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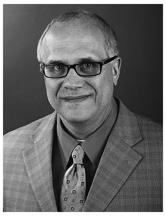
ABOUT THE AUTHORS



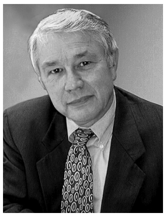
Randy L. Zipse, J.D., AEP (Distinguished) is Vice President, Advanced Marketing at Prudential and has worked in the life insurance industry for the past 20 years where he has managed advanced markets departments for major life insurance carriers and independent distribution organizations.

Mr. Zipse has written numerous articles on trust taxation, estate planning, and business succession planning which have appeared in the *Journal of Financial Service Professionals*, *Broker World*, *Estate Planning, Life Insurance Selling*, and *National Underwriter*. He is the author of National Underwriter's *Field Guide*. He is also a co-author with Stephan R. Leimberg of *Tools and Techniques of Charitable Planning* and a member of the *Tax Facts* Editorial Advisory Board. Mr. Zipse is a frequent lecturer at industry meetings, including such major events as the AALU, Forum 400, Million Dollar Round Table, New York University Tax Institute, University of Miami Heckerling Tax Institute, Hawaii Tax Institute, and the Annual Harris M. Plaisted Conference.

Prior to entering the life insurance industry, he worked as an attorney in the private practice. Mr. Zipse has been associated with several large firms, including Jones Day Reavis & Pogue and Gardere & Wynne – both in Dallas, Texas. As a private practice attorney, Mr. Zipse concentrated on estate planning, deferred compensation, business succession planning, and charitable planning. Prior to becoming an attorney, Mr. Zipse worked as a CPA with Deloitte Haskins & Sells.

An honors graduate of the University of Northern Iowa (B.A. in accounting), Mr. Zipse subsequently received his JD from Drake University College of Law (Order of the Coif, class rank number one), and is a member of the Iowa, Texas and Missouri Bars.

AUTHOR EMERITUS



Donald F. Cady conceived and developed the *Field Guide to Estate Planning, Business Planning & Employee Benefits* in 1989 and updated it annually for twenty-five years, when Randy L. Zipse was named the successor author. Mr. Cady continues as author of the *Field Guide to Financial Planning*, which is cowritten with Michael Kitces, MSFS, MTAX, CFP®, CLU, ChFC, RHU, REBC, CASL.

Mr. Cady is an attorney and a Chartered Life Underwriter. He is a graduate of St. Lawrence University with a B.A. in Economics, where he received the Wall Street Journal Award for excellence in that subject. He received his J.D. degree from Columbia University School of Law, holds the degree of LL.M. (Taxation) from Emory University School of Law, and is a member of the New York Bar.

He is an independent consultant working with The National Underwriter Company in providing support materials and services to the financial planning industry. In addition to this publication, he is the author of *Field Guide Online*[1], the web version of this book.

For twenty years Mr. Cady was with the Aetna Life Insurance & Annuity Company in various advanced underwriting positions. Prior to this, he was a member of the U.S. Army Judge Advocate Generals Corps, with tours of duty in both Vietnam and Europe. He and his wife live in Fort Myers Beach, Florida.

Mr. Cady has been a frequent speaker on the subjects of estate planning, business planning, and employee benefits, before business and professional organizations, estate planning associations, life underwriter's meetings and various civic groups. Through these appearances, together with his work with agents, their clients, and advisers, Mr. Cady has shared the frustrations of trying to effectively explain and communicate planning concepts and techniques to both student and laymen. The two *Field Guide* publications represent his response to that challenge.

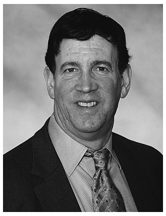
CONTRIBUTING AUTHORS

Kevin W. Blanton, J.D., is Assistant Vice President and Associate Counsel, Advanced Markets, for the U.S. Individual Life operations of John Hancock Financial, a Manulife company. In his current position Mr. Blanton provides advanced marketing support to John Hancock's home office employees, field personnel, and producers. In addition, he is responsible for the development of innovative advanced marketing materials, programs, and strategies. Mr. Blanton is also a recurring host on John Hancock's weekly JHAM Radio program and a regular speaker at industry meetings around the country.

Prior to joining Manulife Financial in 1999, Mr. Blanton practiced law in the private sector for many years in the Boston area, concentrating on estate planning, probate, business succession planning, corporate benefits, and charitable planning for high net worth individuals and companies. Mr. Blanton also provided tax compliance advice for several large national mutual fund companies as part of the

Tax Department of Coopers & Lybrand in Boston and served as bond counsel for more than 100 New England municipalities and state agencies.

Mr. Blanton received his Bachelor of Arts degree in economics from The University of Michigan, Ann Arbor, Michigan, and his Juris Doctor degree *cum laude* from Boston University School of Law. Mr. Blanton is licensed to practice law in the Commonwealth of Massachusetts, the State of New York, and the State of Texas, and is a member of the American Bar Association, the Massachusetts Bar Association, the New York State Bar Association, the Texas State Bar Association, and the Boston Bar Association.



Mark A. Teitelbaum, J.D., LL.M., CLU, ChFC, is Vice President of Advanced Markets at AXA Equitable. Mark joined AXA Equitable in June 2006 to manage the Advanced Markets and Marketing efforts of AXA Distributors — Life Division. Additionally, he is one of the attorneys responsible for handling field calls in the areas of business, estate, and retirement planning. Mark's primary focus, however, is in developing sales tools and marketing campaigns to position AXA Equitable's life insurance.

Prior to joining AXA Equitable, Mr. Teitelbaum was Vice President, Advanced Sales, at MetLife Investors and Second Vice President of Advanced Marketing at Travelers Life & Annuity. In those roles, he primarily focused on developing sales tools to help integrate client-based approaches with proprietary life insurance illustration systems.

Mr. Teitelbaum also was Second Vice President of Advanced Marketing at Phoenix Life Insurance Company and managed the Advanced Sales group at National Life of Vermont. He also worked at Connecticut Mutual in both its Advanced Marketing area and its small business initiatives group. Mark has also done tax and business planning work for a Boston area firm that specialized in executive stock option planning and a CPA firm that specialized in estate planning for business owners.

Mr. Teitelbaum is currently an Assistant Editor of the *Journal of the American Society of Financial Service Professionals* and was previously the editor of the American Society's *Business & Compensation Planning Section Newsletter*.

He has published several articles in the CLU Journal and is a regular contributor to the National Underwriter Company as well as the American Society's Business & Compensation Planning Section Newsletter. In 2010, Mark coauthored an article for Estate Planning titled, "Validity of Shark-Fin CLATs Remains in Doubt despite IRS Guidance."

Mr. Teitelbaum is a graduate of Kenyon College and obtained his law degree and LL.M. at both Ohio Northern University and Boston University. He also holds a CLU and ChFC.

PUBLISHER

Kelly B. Maheu, J.D., is Managing Director of the Professional Publishing Division of The National Underwriter Company, a Division of Summit Professional Networks. Kelly has been with The National Underwriter Company since 2006, serving in editorial, content acquisition, and product development roles prior to being named Managing Director.

Prior to joining The National Underwriter Company, Kelly worked in the legal and insurance fields for LexisNexis®, Progressive Insurance, and a Cincinnati insurance defense litigation firm.

Kelly has edited and contributed to numerous books and publications including the *Personal Auto Insurance Policy Coverage Guide, Cyberliability and Insurance, The National Underwriter Sales Essentials Series, and The Tools and Techniques of Risk Management for Financial Planners*.

Kelly earned her law degree from The University of Cincinnati College of Law and holds a BA from Miami University, Ohio, with a double major in English/Journalism and Psychology.

MANAGING EDITOR

Richard H. Cline, J.D., is the Manager, Tax and Insurance Content for the Professional Publishing Division at the National Underwriter Company. He is responsible for both the print and online versions of Tax Facts as well as developing new tax products for our customers.

Richard joined the company in 2013 but has over twenty-five years of tax editing and publishing experience. Prior to joining our team, Richard worked for Lexis-Nexis, CCH, Inc., and PricewaterhouseCoopers.

He has a B.S. degree from Franklin and Marshall College in Lancaster, Pennsylvania, and earned his law degree from Tulane University in New Orleans, Louisiana.

EDITORIAL SERVICES

Connie L. Jump, Supervisor, Electronic Publication Production

Patti O'Leary, Editorial Assistant

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INTRODUCTION

The Purpose Of This Book

This book is intended to provide you with a ready means of identifying and understanding the concepts and techniques used in estate, business, and employee benefit planning. Recognizing that we live in a world of visual communication, numerous drawings and charts have been included to assist you in identifying and understanding many of the concepts which are most frequently encountered when working with clients and other professionals. It can serve as a desktop reference source, a classroom training aid, or, carried in your briefcase, as a resource to be shared with your client or his advisors. However, it is not intended to be a replacement for competent legal or tax counsel; only qualified professionals can provide such advice.

Organization

The Field Guide has been organized into three sections, dealing with the subjects of estate planning, business planning, and employee benefits. Each section is in turn divided into units typically consisting of a chart and accompanying text. Following most of the charts you will find a section entitled "Information Required For Analysis & Proposal." This is the minimum information you must obtain in order to prepare an analysis and proposal for your client. Also included are cross references to *Tax Facts on Insurance & Employee Benefits*, and the footnotes. Following the charts, you will find references that support the subjects of estate planning, business planning, and employee benefits. Terms & Concepts contains expanded discussions of the materials previously referred to in the text and footnotes.

In using this book, first refer to the chart and read the accompanying text. Also, be sure to read the footnotes; they will provide you with a better understanding of the subject matter and references to additional materials.

Cross References To Tax Facts On Insurance & Employee Benefits

No attempt is made to provide either an exhaustive technical analysis or extensive citations to legal authority (Internal Revenue Code sections, regulations, case law, revenue rulings, and private letter rulings). For these purposes, you are encouraged to refer to the appropriate questions in the 2015 edition of *Tax Facts on Insurance & Employee Benefits*, published by The National Underwriter Company in two volumes. The cross references contain the question number followed by a brief description of the material covered (e.g., "**Q 305**. Valuation of closely held business interest for federal estate tax purposes when there is a purchase agreement").

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Where appropriate, there are also cross references to the 2015 edition of *Tax Facts on Investments* and the 2015 edition of *Social Security & Medicare Facts*, also published by The National Underwriter Company.

Tax Facts Intelligence, published monthly by The National Underwriter Company, keeps the reader informed on current developments, major changes, and ongoing revisions to our tax laws.

All of these publications are updated online as needed and are available for purchase at www.Nationalunderwriter.com.