Learn the Foundational Elements of Trust Management and Administration!

Foundations of Delaware Trusts

9 Sessions on 1 Flashdrive!

Approved for a total of 22.5 CTFA Credits!

Note: While Originally Produced in Delaware, the Content is Foundational and Applicable to Most Trust Management/Admin. Situations

$199 each for Louisiana Bankers Assoc. Members or All Nine for Just $599!
($299/$799 each for non-members)

Pick and Choose from the sessions below
... or Order All 9 and Save!
See the Attached Form to Order!

Reading and Interpreting a Trust Document - 1 hr. 33 mins.
A focus on key trust document provisions such as Crummey powers, dispositive provisions, investment limitations, duty to notify provisions, etc.
Instructors: Daniel Hayward, Esq., Director, Gordon, Fournaris & Mammarella, P.A.; David Diamond, Esq., President, The Northern Trust Company of Delaware

Basic Income, Estate, Gift and GST Tax - 1 hr. 11 mins.
An introduction to the basic concepts and things to look for with specific types of trust, including grantor trust status, dynastic trusts, and funding concerns.
Instructors: Matthew P. D'Emilio, Esq., Director, Cooch & Taylor, P.A.; Jenna L. Boccetti, Vice President, JPMorgan Trust Company of Delaware

Discretionary Decision-Making - 1 hr. 37 mins.
A discussion on fiduciary duties and how to interpret the various types of discretionary trust provisions.
Instructors: Cynthia D.M. Brown, President, Commonwealth Trust Company; Todd A. Flubacher, Esq., Partner, Morris, Nichols, Arsht & Tunnell LLP

Division of Labor in Trust Administration - 1 hr. 15 mins.
A practical session on who does what and why in the administration of a Delaware trust.
Instructors: Anne Schumeyer, CTFA; Lynn Welch Watson, CFP, EA, Vice President, Sr. Trust Officer, Brown Brothers Harriman Trust Co. of DE

Bank Secrecy Act and PATRIOT Act Best Practices - 1 hr. 22 min.
What do you have to know about your client and their assets before entering into a relationship?
Instructors: Mark V. Purpura, Esq., Director, Richards Layton & Finger, PA; Matthew Rosin, Esq., Vice President - Legal Affairs, Commonwealth Trust Company
Jamie McGinley, Vice President - Trust Administration, Commonwealth Trust Company

Due Diligence in the On-Boarding of New Accounts - 1 hr. 25 min.
An overview of the compliance process. What is involved in on-boarding new clients?
Instructors: Anne Schumeyer, CTFA; Maria Iversen, SVP, The Northern Trust Company of Delaware

How to Properly Administer Directed Trusts - 1 hr. 29 min.
An overview of the do's and don'ts of administering directed trusts; including a discussion about sufficient due diligence, direction letters, and quarterbacking the trust administration process. Why are directed trusts often more work despite the reduced responsibilities and why do referral sources often misunderstand this?
Instructors: Cynthia D.M. Brown, President, Commonwealth Trust Company; Scott E. Swenson, Partner, Connolly Gallagher LLP

Income and Gift Tax Planning - 1 hr. 23 min.
A discussion of the specialized types of trusts utilized in Delaware planning including dynasty trusts, APTs, DINGs, BDITs, etc. This will include a discussion about the process of determining how and when each type of trust makes sense for your client.
Instructors: Daniel Hayward, Director, Gordon, Fournaris & Mammarella, P.A.; Todd A. Flubacher, Partner, Morris, Nichols, Arsht & Tunnell LLP

Marketing Delaware: An Overview of Delaware and its Competition - 1 hr. 27 min.
An overview of the laws of the various states currently competing with Delaware in the trust business. This course is meant to provide trust officers with basic talking points regarding why, with an increased number of states developing similar laws, Delaware is and remains the preferred trust jurisdiction. The discussions will include an analysis of the differences between Delaware and states like Alaska, Nevada, South Dakota, Tennessee, as well as other emerging trust jurisdictions.
Instructors: David Diamond, President, The Northern Trust Company of Delaware; Thomas M. Forrest, President & CEO, U.S. Trust Company of Delaware

LBA
Louisiana Bankers
ASSOCIATION

Foundations of Delaware Trusts

Order Form

LBA
Louisiana Bankers Association

Please send me:	DBA Members	Non-Members	
☐ Reading & Interpreting a Trust Document	$199	$299	$ _____
☐ Basic Income, Estate, Gift and GST Tax	$199	$299	$ _____
☐ Discretionary Decision-Making	$199	$299	$ _____
☐ Division of Labor in Trust Administration	$199	$299	$ _____
☐ BSA and PATRIOT Act Best Practices	$199	$299	$ _____
☐ Due Diligence in On-Boarding of New Accounts	$199	$299	$ _____
☐ How to Properly Administer Directed Trusts	$199	$299	$ _____
☐ Income and Gift Tax Planning	$199	$299	$ _____
☐ Marketing Delaware	$199	$299	$ _____
☐ **Or Order All Nine Sessions and SAVE!**	**$599**	**$799**	$ _____
		Total	$ _____

Name: _____

Title: _____ Bank/Company: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Business Phone: _____ Email: _____

☐ DBA Member ☐ Member State Banking Assoc. (please state): _____

PAYMENT INFORMATION

Check enclosed payable to: ***Delaware Financial Education Alliance***

Please bill the name and address above

Pay by Credit Card (complete the information below)

Account Name: _____ ☐ Visa ☐ MasterCard ☐ Discover

Account Number: _____ Expiration Date: ___/___

Signature: _____

Return Completed Form to:
email: renee.rau@debankers.com
Fax: 302-678-5511, or
Mail: DBA/FEA
P.O. Box 494
Dover, DE 19903-0494
attn: Renee Rau