

The Delaware Bankers Association and The Delaware Financial Education Alliance
Present the 17th Annual Delaware Trust Conference

2022 Delaware Trust Conference



October 18 & 19

Chase Center on the Riverfront, Wilmington

Located at 815 Justison Street, Wilmington, DE 19801



2022 DELAWARE TRUST CONFERENCE

Dear Wealth Management Professional,

Delaware trusts have long been recognized around the globe as premiere vehicles for wealth management. Thanks to Delaware's rule of perpetuity and many other flexible laws, they serve their clients generation after generation with products that are solid and dependable.

The seventeenth annual Delaware Trust Conference features a stellar lineup of the nation's top trust, legal, and wealth management experts. Our speakers will provide the most up-to-date information on maximizing the benefits derived from utilizing Delaware trusts for estate planning. And while many panels are Delaware specific, this year's agenda offers a wide array of wealth management information for trust practitioners from across the nation.

Once again we're pleased to offer a flexible conference experience. For those who enjoy in-person attendance we're delighted to be back at the spacious Chase Center on the Riverfront. For those who prefer the convenience of remote viewing this year's conference will also be available in a high-quality live stream. There will also be a selection of on-demand sessions. And all sessions will be available for credit, on-demand through November 30th.

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.

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 2022 Delaware Trust Conference!



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



Dave Diamond
President
The Northern Trust Co. of Delaware
Chair
DBA Trust Committee



Elizabeth M. Luk
Director, Head of Delaware Trust
BNY Mellon Wealth Management
Co-Chair
DBA Trust Committee

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Reich & Tang + Total Bank Solutions ♦ Santora CPA Group ♦ Weiner Benefits Group
Whisman Giordano & Associates

Day 1 - Tuesday - October 18th

**Note: All Sessions Are Available for Live Streaming.
On-Demand Sessions will be available through November 30, 2022 for Full Credits!**

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

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



What The Cool Kids Are Doing, Current Trends In Estate Planning – In light of recent developments, some estate planning strategies have become especially popular. This presentation explains and evaluates several “hot” planning ideas, including spousal lifetime access trusts, charitable remainder trusts as beneficiaries of retirement accounts, ultra-long-term GRATs, and incomplete gift nongrantor trusts.

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

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

10:20 - 11:20 a.m. - Plenary Session 2 (60 minutes) - Group Live



Crypto and Digital Assets - *With almost 20% of Americans holding some crypto currencies and the federal government getting ready to issue more regulations and adopt legislation about them. This is a critical asset class for estate planners. This presentation will discuss what they are, how they work and the best ways to deal with them in estate planning and administration.*

♦ Jonathan Blattmachr, Principal, Pioneer Wealth Partners

11:20 - 11:30 - Break - Governor’s Hall with Exhibitors

11:30 a.m. - 12:30 p.m. - Plenary Session 3 (60 minutes) - Group Live - Ethics



Bending the Arc of History Toward Justice - *Terrence Franklin had been a trust and estate litigator, handling disputes including will contests for a quarter century, when he discovered a will contest from the 1840s that challenged the will done by his white fourth great-grandfather that emancipated Terrence’s fourth great-grandmother and her children and grandchildren from slavery. This discovery led Terrence to share the story of his ancestors and other stories like them. In this presentation, Terrence recounts the riveting story of his ancestor Lucy Sutton and the fight in the courts to uphold the last will and testament, and he also profiles several other black women, contemporaries of Lucy, who just may have helped Lucy and her family make it to freedom.*

♦ Terrence Franklin, Partner, Sacks, Glazier, Franklin & Lodise LLP

12:30 p.m. - 1:30 p.m. - Lunch

1:30 - 3:00 p.m. - Plenary Session 4 (90 minutes) - Group Live



Counseling the Millennial Millionaire - *A discussion focusing on the many challenging estate planning and trust administration issues unique to young, wealthy clients.*

- ♦ Alexander Lyden-Horn, Managing Director, Director of Delaware Trust Services and Trust Counsel, Evercore Trust Company, N.A.
- ♦ Matthew D’Emilio, Managing Member, McCollom D’Emilio Smith Uebler LLC
- ♦ Beth Knight, Director, Richards, Layton & Finger
- ♦ Erin Markham, Vice President, Senior Trust Officer, The Goldman Sachs Trust Company

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



The Modern Directed Trusts: Wait, You Are Directing Me to Do What? - Taking direction from third party advisors without fiduciary experience/knowledge can provide some added risk depending on what the trustee is directed to do. This session will address issues such as non-traditional investments, distribution to individuals who are not beneficiaries, distributions directly out of an LLC, as well as issues with the attainment of information needed to perform its duties as directed trustee such as valuations for closely held entities, tax information, and foreign asset information.

- ♦ Isabel Rute Araújo, SVP/Chief Administrative Officer, Key National Trust Company of Delaware
- ♦ Robert W. Eaddy, President, The Bryn Mawr Trust Company of Delaware
- ♦ Cynthia D.M. Brown, President, Commonwealth Trust Company
- ♦ Thomas M. Forrest, President & CEO, U.S. Trust Company of Delaware

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



Planning With Purpose in Mind - Trusts' material purposes have traditionally been expressed implicitly. Longer-lived trust documents such as dynasty trusts, and the dispersion of fiduciary responsibility among advisors and trustees, heighten the need to express material purposes explicitly. We will review the history of the material purpose/Claflin doctrine, and consider ways to express purpose in several areas: discretionary distribution standards, unique assets and concentrated holdings, and statements of intent.

- ♦ R. Hugh Magill, Vice Chairman, Retired, The Northern Trust Company

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

Day 2 - Wednesday - October 19th

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

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



Review of the Past Year's Significant, Curious, or Downright Fascinating Fiduciary Cases - This session will review selected reported fiduciary litigation decisions from 2021 that relate to multiple areas of estate planning, estate and trust administration, the fiduciary duties of agents, administrators, trustees, and other fiduciaries, and related trial practice, and identify and discuss navigating contemporary fiduciary challenges.

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

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

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



Delaware Developments: Improved Statutes! New Cases! – Our panel will serve as your guides to scale the heights of improved Delaware statutes – and plumb the depths of the always-intriguing backstories giving rise to new case law addressing Delaware trusts.

- ♦ Jocelyn Margolin Borowsky, Partner, Duane Morris LLP
- ♦ Gregory J. Weinig, Partner, Connolly Gallagher LLP

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

11:00 - 12:00 p.m. - Plenary Session 3 (60 minutes) - Group Live



Use of Delaware trusts in International/Cross Border Planning - Delaware trusts help solve some of the most complex international tax and non-tax planning challenges. This panel will explore applications of Delaware trust law to facilitate cross-border wealth transfers, inbound U.S. investments, pre-immigration planning and other problems confronting multi-national families.

- ◆ Scott A. Bowman, Partner, McDermott Will & Emery LLP
- ◆ Myriam Soto, Head of International Wealth Planning and Fiduciary Services, BNY Mellon Wealth Management
- ◆ Daniel Hayward, Partner, 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) - Group Live - Ethics



Avoiding a Wealth of Trouble - Claims against trust and estate lawyers are on the rise. This program will address the top claims and ethics issues facing trust and estates lawyers, including conflicts, joint representations (including family representations), confidentiality, and managing the representation with good engagement and closing letters.

- ◆ Randy Curato, Vice President, Senior Loss Prevention Counsel, ALAS, Inc.

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

2:15 - 3:15 p.m. - Plenary Session 5 (60 minutes) - Group Live



Competing with Copy Cats - Why the First State is Still #1 for Personal Trusts - With favorable trust laws now in many states, why Delaware remains the leader. This session counters misleading state rankings to show why experience, innovation, and infrastructure put Delaware first.

- ◆ Jeffrey C. Wolken, Senior Vice President, Wilmington Trust, N.A.

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

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



Purpose Trusts - Description TBA.

- ◆ Vincent Thomas, Partner, Young Conaway Stargatt & Taylor LLP
- ◆ Beth King, President, Brown Brothers Harriman Trust Company of Delaware, N.A.

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

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



Trusts in Motion - *This panel will discuss issues around determining trust governing law for validity, construction and administration, including situs, choice of law and conflicts of law issues. This will include an update on the Uniform Law Commission drafting committee on conflicts of law in trusts and estates acts.*

- ◆ Todd Flubacher, Partner, Morris Nichols Arsht & Tunnell LLP
- ◆ Elizabeth Luk, Head of Delaware Trust, BNY Mellon
- ◆ Susan D. Snyder, Trust Counsel and Deputy General Counsel, Northern Trust

On Demand Sessions

On Demand Session 1 - Corporate Transparency Act - 2021 was filled with a significant amount of



legislative activity that impacted the wealth planning and tax practice. The Corporate Transparency Act represents the most significant reformation of the Bank Secrecy Act and related anti-money laundering rules since the US PATRIOT Act. All wealth planning and tax practitioners will need to understand the compliance obligations under the CTA, which is mainly focused on requiring corporations, limited liability companies, partnerships, and indirectly trusts, to disclose information on their beneficial owners. The reporting requirements cast a broad net, can be onerous, and are riddled with exceptions. This panel will cover the history behind the enactment of the CTA, key provisions under the CTA and recently issued proposed regulations, and practical considerations on how practitioners can comply with the guidance available to date.

- ◆ Glenn G. Fox, Partner, Tax/Wealth Management, Baker & McKenzie LLP

On Demand Session 2 - Case Studies: Discretionary Distributions - Making discretionary



distributions is a fundamental responsibility of a trustee. Multiple case studies will illustrate how trustees balance between competing interests when exercising discretion.

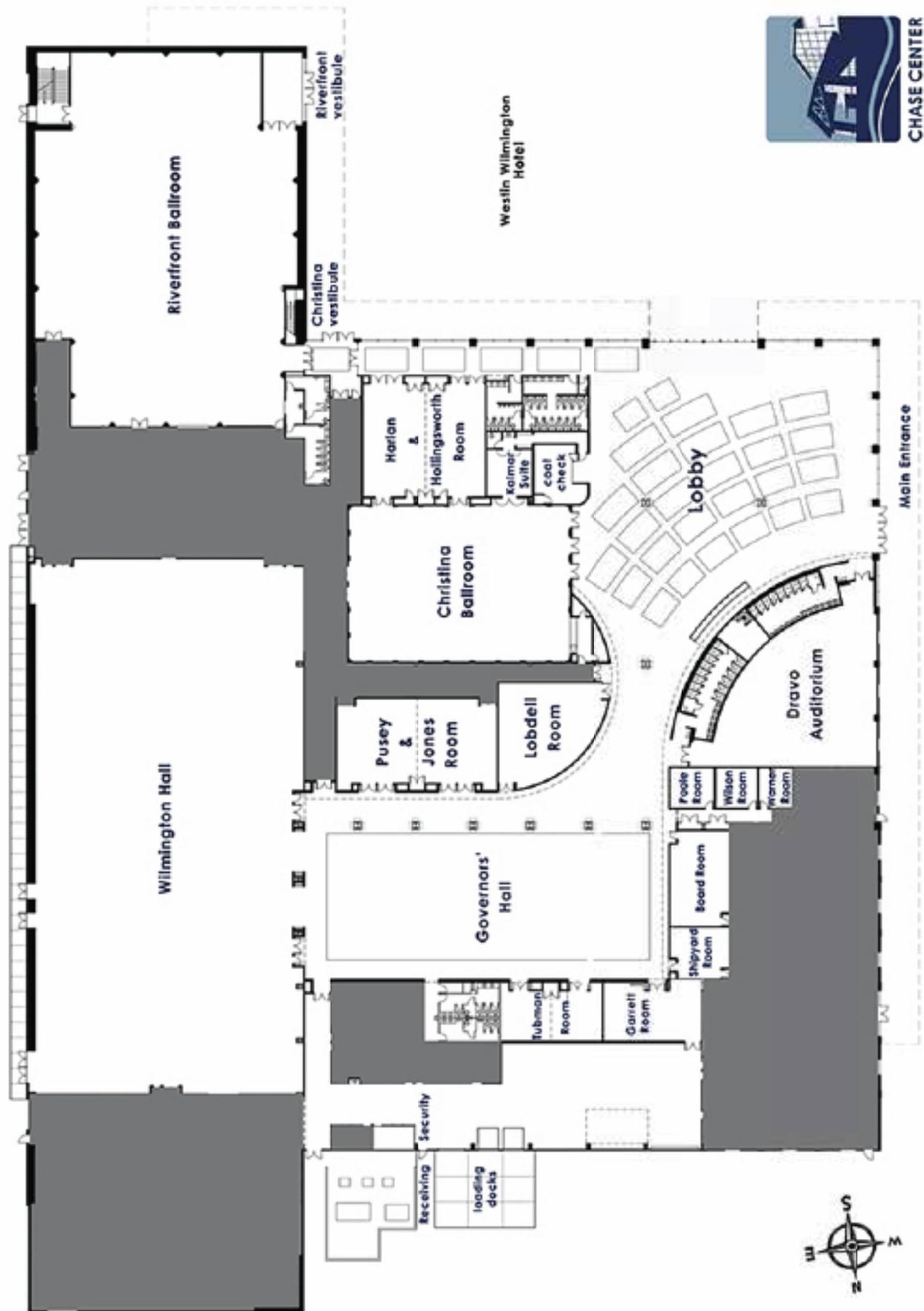
- ◆ Cody Snyder, Vice President, Senior Fiduciary Officer, The Bryn Mawr Trust Company of Delaware
- ◆ Timothy S. Egan, Managing Director, Wealth Advisory, The Glenmede Trust Company, N.A.

On Demand Session 3 - Onboarding Trust Case Studies: Tips for Resolving Natural Tension Between Business Development and Trust Administration -



This Case Study will address the age-old dispute between Business Development and Trust Administration/Group Management. Topics will include: Acceptance of Non-Traditional Assets, High-Risk Clients, Non-US Clients, Time-Sensitive Matters and More!

- ◆ Todd Hammond, CTFA, TEP, Vice President, National Trust Business Development Officer, Bryn Mawr Trust Co. of DE, Bryn Mawr Trust
- ◆ Wendy Zimmer Cox, J.D., CTFA, Senior Vice-President Fiduciary Officer, Director of Personal Trust, Greenleaf Trust



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

Hotel Information



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

Contact hotel's reservation department at 1-800-937-8461. In order to receive special conference room rate (\$214 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 September 17, 2022 to ensure the discounted room rate. Group hotel room block is for Monday, October 19 through Wednesday, October 21. 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.





2022 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 seventeenth 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 \$1,195 for DBA/FEA members; \$1,695 for non-members. Daily prices are also available and are listed on the enclosed application. To register, please complete the registration form on-line: <https://portal.debankers.com/events/>

Questions? Call 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 7, 2022, 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
2022 Delaware Trust Conference = 18.0 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.**