## UNIVERSITY OF PENNSYLVANIA The Wharton School

BUSINESS INSURANCE AND ESTATE PLANNING Business, Economics and Public Policy 322/823

Sc	hedule	of Assignments Spring 2016 G. Victor Hallman
	rials:	Texts: (1) <u>Private Wealth Management</u> , 9th ed. (2015), Hallman and Rosenbloom (2) Bulk Pack, Wharton Reprographics ry Readings: Other materials will be distributed in class.
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CLASS	S DATES	TOPICS AND READING ASSIGNMENTS
Jan.	13	Introduction; Overview of Tax Policy; Brief Review of Tax Legislation in the Post World War II Period. Bulk Pack #1, #2 and #3 (For your interest only; not required)
	20	Nature and Objectives of Private Wealth Management; Wealth Management and the Business Cycle; Institutional, Economic, and Tax Environment; Retail Financial Services; Introduction to Property Interests. Hallman and Rosenbloom: Chapters 1 and 2 Bulk Pack #4, #5, and #6 (For your interest only; not required) Bulk Pack #7
	25	Property Interests (Concluded); Valuation Concepts. Hallman and Rosenbloom: Chapters 3 and 25. Bulk Pack #8 Bulk Pack #9 (For your interest only; not required)
	27	Capital Accumulation and Wealth Management: Basic Investment Planning and Strategies; Common Stocks; Real Estate and Other Equity Investments (Tax Sheltered Investments); Passive Activity Loss Rules. Hallman and Rosenbloom: Chapters 4,5 and 6 Bulk Pack #10
Feb.	1	<u>Capital Accumulation and Wealth Management</u> (continued): Fixed Income Investments; Investment intermediaries and Alternative Investments. Hallman and Rosenbloom: Chapters 7 and 8
	3	<u>Capital Accumulation and Wealth Management</u> <u>(concluded): Asset Allocation Concepts; Reverse</u> <u>Mortgages; Case Study - Carol Brewer's Investments.</u> Hallman and Rosenbloom: Chapter 9 Bulk Pack #11

	8	Income Tax Planning; Planning for Undue Asset Concentration; the Capital Gains Lock-In Problem. Hallman and Rosenbloom: Chapters 10 and 11 Bulk Pack #13
	10	Financing Education Expenses: Planning Strategies; Methods of Advance Funding; Section 529 Plans; and Coverdell Education Savings Accounts (Education IRAs). Hallman and Rosenbloom: Chapter 12
	15	Retirement Planning and Social Security: Social Security Retirement Benefits and Planning; Employer Provided Retirement Plans. Hallman and Rosenbloom: Chapter 13
	17	Retirement Planning: Individual Retirement Accounts and Annuities (IRAs). Hallman and Rosenbloom: Chapter 15 Bulk Pack #12
	22	Retirement Planning (concluded): Planning for Taking Retirement Plan Distributions; Planning for Other Employee Benefits. Hallman and Rosenbloom: Chapter 14 and 16
	24	Insurance Planning and Personal Risk Management: Life Insurance and Social Security; Taxation of Life Insurance Hallman and Rosenbloom: Chapters 20, 21 and 29.
	29	Estate Planning Principles; Methods of Property Disposition. Hallman and Rosenbloom: Review Chapter 25 Bulk Pack #18
Mar.	2	<u>Federal Transfer Tax System; The Federal Estate Tax.</u> Hallman and Rosenbloom: Chapter 26 Bulk Pack #19
	14	MID-TERM EXAMINATION (THIS DATE IS SUBJECT TO CHANGE WITH CLASS CONSULTATION. ALL EXAMS ARE ESSAY, CASE ORIENTED AND CLOSED-BOOK.)
	16	<u>Planning for Employee Stock Compensation Plans</u> Hallman and Rosenbloom: Chapter 18 Bulk Pack #13 and #14
	21	<u>Individual Investment Annuities</u> Hallman and Rosenbloom: Chapter 17 Bulk Pack #15

	23	Insurance Planning and Personal Risk Management (continued): Life Insurance (Concluded); Disability Income Insurance; Health Insurance; Health Savings Accounts (HSAs). Hallman and Rosenbloom: Chapter 22
	28	Insurance Planning and Personal Risk Management (concluded): Long-Term Care (LTC) Insurance; Medicaid (Elder Care) Planning; Property and Liability Insurance Planning. Hallman and Rosenbloom: Chapters 23 and 24.
	30	<u>Marital Deduction Planning; Postmortem Estate</u> <u>Planning; Estate Liquidity</u> Hallman and Rosenbloom: Chapter 28 Bulk Pack #17
Apr.	4	Lifetime Giving & Other Intrafamily Transfer Techniques. Hallman and Rosenbloom: Chapter 27 Bulk Pack #19
	6	<u>Charitable Giving.</u> Hallman and Rosenbloom: Chapter 19
	11	Will Substitutes; Property Management Arrangements; Gifts of Life Insurance and Life Insurance in Estate Planning; Irrevocable Life Insurance Trusts (ILITs). Hallman and Rosenbloom: Chapter 29 (remainder) and Chapter 30
	13	<u>Choice of Forms of Business Organization.</u> Hallman and Rosenbloom: Chapter 31 Bulk Pack #20
	18	<u>Disposition of Business Interests; Business</u> <u>Continuation Problems - Partnerships (Buy-Sell</u> <u>Agreements).</u> Hallman and Rosenbloom: Chapter 31
	20	Disposition of Business Interests: Business Continuation Problems - Closely Held Corporations (Buy-Sell Agreements and Retention Arrangements). Hallman and Rosenbloom: Chapter 31
	25	Planning for Other Interests: Family Limited Partnerships; Nonqualified Deferred Compensation and Other Business Uses of Life and Health Insurance. Hallman and Rosenbloom: Pages 642-646 (of Chapter 27) and pages 361-364 (of chapter 14) Bulk Pack #21
	27	Review and Catch Up Session REGULAR FINAL EXAM (CUMULATIVE)

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Monday, May 2, 9:00 am to 11:00 a.m.