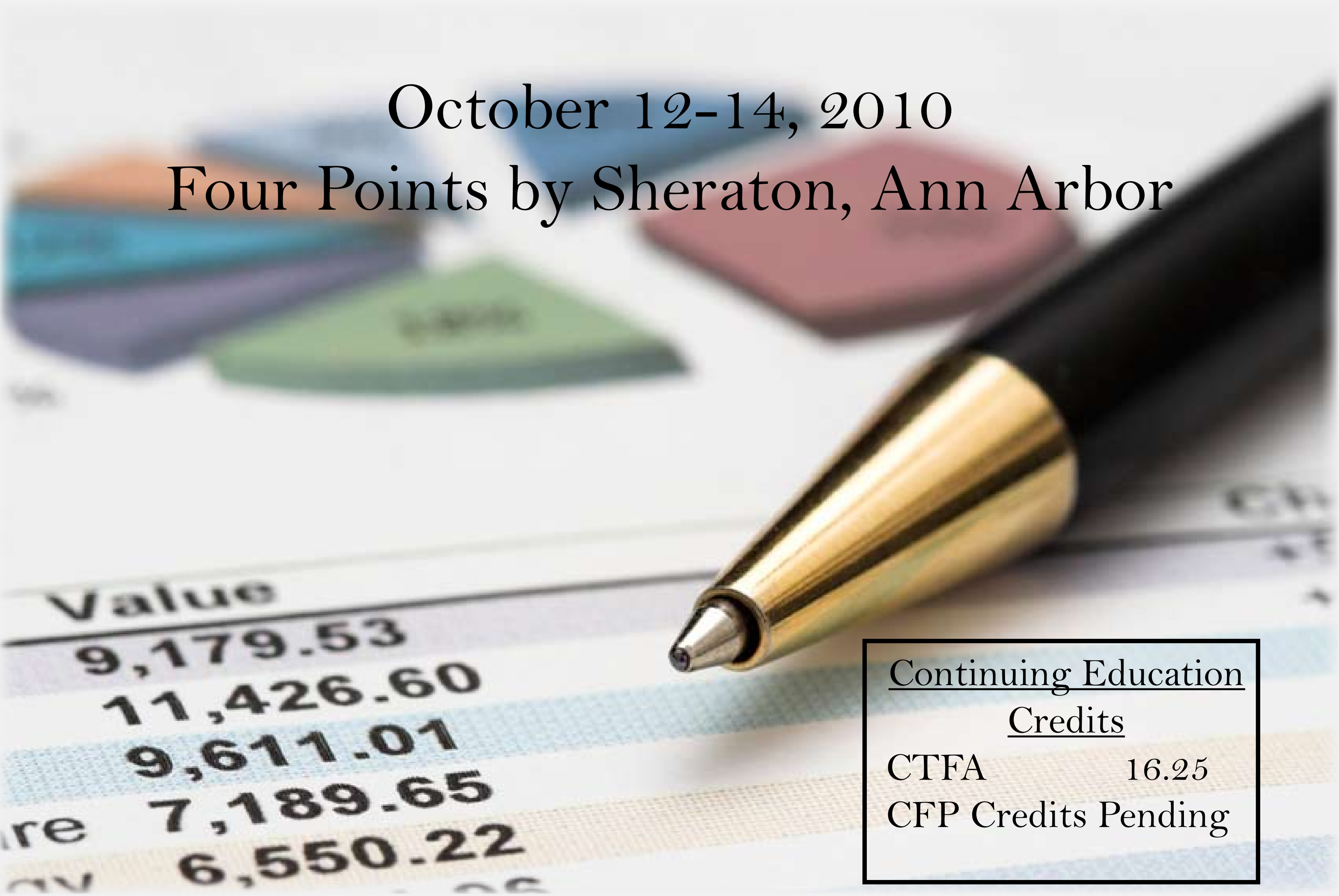
Midwest Trust and Wealth Management Conference



October 12-14, 2010

Four Points by Sheraton, Ann Arbor

<u>Continuing Education Credits</u>

CTFA 16.25

CFP Credits Pending

A cooperative effort of:

Michigan Bankers Association

Indiana Bankers Association

IBA Illinois Bankers Association

Leading the way

Tuesday — October 12

4:00 p.m. **Early Registration/ Exhibitor Set Up**

Wednesday — October 13

9:00 a.m. **Continental Breakfast With Exhibitors**

Join us in the vendor's area for continental breakfast.

9:25 a.m. **Welcoming Remarks**

Gary D. Haapala, Chair
MBA Trust Executive Committee,
EVP - Wealth Management Group
United Bank & Trust

9:30 a.m. **Recent Developments in Estate and Trust Planning and Administration Including the Current Status of the Law and New Ideas** *CTFA 1.25(TAX)*

Review recent legislation, cases, rulings and regulatory developments in the estate and trust planning and administration fields. Special attention will be given to the current status of the estate, gift and generation-skipping laws including planning for the current and future exemptions from estate, gift and generation-skipping tax and the current and future rates.

Charles D. "Skip" Fox IV
McGuireWoods LLP, Charlottesville, VA

10:30 a.m. **Refreshment Break With Exhibitors**

10:45 a.m. **Trust Track**

Recent Developments and New Ideas in Estate and Trust Planning and Administration (Continued)

CTFA 1.5(FP)

10:45 a.m. **Wealth Track**

Integrating Trust and Brokerage in Your Financial Institution

For years banks have searched for the most effective ways to integrate brokerage and trust services within their institutions. Retail brokerage has become more fee-based product sales focused and trust departments are looking for ways to build their trust line of business. The panel will discuss changing trends in both lines of business as well as how they have managed to integrate the two.

Eric Lahm, Lockwood Advisors
Gary D. Haapala, United Bank & Trust
Susan Currier, Infinex Financial Group
Nathan L. Parrish, Fifth Third Private Banks

Noon **Lunch and Annual Meeting**

The bankers from Michigan will hold an annual meeting immediately following lunch. All are invited to attend.

1:00 p.m. **Trust Track**

Recent Developments and New Ideas in Estate and Trust Planning and Administration (Continued)

CTFA 1.25(.5 FID, .75 TAX)

1:00 p.m. **Wealth Track**

Sales and Business Development Ideas for Any Kind of Market: How to grow Your Client Base While Keeping Existing Clients And Improving Client Satisfaction

CTFA .75(FID)

This session will focus on different tools and tactics to differentiate yourself from other sales persons and how to build relationships with clients to gain their attention and trust.

Tony Fadool
Federated Investors, Pittsburgh, PA

2:10 p.m. **Refreshment Break With Exhibitors**

2:25 p.m. **Trust Track**

The Michigan Trust Code: Lessons From the First Six Months ***CTFA 1.5(FID)***

The reporter for the Michigan Trust Code will share lessons learned six months after the effective date of the code, discuss provisions where there is lingering confusion and suggest areas where the utility of the code is being overlooked.

Mark Harder
Warner Norcross & Judd, Holland, MI

Wealth Track

2:25 p.m. **What did we Learn From 2008 and 2009?**

CTFA 1.5(INV)

The equity and fixed income markets have experienced unprecedented volatility over the past few years. This session will discuss how the lessons we have learned the past few years can be applied to the investment decisions that need to be made today. An update on the current state of both the equity and fixed income markets will be included.

Doug Kahl
Wells Fargo Advisors, East Lansing, MI

3:35 p.m. **Refreshment Break With Exhibitors**

3:50 p.m. **Trust Track and Wealth Track**

Economic Update ***CTFA 1.5(INV)***

Macroeconomic fundamentals matter. This session presents an outlook for the U.S. economy for 2010-2012 and features recent trends, fiscal and monetary policy projections and major up and downside risks to the outlook.

Daniil Manaenkov
University of Michigan, Ann Arbor, MI

5:00-6:00 p.m. **Reception With Exhibitors**

Thursday October 14

7:30 a.m. **Continental Breakfast With Exhibitors**

8:00 a.m. **Michigan Cottage Law: Owning and Managing the Family Cottage**

CTFA 1.25(FP)

A cottage is often an individual's most important asset, if not from a financial standpoint, then certainly from an emotional one. Deciding how future generations will benefit from the family cottage is often difficult; however, appropriate planning will allow a family to enjoy the cottage for generations. This discussion addresses potential concerns a family might face, as well as planning for future use and management of the family cottage.

Christopher J. Caldwell
Laurel E. Radle
Varnum LLP, Grand Rapids, MI

9:00 a.m. **Refreshment Break With Exhibitors**

9:15 a.m. **Trust Sales: Old Dog with New Tricks**

CTFA .75(FID)

Who says you can't teach an old dog new tricks? This session provides tips and tricks to help trust officers improve their sales techniques by deepening customer relationships and understanding their emotions. The trust services your bank offers will also be evaluated as well as the audiences you're targeting. You'll leave with new ideas and tactics to take back to your bank.

Lynne L. Pantalena
US Trust, Bank of America Private Wealth Management, Chicago, IL

10:15 a.m. **Refreshment Break With Exhibitors**

10:30 a.m. **Trust Reformations Under the New Trust Code** ***CTFA 1.25(FID)***

Review the new Trust Code and learn about provisions under the Charitable Trust Supervision Act, EPIC and the rational for changes. You'll get updated on reasons for reformation or termination of trusts, when an attorney general is a necessary party, the role of a trust protector and more.

David C. Thoms
Miller Canfield, Lansing, MI

11:30 a.m. **Lunch**

12:30 p.m. **Reg R Ready** ***CTFA 1.25(FID)***

Interpretive Regulation R became effective January 1, 2009, and first data reporting is due December 31, 2010. Understand the 11 exemptions; make sure you are ready to report your 09-10 data; and make sure you have analyzed incentive plans, sweep products and other topics from a bank-wide perspective.

Joan Dindoffer
Chief Compliance Officer – Private Fiduciary Services
Comerica, Detroit, MI

1:30 p.m. **Refreshment Break With Exhibitors**

1:45 p.m. **Real Estate in Irrevocable Trusts** ***CTFA 1.25(FP)***

This presentation addresses common issues concerning holding real estate in irrevocable trusts and estate settlement accounts. It will also provide practical tips and best practices that a corporate fiduciary can use to protect these assets while fulfilling its fiduciary responsibilities.

Carol Sewell
Vice President
United Bank & Trust – Washtenaw
Ann Arbor, MI

2:45 p.m. **Washington, D.C. Legislative Update** ***CTFA 1.25(FID)***

Review recent developments impacting the trust and wealth management business including legislative proposals under consideration in Congress, as well as recent developments before the regulatory agencies. Specific matters to be addressed will include regulatory restructuring, estate and gift tax and other tax issues, bank custody services and employee benefit issues.

Sally Miller, Esq.
Senior Vice President
Center for Securities Trust and Investments
American Bankers Association, Washington, D.C.

3:45 p.m. **Adjourn**

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United Bank & Trust

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Michigan Bankers Association

Midwest Trust and Wealth Management Conference
Four Points by Sheraton, Ann Arbor
October 12-14, 2010

Name: ______________________ Title: ______________________

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Name for Badge: ______________________

Registration Fees:
Includes instructional material, refreshments and lunch.

☐ **Early Bird Special** MBA and IBA Members:	$445 (Register by September 28)
☐ MBA and IBA Members:	$495 (Register after September 28)
☐ Nonmembers:	$990
☐ Wednesday Wealth Session Only:	$150
☐ Wednesday or Thursday Sessions Only:	$295
Total	$ ________

Three Ways to Register:

Mail: Michigan Bankers Association
507 S. Grand Ave.
Lansing, MI 48933

Fax: (517) 487-1235

Online: www.mibankers.com

Hotel Information
Four Points by Sheraton
3200 Boardwalk
Ann Arbor, MI 48108
1-800-368-7764 or
1-800-848-2770

Call the hotel and mention the MBA by September 12 to receive a room rate discount of $96 per night.

Register online: http://www.starwoodmeeting.com/StarGroupsWeb/res?id=1006236676&key=52366

Method of Payment (Check one):

☐ Check payable to the Michigan Bankers Association

☐ MasterCard ☐ Visa ☐ AMEX

Credit Card Number ______________________

Signature______________________ Exp. Date: __/__

Cancellations: The MBA refunds registration fees for cancellations received in writing more than three business days before the conference. Substitutions are always welcome. Only online registrations will receive a confirmation.

☐ If you have a disability that may affect your participation, please check here.
We will contact you to discuss your needs.

Make check payable to the Michigan Bankers Association and mail to:

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