Webinar for Professional Advisors

# "Psychological Hurdles of Family Business Succession" with Patricia Annino

## Date:

Wednesday, April 17, 2019

## Time:

3:00-4:00 p.m. Eastern

2:00-3:00 p.m. Central

1:00-2:00 p.m. Mountain

Noon-1:00 p.m. Pacific

## Presentation topics:

Family businesses are the financial lifeblood of the United States and for many advisors, a core part of their businesses. Some of the psychological hurdles include entitlement, battling the ghost of authority, history and hurts, fear of letting go, fear of choosing a successor, lack of trust in competence of the next generation, and poor communication cross the generations. This presentation will include a discussion of the pitfalls and opportunities these hurdles present to advisors in the planning process such as:

1. The structure of the family business.
2. Key discussion questions that will move the planning process forward.
3. The importance of cross advisor teams and how to create them.
4. The importance of navigating the pitfall of conflict of interest.

## Accountants:

If you have a course monitor at your viewing location and you pre-register to attend, you can earn CPE credit for attending this webinar. To pre-register, click the URL on the next page. Prior to the webinar, you will be emailed the appropriate forms to apply for credit. This course qualifies with NASBA for 1.0 hour of CPE credit in the category Taxes.

### About the presenter

**Patricia Annino, JD, LLM,** is a partner in Rimon's Trust and Estates Group. A nationally recognized authority on estate planning and taxation, Ms. Annino has more than 30 years of experience serving the diverse needs of families, individuals, and owners of closely held businesses. Ms. Annino's practice includes all aspects of private client work, including estate planning; will and trust planning; incapacity planning; prenuptial and postnuptial agreements; estate litigation; advising executors, trustees and beneficiaries and administration of estates and trusts. Ms. Annino particularly focuses on planning for family business owners, including coordinating their estate planning, corporate and succession needs. In addition, she represents non-profit entities and private family foundations. Ms. Annino testifies as an expert witness in high-stakes divorce cases where trusts and other inherited assets are at risk. Her testimony has been favorably reviewed by the Massachusetts Probate Courts. A frequent public speaker, Ms. Annino has presented nationally to high-level donors and trustees of hospitals, museums, and other nonprofits, as well as private banking clients, owners of closely held businesses, alumni organizations, and various New York Life educational events for advisors. She has spoken to various groups about her book, "Women and Money: A Practical Guide to Estate Planning," and was interviewed by Family Business Wiki Newsletter in May 2013. Patricia also writes a monthly column for CPA Insider, a newsletter sent to more than 160,000 CPAs and other wealth managers and advisors.

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## Upcoming 2019 Advisor Webinar Series

**Robert S. Keebler, CPA/PFS, MST, AEP® (Distinguished)**

**“Life Insurance Planning Opportunities After the Tax Cuts and Jobs Act”**

Wednesday, July 17, 2019 | 3:00-4:00 pm Eastern

**Patricia Annino, JD, LLM**

**“Planning Issues and Challenges to Bridge the Generational Divide”**

Wednesday, November 13, 2019 | 3:00-4:00 pm Eastern

## Attend the presentation:

https://newyorklife.acms.com/etihfd5onnhm/event/registration.html

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**For CPE recipients:** These one (1.0) hour advanced-level (group live) courses are offered for the benefit of practicing accountants with significant exposure to the subject and will focus on the development of in-depth knowledge necessary for proper consulting. These programs will provide the participant with an overview of technical topics related to estate planning. No advanced preparation is necessary.

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