



TRI-VALLEY ESTATE PLANNING COUNCIL

February 2007

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President's Message

Dear Colleagues,

Our meeting at the Blackhawk Museum on Jan. 11 was a great success! Many members of three other estate planning councils joined us, bringing the total attendance to about 105.

The Wheelchair Foundation hosted a reception with hors d'oeuvres and drinks. David Behring, President of the Foundation, explained the activities of that organization with the help of a short film.

The meeting itself included a brief presentation by David Rice on behalf of the meeting sponsor, the Tri-Valley Community Foundation. Thank you, Dave!

Speaker Dan Veto of Age Wave gave a presentation packed with interesting statistics, several good laughs, and some ideas we can use in our practices.

The Jan. 11 meeting was the fifth in a series begun by the 2002-2003 TVEPC President Scott Hayden. This year's event was a fine continuation of that tradition.

Now it's time to prepare for our February meeting, and it should be a lively one that helps us learn about ourselves and improve important skills.

Bring guests! They'll want to become members of our fun and dynamic group.

“What Every Professional Needs to Know About Negotiating”

The Science of Negotiations is a skill for every professional. Join us Thursday, February 1st, 2007 for a lively and provocative evening with Mr. **Mark Boettcher** as we learn, apply, and experience the science of Negotiation. This interactive program uses the latest research to explore each individual's personal biases and styles in negotiation. Attendees actually participate in a negotiation.

Mark Boettcher is a Director with JanusIntech. He began his career at Janus in 1992 where he worked with individual investors and small businesses. In the mid 90's, he worked for two investment management firms in New York and Boston. In 1995, he rejoined Janus as the director in Northern California.

Thursday, February 1, 2007

**Crowne Plaza Pleasanton
11950 Dublin Canyon Rd.**

6:00 PM Wine and Registration

6:30 PM Dinner and Speaker

\$30 Mail-in Registration

\$35 At the door

Reservations and cancellations must be received by Tuesday, January 30 at 1:30 pm, to be assured of a reservation. Please send your check today! Or call Bonni at: 925.686.4819

Meeting Sponsored By:

**Emily De Falla, JD, CSPG
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