

Speaker Topics

2012 GUIDE



Advanced concepts made clear.



Break Out

Keynote

Training

Speaker Topics

Alternative Assets, Prohibited Transactions & Disqualified Persons...Oh My!

Investing retirement funds into non-traditional assets such as real estate, private notes, private businesses and other alternative investments is often misunderstood by advisors and clients alike. The rules surrounding what investors can and can't do are very confusing with many gray areas even for experienced planners. This session reviews the important concepts of prohibited transactions and disqualified persons. Real life examples and solutions to some of the more common prohibited transactions are explained.

- Understand who/what is a disqualified person
- Identify prohibited transactions (PT) before they occur
- Solve common PT issues

Length: 60 or 90 minutes

Audience: Attorneys, CPAs, Financial Advisors, IRA Custodians

Experience Level: Intermediate to Advanced

How to Double Sales of Alternative Assets in 2012

Alternative assets such as non-traded REITs, hedge funds, private investment funds, BDCs, interval funds and others continue to grow in popularity with investors. They can provide significant diversification and returns not correlated with the typical securities markets. However, these assets also provide unique and little understood tax benefits that make them even more attractive as wealth management tools. This session highlights these features and the benefits to investors and their professional advisors. Understanding these additional tax opportunities can dramatically increase the sale and use of these products.

- Understand the hidden tax benefits of alternative assets
- Learn how to explain and market tax planning opportunities offered by such assets
- Identify clients and markets that can benefit from these strategies

Length: 60 or 90 minutes

Audience: Financial Advisors, Sales & Marketing Personnel Working with Alternative Investments

Experience Level: Intermediate to Advanced

Estate & Gift Planning with Mainstream Alternative Assets

Alternative assets such as hedge funds, non-traded REITs, BDCs, interval funds, private equity funds, private investment funds and others sold by financial advisors continue to gain popularity with investors. They are often held in brokerage accounts and shown on statements alongside other more common securities such as stocks and bonds. However, these types of assets have unique qualities that can greatly affect estate and gift tax planning. Planners must be aware of these issues and be able to identify such assets both during the planning phase and in the distribution phase upon the client's death.

- Learn various unique qualities of alternative assets pertinent to estate & gift tax planning
- Identify "hidden" alternative assets within client portfolios
- Use mainstream alternative assets to achieve specific planning outcomes

Length: 60 or 90 minutes

Audience: Attorneys, CPAs, Financial Advisors

Experience Level: Intermediate to Advanced



KEEP IT! Advanced Tax Strategies for IRAs

Americans hold roughly \$5 trillion in IRAs and another \$5 trillion in retirement plans that will eventually rollover into IRAs. The tax bite on these accounts is enormous and growing with tax increases already scheduled to take effect in 2013. Baby Boomers are beginning to feel the pain as they reach the distribution phase of their retirement planning. Luckily, there are numerous advanced planning strategies to help reduce the impact of tax on these accounts, and many are detailed in the new book [KEEP IT! Advanced Tax Strategies for IRAs](#). This session provides an overview of the strategies and opportunities from the book to reduce the tax impact on retirement accounts.

- Understand the large income & estate tax implications for retirement accounts
- Learn cutting edge strategies to mitigate the tax bite on IRAs
- Implement plans to protect IRAs from excessive taxation

Length: 60 or 90 minutes

Audience: Attorneys, CPAs, Financial Advisors, IRA Custodians, Retirees, IRA Owners

Experience Level: Beginner to Intermediate, can be special-tailored to suit intended audience

Discount Valuation Planning Without an FLP/FLLC

Using family limited partnerships and/or family limited liability companies to achieve discount valuation adjustments for gift and estate tax planning scenarios is a common tool of the modern planner. These structures are also often attacked by the IRS with many Tax Court cases coming to light each year representing both wins and losses for planners and their clients. However, there are many other ways to achieve the same type of discounting results using other assets that are not family business structures and thus not subject to many of the typical arguments against such entities. This session reviews several alternatives to FLPs/FLLCs including specific planning examples and why common attacks against discount strategies do not apply to these scenarios.

- Learn to identify other assets subject to discount valuation adjustment besides FLPs/FLLCs
- Understand how such other assets avoid common attacks on family business entities
- Learn how to apply these concepts to typical planning scenarios

Length: 60 or 90 minutes

Audience: Attorneys, CPAs, Financial Advisors

Experience Level: Intermediate to Advanced

Visit us online to view additional topics or to schedule customized presentations and full day events!

Roth Conversion Strategies for the Advanced Planner

Converting taxable Traditional IRA assets into tax-free Roth IRA assets is one of the most powerful planning tools available to advanced planning professionals. The initial tax bill associated with large Roth conversions can be a deterrent unless advisors know the high end planning strategies that can reduce, offset, and in some cases eliminate the tax issue. This session explores advanced strategies that make Roth conversions more attractive even for large IRAs.

- Understand advanced planning solutions for Roth conversions
- Learn how to maximize tax-free wealth accumulation & transfer via Roth accounts
- Solve the Roth conversion tax problem for high net worth clients

Length: 60 or 90 minutes

Audience: Attorneys, CPAs, Financial Advisors, IRA Custodians

Experience Level: Intermediate to Advanced

Buying, Selling & Managing Non-Traditional Assets in Retirement Accounts

The turmoil in stock and bond markets over the last few years has caused a big new wave of interest in non-traditional retirement plan assets. More investors and advisors are beginning to use self-directed IRAs to diversify retirement funds into exciting areas such as distressed real estate, private notes, tax liens, private equity and more. As with any investment process, there are proper techniques, best practices to implement, pitfalls to avoid and new procedures to learn. This session reviews the proper way to buy, sell and manage non-traditional assets within the bounds of the retirement account rules to avoid headaches and mistakes.

- Learn to differentiate trustees, custodians, administrators & others within the self-directed IRA marketplace
- Understand the process & mechanics behind buying and selling non-traditional assets
- Tips, traps and best practices for managing such assets within retirement accounts

Length: 60 or 90 minutes

Audience: Attorneys, CPAs, Financial Advisors, IRA Custodians, IRA Owners

Experience Level: Beginner to Intermediate, can be special-tailored to suit intended audience

Hidden Tax Advantages of REITs, Hedge Funds & Other Alternative Investments

Alternative assets are often viewed as tax inefficient due to issues with K-1 forms, realized capital gains from high volume trading, potential phantom income and other concerns. However, common factors inherent in the design of such investment products often provide overlooked tax advantages for high net worth investors. This session explores how to identify these advantages and apply them in specific client scenarios.

- Understand unique design features of alternative investment products
- Learn to identify and use appropriate alternative products in tax reduction strategies
- Gain new clients & additional work from existing clients by explaining tax saving opportunities related to these assets

Length: 60 or 90 minutes

Audience: Financial Advisors, Sales & Marketing Personnel Working with Alternative Investments

Experience Level: Intermediate to Advanced



Advanced concepts made clear.

Speaker & Author Joe Luby

Mr. Luby is the founder of the Jagen™ family of companies. The Jagen™ designed private investment fund is a unique development in the planning field offering significant investment opportunities combined with tax efficiencies for clients with large IRAs and/or gift and estate tax concerns.

A highly regarded and effective speaker, Mr. Luby travels extensively speaking at national events educating the country's top professionals on advanced planning topics. He consults for other professional advisors in the area of valuation adjustment strategies and opportunities including tax benefits inherent in the design and operation of many alternative investment vehicles such as hedge funds, private REITs, etc. Mr. Luby also consults on advanced planning strategies for large IRAs and estates.

Mr. Luby holds the Certified Financial Planner™ designation. Prior to founding Jagen™, he owned and operated a high end financial planning firm with a primary focus on wealth management and preservation strategies. He is an established expert in the areas of charitable gift planning, advanced corporate retirement plan design and management, alternative investment transactions using retirement funds and the special needs of successful business owners including advanced tax and estate planning strategies.

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Call
702.451.3456

Visit
www.JagenFunds.com

Email
info@JagenFunds.com