

Celebrate Mud Season in Vermont Wrestling with Repurchase Liability



**At The Three Stallion Inn
Randolph, Vermont**

Friday, April 30, 2010 - 10:00 AM – 3:00 PM



Visit the facility at:

www.threestallionsinn.com

**Space is Limited to 50 participants...
Only \$30 for members or \$100 for
non-members.**

**All or a portion of the net proceeds will
be donated to the Employee Ownership
Foundation.**

Please reserve your space today!!!

Register at:

<http://events.constantcontact.com/register/event?oeidk=a07e2olpg3xf9084ca5>

Visit the New England Chapter of The ESOP Association at:

http://www.esopassociation.org/chapters/chapters_new_england.asp

**The New England Chapter of The ESOP Association
Proudly Presents: Mud Season in Vermont
Wrestling with Repurchase Liability
At The Beautiful Three Stallion Inn in Randolph, Vermont
Friday, April 30, 2010 - 10:00 AM – 3:00 PM**

10:00 – 10:10 Welcome

Dave Fitz-Gerald, President of The New England Chapter of The ESOP Association

10:10 – 10:20 “Letting The Mud Fly” The Basics

What is the repurchase obligation? What factors affect it? Who is responsible for planning for it?

Presenter: Judith Kornfeld, ESOP Economics, Inc.

10:20 - 11:10 “Putting It Into 4 Wheel Drive”

Top 10 Things You Can Do To Manage Repurchase Obligations

There are many things you can do to tame and conquer repurchase obligations! Count them down from #10 to #1!

Presenter: Judith Kornfeld, ESOP Economics, Inc.

11:10 – 12:00 “Getting Into the Weeds” Managing and Funding in a Mature ESOP

Should you redeem or recycle shares – what’s the difference? How about funding? Should you have reserves? If so, how big should they be, and should they be in the ESOP or the company? What are the options for investing reserves? How will these choices affect value, cash flow, and participant account balances?

Presenter: Joseph Marx, Principal Financial Group

12:00 - 1:00 “Picnic In The Woods” Luncheon and Networking

Featuring: Chef’s Daily Soup; Tossed House Salad; Roast Beef, Vermont Cob Smoked Ham and Turkey Breast; Sliced Swiss and Cabot Cheddar Cheese; Fresh Leaf Lettuce, Ripe Tomatoes, Sliced Red Onions, and Half Sour Pickles; Assorted Baked Breads; Potato Chips; Fresh Sliced Fruit and Cookies; Freshly Brewed Coffee, Decaffeinated Coffee, Cocoa and Tea.

1:00 – 2:30 “Stuck in the Mud” – And How to Drive to Solid Ground

A panel of experts will present short case studies that illustrate specific repurchase obligation challenges and strategies that were adopted for meeting them. Several of these cases will focus on strategies for investing ESOP reserves, including investment policy decisions and COLI.

Moderator: Joseph Marx, Principal Financial Group

Presenters: Judy Kornfeld, ESOP Economics, Inc

Chris Wilmerding - UBS,

Bob Bye - Northwestern Mutual Financial Network &

Shaun King, Hickok & Boardman Retirement Solutions

2:30 – 3:00 “Mud Pie” – Dessert, Networking and Wrap-Up

A fitting send off!

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