

The Newsletter of the Financial Planning Association of Hampton Roads
SPRING 2004

**THANK YOU
TO OUR
PARTNERS!!!**

2004 Silver Partners



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WELCOME NEW MEMBERS

Robert Byles, MBA
Penny Crowell, CFP, MBA, CLTC
William Rary

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PRESIDENT'S LETTER

With the first quarter of our new year behind us, we are looking forward to some excellent programs and opportunities for the rest of the year.

Our website keeps updated (thanks to Karl Klinger's efforts) with the latest information on all the programs, events and opportunities that arise. As Amanda Gift receives commitments from speakers for our annual Symposium, Karl will also keep you informed of the latest information online.

Recently, a group of us volunteered for the phone bank at WHRO's fundraising campaign. There will probably be another opportunity for more of you to be involved in the fall. We'll keep you posted.

Ron Pearson has been on the National Task Force to develop and link us up with the Pro Bono Financial Planning Program, so we can do more outreach to our community, as well as gain more exposure and PR for our FPA chapter. We are also looking to partner up with Senior Services of Southeastern Virginia, and will let you know what opportunities for service or referrals evolve from that.

You're invited in May to attend our annual Membership Benefits meeting, where we not only have a lot of fun and a chance to win great door prizes, but you are guaranteed to learn about at least one more benefit you have through FPA that you didn't know about. This will be a meeting where we especially invite you to bring a non-member as a guest. For each guest you bring, you can place your name in the drawing for the grand prize.

We have some great opportunities for SPONSOR/PARTNERS this year. There are various levels available, including a NEW level we've just added, for Media exposure. There are also rewards for members who refer us to a new Sponsor/Partner. All of the information is online for you to view and print. (Further details in this newsletter.) So the next time a wholesaler calls you, ask them if they'd like more exposure to other planners, and to support the local FPA chapter in the process. Refer them to our website, or have them call or email either Emily Roussos or me. We'll be glad to follow up with them and give you the credit!

To add more value to our members and potential leaders, as well as to develop and strengthen our Board, we will be involved in an FPA-sponsored Leadership Training program later this year. We will keep you abreast of the dates for that as details are confirmed. This will be open to any FPA member to attend in order to help develop leadership knowledge, skills and techniques, whether or not they are planning to serve on the local FPA board. This is an excellent program that I attended in Atlanta in the fall. If you are interested in getting more involved with any aspect of our chapter, please let me or one of the board members know. We will always welcome you to help make our Gold Chapter even better!

Lois

BOARD OF DIRECTORS

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MEMBERSHIP DIRECTORY

It is time to publish the Membership Directory. You will be receiving a profile update by email within the next month. Make sure you review your information for accuracy and return it promptly if any data needs to be changed.

It's Intern Season!

Do you have a list of things in your office you just never get around to? Is your technology outdated? Are you considering adding staff, but aren't sure? Our Chapter is has contacted Virginia Tech, Virginia Commonwealth University and Old Dominion University to help match up students looking for a future in financial planning with firms in our area.

The students we've seen have been talented and motivated. Firms who have hired interns say it has been very beneficial. If you are considering an intern or interested in more information, we have ideas on our website, www.fpahamptonroads.com, including: Qualities to consider in hiring an intern, What should you look for in an intern's education, Structure of the internship, Duties and responsibilities, Common tasks, Compensation, Developing a contract, and Best Practices.

We very much appreciate the following firms who have offered to help develop future financial planners: Financial Designs of Virginia, Financial Security Management, Inc., Tull Financial Group, Waddell & Reed, and Waypoint Advisors. If you would like to be added to our list please send an email to careers@fpahamptonroads.com or call Ron Pearson, CFP® at 428-6634.

Know a Student Looking for a Scholarship?

Any member (student or other division) of our chapter currently enrolled in a CFP® accredited program, who intends to become a CFP® certificant is eligible for a \$500 scholarship. Letters of recommendation and academic achievement are critical in the selection process. Application dates are: Fall Session (July 1st), Spring Session (Nov 1st), and Summer Session (April 1st). For further information, see www.fpahamptonroads.com. Apply now, this scholarship could be yours!

FPA's Pro Bono Program

As many of you are aware, FPA responded to 9-11 with a large volunteer effort to help those impacted by that tragic event. FPA mounted a similar effort after the devastating wildfires in California last year. During the past year, a volunteer national committee has worked to develop a permanent Pro Bono Program for use nationwide. The Pro Bono Advisory Committee has created Guidelines for participating in the Pro Bono Financial Planning Program, a standard Letter of Engagement, Disclaimer Letter, and a Letter to Broker-Dealers.

FPA recently signed a Statement of Understanding with the American Red Cross (ARC) whereby local FPA members will provide pro bono financial planning services to victims of disaster and to military families (particularly deployed National Guard and Reservists). This strategic relationship will entail local chapters developing relationships with ARC local chapters. Local FPA chapters will decide the extent of pro bono service their members will provide to ARC clients during emergency situations and to military families. FPA national has asked selected chapters to consider being pilot programs in anticipation of rolling the Pro Bono Financial Planning Program out nationally. FPA Hampton Roads was selected as a finalist for the pilot program and will soon learn if we are selected to be one of the pilot sites. We have a list of chapter members who have expressed willingness to help with pro bono planning. If you would like to add your name to the list, please contact careers@fpahamptonroads.com or Ron Pearson, CFP® at 428-6634.

On a similar note, six of the country's leading financial planning groups have joined forces to sponsor the Project for Financial Independence, the nation's first multi-organizational, pro bono financial planning effort. The groundbreaking project, which offers free financial guidance to individuals who cannot afford a financial advisor, or who are facing an immediate or unusual financial need, is currently being launched. The six organizations collaborating on the project are the American Institute of Certified Public Accountants (AICPA), Certified Financial Planner Board of Standards (CFP Board), Financial Planning Association (FPA™), National Association of Personal Financial Advisors (NAPFA), National Endowment for Financial Education® (NEFE®) and Society of Financial Service Professionals (SFSP).

WANT TO EARN A FREE FPA MEMBERSHIP OR OTHER MEMBERSHIP REWARDS?

Here's how:

Help FPA of Hampton Roads meet its goals and earn membership rewards by referring wholesalers or other sponsors who would benefit from partnership with FPA Hampton Roads. Refer a wholesaler you are willing to call about partnership, we will mail them a sponsorship package (or you can download a sponsor package from our website at www.fpahamptonroads.com/sponsorpartnerkit2004.pdf), then you call the prospective partner, ask them to complete the Sponsor-Partner application and return it along with their partner fee. It's that simple.

If your referral is accepted as the **PLATINUM** SPONSOR-PARTNER, you will earn a **one-year renewal or new membership** in the Financial Planning Association and FPA of Hampton Roads (a \$325 value!!!).

If your referral is accepted as one of the four **GOLD** SPONSOR-PARTNERS, you will earn one **paid admission** to the FPA of Hampton Roads annual professional continuing education **symposium** (a \$169 value!!!).

If your referral is accepted as one of the seven **SILVER** SPONSOR-PARTNERS, you will earn your **choice of half-off one paid admission to the FPA of Hampton Roads annual professional continuing education symposium or a Season Pass to all of FPA of Hampton Roads' two-hour continuing education programs.**

If your referral is accepted as a **BRONZE** SPONSOR-PARTNER, you will earn your choice of a **third-off one paid admission to the FPA of Hampton Roads annual professional continuing education symposium or a free pass to one of FPA of Hampton Roads' two-hour continuing education programs.**

The cost of delivering the programs and other member services provided by FPA Hampton Roads is much greater than the registration and membership fees we collect; we couldn't do it without the participation of sponsors. Participate today.

Please visit our website for to download a complete Sponsor-Partner Kit. We have **recently changed** the **BRONZE** SPONSOR-PARTNER level to include **more MEDIA coverage** !!!

MEMBERSHIP RECRUITMENT

FPA National will begin the second membership recruitment campaign of 2004 on April 12, 2004. It will end on July 31, 2004. The offers will be as follows:

I. CFP® nonmembers and New CFP Certificants (received the certification in last six months) – Join FPA before July 31, 2004 and receive a Free Virtual Learning Center Archived Program – a value of \$45! S04AF1 Application

II. Student nonmembers – Join FPA before July 31, 2004 and receive a Free Virtual Learning Center Archived Program – a value of \$45! S04AF2 Application

III. Non CFP®/Allied Professionals – Join FPA Before July 31, 2004 and Receive a Free Virtual Learning Center Archived Program – a value of \$45! S04AF3 Application

If someone would like to join online, please direct them to: www.fpanet.org/member/joinnow.cfm and tell them to enter the corresponding source code.

We are always looking for good **speakers** for our regular Monthly Meetings, Continuing Education meetings, and the Annual Symposium. If you have a speaker in mind or attended a meeting with an exceptional speaker that you would like to nominate, please contact Todd Preti at 687-8888 or by email at tpreti@midgettandrack.com.

UPCOMING NETWORKING & EDUCATION MEETINGS

May 12, 2004 - *Maximizing Your Return on Membership*

June 9, 2004 - *TBA*

July 14, 2004 - *Abusive Tax Avoidance Transactions*

At Cypress Point Country Club
5340 Clubhead Rd, Virginia Beach, VA
7:30 a.m. to 9:00 a.m.

Visit our website at www.fpaHamptonRoads.com
for program details and directions.



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The LTC Center does not offer financial, legal or tax advice.

FPA of Hampton Roads Newsletter
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FPA'S ANNUAL CONTINUING EDUCATION SYMPOSIUM
BY AMANDA B. GIFT, SYMPOSIUM CHAIR

One of the most anticipated programs our chapter provides each year is the Financial Planning Symposium, which will be held this year on **Friday, October 22nd at the Norfolk Airport Hilton**. Speakers are still being put in place, but the quality and topics have always been outstanding. We are trying to account for the suggestions made on evaluation forms last year. However, if you have any additional ideas, suggestions, or contacts, I would love to hear from you. You can contact me at: agift@sigfin.com.

Gayle Blachura and her committee will be spearheading the P.R. and publicity for the event. If you have any suggestions for where we can get the word out further on this event or about our chapter or the planning profession, let her know at gayle@gofsg.com.

Our symposium is another great opportunity for sponsors to promote their business. Lois Gallo is leading the sponsor/partner effort this year. But if you know any wholesalers or business owners who could benefit from contact with our market (i.e. florists, office supply companies, private clubs, printers, etc.), we have a special sponsor package we can offer them. For more information, go to our website and click on Sponsor Partnerships (the gold button). Or let us know and we will be glad to follow up with them.

Watch for more details to come. We will keep you updated by mail and email on our progress. I look forward to your help in making this another outstanding event to help you grow your knowledge and your practice!