2014 Rendezvous
July 30th – August 1st, 2014 • Omni Hotel & Resort • Broomfield, Colorado

AGENDA

Wednesday, July 30th			
1:00 PM	5:45 PM	Registration	Lobby/Atrium
5:15 PM		Cash Bar	Pavilion
6:00 PM	8:00 PM	Dinner, Welcome by John A. Warnick, Opening Activities	Pavilion
Thursday, July 31st			
7:00 AM	8:00 AM	Breakfast	Taproom/Terrace
8:00 AM	8:10 AM	Meditation, Stephanie West Allen	Interlocken AB
8:10 AM	8:30 AM	State of PPI Address, John A. Warnick	Interlocken AB
8:30 AM	9:30 AM	Keynote: Giving Voice to the Rising Generation, James E. Hughes, Jr.	Interlocken AB
9:30 AM	10:15 AM	Reflections and Integration Exercise	Interlocken AB
10:15 AM	10:45 AM	Break	Interlocken Foyer
10:45 AM	Noon	Breakout Sessions & FRED Talks	Various Locations
Noon	1:00 PM	Lunch	Taproom/Terrace
1:00 PM	2:15 PM	Breakout Sessions & Open Space	Various Locations
2:15 PM	2:45 PM	Break	Interlocken Foyer
2:45 PM	4: 00 PM	Breakout Sessions & FRED Talks	Various Locations
4:00 PM	4:15 PM	Break	Interlocken Foyer
4:15 PM	5:00 PM	Scarf Ceremony & Welcoming Exercise	Interlocken AB
6:00 PM	8:00 PM	Dutch Treat Dinner Groups	Local Restaurants
Friday, August 1st			
7:00 AM	8:00 AM	Breakfast	Taproom/Terrace
8:00 AM	8:30 AM	The Future of PPI, John A. Warnick	Interlocken AB
8:30 AM	10:15 AM	Keynote & Exercise: Give Them Wings, How To Make Your Leadership Role Essential, Thayer Cheatham Willis	Interlocken AB
10:15 AM	10:45 AM	Break	Interlocken Foyer
10:45 AM	Noon	Breakout Sessions & Open Space	Various Locations
Noon	1:00 PM	Lunch	Pavillion
1:00 PM	5:00 PM	Group Activities & Various Affinity Table / Open Space Discussions	

THANK YOU TO THE 2014 RENDEZVOUS GOLD LEVEL SPONSORS!

Ascent Private Capital Management of U.S. Bank & Foundation Source

BREAKOUT SESSIONS

Thursday, July 31st
Breakout Sessions
10:45am-Noon

Notes From the Front Line: Key Learnings From Two Decades of Initiating and Facilitating Family Meetings
Stephen Goldbart, Joan DiFuria, Peter Speek
Thursday, July 31st at 10:45am
Location: Interlocken C

Presentation and discussion of the key practices—what has and has not worked --for driving and managing the family meeting process with families, family businesses, family offices and foundations. We will include case vignettes to illustrate the importance of -

- Using a systematic, values-based framework for the family meeting process
- Mobilizing the key people-- within the family and advisory team—necessary to initiate and support the process
- Managing current and future expectations of the family meeting process
- Fostering the creation of governance that strikes a critical balance between structure and flexibility
- Offering communication and conflict resolution skills training that is both relevant and most likely to produce successful outcomes
- Assessing past and present family dynamics to help determine when to step forward, stand-still, or step back – when and how to act effectively
- Empowering the next generation without disempowering the wealth-holding generation

How to Become More Innovative - oh, and grow your business!
Ian McDermott
Thursday, July 31st at 10:45am
Location: Interlocken D

Innovation enables both individuals and organizations to reinvent themselves and what they have to offer. However, innovation is also the primary way we as individuals renew ourselves as people: it will ultimately determine the future we create for ourselves and our clients. Failure to keep innovating means we become stuck in our present and just keep repeating ourselves. Is that the future you want?
Innovation is a learnable skill, as is fostering it in others. In addition almost all innovation involves collaboration. So learning how to collaborate more effectively – be it with clients, colleagues or your nearest and dearest - is critical. And you can.

In this session I want to show you how you can learn to become more innovative. This is a skill you can pass on to clients and so add extraordinary value.

Failure to Launch: Getting Past Our Own Prejudices
Dr. Carolyn Friend and Dr. Jamie Weiner
Thursday, July 31st at 10:45am
Location: Birch

Embedded in our planning and consulting with families are deep seated notions about entitlement. Affluenza, as originally defined in The Golden Ghetto, leaves us with a pessimistic view that the author promotes: "...achieving wealth or success is a hollow achievement for those who achieve it." Even worse it has encouraged us to guard our wealth against the greedy and reckless behavior of future generations. No wonder the field is driven by the belief that the primary objective of estate and wealth planning is to protect us against ourselves.

"Failure to Launch" is a development issue that can be overcome with thoughtful effort. Utilizing experiential techniques participants will learn about the hope and growth that can be offered to individuals and families by this shift. Our role as planners and advisors is crucial.

Attentional Awareness - The Science and Practice of Optimal Thinking
Justin Anderson, Psy.D., LP
Thursday, July 31st at 10:45am
Location: Alder

This presentation will discuss the important but yet often overlooked concept of focus. What humans attend to will ultimately shape their emotions, behaviors, performance, and well-being. This presentation will look at how mindful focus training is being implemented with our US Special Forces, elite athletes and now business leaders and executives.

Why Do People Do Business With You?
Josh Patrick
Thursday, July 31st at 10:45am
Location: Cedar

Before you can start providing services for your clients, your clients and potential clients need a clear understanding of the problems you solve and or the opportunities you help them obtain. Most firms have not done a good job of describing the following issues:

1. What is the purpose of your firm?
2. What are the main benefits people get from working with your firm?
3. What exactly is it that your firm does?
4. What problems do you solve?
5. Why should someone work with you?

This session will help you start thinking about all of these issues. Before attending, please ask five or your best clients the questions above. You might find that you're getting answers that have large differences.

We'll start with helping you develop a mission that is no more than ten words long and can be answered with a yes or no. You'll start the conversation on why people do business with you and what problems you'll solve.

This session is one where you get to work on high level questions about your business. It's designed to help you have good questions you can work on with both clients and other members of your team.

The American Family Caregiver: The Missing Piece in Every Care Puzzle; A Truly Endangered Species
Paul Vattiato
Thursday, July 31st at 10:45am
Location: Boardroom

Informal (unpaid) family care-giving totals 50+ million America's; the backbone and front-line of healthcare. Without them the formal system would collapse. Autism, aging, dementia or addiction, blind reliance on untrained cadres of millions is misplaced. Formal cares' presumption that informal care can do everything, at home, without education, support and practical problem solving skills is myth. With 5 million facility beds across the total care spectrum, we couldn't house every Alzheimer's patient. Family care-giving is the “elephant” in the room. What do you know?

BREAKOUT SESSIONS

Thursday, July 31st
FRED Talks (18 Minutes Each)
10:45am - Noon

It Matters: Why Meaning and Purpose are Vital to Building a Legacy to be Proud Of
Mike Steger
Thursday, July 31st at 10:45am
Location: Interlocken AB

Meaning and purpose have been on humankind's mind since our earliest written stories. The past decade has seen an explosion of scientific research that tackles this timeless topic. This talk takes a whirlwind tour through some of this research and builds to the conclusion that meaning and purpose are not intellectual luxuries, but instead are a vital foundation to the best lives we can live and the best legacies we can pass along.

The Emotionally Intelligent Practitioner: Integrating Innovative Collaboration Skills into Your Practice (and your life!)
Ken Donaldson
Thursday, July 31st at 10:45am
Location: Interlocken AB

The Emotionally Intelligent (EQ) Practitioner presentation focuses on core elements of emotional intelligence, especially as they relate to practitioners working with legacy families and families in business. We are all challenged with emotionally charged situations which we may not be equipped to handle successfully. EQ skills help practitioners make deeper and better connections with their clients, as well as accessing highly effective conflict management tools. When we are "non-reactive" to others' emotional states and instead have functional responses, we can facilitate situations to their best possible outcomes. This interactive presentation uses accelerated learning techniques to help all participants better retain the experience.

Dialing up the Innovation in Decision Making

Stacy Allred
Thursday, July 31st at 10:45am
Location: Interlocken AB

This F.R.E.D. style talk focuses on leveraging learnings of behavioral finance to help families make better decisions around issues common to families of wealth. This very practical talk focuses on the "how to" through the medium of client case study vignettes. These vignettes highlight befi concepts through the client examples (e.g., the power of reframing, zero sum game, etc.). Case studies include stories of: policy development on funding entrepreneurship, how a family in conflict came together and made a joint decision in their family business, development of an education funding policy where the family desired a behavior change and developing a distribution policy for a large multi-generational trust.

BREAKOUT SESSIONS

Thursday, July 31st
Breakout Sessions
1:00pm - 2:15pm

Open Space
Thursday, July 31st at 1:00pm
Location: Interlocken AB

The Interlocken AB room will be available for use by anyone who would like to hold an impromptu Table of Affinity or Open Space discussion during this time slot. There will be 20 tables available on a first-come, first-serve basis.

Strategic Wealth Coaching Tools
Kristen Armstrong, Amy Zehnder
Thursday, July 31st at 1:00pm
Location: Interlocken C

We all encounter discomfort at times--whether in our own families or in client families we serve--around discussing wealth and its impacts within the family system and network of relationships. Although discomfort is not bad *per se,* it can drive people away from the very conversations they need to be having, or drive them towards regrettable interactions that diminish trust, empathy or respect. Having some tools available to open conversations up with families around wealth dynamics can ease families into rich and productive conversations around the meaning and use of their wealth.

In this session, you will experience some of the wealth dynamics coaching tools we use with our family clients. From outlining your "money path" to dealing with legacy wealth to winning the lottery, discover how these tools help prepare heirs and encourage families to venture into the taboo territory of money. Learn how these activities help families develop a sense of gratitude and connection, encouragement and challenge while opening the communication channels around money and wealth.

What Families Expect of Their Professional Advisors
Kate Janeway
Thursday, July 31st at 1:00pm
Location: Interlocken D

As a member of a family that has used professional advisors in its attempts to create inter-generational legacy and after having a professional career as a lawyer, philanthropist and coach, Kate will share her perspectives on both how her family utilizes professional advisors and how the best advisors make their relationships with families work. After these reflections, Kate will facilitate a discussion around the complexities that advisors face in working with family systems.

Building a Generative Culture in the Next Generation: How Generational Cohorts Initiate Change and Lead Their Families
Dennis Jaffe, Joshua Nacht
Thursday, July 31st at 1:00pm
Location: Birch

This session will focus on how the next generation takes up leadership and leads a family enterprise forward by helping to initiate governance elements like a family council, strategic planning, personal development plans and social enterprise within the family. The next generation is fortunate to participate in what the family has accomplished so far, but as they develop they see areas where the family can grow and thrive that the family has not pursued. We will talk about the role of a family champion, a non-appointed informal family leader who sees the need for change and dedicates himself/herself to creating and inspiring a new direction and transformation within the family. The new generation comes to maturity by

BREAKOUT SESSIONS

respecting the legacy values and traditions of the family, but also challenging the family to move into new paths, and to amend their values, policies and pathways to fit new realities.

After sharing some stories about creating next generational cohorts and leadership, we will open up a discussion of how an outside advisor can help develop next-generation leadership, sometimes in areas where the family has not previously understood the opportunity.

The Role of Death in Life: Implications for End of Life Planning
Tom Pyszczynski, Molly Maxfield
Thursday, July 31st at 1:00pm
Location: Alder

The problem of death lies beneath awareness and plays an important role in diverse aspects of life. People shield themselves from the anxiety that results from awareness of the inevitability of death by seeking meaning in life and self-esteem. We will discuss psychological theory and research documenting the many ways that concerns about death affect life and how some people transcend these fears. We will then focus on understanding barriers to effective end of life planning and strategies for overcoming this resistance to help people make plans that meet both their own needs and those of their survivors.

How to Screw Up Your Client's Dynasty Planning - and Your Own Multigenerational Business - Without Really Trying
Scott Farnsworth
Thursday, July 31st at 1:00pm
Location: Cedar

98% of the time, professional wealth advisors lose their client's business within one year of the death of their client. 90% of the time, the wealth and solidarity of affluent families is dissipated by the end of the third generation (shirtsleeves to shirtsleeves).

The cause for these failures is the traditional planning paradigm, which is founded on a mindset of superiority, secrecy, and control. The result is the Objectivication and Infantalization of the clients' children and grandchildren. Those who are treated as objects and infants will seldom succeed in maintaining and building family wealth and family relationships. They will not trust the advisors who devised the plan. The solution is 3-GEN Planning.

Writing Down Your Vision and Values: Good or Bad from a Legal Perspective
Justin T. Miller
Thursday, July 31st at 1:00pm
Location: Boardroom

While most family governance specialists can attest to the vast benefits of individuals writing down their vision and values in their own words, there are many attorneys who argue that clients should not be creating any documents outside of the legal documents drafted by the attorneys. Who is right? What are the potential benefits, risks and/or dangers?

BREAKOUT SESSIONS

Thursday, July 31st
Breakout Sessions
2:45pm - 4:00pm

Boundaries: The Heartbeat of Effective Communication and Relationships
Melissa Mitchell-Blitch
Thursday, July 31st at 2:45pm
Location: Interlocken C

Boundaries. Could there be a more important skill? Through my experiences over the past decade, I have found there is not. Boundaries are the "why" of communication. Until we know truly where ours lie – both interpersonally and intrapersonally – and how to honor the boundaries of others – even when we disagree with or flat out dislike them – we can never succeed at communication's highest intent. No matter how many "how" communication skills we use.

This session is highly interactive. A collaborative, hands-on exploration of the key principles of boundaries – and how to utilize them, in any area of practice.

Narrative Practices
Hartley Goldstone, Stephanie West Allen
Thursday, July 31st at 2:45pm
Location: Interlocken D

Effective and skilled client service includes the abilities to: take a variety of perspectives, have patience with uncertainty and ambiguity until a good decision or solution becomes apparent, listen well, reflect rather than react, and see people in their lives' contexts and as much more than their presenting legal or financial issues. One proven method of sharpening these skills is called "narrative practices."

In order to improve patient treatment and reduce the stress of professionals, narrative practices developed in the medical field, but is now moving into many other arenas including the law, financial planning, mediation and other client-professional relationships.

Narrative practices include our capacity to follow, tell, hear, and learn from our clients' stories, as well as the stories of our colleagues—even those people we find challenging.

In this seminar, we will look at the basics of narrative practices, and participate in exercises to allow attendees both individually and collaboratively to experience some of the methods and improve their narrative competence. People will leave this program with at least one way to incorporate a narrative practice (or two) in their work with and for clients.

Xers, Millennials and Money
Nathan Dungan
Thursday, July 31st at 2:45pm
Location: Birch

In this interactive learning experience, Share Save Spend founder Nathan Dungan will provide insights on the financial challenges and opportunities facing Gen Xers and Millennials. He will demonstrate the benefits of collaborating with families to help them take control of their money narrative, speak into difficult money topics and, in turn, move closer to optimal wellbeing – all important components for successful wealth transitions.

BREAKOUT SESSIONS

Building a Comprehensive Business Plan that Works
Matthew Wesley
Thursday, July 31st at 2:45pm
Location: Alder

Many struggle with the mechanics of how to build a business. This workshop will introduce a tool created by the creative geniuses at IDEO that allows you to visualize your entire business plan on one sheet of paper, identify the weaknesses and strengths in your current approach and create awareness of blindspots and core issues you face. At the end of 75 minutes you will have created a complete picture of your business that is coherent, integrated and focused.

Monetizing and Marketing Your Message
Michael Palumbos
Thursday, July 31st at 2:45pm
Location: Cedar

Whether you're a speaker, author, coach or industry thought leader. There is information that you have that comes easy to you, people often ask you to help them think about those things or when you share your perspective, people want to learn more. But, you're income doesn't match your level of experience and you can't figure out how to put it all together.

There is a formula that works repeatedly for professionals just like you. You'll learn the entire formula, the 2 things that stop the formula from working and you'll create an action plan to put the formula to work for you...including the creation of a new product for your business.

The Philanthropic Discussion: Understanding Advisor Approaches & Client Expectations
Timothy J. Belber
Thursday, July 31st at 2:45pm
Location: Boardroom

Using new research, we will explore how we, as a field of professional advisors, are meeting the needs and wants of those we serve - and what we can do to increase our collective ability to more fully activate the philanthropic values, aspirations and resources of our clients.

BREAKOUT SESSIONS

Thursday, July 31st
FRED Talks (18 Minutes Each)
2:45pm -4:00pm

Stealth Wealth
Emily Bouchard, MSSW, Jamie Traeger—Muney, PhD
Thursday, July 31st at 2:45pm
Location: Interlocken AB

During this F.R.E.D. or Facilitated Discussion-like talk, we will explore:

- The media's coverage and cultural biases of the wealthy resulting in their desire to hide and feelings of shame and guilt about their good fortune.

- The disconnect between the constant striving for success and wealth that is the American Dream coupled with the judgment and vilification about those who are wealthy.

This talk will uncover the need to shift the paradigm of how we think about and treat those who are wealthy to further their likelihood of making healthy choices with their money and acting as hyper-agents to impact our world in positive ways.

Planning for Same-Sex Couples in a Post-DOMA World - Whether to Wed?
Scott Squillace
Thursday, July 31st at 2:45pm
Location: Interlocken AB

In June 2013, the Supreme Court decided Section 3 of DOMA was unconstitutional, thereby requiring the federal government to recognize (for federal rights and benefits) lawful same sex-marriages. This historical decision was followed by important changes to tax law and other regulations affecting same-sex couples everywhere.
Scott E. Squillace Esq., recent author of *Whether to Wed: A Legal and Tax Guide for Gay and Lesbian Couples*, will present an overview of the legal landscape of same-sex marriage as it varies by state, offer a review of many federal rights and benefits that are now available to same-sex couples, and discuss the complexities associated with access to these rights. He will also offer useful advice for couples considering “whether to wed” from a legal and tax perspective. Finally, Mr. Squillace will discuss the effect of the DOMA ruling from the perspective of financial planners and advisors, and will suggest practical ways in which advisors can collaborate with their clients to help them make informed decisions during this important time in their lives.

Sacred Conversations
Gary Shunk
Thursday, July 31st at 2:45pm
Location: Interlocken AB

This presentation chronicles my work as a consultant serving wealthy families and their advisors. The primary takeaway is the necessity of creating and maintaining empathy in our work. Creating a "safe container" makes trust possible. When trust is established, nurtured and maintained - openness of mind, heart and will follow. This is a very personal, story-filled presentation with simple instructions to compel the audience toward taking action to develop empathy in their work.

BREAKOUT SESSIONS

Friday, August 1st
Breakout Sessions
10:45am - Noon

Open Space
Friday, August 1st at 10:45am
Location: Interlocken AB

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When the Wheels Come Off: Facilitation in Worst Nightmare Family Meetings
G. Scott Budge PhD, Gregory T. Rogers
Friday, August 1st at 10:45am
Location: Interlocken C

Most of us know how to run effective family meetings. This session provides support for professionals in those unanticipated situations when crises emerge and emotions run high. We will discuss some of these possibilities, even when you have the best laid plans. Learn some techniques. Share some stories. Share your worst nightmare--and get some advance suggestions to get you through if it happens.

It Really Could Be Easier: A New Change Management Model for Comfortable, Productive Transitions
Susan Bradley
Friday, August 1st at 10:45am
Location: Interlocken D

Technical Change and Adaptive Change are the two change management models widely used in businesses around the world. Technical change, based on known facts and formulas, is the preferred model. However, according to the Harvard Business Review, 70% of all change initiatives fail. The failure comes from addressing adaptive challenges with a technical model.

This session translates what corporations are learning about the distinctions between technical and adaptive change into practical applications for the Purposeful Planning Institute community. We already know that the majority of wealth-holding families fail to become legacy families; we know that 70% of divorced women and widows leave their financial advisors soon after the event; and we have plenty of stories of regret from a wide range of Sudden Money® Recipients.

We can see the problems; we are confident experts in the traditional practices of our disciplines which are built on a technical change model. Now may be the right time to add a new expertise in adaptive change so our clients have both a technical expert and an adaptive change thinking partner. And it is truly easier than you think.

The Family Relationship Web
Grant Pax
Friday, August 1st at 10:45am
Location: Birch

There are many types of important documents upon which enterprising families rely. They can include mission statements, legal structures, organization charts, P&Ls, balance sheets, budgets, and the like.
One critical "accounting" document, however, is often overlooked: a map of the relationships that form the oft-assumed, multilayer matrix that families operate within. If not carefully drawn and often referenced, family members become ensnared in inherently conflicting situations that give rise to a variety of breakdowns and losses. Helping family members

and those who seek to serve them understand this structure engenders creative, non-reactive communication and aids in problem analysis.

Behavioral Economics in Client Communications Workshop
Holly Thomas
Friday, August 1st at 10:45am
Location: Alder

This survey of some of the more common behavioral biases demonstrates through small group exercises how emotions enter into our conversations about money. Participants will learn through first-hand discovery and role play how we permit judgment errors, subtle manipulation, and even mathematical mistakes to go unchecked throughout decisions about investing, gifting, spending, and saving.

Is There Such a Thing as Independence, or Is Everyone Conflicted?
Mary Duke, Holly Isdale
Friday, August 1st at 10:45am
Location: Cedar

Conflicts of interest arise out of virtually every relationship. Some are well recognized and widely discussed, but there are subtle conflicts that arise within, and around, families. We propose to explore with participants the war stories and practices we all experience in advising families, asking questions such a: Can an advisor truly represent a family? Are we unduly influenced by the wealth creator? Should a corporate fiduciary manage trust investments? Is payment for referrals OK? Should a lawyer act as fiduciary under their own deed?

We will also seek to identify best practices for helping families recognize, minimize and manage conflicts and discuss adopting good practices in our own work with families.

Visions to Do Good: The Personal Philanthropy of Ben Franklin
Russell Kyncl
Friday, August 1st at 10:45am
Location: Boardroom

I cover Ben Franklin's personal philanthropy, beginning with a book he read by as a boy, throughout his life, and then in his estate plan, which is still operating today, 223 years after his passing. My content will be 20 minute presentation, then 45 minutes of small group interaction based on themes presented in Ben Franklin's example, and 10 minutes of sharing back to the larger group. My goal will be to inspire, challenge, and have each participant come away with a renewed sense of commitment to his or her own personal philanthropy of time, relationship, and financial contribution.