



# 2019 Rendezvous & Fusion

July 23 – 25, 2019  
Embassy Suites Downtown Denver

## Where Creativity and Expertise Meet

Rendezvous is *the* premier and most professionally diverse gathering of its kind. The **2019 Rendezvous & Fusion** will bring together more than 200 professionals representing more than 20 disciplines for collaborative dialogue, keynotes, and breakout sessions centered on family dynamics, governance, collaboration, philanthropy and personal development and growth.

Our Fusion track is for attendees who want to maintain a leading edge in technical topics and obtain CLE/CPE credit with nationally renowned faculty, while maintaining full access to Rendezvous.

- Select from a variety of session options to create a unique learning experience that meets your current needs.
- Topics that appeal to those just entering the Purposeful Planning space, and the most seasoned and experienced professionals.
- Share your experiences and your best thinking as you participate in interactive learning experiences and gain actionable insights from other professionals facing similar complex family planning issues.
- Fusion sessions designed to provide new concepts, tools, and strategies which you'll be able to monetize and implement immediately.
- Experience professional collaboration in action and understand why it is a key to your future success.
- Make enduring connections and deepen existing relationships during extended networking breaks
- Fusion sessions will qualify for continuing professional education for attorneys, CFPs, and other professionals.

Presented by the  
 **Purposeful Planning Institute**

4600 S. Syracuse, 9th Floor Denver, Colorado 80237 | 720-458-7777 | [info@purposefulplanninginstitute.com](mailto:info@purposefulplanninginstitute.com)

## PLANNING EXPEDITIONS

The quality of Rendezvous & Fusion is a direct reflection of the immense contribution the Expedition members bring and we are incredibly thankful for the dedication and support of our volunteers.

### Vision Expedition

*Cathy Carroll, MBA, Founder, Legacy Onward*

*Bruce DeBoskey, JD, Philanthropic Strategist, Keynote Speaker, Author, The DeBoskey Group*

*Kristen Heaney, MSW, BCC, Legacy Consultant, Legacy Capitals, LLC*

*John "John A" Warnick, Esq., Founder of the Purposeful Planning Institute and Fellow of the American College of Trust & Estate Counsel, Author of the Purposeful Trust & Gift Handbook*

*Matthew Wesley, JD, MDiv, Director, Center for Family Wealth Dynamics & Governance™ at Merrill Lynch, PPI Dean of Family Culture*

### Wisdom Expedition

*Debra Beadle, CAP, Director of Operations, ABS Legacy Partners, LLC*

*Nathan Dungan, Founder and President of Share Save Spend*

*Jamie Forbes, Partner, Forbes Legacy Advisors*

*Kristen Heaney, MSW, BCC, Legacy Consultant, Legacy Capitals, LLC*

*Marlis Jansen, Founder, The Money Conversation*

*Steve Legler, MBA, CFA, FEA, Family Legacy Advisor, TSI Heritage*

*Katie Spencer, PsyD, Founder, Northbound Coaching*

*Joanne Stern, PhD, Founder, Family Wealth Preservation Consulting*

*John "John A" Warnick, Esq., Founder of the Purposeful Planning Institute and Fellow of the American College of Trust & Estate Counsel and author of the Purposeful Trust & Gift Handbook*

*Thomasina Williams, JD, Family Dynamics Consultant, Wells Fargo Private Bank*

### Fusion Track Focus Group

*Randy Fox, Co-Founder, Chief Content Officer at EzCharitable, LLC and Editor in Chief at Planned Giving Design Center, LLC*

*Liza Hanks, JD, GCA Law Partners*

*Mark C. Hartnett, JD, Managing Director, Argent Family Wealth Services*

*L. Paul Hood, Jr., Director of Planned Giving, The University of Toledo Foundation, PPI Dean of the Cutting Edge*

*Kristin Keffeler, MSM, MAPP, Principal, Illumination 360 & PPI Dean of Family Sustainability & Empowerment*

*Josh Patrick, Founding Principal, Stage 2 Planning Partners, PPI Dean of Sustainable Business Enterprises*

*John "John A" Warnick, Esq., Founder of the Purposeful Planning Institute and Fellow of the American College of Trust & Estate Counsel and author of the Purposeful Trust & Gift Handbook*

### Warmth & Fun Expedition

*Doug Baumel, MBA, Partner, Continuity Family Business Consulting*

*Sandi Bragar, CFP, Director, Wealth Management, Principal, Aspiriant*

*Cathy Carroll, MBA, PCC, Founder, Legacy Onward*

*Jennifer Laun, CFP*

*Jeff Savlov, CAP, Founder, Blum & Savlov, LLP*

*Gary Shunk, Family Dynamics Consultant, Wells Fargo Private Bank*

*Michael G. Stuart, JD, CPA, Founder of The Stuart Legacy Alliance, LLC*

## REGISTRATION DETAILS

**Member Rate:** \$1,325 (\$1,125 before May 31st)

**Non-Member Rate:** \$1,825 (\$1,625 before May 31st)

Register by May 31st and receive preferred pricing. Check our website for details and current offers.  
[www.purposefulplanninginstitute.com](http://www.purposefulplanninginstitute.com)

## HOTEL INFORMATION

### Embassy Suites Downtown Denver

1420 Stout Street

Denver, CO 80202

1-800-HILTONS

[Book Online](#)

### Discounted Group Rate: \$199

The room rate includes complimentary internet access in your guestroom and a 30% discount on valet parking.

### Group Rate Cut-Off Date: July 8, 2019

Reservations made after the cut-off date or after the group room block has been filled (whichever comes first) will be accepted on a space- and rate-availability basis. **Rooms are limited, so please book early.**

The weather in Denver in July should offer temperatures averaging between 61° F and 90° F (low humidity but with the possibility of rain). Guests are advised to bring light jackets or sweaters for often heavily air-conditioned hotel meeting rooms, restaurants and cooler evenings outdoors.

Suggested attire is business casual.

Before your trip to Denver, and while you are here, drinking plenty of water is the number one way to help your body adjust easily to our higher altitude. The low humidity in Colorado keeps the air dry, like the desert, so you need about twice as much water here as you would drink at home.

## THANK YOU to the 2019 Rendezvous & Fusion Sponsors!

### Platinum Level



### Gold Level



### Silver Level



FAIR SPLIT  
DIVIDE THINGS, NOT FAMILIES



Limited sponsorship opportunities are still available. Please contact us for more information.

## GROUND TRANSPORTATION

**Taxi Service:** The cost from DIA is approximately \$60 (one-way). Check with your taxicab company of choice for more information on fares and destinations served.

For a list of providers visit [https://www.flydenver.com/parking\\_transit/transit/taxis](https://www.flydenver.com/parking_transit/transit/taxis).

**Shuttle:** For airport shuttle service from DIA, the hotel recommends Super Shuttle. Reservations for Super Shuttle can be made online or by calling (303) 370-1300. Estimated shuttle fare from Denver International Airport to the hotel is \$34 each way. Reservations are required.

**Car Rental:** Car rental agencies are located on airport property and provide courtesy shuttle service to and from Jeppesen Terminal. Shuttles pick-up and drop-off from Jeppesen Terminal Level 5, Island 4, outside doors 505-513 (east side) and 504-512 (west side).

For a list of providers visit [https://www.flydenver.com/parking\\_transit/car-rentals](https://www.flydenver.com/parking_transit/car-rentals).

**Public Transportation (RTD Airport Train):** The A Train runs every 15 minutes from the airport to Union Station (appx 39 minutes and seven stops). From Union Station you can Uber to the Embassy Suites or you can use the Free Mall Shuttle Ride. If you want to use the Free Mall Shuttle Ride it's a two block (about 3 minutes) walk to the Shuttle stop at the 16th Street Mall & Wynkoop St. There are plenty of signs to guide you and it's a safe area. Once you board the Free Mall Ride you'll ride it until you get to the 16th Street Mall & Stout Street stop (the shuttle will take appx 5 minutes, 0.6 miles). Once you get off at Stout Street walk south a little over one block to 1420 Stout Street. The one way ticket for the A Train is \$9 and the Uber ride should be less than \$6. The Shuttle is free and runs about every two minutes most of the day.

## DIRECTIONS

### From Denver International Airport – 30 Minutes/26 Miles

From Denver International Airport (DEN): Exit airport by taking Pena Blvd. Follow Pena Blvd and then merge onto I-70 West. I-70 West to I-25 South, Exit 210A Colfax Ave, turn left onto Colfax Avenue. Turn left on Kalamath. Kalamath becomes Stout. Proceed underneath the convention center. Hotel will be on right, just past 14th Street.

## SOCIAL ACTIVITIES & EVENTS

Attendees will have the opportunity to participate in one of several organized group activities on Thursday, July 25th. We hope your schedule will permit you to participate in one of the group events on Thursday afternoon.

# Agenda & Breakout Session Schedule

## Monday, July 22nd

6:00 pm	8:00 pm	Registration & Reception	
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## Tuesday, July 23rd

6:30 am	8:00 am	Registration	
7:00 am	7:50 am	Breakfast & Optional Roundtable Discussions	
8:00 am	8:15 am	<b>Attunement</b> Stephanie West Allen, JD, PPI Dean	
8:15 am	8:45 am	<b>Quo Vadis PPI?</b> John "John A" Warnick, Esq.	
8:45 am	10:15 am	<b>Young at Heart: Unlocking Your Creative Confidence</b> Tom Kelley	
10:15 am	11:00 am	Break	
11:00 am	12:15 pm	Breakout Sessions	
12:15 pm	1:30 pm	Lunch & Optional Roundtable Discussions	
1:30 pm	3:00 pm	<b>Plenary Session: Empowerment &amp; Entitlement: Reframing...Rethinking</b>	
3:00 pm	3:45 pm	Break	
3:45 pm	5:00 pm	Breakout Sessions	
6:30 pm	8:00 pm	<b>Dutch Treat Dinner Groups (Optional)*</b>	Local Restaurants

### \*Optional Dutch Treat Dinner Groups

We will organize small (usually 4 to 5 people) groups for those who would like go to a nearby restaurant for a dutch treat dinner on Tuesday, July 23rd. This is a great way to meet other like-hearted, like-minded professionals, as well as a wonderful way to enhance your learning and collaborative experience at the Rendezvous.

### \*Detailed Breakout Session Schedule

The detailed breakout session schedule will be made available to registered attendees via our mobile event app. A printable version will also be made available to registered attendees in June.

# Agenda & Breakout Session Schedule

## Wednesday, July 24th

6:30 am	8:00 am	<b>Registration</b>	
7:00 am	7:50 am	<b>Breakfast &amp; Optional Roundtable Discussions</b>	
8:00 am	9:30 am	<b>Reflections from the Field</b> Stacy Allred, Mary Duke, and Kristen Heaney	
9:30 am	10:15 am	<b>Creative Learning Experience</b> Arielle Nobile	
10:15 am	11:00 am	<b>Break</b>	
11:00 am	12:15 pm	<b>Breakout Sessions</b>	
12:15 pm	1:30 pm	<b>Lunch &amp; Optional Roundtable Discussions</b>	
1:30 pm	2:45 pm	<b>Breakout Sessions</b>	
2:45 pm	3:30 pm	<b>Break</b>	
3:30 pm	5:00 pm	<b>How to Have More Creative Client Conversations – and Why It’s Vital for Your Professional Survival</b> Ian McDermott	
6:30 pm	8:00 pm	<b>Gala Dinner</b>	

## Thursday, July 25th

7:00 am	7:50 am	<b>Breakfast &amp; Optional Roundtable Discussions</b>	
8:00 am	9:00 am	<b>Ten Years of PPI: Looking Back, Looking Ahead - Embracing the Turn from a Calling to a Profession</b> James Grubman, PhD	
9:00 am	9:15 am	<b>Break</b>	
9:15 am	10:30 am	<b>Breakout Sessions</b>	
10:30 am	11:00 am	<b>Break</b>	
11:00 am	12:00 pm	<b>Practicing our Craft with Everyday Creativity and Innovation in Service of Families</b> Timothy J. Belber JD, AEP®	
12:00 pm	1:00 pm	<b>Lunch &amp; Optional Roundtable Discussions</b>	
1:30 pm	4:30 pm	<b>Open Space / Roundtable Discussions (Optional)</b>	
1:30 pm	4:30 pm	<b>Organized Group Activities (Optional)</b>	

# 2019 Plenary Sessions

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## Young at Heart: Unlocking Your Creative Confidence

Tom Kelley

Creativity has become an essential skill for competitive success, and IDEO Partner Tom Kelley will show how creative methodologies like design thinking can help leaders drive innovation and growth. Drawing on research from his New York Times bestseller *Creative Confidence*, Tom will describe approaches for unlocking the creativity in organizations and individuals by:

- Starting with empathy before problem-solving begins,
- Making big change via small experiments, and
- Painting a picture of the world with your idea in it.

For each approach, Tom will use real-life examples from IDEO's forty-year history in the field of design and innovation, as well as from best-of-class companies he has encountered during his long career there. He will encourage you to adapt and translate creative concepts for application to your own unique situation.

## Lessons From the Economic Frontier: 10 Practices We Use to Grow Human Capital in Families

Stacy Allred & Mary Duke

Transformative global forces are reshaping our economy and have important implications for wealthy families and the advisors who serve them. The economic fulcrum is shifting from corporations and government to the individual and as a result, employers now recognize that their most important asset rides up and down their elevators every day – their people. In order to focus on the growth and development of these human assets, corporations have adopted a new “c-suite” role of Chief Learning Officer. This development amplifies James E. “Jay” Hughes Jr's clarion call for wealthy families to recognize

the primacy of their human capital, and we have found many lessons and take-aways that can be translated from the corporate world into family practices.

Come explore with us the key practices we are introducing to future focused trustees and family offices to equip family to thrive amid the unprecedented change and uncertainty of our world. Automation, artificial intelligence and the predicted end of the fossil fuel era are just a few indicators of the disruption to come. Explore the human skills – including agility and resilience – that will be critical to navigating our increasingly intangible world.

## Lessons from the Front Lines: A Day in the Life of the Purposeful Advisor

Kristen Heaney

As advisors serving the qualitative needs of our clients, we face certain realities that come with leading change in an industry. We bolster ourselves as positive disruptors, but often struggle to collaborate effectively with outside professionals who have more traditional approaches to serving shared clients. We rely upon a foundation of standardized process and theory, but are always seeking creative ways to bring a customized, authentic approach to our client work. We juggle busy travel schedules, balancing an overabundance of work and personal responsibilities, and we pursue our own growth and development, while simultaneously questioning whether we have what it takes to serve our clients effectively. These experiences combine to form a typical day in the life of the purposeful advisor that is equal parts engaging and isolating, meaningful and arduous, energizing and exhausting. This brief, creative presentation will inspire advisors to navigate these polarities and meet day-to-day challenges with agility and confidence.

# 2019 Plenary Sessions

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## Creative Learning Experience

Arielle Nobile

A grand experiment in group creativity, participants will be led through a series of exercises based in the tradition of Viola Spolin's theatre games that involve mind, body, and spirit. The journey will be to connect with self, others in the room, and the larger world through the context of creative play. There will be laughter, risk taking, surprises, and probably some mistakes, all key ingredients in more creative and innovative workspaces and lifestyles.

## How to Have More Creative Client Conversations – and Why It's Vital for Your Professional Survival

Ian McDermott

There's a world of difference between a presentation and a conversation. What I hear from clients is they'd like less presentation and more conversation. What I hear from many advisors is that this is quite challenging. This is not surprising because in a real conversation you never quite know where things are going to go next; there's much more ambiguity and uncertainty than in a scripted presentation.

It requires a particular kind of creativity to rise to this challenge. My experience is that anyone can develop this if they first, know how to access their own creativity and then, how to use it in the service of their clients. This is a learnable skill set – and it's worth developing because it cannot be commoditized. I'd like to show you how anyone can move more in this direction.



## Ten Years of PPI: Looking Back, Looking Ahead - Embracing the Turn from a Calling to a Profession

James Grubman, PhD

Less than ten years ago, PPI and its first Rendezvous were a collection of practitioners drawn by desire for community in service of client well-being. The field was more art than science, more shared experience than accepted standards. Now, the specialties of family dynamics, integrated wealth planning, purposeful trusts, family legacy planning, and philanthropic consulting are maturing at an accelerating rate. For the first time, there may be more positions for purposeful practitioners than there are skilled professionals to fill them.

In this signature keynote, PPI Fellow Jim Grubman PhD, will be our guide to looking back on the development of what is fast becoming a true professional field. He will outline how purposeful wealth counseling (in all its forms) is following the paths that other fields have successfully faced – and embraced – in the transition to professionalism. Based on known models for this transition, he will ask us to turn our vision toward the next decade of PPI's growth and development. He will advocate for rising to the challenges that families, firms, and the marketplace are asking us to meet.

## Practicing our Craft with Everyday Creativity and Innovation in Service of Families

Timothy J. Belber JD, AEP®

Everyday is another opportunity for us to demonstrate the difference we make in the lives of those we serve. Everyday also gives a chance to stretch our ability to be creative and innovative. To thrive in the coming years as a practitioner we must move beyond the rote. Tim Belber, PPI Dean of Fusion, will share insights and daily practices you can use to enhance the creativity you bring to your craft.

# 2019 Breakout Sessions

Sessions designated as "Fusion Track" will qualify for continuing professional education for attorneys, CFPs and other professionals.\*

## The Elephant in the Room: Talking to Your Clients about Death and Dying Skillfully

Liza Hanks, JD & Dawn Gross, MD, PhD  
Fusion Track

Estate planners and financial planners are often the first (and sometimes the only) professionals that clients hire to help them address end of life issues. And yet, most of us are not trained to foster meaningful conversations around end of life. Instead, we tend to stay in our comfort zones, discussing death as if it is merely a series of property-transfer problems to solve. We do our clients a disservice by ignoring the truth of the matter: all of us will die one day and, without proactive planning on many fronts--legal, financial, medical, and psychological, few of us are likely to have the deaths (or lives) we really want. This session will introduce a series of practices that you can use with your clients to help them articulate what they do and don't want at end of life. You will earn their trust, be a better advisor to them on these important issues and learn something yourself.

Join Liza Hanks, attorney and Dr. Dawn Gross, MD, PhD, a palliative care physician, and host of KALW's show, Dying to Talk for this informative and interactive breakout.

## Become the Family's Trusted Advisor

Richard Orlando, PhD  
Fusion Track

Are you an advisor that understands the value of meeting the broader multigenerational needs of your clients, but struggles to implement an effective and consistent process for engaging the whole family? Our research, conducted while training hundreds of advisors, supports this common struggle for advisors.

This workshop is for CPAs, wealth managers, attorneys, and other advisors who want to retain

client families across generations, differentiate themselves in the marketplace and attract new client families by serving their broader legacy needs. In this session, you will learn a clear five-step process to effectively engage the whole family of your current clients. You'll also receive a practice management tool which allows you to identify the growth opportunities in your business, determine the multigenerational planning needs of your client-families, and match these needs with practical solutions such as positioning scripts and engagement strategies. If you want to move from being the Trusted Advisor to the Family's Trusted Advisor, come ready to learn!

## The Magical Secrets of Qualified Retirement Plans

Josh Patrick, CFP®  
Fusion Track

Too many business owners think their business will get them to retirement by itself. The unfortunate truth is that unless your business is one of the 1% of the largest businesses in the US that won't be true for you.

There is hope, and its called qualified retirement plans. If you're an advisor to private businesses having a clear understanding of what options a business owner has for pre-tax savings is a key to allow your business owner clients to leave their business when they want, to whom they want in the way they want.

This session will include a case study of how combining a 401(k), profit sharing plan and cash balance plan is often the magic bullet for helping private business owners reach financial freedom from their business. You'll learn how to communicate with your clients about their retirement options, how to explain the value of qualified plans and how to implement them with your business owner clients. You might even decide this plan is a good one for you as well.

# 2019 Breakout Sessions

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## The Business of Family

David York, Esq., CPA  
Fusion Track

There are more than 5 million family businesses in the United States. As a general rule, family businesses outperform non-family businesses, are more values driven, and tend to hold on to employees during difficult economic times. That said, family businesses also face unique and difficult challenges. This presentation will focus on how Purposeful Planners can help family businesses successfully navigate the rough waters that exist at the confluence of business and family. It will also discuss the 6 types of family businesses and the 10 critical questions that family businesses need to be asked.

## Practice Suggestions for Purposeful Planners - Twenty or So Ways to Increase Client Happiness and Your Well-Being

Louis S. Harrison, Esq.  
Fusion Track

This presentation will quickly offer about twenty ways in which attorneys, CFPs, CLUs, CPAs, and wealth planning strategists can increase client satisfaction. These suggestions involve both Non-Tax Planning Techniques as well strategic Practice Management Tips.

The best way to elevate client happiness and get your bills paid promptly is a straight line to the value your client perceives in the planning process you offer. Is it a transaction or an experience which will leave both you and the client happier and more satisfied? Lou Harrison has mastered the zen of purposeful practice management as well as discovered the power which lies beyond traditional tax planning. This non-traditional breakout has received rave reviews at ACTEC and Heckerling and Mr. Harrison is excited to bring his "Purposeful" ideas to Fusion.

## The Seven Most Practical Ideas from Heckerling 2019

John "John A" Warnick, Esq.  
Fusion Track

The Heckerling Institute is overwhelming, mind-numbing, but also a centrifugal professional force affecting lawyers, CPAs, CLUs, CFPs, Trustees and Philanthropic Professionals. What if there were a way to distill the Best of Heckerling into 75 minutes...to glean from 4 1/2 days of CLE/CPE the seven most practical and most important planning concepts. Using his purposeful lens to focus on what really matters most from this year's Heckerling Institute, John A. Warnick will share what resonated most powerfully with him while he was at this year's Heckerling Institute.

## From the School of Hard Knocks: Thoughts About the Initial Client Interview

Paul Hood, JD, LLM, CFRE  
Fusion Track

Initial client interviews are critical to the success of the planner-client relationship yet aren't studied that much by estate planners. Paul will conduct an in-depth look at the initial planning client interview, principally by directly applying actual quotes from medical textbooks on the initial interview, to provide guidance to estate and financial planners. He also will:

- Compare what goes through the minds of the estate planner and the client during the initial client interview.
- Emphasize the importance of watching the non-verbal communication of clients.
- Discuss selected pointers about types of questions to ask and what types of questions to avoid.
- Lay out some interviewing suggestions to help make your interviews go more smoothly and be more productive.

In this hour-long session, Paul will transform how you think about the initial client interview!

# 2019 Breakout Sessions

## Successfully Engaging in a Philanthropic Conversation with Clients

Amanda Weitman, MBA & Beth Renner, MBA  
Fusion Track

As all planners understand, it is far more important to spend time understanding the client's "why" so that the "how" is the best answer for each individual client. All of the data in the world – financial statements, estate planning documents, insurance policies, buy sell agreements, etc. are documents unless they are tied together with the goals and desires of each client. This is no different with charitable planning. Taking the time to understand the unique "why" of their charitable goals will help determine who should be involved in the plan, how much can be given away and when, and what social issue(s) do they want to help solve.

## Strategies for Transforming Relationships Within the Trustscape: Where Creativity & Expertise Meet

Daniel Felix, Esq.; Judith Pearson; Lindsay Pope; Harvey Taraday, CPA, CA, CMC, TEP, FEA; Thomasina Williams, Esq., ACFBA, CFWA, Gregory T. Rogers, MBA  
Fusion Track

Over the course of the last year, a multi-disciplinary group of PPI members met to discuss ways to enhance relationships within the Trustscape. This session will explain what the Trustscape is and the nature of dynamics within the Trustscape. We will also discuss how the Trustscape Collaboratory evolved, share practices and tools that emerged from the discussions and explore other strategies for developing supportive Trustscape relationships.

## Giving Together: How Can Advisors Help Couples Create a Shared Vision for their Philanthropy?

Caroline W. Hodkinson

Exploring philanthropy as a couple can be a highly rewarding experience but can require

blending individual giving styles and differences of opinion. As a trusted family advisor, you may be called upon to provide guidance on issues such as: motivations, control, dividing responsibilities, decision-making, recognition, involving children and grandchildren, etc. This session will provide a framework for advising on these issues and explore how to help clients navigate their philanthropy through transitions such as retirement, deaths, and divorce. Participants will be engaged through videos, case studies, and a lively discussion on philanthropic couples.

## How Does the Tangible Intersect with the Intangible?

Scott Mathewson, CFP® & Joanne Stern, PhD

Which is more important: securing your clients' legal and financial issues or healing and growing their family relationships? And what if it's not an either / or? Helping families increase trust, improve communication, define values, and structure their self-governance system leads to better legal and financial decisions that will ensure their long-term success and preserve their wealth. Through case studies, Scott and Joanne will engage you in practical discussions about what collaboration looks like when experts in tangible assets and experts in intangible assets join up to provide the best possible service and outcomes for their client families.



# 2019 Breakout Sessions

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## How Can Advisors Support Family Champions to Build Champion Families?

Steve Legler, MBA, CFA, FEA & Joshua Nacht, PhD

Family champions can play an integral part in the success of business families through their leadership.

These leaders often need encouragement in their evolution as leaders, and family advisors can often play an influential role in supporting their role as family champion.

This session will focus on the identification and emergence of family champions, and the development, support, and coaching of these family leaders, from our perspective as trusted family advisors.

Our goal is to share our ideas and experiences with colleagues for mutual benefit and to advance this emerging part of the field of purposeful planning.

## The Rising Gen: More Prepared than We Think

Jamie Weiner, PsyD

The Rising-Gen live with the consequences of others planning. Their elders, the Giants, hire advisors concerned about their client's children, the Next-Gen. The fear of the Giants is, "Are they prepared?"

Directly hearing the voices of the Rising-Gen during a "Land of the Giants" presentation was "provocative." Growing up in the shadow of their parents and grandparents, whose accomplishments loom large, their bar for success is set high and they struggle to establish their "worthiness."

The data from the Land of the Giants research project shifts the focus of planning. Question: How do we encourage this generation's journey to "emerge?"

## Parenting: Foundations of Governance and Legacy

Jeff Savlov

In the context of family business/wealth, parenting is an incredibly powerful developmental element and is widely overlooked. Before couples have children in this special family context and during the first years of life opportunities abound to develop humans of character who can rise to the challenges of selfless stewardship.

Participants will gain knowledge of child development and how that relates to specific, actionable strategies for parents in the context of wealth. Creative and interactive exercises will be used along with group discussion and brief presenting of ideas. Attendees will be highly involved.

## Social Impact: How Centennial Families are Integrating For-profit Business, Investing and Philanthropy in the New Century

Dennis Jaffe, PhD, Isabelle Lescent-Giles, PhD, and Jamie Traeger-Muney, PhD

Wealth creators today are increasingly concerned that their wealth does not come at the expense of the community and the planet. They want to pursue business and investment with a broad, long-term respect. For-profit activities and philanthropy are converging in their desire to shift from signing checks to making a difference, at the local level and increasingly at the planet level. We discuss and explore what we have learned about how families are transforming their approaches from doing good to social impact.

## The Melton Family Case: Climbing the Philanthropic Learning Curve

Tony Macklin, CAP & Phil Cubeta, CAP

The Meltons recently sold a significant family business. With their advisors' help, they set up a private family foundation and have made their

# 2019 Breakout Sessions

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first grants. Is that the end or the beginning of their philanthropic journey? Is your job as their guide over or just beginning? What will you handle and hand off as the family evolves from “giving when asked” to giving strategically from their foundation? In this interactive session, you and peers will discuss solutions to this multi-generation case study commissioned by the CAP® program and learn effective practices suggested by a variety of experts.

## How Do You Nurture and Engage the Seedlings and Sprouts in Your Family Forest?

Enette Pauze, PhD, FEA, Zander Nath

Advisors and families invest a lot of resources enriching the saplings and mature trees in the family forest. But developmental years begin long before the age of 16. How might families and advisors invest (holistically) in seedlings and sprouts? A mother-son duo will share their family secrets on how to start the family mastermind journey to inspire children to develop a healthy relationship to money, understand the value of service, identify and pursue their genius, and openly communicate their needs to other family members. We will demonstrate ‘where creativity and expertise meets’ in our family dynamic through master planning, learning tools, and special projects.

## The Big So What about Family Wealth: How Does the Concept of Innovation Apply to Families?

Marlis Jansen, MA, FBS & Dennis Jaffe, PhD

Wealth can be used creatively or destructively. It is important for families to articulate and actualize their true legacy, which includes values, stories and family purpose. But why should families spend time creating governance, meeting and engaging the rising generation in discussions about family financial wealth? Why talk about financial wealth at all? This conversation is one about family innovation. By that, we mean

facilitating families to adopt a perspective that allows them to support the rising generation to maximize the creative potential in the family. How do we help families see that their best shot at multigenerational strength is to encourage every generation to contribute all they have, even if it is not the “family business” or an idea that fits within the older generation’s frames of reference? We believe that families that understand this will use their wealth as a creative force and enjoy more cohesion, wealth generation and, ultimately, multigenerational success.

## What Is the Evolution of the Female Role Within the Family and Family Business? A Look into the Future

Ella Chase Hyland, Michelle Langdon, Sara Southwood

We’ll challenge existing assumptions around gender roles and explore how to elevate conversations and promote collaboration with trusted advisors. This workshop is designed to evoke curiosity and provide context for engaging and empowering emerging female leaders within the family business/office space. This dynamic program will be facilitated by three diverse emerging female family leaders who will share their experiences and guide attendees through an activity based on 21/64’s Generational Profiles with a gender lens. Participants will leave with new insights and tools for engaging women within the family system, elevating them within the family structure.

## When the Campfire Goes Out: How Might We Engage Family Members After the Family Business is Sold?

Emily Rustemeyer, MA, Claudia Sangster, JD, Amy Szostak, JD

Family businesses are often held up as the ideal of family governance. When well-executed, they offer an inherent framework for developing skill sets and sustaining healthy relationships across generations. They can also encourage collaborative decision-making and provide a

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natural avenue for the transmission of values through modeled behaviors. It is a proverbial campfire over which the family can talk long into the night and share stories, both of great successes and missteps that created valuable lessons learned.

But what happens when the family business is sold? How do families with liquid wealth achieve a similar dedication to a common goal? You can't warm your hands over a pile of cash.

Join us for a time of sharing creative solutions from working with successful families to spark engagement, excitement, and connectivity for family members and to pursue a common purpose through modern and flexible structures.

## How Can Creative Professional Collaborations Deepen Your Client Relationships and Amplify Your Results?

Arielle Nobile, Marlis Jansen, MA, FBS

At PPI, we talk about the value of collaborative teams. But what does it take to create interdisciplinary collaboration when it doesn't already exist within an advisor's company? We will use theatre games, partner and group exercises and discussion to probe this question. We will also share tools to deepen understanding and experience around what results we hope to achieve for our clients and how to reduce "silo'ing." We will practice active collaboration with our PPI colleagues using fictional case studies to identify key success criteria for collaboration, the products of which lead to better client outcomes as well as professional growth and innovation.

## Empowered Presence: How Can We Deepen Engagement and Activate Self-Agency?

Matthew Wesley, JD, MDiv, Stephen Goldbart, PhD, Joan DiFuria, MFT

Please join us on our continuing journey of exploring the role of empowered presence in our experience of self and other, taking the work to a

deeper level. In years past we have explored how to use openness, concentrated awareness, diffuse awareness, tracking awareness, somatic clues and other aspects of engaging with self and others to cultivate the experience of presence--expanding the bandwidth of awareness and of choice. In this session, we will explore how the art of facilitation can foster non-ordinary states of awareness, in which empathy, courage, and deep learning can flower.

This year we will look at significantly more subtle currents that exist within and between people, with a particular attention to exploring how to:

- Tug on the threads of subconscious awareness to expand ordinary knowing, to bring forth transformative insight, challenge default programming of ideology and expectation, and illuminate new opportunities
- Better see what is, and what could be-- in oneself and with others--activating self agency to make choices in order to attain desired outcomes in work and in life
- Make use of the facilitator-client relationship as a vehicle for fostering presence, empathy, courage, and personal agency

## How Can We Help Clients Find Their Way in the Land of Wealth?

Matthew Wesley, JD, MDiv, Stacy Allred, Phoebe Massey, BA, Valerie Galinskaya, MBA

What separates those individuals who are able to effectively navigate newly created wealth from those who fail to do so? A business owner preparing for a sale, or a young adult receiving a significant inheritance, or a lottery winner facing his new reality, are all thrust into a new world of wealth but through different lenses. Building on the theories of understanding the stages of wealth identity and money personalities, we will provide practical tools for you as you coach individuals who have come into newly created wealth.

Sharing the learnings from our recently published

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whitepaper, we will explore how the way clients come into wealth impacts the strategies you can use with them. We will help you to develop the unique questions you should be asking to uncover your clients' core concerns based on the source of their wealth. We will then look beyond money script and personality approaches to offer a tool to help clients assess their behavioral approach to money and arm them with greater awareness to make better decisions. We will share an immediately applicable framework to help empower you as a practitioner in order to coach your clients on where they want to settle in the various territories of the land of wealth. You will come away from this workshop with three tools that will immediately help you advise your clients to make more effective choices about their newly created wealth.

## **Agile Generation Succession - A Collaborative Multidisciplinary Approach to Navigating Transitions**

Emily Bouchard, MSSW, Thomas Thiels, MBA, Romar Carl, J.D., LL.M., CFP®, Karen McNeill, PhD

Successful transitions between generations is a key differentiator in families that out-perform the shirtsleeves to shirtsleeves proverb. Agile transitions don't happen by accident, nor are they accomplished through the efforts of a single person or generation. There are key principles and practices that boost families' chances for effective generational succession, and a few typical pitfalls that can be avoided with the help of an experienced guide. In this session, we'll practice using tools and concepts used in an agile, multidisciplinary and collaborative approach to generational succession.

## **How Can We Help Families Mitigate the Impact of Entitlement?**

Nathan Dungan & Kristen Heaney, MSW, BCC

For many ultra-high-net-worth families, the corrosive force of entitlement can wreak havoc

on the family system and compromise even the best and most thoughtful financial and estate plans. The tentacles of entitlement are relentless and can envelop everyone from young children to established adults. In this session we will mine the experiences of the participants to better understand the current forces that are contributing to entitlement. We will also explore practical solutions that are helping families mitigate the impact of entitlement while also contributing to their short and long-term wellbeing.

## **A Path to Thriving: New Insights for Creating Balance in Fiscally Unequal Partnerships**

Kristin Keffeler, MSM & Michele Mikeska, MA

Though fiscally unequal marriages in which the male holds greater wealth has historically been the norm, social and cultural changes in Western cultures have increased women's control of wealth and changed relational paradigms. Like many other major socio-cultural changes, such major shifts are felt as major shocks. So, how might these changes feel to those in such a marriage?

Join us as we explore the key insights gained from pivotal academic literature and research which sought to understand the unique phenomenon of being part of a fiscally unequal, heterosexual marriage in which the woman, as a result of inheritance, came into marriage with significantly greater financial capital than her male partner. In exploring the psychological significance of intersecting identities (i.e., gender/class, wife/daughter, husband/son-in-law, etc.) and the lived experiences of members in fiscally unequal marriages, our study observed the processes of how such relationship struggles as well as develops and deepens over time. After a brief overview of our research findings, our session will focus on an interactive discussion and a group exploration of the application of these findings. Our aim is to start a conversation and provide a foundational framework to help individuals and couples in these unique marriages find a path to thriving.

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## On the Sociology of Wealth: How Do We Deepen Discussions Needed to Better Understand and Address the Wealth Gap?

Leslie Pine, James Coutre

The dynamics surrounding wealth – including income inequality, economic mobility, and the tension between public and private personas – are often tricky to manage, especially in the current sociopolitical climate. This session will reflect on TPI’s discussions with families and others on implications of being wealthy in our society today and will engage participants in constructive dialogue about the wealth divide, public vs. private persona, and roles of philanthropy. Topics will include:

- What does it mean for families of wealth, and others in positions of power, to truly engage in the broader world?
- What bridges could lead to greater equity, opportunity, and social mobility?
- How can families address concerns about the impact of wealth on the next generation?

## What’s Your Perspective? How Do Our Biases Create Barriers to Compassionate Care?

Bradley F. Sorte, MSW, MBA and Phoenix Adams

Through experiential exercises, we will explore how our own biases create barriers when we least expect it. This is especially true when working with people of high net worth and prominence. By acknowledging we are all capable of having these blind spots, we can then better serve our clients and their families.



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**Fusion Track Sessions** will qualify for continuing professional education. Accreditation through the CFP® Board and Colorado Supreme Court Office of Continuing Legal and Judicial Education is currently pending. Every State has its own rules and regulations regarding accreditation, so the hours approved by your jurisdiction may differ. It is your responsibility to ascertain the CE guidelines for your jurisdiction. Participants desiring CFP® credit must complete an attendance form (available on-site) and return it to the registration desk or to our office within 7 days of the conclusion of the event. Rendezvous sessions will not be accredited for continuing education, however, we are happy to provide a certificate of attendance if you would like to apply on your own.

**Save the Dates!**

July 21-23, 2020 • July 20-22, 2021 • July 19-21, 2022