

**Advanced VA Course
Course Outline
September 19, 2009 / Atlanta**

8:30 – 8:35

I. Introduction

8:35–9:30

II. Relationship Development with the VA And VSOs

Tom Cook, Assistant Commissioner, Field Operations and Claims, Georgia
Department of Veterans Service

9:30 – 9:45 BREAK

9:45 – 10:45

III. What are the Presumptive Service Connected Illnesses (Agent Orange)?

Karen McIntyre, R.N., Accredited Agent by VA and co-author of VisPro

10:50 – 12:00

IV. Maximizing your Marketing Efforts Specific to VA Clients

William G. Hammond, J.D. and leader in marketing for Elder Law Attorneys

12:00 – 1:15 LUNCH (provided)

1:15 – 2:15

V. Annuity and Life Insurance Planning

Dale Krause, J.D., L.L.M.

2:15 – 3:15

VI. What to do with the House? Keep it; rent it; sell it; what?

Jim B. Swain, J.D., M.B.A.

3:15 – 3:30 BREAK

3:30 – 5:00

VII. To Trust or Not to Trust?

Panel Discussion on the use of trusts and the arguments for/against their
viability.

David L. McGuffy, J.D., CELA

Mark deAndrade, J.D., L.L.M. in Estate Planning