

59th Annual Hawaii Tax Institute

Insurance Sessions – 2.0 hours

November 8 & 9, 2022

Presentations Titles	Speakers & Course Descriptions	Date/Credit Hours Requested
<p>How Trustees and Wealth Transfer Advisors Can Use Property and Casualty Coverage for Asset Protection</p> <p>Learn about -</p> <ul style="list-style-type: none"> • The different types of insurance policies used by the Modern Families. • How guaranteed rates of returns and payment terms work. • Learn how property insurance policies protect your clients’ assets and learn how casualty insurance is used by families. • Learn how these policies are reserved. 	<p>Speakers:</p> <p>David Beeton, Vice President and Private Risk Advisor Willis Towers Watson, Los Angeles, CA</p> <p>Nicole Dawson, Insurance Agent Pure Insurance, Carlsbad, CA</p> <p>Tony Yu, Attorney DSG Business Tax & Wealth Planning, Diamond Bar, CA</p> <p>Description:</p> <p>Trustees assume an array of responsibilities overseeing the day-to-day management of a trust’s assets. Property and Casualty insurance afford protection to the trust and its Trustees from a variety of losses and damages and is widely available, yet often goes overlooked. This session will address how Trustees and Wealth Transfer Advisors can effectively incorporate and utilize Property and Casualty insurance in a client’s estate and financial plan as an additional tool for asset protection. This session will also examine the current volatility in the insurance marketplace, and how trustees and individuals alike can navigate rising rates and an increasing number of non-renewals.</p>	<p>11/8/22 4:00 pm – 5:00pm</p> <p>1.0 Credit Hour</p>
<p>Premium Financing - Advanced Planning Techniques for the Ultra High Net Worth Client</p> <p>Learn about –</p> <ul style="list-style-type: none"> • The secondary markets for life insurance products. • The purposes of term, whole life, universal and variable policies. • How guaranteed rates of returns and payment terms work. • Modern families use different types of insurance policies – why so many types? 	<p>Speakers:</p> <p>Erik Hendrickson, Managing Wealth Advisor Northern Trust, Los Angeles, CA</p> <p>Lalat Pattanaik, Managing Partner PH Robb Legacy Alliance, West Hollywood , CA</p> <p>Description:</p> <p>For the last two decades, premium financing has become a more commonplace mechanism to acquire large amounts of life insurance without a large outlay of cash and the attendant gift tax hurdles. UHNW clients and their advisors are using advanced planning techniques with premium financing to migrate tranches of \$20M- \$500M in assets into GST trusts from taxable estates, overfunded QTIPS, completed GRATS and even as a mechanism to move IDGT notes out of the trust. Premium financing is also being used to establish very substantial basis in a partnership/L.L.C which can then be “swapped” for low basis assets as an income tax mitigation tool. This session will discuss how the premium financing engine can have a high impact in large complex estates.</p>	<p>11/9/22 1:30 pm – 2:30 pm</p> <p>1.0 Credit Hour</p>