 a.m. Registration
8:00 – 9:30 a.m. Session 1
9:30 – 9:45 a.m. Break with Exhibitors
9:45 – 10:45 a.m. Session 2
10:45 – 11:00 a.m. Break with Exhibitors
11:00 – 12:00 noon Session 3 (Concurrent Sessions)
12:00 – 12:15 p.m. Break with Exhibitors
12:15 – 1:00 p.m. Lunch with Exhibitors
1:00 – 2:00 p.m. Session 4
2:00 – 2:15 p.m. Break with Exhibitors
2:15 – 3:15 p.m. Session 5 (Split Sessions)
3:15 – 3:30 p.m. Break with Exhibitors
3:30 – 4:30 p.m. Session 6
4:30 – 4:45 p.m. Break
4:45 – 5:45 p.m. Session 7



The Delaware Bankers Association (DBA) is a not-for-profit, private trade association comprised of national and state chartered banks, non-deposit trust companies and savings banks that have assets in or are authorized to accept deposits in Delaware. The DBA also serves associate members that do business with its financial institution members. Delaware's business friendly environment, along with its progressive laws and chancery court system, make it a national leader in the banking and trust industries with some of the country's largest financial institutions having operations in the State. For more information on how DBA membership can benefit your organization, please visit www.debankers.com and click on the "membership" tab.

The Delaware Financial Education Alliance (DFEA) is a 501(c)(3) organization that provides financial literacy education targeted to persons of low- and moderate-income in the State of Delaware through a variety of educational programs designed to promote economic development and stability. The DFEA is also a provider of quality training programs available to employees of member banks in the financial services industry in Delaware.