

Issue	Theme	Possible Topics to be Covered
Volume 25 No. 1 February	IARFC Turns 40!	<ul style="list-style-type: none"> IARFC 40th Celebration and Conference - Biltmore 4/22-2/24, Asheville, NC How to leverage your longevity Membership in an established Association What does longevity mean to the younger generation 90 is the new 70 for Baby Boomers Pursing an MRFC credential
Volume 25 No. 2 May	Family Progression Both Clients and Professionals	<ul style="list-style-type: none"> Engaging client's family - whose decision is it (pros and cons) Aging out and preparing for your successor Not everyone has a built in person waiting in the wings Is your biz scalable and/or sale-able (how and why)? Who will take care of the Baby Boomers?
Volume 25 No. 3 August	Plan Competition Geographic Adaptability	<ul style="list-style-type: none"> Serving clients nationally (niche markets can be more than local) Appeal to a broader more spread-out base Is the personal touch gone? Tips on conducting business over borders (licensing) Advantage/disadvantage of marketing through multiple mediums: seminars/radio/TV/podcasts/direct mail
Volume 25 No. 4 November	Year End Gifting	<ul style="list-style-type: none"> How to get your clients to gift graciously When is the best time to setup a gifting plan Advising clients to protect heirs from themselves Living life in the moment - when to advise clients to retire in spite of themselves Gifting - to attach or not to attach strings Tax advantages to charitable planning

Issue	Copy Deadline
Volume 25, No. 1, February	November 1
Volume 25, No. 2, May	February 1
Volume 25, No. 3, August	May 1
Volume 25, No. 4, November	August 1

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