

BRINGING
ORDER TO
CHAOS

One Day Seminar For Financial Planners and Allied Professionals

FRIDAY, OCTOBER 21, 2005

Applying for 6 Hours of Virginia Life Insurance Credit

(will count for CFP® and should be accepted for CPA, EA, and PACE)

CONTINUING EDUCATION CREDITS WILL BE PROVIDED FOR A HALF OR FULL DAY SESSION



THE FINANCIAL PLANNING ASSOCIATION

The Financial Planning Association Of Hampton Roads

8th Annual Continuing Education Symposium

8:00 a.m. - 4:00 p.m.

Norfolk Airport Hilton Hotel

1500 N. Military Highway

Norfolk, VA 23502

SCHEDULE AT-A-GLANCE

8:00 - 8:30 AM CONTINENTAL BREAKFAST & REGISTRATION

8:30 - 9:45 AM RICHARD L. FERRIS
"Protecting Family Wealth For Generations"

9:45 - 10:45 AM LARRY S. EIBEN
"Expanding Client Portfolios: Investing In Hedge Funds"

10:45 - 11:45 AM MICHELE POIRER
"Gentlemen Prefer Bonds"

11:45 - 12:45 LUNCH

12:45 - 2:00 PM RALPH GREGGS
"The Evolving Economic Environment"

2:00 - 3:00 PM KENNETH SHAPIRO
"Tax Planning: AMT & Employee Stock Options"

3:00 - 4:00 PM GEORGE MAROTTA
"The Case For Investing In Emerging Markets"

About Our Speakers...

RICHARD L. FERRIS, J.D., LL.M. (Taxation), CLU, ChFC, MSFS Ferris & Associates

Richard began his legal career in 1972 with the Ohio Attorney General's Office, Tax Section. After serving as a director of a major insurance company's Estate and Business Analysis Department, he founded Ferris & Associates in 1993, a Williamsburg, VA, law firm whose practice is limited to estate, trust, business continuation planning and after death administration. Dick earned his B.S. Degree from the University of Dayton; Law Degree from Ohio Northern University; LL.M. (Masters of Law in Taxation) from Boston University; and his CLU (Chartered Life Underwriter), ChFC (Chartered Financial Consultant), and Masters of Science in Financial Services Degrees from the American College. He has authored many articles on Estate Planning, including publication in the Virginia State Bar's *Trusts and Estates*. In addition, Dick is a frequent speaker before civic, social, and professional groups. He has co-authored three books on Estate and Trust Planning: LEGACY—Plan, Protect and Preserve Your Estate, GENERATIONS—Planning Your Legacy and LOVE, MONEY, CONTROL—Reinventing Estate Planning.

LARRY S. EIBEN, Principal and Chief Operating Officer, TFS Capital

Larry is a founding principal of TFS Capital LLC ("TFS") and now serves as the firm's Chief Operating Officer. In addition, he is a member of the investment committee that oversees all portfolio management activities at TFS. Larry's operational responsibilities include oversight of all fund administration, firm compliance, and client relations. Prior to joining TFS, Larry worked at Capital One Financial Corporation in the Marketing and Analysis department. At Capital One, he was instrumental in launching the Small Business Services division, which is now the largest provider of credit cards to small businesses in the country. Larry graduated with distinction from the University of Virginia in 1994 with a B.S. in Commerce (concentration in Finance).

About Our Speakers...

MICHELE POIRIER, Chief Investment Officer, The Moorings Group

Michele has more than 25 years of diversified investment management experience in the fixed income securities markets, including 12 years as Director and Senior Portfolio Manager, fixed income, for Banc of America Capital Management. At Banc of America Capital Management, Michele managed a long-term nationally diversified municipal bond mutual fund and four single-state municipal bond funds with a total of \$1.7 billion in fund assets. She also managed 15 institutional and high net worth separate accounts totaling \$400 million. Her responsibilities also included leading a team of portfolio managers who managed a total of \$5 billion in fixed income assets, which consisted of 14 mutual funds and 150 separate accounts. She was consistently ranked in the top one-third of her peers by Morningstar, with the performance of one of the single-state funds she managed placing her in the top decile.

RALPH GREGGS, Vice President of Fidelity Investments, Institutional Services

Ralph joined Fidelity in 2000. He previously directed the product development and marketing activities of New England Funds. He also worked at Lipper Inc. in Denver, CO. In his role at Fidelity, he acts as a liaison between Fidelity Management & Research Company portfolio managers and financial intermediaries. His responsibilities include providing timely, concise information to Fidelity distribution channels and clients regarding fund performance and positioning, capital markets conditions and trends, and Fidelity's investing methodology. Mr. Greggs graduated from Fordham University Phi Beta Kappa with a B.A. in History. He also earned an M.S. in Finance from the University of Colorado. He has been working in the mutual fund industry for over twenty years.

KENNETH SHAPIRO, CFP®, CPA/ PFS President, Shapiro Financial Security Group

Ken's niche practice area is in providing tax and financial consulting on employee stock option diversification strategies. Ken is a certified provider of Net Worth Strategies' StockOpter Corporate Services, providing motivation & retention training sessions and option portfolio monitoring services to key employees of publicly held companies. Ken has over twenty-five years of experience from positions in the public, private, & educational sectors of the profession, including ten years as a college professor. Ken is a registered investment advisor. He received his Masters in Business Administration degree in Finance from Rutgers University in Newark, NJ, and his undergraduate Bachelors of Science degree in Accounting from Rider College, now Rider University, in Trenton, New Jersey.

GEORGE MAROTTA, CFP®, EA, Research Fellow, Hoover Institute, Stanford University

George Marotta is a research fellow at the Hoover Institution pursuing research on domestic and international finance. His current research focuses on international finance, especially capital formation, U.S. public finance, and tax policy. He joined the Hoover Institution in 1975 after twenty-six years of foreign affairs service with the federal government in Washington, D.C., and overseas. He was the institution's director of public affairs from 1975 to 1984 and also served as executive editor of the Hoover Press. He served on the White House staff as deputy director of the Public Affairs Staff of the President's Federal Property Council. In 1973, he received a Presidential Certificate of Appreciation for that work. From 1962 through 1966, Marotta worked in the office of the Secretary of Defense on international security policy. In 1966-67, he participated in the Senior Seminar in Foreign Affairs, the federal government's highest training program on international affairs, conducted by the Department of State. At the beginning of the Kennedy administration, he helped launch the Peace Corps. Marotta also worked in the U.S. Information Agency and was on the U.S. Delegation to the United Nations meeting in Paris in 1951-52. During the eight years of the Eisenhower administration, he served on the staff of the National Security Council, specializing in U.S. programs in the Middle East, Africa, and Latin America. At Stanford University, he teaches an economics seminar and a continuing education course on capital markets. He travels abroad frequently and gives on-board lectures on cruise ships. Also he conducts tours at the Hoover Institution and is a frequent speaker to local community groups. Marotta was born in Scotia, New York, in 1926. He received a B.A. degree in political science from Syracuse University. In 1951, he received an M.A. in public administration from the Maxwell Graduate School of Citizenship and Public Affairs at Syracuse University.