

PRESIDENT'S MESSAGE

VALERIE JANKE, CFP[®]
President



As my year as President of FPA of Illinois winds down, I'd like to reflect on some of the special things this organization has done during my term. First, I'd like to thank Randy Bruns and Tammy Wener for their continued work in Advocacy and Public Awareness. Because of their commitment to helping FPA of Illinois make a difference in local communities and with State Legislators, our chapter won an Outstanding Achievement Award this year at the National Chapter Leaders Conference! Tammy is

always looking for volunteers to help with these initiatives, so reach out to her or our Membership Director, Jen Gould, if you'd like to participate.

Second, Randy, Jen, Dana DeLance (our NexGen Director) and I have been working with Illinois State University and University of Illinois at Champaign to establish Student FPA Councils. Coordinating with Edgar Norton at ISU and Craig Lemione at U of I has been an exciting endeavor and because of that work, we were able to have Student Scholarships awarded to students at both schools to allow them to attend CAP. If you were at the conference, I truly hope you had an opportunity to meet with these engaged, enthusiastic and impressive young people who will one day be the driving forces in our industry! I would personally like to thank Professors Norton and Lemione for their participation and dedication to expanding Financial Planning as a career and for giving FPA of Illinois the opportunity to help them get their students involved with our organization. I would also like to congratulate the Financial Planning Team from U of I for coming in 2nd in the Planning competition held at BE in Nashville this year! What an excellent job they did! We have just begun working with Olivet Nazarene to establish a Student FPA group there. If you are interested in participating in any way with the establishment of those groups, please contact me or Jen. They are looking for speakers, internships and opportunities to engage with planning professionals throughout the school year.

Third, I would like to thank the Steering Committee and Conference Committee for putting on another outstanding Conference for Advanced Planning. The event was well attended, the speakers (as always) were high quality and the event ran smoothly! We had great networking opportunities both with other planners and with our partners. Special thanks to Linda Weinrib, Steering Committee Chair, and Carl Hibben, Conference Director, for all of their hard work and leadership in making CAP a resounding success again this year.

In closing, I would like to thank Dee Farris, our illustrious Chapter Executive for everything she does for our organization. I would not have made it through this year without her. I would also like to welcome Kristin Prine our new Council Executive. We are looking forward to working with Kristin in the years to come! One of her new initiatives is to create a social media presence for FPA of Illinois, so look on Facebook, LinkedIn and Twitter for updates and be sure to follow FPA of Illinois on your favorite social media outlet.

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ASSOCIATE CHAPTER EXECUTIVE

Kristin K. Prine

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FPA OF ILLINOIS MISSION STATEMENT

Mission Statement

Inclusion: We will serve a broad, diverse membership

Member Development: Enhance the professional Development of our members through networking, education, and service opportunities

Vision Statement

To be the community that fosters the value of financial planning services.

To be the primary resource of support and information for our members, the public and the media.

Values

We demonstrate leadership by:

- Listening to each other and being fair and impartial;
- Involving communities and respecting their input and opinions;
- Treating each other with dignity and respect;
- Broadening our cultural and social horizons beyond our usual experiences;
- Treating others with compassion and responsibility;
- Fostering teamwork within and outside the Association;
- Taking responsibility and accountability for our actions;
- Producing timely and reliable data and information;
- Encouraging innovation and recognizing contributions;
- Creating a work environment that encourages input and feedback;
- Embracing the idea of continual learning and training.

MEMBER UPDATE

REFER NEW MEMBERS. LOWER YOUR DUES. HELP GROW FPA

Through FPA's Member-Get-a-Member Program, your referrals help the association grow by adding new members. Both you and those you refer save on membership dues. The more you refer, the more you save. Visit the FPA website membership.onefpa.org/member-get-a-member now to learn how when you refer a member between September 1 and December 31, 2017, your rewards will double!

REGISTRATION IS NOW OPEN FOR THE 2018 FPA ANNUAL RETREAT!

If you have never attended the FPA Annual Retreat, you have missed out on one of the most inspiring, energizing experiences available for the financial planning community. The event brings together thought leaders and practitioners of all backgrounds to engage in lively discussion, networking and insightful learning that helps financial planners excel. 2018 FPA Annual Retreat will be held at The Wigwam outside of Phoenix, Arizona April 23-26. Register today fparetreat.org/register to take advantage of the special early bird registration!

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CHAIR'S MESSAGE

JORIE PITT, CFP®
CHAIR



Wow! It feels like just yesterday that I attended my first board meeting as the new Director of Public Awareness. Since that day I've moved through the board in a multitude of positions—Director of Finance, President Elect, President and finally Chairman.

While I'm sad to be rolling off the board at the end of December I know that I am leaving the organization in very competent hands. I'm impressed with the caliber of people who will make up the 2018 Board of Directors and I know that they have a lot of energy and many great ideas.

While I will no longer be a leader for FPA of IL, I am looking forward to staying involved and maintaining the wonderful relationships that I have built over the years. As I write this, we are only a few weeks past the 2017 Conference for Advanced Planning (CAP). This was the 4th annual CAP Conference and it continues to exceed my expectations every year. The quality of programming, speakers and other attendees always makes for a whirlwind 2 day experience. It will take me months to sort through all of the great ideas that came out of the conference. In future years I will be one of the first in line to register for this incredible experience.

While CAP is a personal favorite of mine, I will have to wait until 2019 to attend the next one. That is because Chicago has been chosen as the location for the National FPA BE Conference in 2018.

While I will miss attending CAP for a year I am very much looking forward to attending my first National Conference. Keep an eye out for additional information about the 2018 BE Conference and register early. I'm looking forward to seeing you there!

I also look forward to staying involved in our recent initiative to become more active with several Illinois universities that have financial planning programs. My own alma mater, the University of Illinois, is one of the schools that we are cultivating a relationship with. I made the trip down to Champaign to attend their Financial Planning Day and to meet many of the students. And let me tell you—we've got some great talent in the pipeline! To prove the point, for the first time ever, the University of Illinois sent a team to compete in the student competition at the FPA National Conference in Nashville. And how'd they do? They came in 2nd place!

Finally, my main objective as I move forward is to make sure that I am able to continue to participate in the conversations about the future of our industry. This is an area where the Financial Planning Association excels. We are provided numerous opportunities to dialogue with thought leaders in our industry, government officials and each other. These conversations are important not only to move our industry forward but to make us all better advisors to the clients that we serve. And of course, that should always be our ultimate end goal.

So with that, I officially turn over my leadership role to Val Janke (2018 Chairman), Randy Bruns (2018 President) and Paul Lechner (2018 President Elect). You can rest assured that under their leadership the FPA of Illinois will have a prosperous year!

Best Wishes for a Happy Holiday Season and a very Happy New Year.



CONFERENCE FOR ADVANCED PLANNING

**THE CONFERENCE FOR
ADVANCED PLANNING**

**CARL HIBBEN, CFP®
DIRECTOR OF CONFERENCES**

I want to thank everyone who attended the 2017 Conference for Advanced Planning (CAP). We had 17 of the sharpest minds in the industry sharing their expertise with us for two days. From Michael Kitces sharing his thoughts on the future of the profession to Robert Keebler giving us his best guess as to the income and estate tax rates clients will face in 2018. I would also like to thank all the volunteers and sponsors who helped to make the conference possible. Be sure to mark your 2018 Calendars for the National Conference which will be held in Chicago October 3-5. Due to the national conference we will not have the Conference for Advanced Planning in 2018.

2017 FPA OF ILLINOIS SPONSORS

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(800) 700-3316



PRO BONO OPPORTUNITIES

**TAMMY WENER, CFP®
DIRECTOR OF PUBLIC AWARENESS**

Financial Planning Days is a free national event held every October, and this year there were 23 such events held across the country. On Saturday, October 14, the FPA of Illinois in partnership with the CFP Board, the Foundation for Financial Planning, the United States Conference of Mayors, and the Chicago Public Library, hosted Chicago's Financial Planning Day at the Harold Washington Library.

Local journalist and author Mark Miller kicked off the event with an impactful presentation on preparing for retirement in challenging times. Volunteer financial planners presented workshops on topics such as investing basics, budgeting, and tax planning, and the U.S. Commodity Futures Trading Commission presented a workshop on helping consumers identify fraudulent financial pitches. Attendees met with financial planners one-on-one to discuss their specific questions and concerns.

While the weather was rainy and cold and attendance was not quite what we had hoped, those attendees who did participate were very engaged and very appreciative of the time our volunteers spent with them. I personally find the day to be very rewarding, and a reminder that the experience and knowledge we have as planners can help to make a difference in our community.

If you were unable to volunteer for Financial Planning Day but would like to get involved and "Do 1 Thing," mark your calendar for our annual Money Smart Money event at the Harold Washington Library on Monday, April 23. More information will be forthcoming. In the meantime, feel free to contact me at twener@rffinancialplanning.com with any questions.

CONFERENCE FOR ADVANCED PLANNING

November 1-2, 2017



WHAT WAS SAID ABOUT MICHAEL KITCES:

“Kitces is awesome. Would like more of his knowledge! Michael is positive on our industry and encourages us to stretch to face the future”

WHAT WAS SAID ABOUT AMY FLORIAN:

“This was so incredibly helpful because it is relevant and no one teaches this subject. Thank you!”

WHAT WAS SAID ABOUT JOHN NERSESIAN:

“I liked his approach—working off a case study and lots of audience participation made for an interesting and informative session.”

WHAT WAS SAID ABOUT JACK ABLIN:

“Current, insightful and relevant. Well presented, easy to understand and remember. Thank you.”



WHAT WAS SAID ABOUT ROBERT KEEBLER:

“Speaker is extremely knowledgeable on the topic. Fantastic presentation and presenter!”

WHAT WAS SAID ABOUT WADE PFAU:

“Awesome information! Very informative and good slides”

WHAT WAS SAID ABOUT BRIAN WHITLOCK:

“Excellent update on current tax planning ideas. Great ideas.”



THANK YOU TO OUR PARTNERS



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REPORT FROM NORTH SHORE COUNCIL

VISHAAL TUMMALA

In The North Shore Council breakfast held on September 27, attendants experienced riveting presentations about the new tax plan and the importance of legacy planning. Chuck Schultz, a partner at FGMK, and Danielle E. Haseman, a senior associate at FGMK, discussed in great length about what to expect of the upcoming tax changes. The information learned from his presentation allowed advisors to understand how the newly proposed tax laws will affect them and their clients.



L to r: Siree Sandberg Bakakos, Charles Schultz III and Daniele Haseman from FGMK, Michael Stuart and Tad Gray

The next speaker, Michael Stuart (Principal at Family Legacy Alliance), captured the audience with a fascinating story about his own life, affirming the importance of legacy planning for families. After hearing his presentation, listeners were left with valuable strategies on how to engage clients with legacy planning and value based planning.

This event was filled with great information and allowed attendees to meet other financial professionals. This was also the final event the North Shore Council will be holding for 2017. We are excited for 2018 and are looking forward to holding more great events for our wonderful members.

REPORT FROM NORTHWEST COUNCIL

TOM HOWARD, CFP[®]
PRESIDENT, NORTHWEST COUNCIL

Three years has never gone by so quickly, which means it is time for me to say farewell to the FPA-IL Board. I have a small regret that some astoundingly good regular meetings did not develop, even along the lines of any of my networking ideas: Journal study groups, networking best practice meetings, etc., but we have so many opportunities

to learn and gather as professionals than we once did, i.e., before we knew what a “virtual” meeting was. I think they were then called phone calls...

I am extremely pleased about the meetings that did evolve in Rockford. Ever since I was President in 2010, I agonized over the underserved population of members further than an easy drive from “Chicagoland.” Our group there has developed into a rather regular group 12–30 folks who are committed to “putting their clients first” and who enjoy learning and collegiality. I want to thank Jacob Fitzgerald, Scot Dobbs, Dave Dahl, and Larry McAnarny who have planned some 12 meetings and enabled 10 new members to join our Illinois Chapter. They are such good planners two meetings are already planned for 2018.



Tom Alexander presented “Fixed Income and Interest Rate Perspective” at the final Northwest Council meeting of 2017.

We still could use a replacement for me on the Board, so take a moment, be still and listen, perhaps you are hearing the call to be an integral part of professional advancement for Certified Financial Planning Practitioners™ and others committed to the fiduciary standard. My 21 years in this profession have been immeasurably enriched by my peers and I have met some of the best while serving as a leader. I know you would have the same experience.

I will still be at meetings, so if you see me nodding off in the back row, elbow me and whisper, “Hello!” Don’t text, as I turn my notifications off at meetings!! And if you want to chat, set up a bike ride with me, it will be much more fun than an email, a text, a tweet, or a phone call!

#GettingCloserToRetirement

REPORT FROM **WEST SUBURBAN COUNCIL**

LORI J. MILLER, CFP®, MS
PRESIDENT, WEST SUBURBAN COUNCIL



2017 West Suburban Council Board members, L to R: Larry McAnarney, Greg Theis, Lori Miller, Ted Yeo, and Tom Olofsson

Happy Holidays fellow FPA Illinois members, and it truly has been a privilege to serve as your Council President for these last four “opportunistic” years! As 2017 is quickly wrapping up and we are serving our clients’ year-end needs during uncertain tax reform, I want to thank you for an exceptional FPA West Suburban Council year! Our board focused on staying relevant to add value with continuing education programs presenting topics of Charitable Giving and Estate Planning, Divorce Law and Planning, and Monetary and Fiscal Updates with the Chicago Federal Reserve and First Trust Portfolios (FTP). Our partners included Lincoln Financial, Nationwide, Owl Rock Capital, Hines, Reverse Mortgage Funding, Jackson National, and FTP, and we are grateful for their messages and support! Amongst the backdrop of the second longest Bull Market in history, unwinding of Quantitative Easing and low interest rates, a seismic shift is occurring in our Advice Industry, and Financial Advisors/Wealth Managers must adapt to survive—it’s opportunistic since demand is strong and growing, Creative Destruction invites new success!

We implemented some aspects of the complex Department of Labor (DOL) Fiduciary Rule, built on well-founded principals that will help lead consumers of advice to reject advisors who are not legally obligated to do what is in their clients’ best interests. The emerging trends of Robo Investment Platforms, Technology and Artificial Intelligence, Educated Consumers, Fee Compression, the “Next Generation,” Consolidation, National Leadership, and Tax Reform have added to this sensation of a seismic shift that behooves us to not base our value on mathematical calculations or Fee-AUM, but more on client empathy and compassion, delivering our clients a “Life Coach” model of holistic, goals based Financial Planning with Wealth Management on a Fiduciary basis! I believe our FPA Organization is an unmatched resource to help you retool your practice to stay relevant and continue your good work!

I am honored to transition our Council leadership over to a current active board member, Ted Yeo, Regional VP with Owl Rock Capital, and welcome aboard FPA IL associate Executive Director Kristin Prine! Our fall planning has resulted in three CFP® continuing educational Friday morning breakfast sessions and an evening social networking for our West Suburban Council for 2018, and we look forward to seeing you at our lovely Naperville Country Club location. Dates to put on your calendar include March 2nd for Tax Reform and Legislation, April 20, Behavioral Finance and Asset Allocation, and September 21 for Monetary and Fiscal Policies, and our networking social is early evening of Thursday, June 7. Better yet, invite and bring a colleague—No need to be a CFP® to be a guest or member. FPA IL and West Suburban Council members have been such a blessing to me, and I will remain passionate to be a positive voice for our industry and clients! Please step up to get involved and volunteer, the relationships you form are transforming and worthy. Thank you for your membership, and all the best to you and your clients for a prosperous and healthy 2018!

Fondly, Lori Miller, CFP® M.S.

REPORT FROM **SOUTH SUBURBAN COUNCIL**

PAUL LECHNER, ESQ., CPA
PRESIDENT, SOUTH SUBURBAN COUNCIL

The South Council will again be conducting a telephone survey of current South Council membership to uncover membership preferences with regard to 2018 event planning. We expect to continue to hold our events at Olympia Fields Country Club. A business breakfast planning meeting is being held this December 13 to plan events for 2018. The South Council expects to hold two educational events during 2018 and a summer social outing. Please contribute your ideas and leadership by calling Paul Lechner at (708) 460-6686 or emailing at paul@lechnerlaw.com.

MEMBERSHIP

JENNIFER GOULD, CFP®
DIRECTOR OF MEMBERSHIP

As 2017 comes to a close, we have much to be proud of with FPA of Illinois! Outstanding Conference for Advanced Planning, enthusiastic new members, a great alliance with financial planning programs at Illinois universities, and a political climate that validates our profession are just some of the things that have allowed us to flourish this year.

We have some big plans for 2018, plans that will encourage the participation of all our membership! We have reinvigorated the women's forum. This forum is one in which all members can benefit from. We hope to create a social component to our organization, as well as providing more education to our members. In doing so, we hope to encourage more women and young graduates to gravitate to our profession. We are all aware of the importance of financial planning. We hope that we can solicit the ideas of all our members as to how we can attract some of the best and brightest to financial planning. Whether an eager college graduate or an ambitious career changer, we want to encourage those with passion for the profession to enhance our membership and our industry.

The CAP conference afforded some great students a scholarship to experience the speakers and camaraderie of financial planners from our fair state. Students from Illinois State University, the University of Illinois, Judson University, and the DePaul and Northwestern CFP programs applied for the scholarships and were guests of FPA at the two-day event. It was a pleasure to meet these students and get their perspective on the industry and on the programs of which they are enrolled.

As we prepare our personal and professional goals for 2018, ponder on how FPA will be a part of your world. We want to make sure all our membership sees the incredible value our organization can provide to you. Enhancing your business, your education, and your relationship with your peers is forefront on our agenda. As always, let us know how we can improve your membership experience. Get involved. Do just one thing...we welcome any contribution you can make.

MEMBERS ANNIVERSARIES

Congratulations to members celebrating membership anniversaries

June 1 - October 31, 2017

35 YEARS

F. Bill Billimoria, CFP®, RICP®, CPA/PFS
Douglas Evans, CFP®
Ronald R. Guthoff, CFP®, CPA, PFS
Michael E. Leonetti, CFP®, CFS, AIF
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30 YEARS

Mark E. Balasa, CPA, CFP®

25 YEARS

D. Douglas Close, CFP®
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Victor H. Field, CFP®
Fred C. Garfield, CFP®, CEBS ChFC CLU
Gary R. Gemberling, CFP®, CPA/PFS
Craig R. Neader, CPA/PFS, CFP®, RFC

20 YEARS

Nancy S. Buerger, MBA, CFP®
Alan J. Levitz, CFP®
Donald L. MacKay, MBA, CFP®, CRPC, CIMA
Kelly L. Oliven, CFP®
Frank Patzke, CFP®
Marilyn K. Seagraves, CFP®

15 YEARS

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Brian Conroy, CFP®
Francine Duke, CFP®
Matthew J. Grubb, CFP®
Jeanette L. Gruber, CFP®, CPA
Mark D. Holmertz, CFP®
Joseph L. Kula, CFP®, CPA, CVA
Luke Larocca, CPA, CFP®
Scott J. Munkvold, CFP®
Nancy L. Nauheimer, CFP®
Carol Lee Roberts, CFP®
Craig J. Ruffolo, CFP®, AAMS, AIF

10 YEARS

Scott Kaiser, CFP®, AIF®, CRPS®
Emma M. Kalaidjian, CFP®
Keith R. Malooly, CFA, CFP®
James W. McGhee, CFP®
James R. Seagraves

5 YEARS

Dorothy A. Austgen, CFP®
Lisa L. Bayer, CFA, CDFA
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Dana DeLance
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Neal H. Price, CFP®, CPA, CFA
Allison Stutts, CPA, CFP®

NEW MEMBERS

Welcome to the 43 new members of FPA of Illinois

June 1 - October 31, 2017

CENTRAL ILLINOIS

Seth Elam
Craig Lemione
C Nicole Mann, CFP®
Justin Mason, CFP®
Noemer Joseph Palomares
Ian Park, CFP®
Ryan T. Repko
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Adam Recker, CFP®
Valerie Rivera, CFP®
Tim Stringer
Susan Thomas
Carolyn Wilbon
Steven Yang

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