



**INDEPENDENT TRUSTEE ALLIANCE  
ANNUAL CONFERENCE  
“No Trustee is an Island”  
MAY 16-17, 2024  
Dallas, Texas**

[Dallas/Addison Marriott Quorum by the Galleria](#)  
14901 Dallas Parkway Dallas, Texas 75254

All presentations will be streamed live for attendees not able to join in person.

Full Conference Attendance will be accredited for 8 hours MCLE. Accreditation pending.

**AGENDA**

Times are Central Time Zone

**Wednesday May 15, 2024**

**Quorum Ballroom**

6:00pm Welcome Reception at the Hotel  
Join your colleagues for dinner (included in your registration fee!)

**Thursday May 16, 2024**

7:30am	Breakfast	
8:00am	Welcome and ITA Business Meeting	Kevin Quinn
8:15am	<b>FINANCE 1</b> “The changing financial landscape in financial advice”	Kelly Nilsson
9:15am	Break	
9:30am	<b>FINANCE 2</b> “2024 Economic & Investment outlook and implications for fiduciaries”	Greg Fasig / Ryan Nelson
10:30am	<b>FINANCE 3</b> “Establishing a framework for making difficult decisions”	Wade Jewett
11:30am	Lunch	
1:00pm	<b>LEGAL 1</b> “Trust Protectors – wave of the future”	Christian Kelso, Esq.
2:00pm	<b>LEGAL 2</b> “Panel: Trustees and the Courts”	Hon. Weldon Copeland Hon. Chris Ponder Brooke Guerro, Esq.
3:00pm	Break	
3:15pm	<b>LEGAL 3</b> “Trustees and the Corporate Transparency Act”	Jim Roberts, Esq.
4:00pm	<b>BUSINESS 1</b> “How to interact with challenged beneficiaries”	Amanda Koplín
5:00pm	End of Presentations	
6:00pm	Sponsored Offsite Dinner (included in your registration fee!)	

Thank you to our Sponsors



AGENDA

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**Friday May 17, 2024**

7:30am Breakfast

8:00am **ETHICS / BUSINESS 2**

“I don't have custody, how will I have a claim?”

Judy Pearson

9:00am **ETHICS / BUSINESS 3**

Panel: “Building an Independent Trustee Practice”

Dave Folz  
Marguerite Lorenz  
Richard Neely

10:00am Break

10:15am Open Discussion

12:00pm Adjourn

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## **The Changing Financial Landscape in Financial Advice**

Kelly Nilsson

Over the last 40 years, every aspect of financial advice has changed, including the definition of the term “Fiduciary” as it relates to financial advisors. The purpose of the presentation is to revisit foundational legislation like the Investment Advisers Act of 1940 and ERISA, understand how technology, product innovation, and robust lobbying has created confusion around the term fiduciary, and explore where the industry is moving - and why this is so important to Independent Trustees.

## **2024 Economic & Investment outlook and implications for fiduciaries**

Greg Fasig & Ryan Nelson

Aspiriant

A broad look at the factors affecting the 2024 Economic impact including implications in various markets, recession and recovery and portfolio hedging with a specific emphasis on implications, do's and don'ts for fiduciaries.

## **Establishing a framework for making difficult decisions**

Wade Jewett

A trustee/guardian is obligated to follow the terms of the trust/probate code and has many duties to the beneficiary/ward. A trustee/guardian has to make difficult decisions for the beneficiary/ward while balancing these decisions with protecting his or her practice from personal liability. The most comprehensive way for a trustee/guardian to protect his or her practice is to follow a defined decision framework. This is a process used by many institutions and boards of directors to ensure compliance and fiduciary oversight. This framework provides a protective shield for the trustee/guardian if he or she ever has an action brought against them.

## **Trust Protectors – Wave of the Future**

Christian Kelso, Esq.

Discussion of the potential uses for trust protectors, applicable terminology and substantive law. Best practices and potential issues will be presented.

## **Panel: Trustees and the Courts**

Hon Weldon Copeland (Retired), Hon. Chris Ponder, Scott D. Weber, Esq., TBA

Hear it directly from the horse's mouth.

## **Trustees and the Corporate Transparency Act**

Jim Roberts, Esq.

In this presentation the Corporate Transparency Act will be reviewed with emphasis on reporting requirements for trustees. Learning objectives include how to identify entity ownership and control inside and outside of trusts and increased awareness of penalties for non-compliance.

## **How to interact with challenged beneficiaries**

Amanda Koplín, LPC

How to identify the various types of mental illnesses/personality disorders/stresses we find in our beneficiaries and what the proper response is from the trustee (what to say/do versus not say/do, what type of professional to call upon for help, etc...)

**I don't have custody, how will I have a claim?**

Judith Pearson

What insurance policies are necessary to protect you and your practice. What are the best practices for training and diligence?

**Panel: Building an Independent Trustee Practice**

Dave Folz, Marguerite C. Lorenz, Richard Neely



**Kelly Nilsson, CFP®, CDFA®, JD**  
Principal, Brava Financial ([www.bravafinancialplans.com](http://www.bravafinancialplans.com))

Kelly Nilsson began her career in finance in 1992, with a small financial marketing company based in Greenwich, Connecticut. For the next seventeen years, Kelly worked for global financial institutions such as John Hancock, Manulife Financial, and Met Life in a variety of sales, marketing, and operations roles.

In 2008, shortly after moving to San Diego with her husband and starting a family, Kelly began working directly with clients as a financial planner. In 2014, Kelly went back to law school while working full time at a multifamily office in Southern California.

Kelly graduated from Mount Holyoke College with a Bachelor of Arts in International Relations. She has held the Certified Financial Planner designation since 2003. In 2019, after graduating from law school, Kelly sat for the California Bar exam and passed. In 2022, she launched her own California based RIA firm, offering advice only financial planning services.

When she is not deep in the weeds on the fiduciary duty, she loves spending time with her family outside in nature, reading, listening to a dizzying array of podcasts, and practicing yoga.



**Gregory Fasig, CFA, CFP**  
Director – Wealth Management, Partner ([www.aspiriant.com](http://www.aspiriant.com))

Greg greatly values the deep personal relationships and trust he's developed with his clients and is passionate about helping people leave an impact upon others. Providing investment and wealth advisory services to high net worth individuals and their families since 1990, Greg joined Aspiriant in 2010 as a result of the merger with Deloitte Investment Advisors.

He spends most of his time working with high net worth families while also serving business and philanthropic organizations. With many years of experience and a diverse background, Greg provides a wide range of financial planning and investment management services to his clients. He's well-equipped to help clients find the best solutions to fulfill their goals and the right professionals to be part of the client service team.

He has deep expertise in fulfilling the role of fiduciary and trustee having spent a decade in a bank trust department. While working at the bank, he also developed his skills in investment research, discretionary investment management, and qualified plan and personal trust design. Greg currently is a member of the United Rehabilitation Foundation Board of Directors and has served on other non-profit and foundation boards, both as a consultant and volunteer. In addition, Greg is the firm's leading expert on elder care and long-term care and has extensive hands-on experience caring for his mother.

Greg received a bachelor's degree in Business Administration with a Specialization in Finance and a concentration in Accounting from Bowling Green State University in Ohio. He is a Chartered Financial



Analyst® and a Certified Financial Planner™. He's also a member of the Financial Analyst Society of Cincinnati and the Financial Planning Association of Southwest Ohio.

Greg enjoys spending time with his two adult children, Garrett and Rachel. A lover of the outdoors, Greg leads camping activities for the Dan Beard Council's Blue Jacket District of the Boy Scouts of America and is president of Orienteering Cincinnati. He also enjoys working on his home, built in 1895, and attending musical events.



**Ryan T. Nelson, CFA**

Director – Investment Advisory, Partner ([www.aspiriant.com](http://www.aspiriant.com))

Ryan joined Aspiriant in 2012 and became a partner in 2019. He is currently a Director within the Investment Advisory group at Aspiriant and brings over 14 years of experience advising private clients on investment strategy. He serves approximately 35 clients from California to Texas in Aspiriant's Exclusive Family Office group.

Ryan started his career in San Francisco as a registered representative of AXA Advisors where he advised individuals and families on asset allocation, manager selection and investment strategy. In 2009, Ryan joined Wells Fargo Advisors in Silicon Valley and partnered with two senior vice presidents in managing discretionary client assets across equities, fixed income and real estate. Two years later, Ryan joined First Allied Securities, an independent broker-dealer and RIA, where he partnered with an independent advisor in building out the firm's investment advisory practice.

Ryan earned his B.A. in Economics from the University of California at Santa Cruz and has earned the CFA® designation.



**Wade Jewett, Merrill Lynch (<https://fa.ml.com/california/modesto/snt/>)**  
**Assistant Vice President, Senior Financial Advisor**  
**The Special Needs Team**

Wade Jewett is an Assistant Vice President and Senior Financial Advisor for Merrill. He serves our special needs community of professional Guardians, Trustees and Attorneys in Fort Worth, Texas. Wade is committed to providing clients with the knowledge and experience needed to preserve wealth and plan for the future. Wade focuses on creating a comprehensive approach to special needs planning and takes pride in serving society's most vulnerable population.

Wade is a 2002 graduate of the University of Oklahoma, and lives in Fort Worth with his wife, Courtney, and their five children. After a successful career in the medical device industry, Wade has been in financial services since joining Merrill in 2014. When not helping clients, Wade is involved in coaching Fort Worth Youth Soccer and serves on the elder board of his church.



**Christian S. Kelso ([www.fghwlaw.com](http://www.fghwlaw.com))**

Christian S. Kelso is an equity partner at the Dallas law firm of Farrow-Gillespie Heath Wilmoth LLP where he practices in the areas of estate planning, wealth preservation and transfer, probate, tax and transactional corporate law. His primary focus is finding practical solutions for families and businesses to avoid costly, and often heartbreaking disputes in both the courtroom and the living room. Christian is a counselor who is dedicated to making the law work for his clients and helping them understand how best to address the legal issues they face.

Outside of his legal practice, Christian teaches Trusts and Estates at Southern Methodist University's Dedman School of Law. He also serves as facilitator and advisor for families wishing to implement family systems and governance.

Christian is a native Dallasite, having attended St. Mark's School of Texas for twelve years before moving on to the University of Texas at Austin. Christian came back to Dallas for both his J.D. and LL.M. (Taxation), which he received at Southern Methodist University. Christian is an active member of the community in North Texas, both legal and otherwise, and sits on various charitable boards and other governing bodies. He speaks German fluently and lives in East Dallas with his wife and two children.



**Honorable Weldon Copeland  
Collin County Texas Probate Court**

The Honorable Weldon Copeland retired in 2024 as the probate judge for Collin County (Plano / McKinney), Texas



**Honorable Chris W. Ponder  
Tarrant County Texas Probate Court 1**

The Honorable Chris W. Ponder has been the presiding judge of Tarrant County Probate Court #1 in Tarrant County (Fort Worth), Texas since January 2019.



**Brooke Guerrero, Esq. ([www.huschblackwell.com](http://www.huschblackwell.com))**

Drawn by a passion for advocacy, Brooke came to the practice of law with a background as a teacher. She had always loved advocating for her students, and she saw a law degree as an opportunity to improve her advocacy skills and build a career centered on standing up for clients. Attracted by the personal nature of the private wealth practice area, she focuses on litigation surrounding contested trusts and estates and estate administration. For the past several years of her legal career,

Brooke practiced with a niche firm in Dallas solely devoted to fiduciary, trust, probate, and estate litigation.

Brooke joined Husch Blackwell's national platform in 2023 and continues to represent individuals in contested estate and trust matters. She handles cases involving fiduciary litigation, contested probate, estate, and guardianship matters, including allegations of undue influence and incapacity, estate and trust administration, and other controversies related to probate, estates, and trusts. Brooke represents individuals and their families, banks, and corporate trustees. She also handles estate administration, serving as a court appointed administrator during the litigation process. She has extensive experience walking clients through the highly stressful, emotionally difficult legal situations that arise during these family disputes.

Brooke sees client relationships as the absolute center of her practice: she chose to focus on trusts and estates for the opportunities the field afforded to help clients with difficult personal matters, and she wants clients to know that she's always on hand to provide the support they need. She's also a dedicated advocate whose time as an educator prepared her well for the courtroom, and she has a gift for breaking down complex matters for both clients and judges. Clients value Brooke as a trusted sounding board who can explain the law, provide the legal advice they need, and fight for their best interests.

Education: J.D., University of Texas School of Law, M.S., Pace University, B.A., University of Texas at Austin





**Jim Roberts, Esq. (<https://www.gpm-law.com>)**

Mr. Roberts is Board Certified in Estate Planning and Probate Law. His practice focuses on estate planning (gift and estate tax issues, trusts, wills, family limited partnerships and business succession strategies), income tax issues ancillary to those fields (compensation and retirement planning, 1031 exchanges, and trust, partnership and corporate tax matters), and state law issues related to those areas of planning. He handles estates of all sizes – from simple estates, to very sophisticated and complicated matters involving family business of all sizes and substantial wealth. In doing so, he has become very familiar with business entity creation, including corporations, limited liability companies and partnerships, and the impact those types of entities have on both estate and gift tax strategies as well as on income tax planning. Mr. Roberts is licensed in Texas and Colorado. He also frequently assists attorneys in other states in federal estate and gift tax planning. He is a frequent speaker on a number of subjects related to estate planning and tax issues.



**Amanda Koplín, LPC**  
Founder/CEO ([www.koplinconsulting.com](http://www.koplinconsulting.com))

Amanda Koplín, LPC is a mental health entrepreneur and thought leader who creates innovative solutions to fill gaps in the mental healthcare system. In 2014, she created and developed an idea for a mental health urgent care clinic and sold it in 2016 to create Koplín Consulting, a nationwide concierge mental health treatment team service. Amanda is passionate about helping people achieve mental wellness and creating sustainable support systems and solutions which integrate seamlessly into real life.

She is a speaker and a nationally sought after consultant who specializes in creating unique treatment plans and recommendations for individuals struggling with psychological concerns such as addictions, eating disorders, lack of motivation, and other issues impacting mental wellness. She is particularly adept at involving trusted advisors and family members in order to create the greatest impact.

Amanda attended the University of Oregon for undergrad where she received two bachelor's degrees: one in psychology and one in women and gender studies, and a certificate in the substance abuse prevention program. She attended Yeshiva University's Albert Einstein's College of Medicine where she received her Master's in Mental Health Counseling. Following graduate school, she did in-home counseling for kids in family court and kids charged with felonies in Supreme Court in New York City. This is where she learned the impact of working with people in real life and the impact of working with all of the systems involved with the person of concern. This job not only influenced Amanda's philosophy regarding mental health treatment, it inspired her to develop her own practical, real life solution in the form of Koplín Consulting. Her mission is to help others recover their quality of life.



**Judith Pearson**  
Family Office and Trustee Liability Group Leader ([www.woodrufflaw.com](http://www.woodrufflaw.com))

Judith Pearson, a seasoned insurance industry and risk management expert who leads the Family Office & Trustee Liability Resource Group for Woodruff Sawyer. Judith has an expertise in identifying, mitigating and transferring risk for wealth transfer vehicles. Trust laws and structures are changing, complex and contradictory creating fiduciary responsibility and personal liability. With an understanding of this risk Woodruff Sawyer is in a position to educate trustees and other fiduciaries to reduce risk as well as implement insurance solutions to transfer risk which surpasses what's currently available in the marketplace. Her clients range from individual and professional trustees, trust companies, law firms and CPA's as well as family offices and private trust companies. Ms. Pearson also is on the board of SAR, [Securities Class Action | SAR | United States \(sarlit.com\)](http://sarlit.com). Follow Ms. Pearson on <https://www.linkedin.com/in/pearsonjudy/>

Prior to joining Woodruff Sawyers she formed Nomadx Solutions, LLC to provide risk management solutions to fiduciaries. Ms. Pearson was President of ARIS Title Insurance Corporation which was formed under her direction to provide title insurance for fine art and other important collectibles. While leading ARIS Ms. Pearson was named one of the 2015 Power of 100 Leaders in the art world by Blouin/Artinfo International for her role as an insurance innovator.

Ms. Pearson also held the positions of Senior Executive Vice President of Chicago based AON Corporation's Financial Services Group ("FSG") and head of FSG's intellectual property division. A veteran in the insurance industry whose career spanned underwriting for AIG and then Chubb as an underwriting manager, an insurance broker at AON and one of its acquisitions. Judith specialized in Intellectual Property Liability, Directors' and Officers' Liability, Fidelity and similar coverage forms and underwriting for U.S based Fortune 500 and equivalent foreign based corporations.

Ms. Pearson has been a frequent speaker at Trust and Estate Forums, ABA Trust School. Additionally, Ms. Pearson has been quoted in The Wall Street Journal, New York Times, The Economist, Chicago Sun Times, LA Times, Art and Auction Magazine and has written articles for Trust & Estates, Wealth Management and Estate Planning Magazines.



**Dave Folz, Principal  
Trust Counselor, LLC ([www.trustcounselorllc.com](http://www.trustcounselorllc.com))**

Dave got his law degree at the Georgetown University Law Center in Washington, D.C., and then spent seven years in Chicago at Continental Illinois National Bank- learning about the trust world. While he was there, he attended the John Marshall Law School and got a Masters in Tax, doing his thesis on IRA Rollovers. In 1980, the First National Bank in Dallas recruited him to Texas, and “he got here as soon as he could.”

Since then he has started two Wealth Management and Trust Groups, the first in 1987 at NorthPark National Bank (now Comerica) and the second in 1999 at Texas Capital Bank. He retired from Texas Capital in 2015 and since has consulted for and coached individual trustees, often continuing to serve his clients after the initial assignment as their “[trustee hot line](#).” Most recently, he has developed a course and a thirty page checklist for new trustees, “Trustee Boot Camp.”

Dave has been active with the Wealth Management and Trust Division of the Texas Bankers Association, serving on its Administrative Council and its Governmental Relations Committee, twice as Chair, and has been active in its legislative efforts.

Dave is involved with the community, serving for many years with the Dallas Metropolitan YMCA in a variety of Board capacities most recently as Chair of their Foundation. He serves as Chair of the Parkland Foundation Investment Committee. For the Theodore Roosevelt Association, he serves on the Executive Committee and is Chair of the Investment Committee. He is the current Secretary for the Preston Center Rotary Foundation and a member of the Board of the Preston Center Rotary Club.



**Marguerite C. Lorenz, CTFA, CLPF, MCIT ([www.mytrustee.net](http://www.mytrustee.net))  
Managing Partner, Lorenz Private Trustees**

Marguerite serves as a Managing Partner in *Lorenz Private Trustees* and has served as a Professional Trustee and Executor on over one hundred cases. Marguerite’s book, *Ethics for Trustees 2.0*, gives further understanding to the work of a Fiduciary and its ethical considerations. Marguerite is a frequent presenter for national organizations and conferences. Ms. Lorenz is a member of the National Association of Estate Planners and Councils, is President of the *Estate Planning Group Network* and serves as Vice-Chair of the Board for the *Independent Trustee Alliance*. Follow Ms. Lorenz on *LinkedIn*.

Marguerite is a *California Licensed Professional Fiduciary* (#319), a Certified Trust and Financial Advisor (CTFA) #87097, a Master Certified Independent Trustee through the ITA and has been awarded Certification through the Institute of Certified Bankers/American Bankers Association. She is a Graduate of the National Trust School, American Bankers Association at Northwestern University and holds a Certificate in Professional Fiduciary Management for Trustees from California State University, Fullerton.



**Richard Neely, Private Trustee**

Since 2011, Richard has been serving as a Trustee professionally. He has served as Trustee, Trust Protector, agent or substitute Trustee for a number of family trusts. His investment experience includes: oil & gas mineral and working interests, direct private equity investments, hedge funds, real estate, private placements and outside managed portfolios.

His investment experience comes from serving as CFO for the owner of a real estate company, experiences as a charitable gift planner, a real estate appraiser and past certifications as a certified financial planner and holder of the Series 7 designation.

Richard is a founding member of the Independent Trustee Alliance with the Certified Independent Trustee designation. He is also a member of the Purposeful Planning Institute and the Dallas Estate Planning Council.