

**University of Missouri - St. Louis**  
**College of Business Administration**  
**FIN 3564 Estate and Trust Planning**

Spring 2022  
Tuesday & Thursday  
11:00 a.m. – 12:15 p.m.  
106 ABH

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Office: 504 Tower  
Office Hours: Tuesday & Thursday,  
2:30 p.m. – 5:00 p.m. and By Appointment  
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Call Time or Zoom Session  
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**PREREQUISITES:** ?.

**REQUIRED COURSE  
MATERIAL:**

Dalton, Michael A. And Thomas P. Langdon, Estate Planning for Financial Planners, 12th Edition, Money Education, St. Rose, LA, 2020.

The above textbook in hard copy only is available (or should be available) from the UMSL bookstore. Alternatively, you can purchase the book directly in either a hard copy or electronic format from the publisher Money Education at [www.money-education.com](http://www.money-education.com) or 888-295-6023.

- COURSE OBJECTIVES:**
1. To pass the examinations.
  2. To learn and understand the basics of estate and trust planning.
  3. To understand the need for estate planning and the role of estate planning in financial, business and benefits planning.
  4. To provide practical information
  5. To explore possible careers within the estate planning team disciplines - accounting, law, trust, financial planning and life insurance.
  6. To make this a positive learning experience.

**GRADING POLICY:** At this time, Tuesday, January 18, 2022, I intend to have three examinations including a final examination. A short paper will be required. **Participation and attendance** in the class will also be a factor in the final grade.

**ACADEMIC HONESTY:** It is the policy of the instructor to treat every student with respect, courtesy and as an adult, and to assume honesty with each student. However, plagiarism of any kind, or being caught cheating on an exam in any manner, including whispering answers, texting or receiving text answers, or transferring written answers, will result in an automatic grade of F and failure of the course. Remember, while we may do the end of chapter questions as a sub-group or group, the exams are an individual effort, not a group effort.

**ATTENTION IN CLASS:** Part of being a student is to **pay attention** in class and not be engaged in other activities. **Please do not use your computer, or smart phone, to search the web, read emails, or any other purpose. (Exception if you have purchased the electronic version of the textbook.) Please place your cell phone on vibrate or silent mode, or better yet completely turn it off. Students caught looking at their cell phones or computer during class will be counted as absent for that class.**

**ARRIVINNG ON TIME:** In your professional careers you will find that arriving on time is very important. It is no different for this class. Yes, I understand that traffic and weather conditions may make it difficult sometimes to get to class on time. However, there is no excuse for habitually being late to class. Will tell the story about Benito Musssolini and how he got the trains to arrive in Italy on time in class sometime.

**CREDIT TOWARDS  
FUTURE  
PROFESSIONAL  
DESIGNATIONS** You may be able to transfer credit for this course towards the required fundamental estate and gift planning course (HS 330) for the CLU®, ChFC® and CFP® professional designations through The American College of Financial Services of Bryn Mawr, Pennsylvania.

**FORMAT OF CLASS:** This is the 46th Estate and Trust Planning Class I have taught in the undergraduate degree program at UMSL, plus about another six or seven courses of the same subject in the UMSL CFP® Exam Preparation Certificate Program.

The class sessions will be lectures on the chapters followed by multiple choice questions for the end of each chapter in which students—divided into two teams—will work as a group on the question and provide an answer. The instructor will then analyze the questions and give the correct answer. These questions will be similar to the exam

questions and questions on the CFP® Board of Standards Comprehensive Examination.

By the way, in the class sessions there will be a lot of interaction. This makes the class more interesting and fun. I will try to get to know you by your first name and some things about you in about two weeks. That is why I ask you to fill out a Student Information Sheet, which is a required document for the course and if not submitted will result in a delayed grade. I will make you role play. In fact, I am known to “marry” students off and have other students play as their kids.

By the way, there is the possibility, how big a probably I do not know, that UMSL will decide that this and all other classes will go strictly to a remote or online format. So, we all may have to be very flexible.

The exams will be online with a window of days for you to take the exam. Reasonable time will be allotted so you should have sufficient time to complete the exam. However, that is not an invitation for you to look up the answer in the book or call a friend or try to do the exam in a group effort. I am exploring the use of some kind of exam Proctoring Software or having you take the exam at the UMSL Testing Center.

**The textbook is required and you must read the material assigned in the textbook.** I cannot stress this enough! Exams are based on the textbook and the questions used are from test banks provided by the publisher. **These are not easy exams.** They are in the format and difficulty of exam questions on the CFP® Comprehensive Exam, and a like the exam questions used in securities licenses such as Series 7 and insurance licenses.

**You are expected to read the chapters in the textbook when scheduled and come prepared for class.** If at my discretion I feel too many students are not reading the textbook, then I reserved the right to give and grade a surprise quiz or quizzes.

**The Course Outline is a goal and is not an absolute cast in stone schedule.** I rather cover a topic in depth so that you understand it as opposed to rushing through to cover all

the material. Therefore, this schedule may be amended. If we get behind there may be extra Zoom or recorded sessions to catch up. Please, please be flexible.

As mentioned above a paper will be required and information about the paper is provided in separate material.

The plan is to have two guest lectures. Will explain more about the guest lectures doing the first-class session but both have been highlights of the class for a decade.

Please feel free to communicate with me at any time. My cell number is 314-308-9428. Please feel free to call, although, please not pass 10:00 p.m. Leave me a voice message with your name and number and the best time to call. I will not answer the phone to unknown numbers. But once I have your name and number, I will put you in my contacts so I can directly answer the call. We can also set up Zoom meetings if you like. And, of course, there is also email. I don't bite, so do not hesitate to call me.

View me as a resource you can use. Have over 40 years as a professional practitioner in the estate planning profession, even though I am only 39. Well, at least I feel and try to act like I am somewhere between 39 and 50.

So, let's have fun with this class! Want to make this an enjoyable semester!

So, welcome to the class and thank you for taking the course!

**ESTATE AND TRUST PLANNING - FIN 3564**  
**TENTATIVE COURSE OUTLINE**  
**2022 SPRING**  
**JANUARY 18, 2022**

<u>Class Session</u>	<u>Topic</u>	<u>Reading Assignment</u>
Jan 18, 2022	Introduction	None
Jan 20, 2022	Introduction to Estate Planning	Ch 1
Jan 25, 2022	Basic Estate Planning Documents	Ch 2
Jan 27, 2022	Basic Estate Planning Documents (Cont.)	Ch 2
Feb 1, 2022	Types of Property Interests	Ch 3
Feb 3, 2022	Types of Property Interests (Continued)	Ch 3
Feb 8, 2022	The Probate Process	Ch 4
Feb 10, 2022	The Probate Process (Continued)	Ch 4
Feb 15, 2022	Gift Tax	Ch 5
Feb 17, 2022	Gift Tax (Continued)	Ch 5
Feb 22, 2022	Gift Tax (Continued)	Ch 5
Feb 24, 2022	Estate Tax	Ch 6
Feb 25-Feb 28, 2022	Exam 1 Online Window – Chapters 1 - 5	Study
Mar 1, 2022	Estate Tax (Continued)	Ch 6
Mar 3, 2022	Estate Tax (Continued)	Ch 6
Mar 8, 2022	Transfers During Life & At Death	Ch 7

**ESTATE AND TRUST PLANNING - FIN 3564  
TENTATIVE COURSE OUTLINE (CONTINUED)  
2022 SPRING  
JANUARY 18, 2022**

<u>Class Session</u>	<u>Topic</u>	<u>Reading Assignment</u>
Mar 10, 2022	Transfers During Life & At Death (Cont.)	Ch 7
Mar 15, 2022	TBA Attorney Speaker	Guest Lecturer
Mar 17, 2022	Mr. James “Jim” Reid, M.Arch., MBA	Guest Lecturer
Mar 22, 2022	Trusts	Ch 8
Mar 24, 2022	Trusts (Continued)	Ch 8
Mar 29, 2022	Spring Break	Enjoy
Mar 31, 2022	Spring Break	Enjoy
Apr 5, 2022	Charitable Giving	Ch 9
Apr 7, 2022	Charitable Giving (Continued) Estate Planning Paper Due	Ch 9
Apr 12, 2022	The Unlimited Marital Deduction	Ch 10
Apr 14, 2022	The Unlimited Marital Deduction (Cont.)	Ch 10
Apr 15-Apr 18, 2022	Exam 2 Online Window Chapters 6 – 10	Study
Apr 19, 2022	Generation-Skipping Transfers	Ch 13
Apr 21, 2022	Generation-Skipping Transfers (Cont.)	Ch 13
Apr 26, 2022	Special Elections & Post Mortem Planning	Ch 12

**ESTATE AND TRUST PLANNING - FIN 3564**  
**TENTATIVE COURSE OUTLINE (CONTINUED)**  
**2022 SPRING**  
**JANUARY 18, 2022**

<u>Class Session</u>	<u>Topic</u>	<u>Reading Assignment</u>
Apr 28, 2022	Special Elections & Post Mortem Planning (Cont.)	Ch 12
May 3, 2022	Life Insurance In Estate Planning	Ch 11
May 5, 2022	Basic Estate Plan Review & Sample Final Exam	Ch 14 Study
May 6-May 9, 2022	Final Exam Online Window – Chapters 1-14	Study Good Luck

**FIN 3564 Estate and Trust Planning**  
**Estate Planning Paper**  
**2022 Spring**

This assignment was started in the 2005 Spring semester estate planning class and seems to be highly appreciated by all of the classes. In fact, many students have told me that this assignment is quite rewarding and gives relativeness, realism, and appreciation of the subject of estate and trust planning. There is also considerable flexibility in the assignment.

In past classes the paper was due near the end of the course. In order to gain the advantages and understanding that you will gain from doing this paper sooner, and, therefore, be able to relate and appreciate this course sooner, I thought it would be best to give you this assignment and have the paper due at the middle of the course. Thus, **the paper will be due on April 7, 2022.**

The assignment is to interview from one to three people about what are their estate plans, or as you will find from some, their lack of estate plans and their reasons for not doing any estate planning. However, a vast number of people do not fully understand what estate planning is and, therefore, will not always initially relate to questions concerning their estate plans. In this case, you will have to explain to your interviewees what estate planning is and why it is so important. Thus, you will be playing an **advocate** role.

Estate planning is an enigma and can have sinister connotations that have been perpetuated by fiction through books, television shows and movies. Thus, there are a tremendous number of myths and misunderstandings about estate planning. While some interviewees will not relate to the term estate planning, almost everyone understands what a will is and can relate to the questions whether or not they have a will. So, in approaching some interviewees it may be best to start off with questions like: "Tell me about the legacy you would like to leave when you pass away?" (Note: legacy may involve goals for family, charities or community). "Do you have a will?" If so, "Tell me about the will and what you want it to accomplish?" If not, "Why not and any plans to make a will in the future?" Another approach you may wish to try would be to ask, "If God forbid, something would happen to you today, what plans have you made for your family?"

However, as you will learn in this course, the will is just a part of estate planning and there are other important estate planning documents such as a **durable power of attorney (for both property and healthcare), living will (advanced medical directive), and revocable living trusts.** **Please probe and explore these documents with your interviewees as well.** Irrevocable trusts are also used most commonly for either asset protection purposes or for ultra-high net worth individuals and families that are actually subject to estate taxation. Many business owners have also executed buy-sell agreements. Here again, you may have to play an advocacy role. However, if a good discussion is started many interviewees may tell you about these documents in their description of their estate plans.

**Do not assume that your interviewees know or understand the exact name or nature of the estate planning documents that they have had prepared for them.**

Interviewees quite often get mixed up as to which document is which document and what the various documents do (just like students). This means you may have to gently probe in your interview the interviewee's understanding to the document they have. Here again you may have to play an advocacy or education role.

The assignment, obviously, entails asking questions and skillfully probing for information. This is a skill required of all good financial and estate planners. Most importantly, **we are interested in what are the interviewee's goals and objectives; what are they trying to accomplish and has their planning, so far, accomplished their objectives?**

So, here are the parameters for completing the assignment:

- The paper must be typed and sent as a **Microsoft Word document** attached to an email sent to [flotrong@umsl.edu](mailto:flotrong@umsl.edu) or [glfclu@aol.com](mailto:glfclu@aol.com). I have no objection if, in addition, you also turn in a hard copy. In fact, I would appreciate it but I definitely want an electronic copy. **Please do not try to send via Google docs.**
- Unlike written communication in the academic world - i.e. most term papers that are suppose to be lengthy by nature - the business world requires brevity. Therefore, the maximum length for this paper is three pages, and I have no objections if it is shorter.
- **It is always a good policy to spell and grammar check a document. Please have someone proof read it who knows English and is a good writer.** I am not an English teacher, and, accordingly, I am not grading on these factors unless the English in the paper is absolutely horrible. However, the use of clear communication is important and encouraged, and a skill you will need in your careers. During the last couple of semesters, I have had papers turned in with unbelievable flagrant writing mistakes that are not worthy of a person who is a senior at UMSL. So please, please, have your paper read and reviewed and proofed by, again, someone who knows English and how to write.
- Quality and depth are more important than quantity. It, therefore, is better to have one in depth quality interview than three interviews, but that one interview better be in depth. However, interviewees will vary considerably in the length and depth of their answers, and some may just not have much to say about estate planning and wills. In general, it is best to do **two or three interviews**, but, again, depending on the various interviewees, one or two may only be necessary depending on the depth.
- It is **imperative to use and understand proper estate planning terms and terminology**. For example, understand the difference between an executor or administrator and a trustee, the difference between a durable power of attorney for healthcare and a living will. This requires, of course, that you really learn the terms as they are brought up in the course.

- In the past students have interviewed a variety of different people that includes parents, classmates, teachers, business associates, bosses and business owners. One student interviewed everyone in her office, including her boss, and what was fascinating was the diversity of answers.
- For those students in the life insurance and employee benefits class please interview different people than for the similar assignment in that class.
- It will not be unusual if you receive in responses to your questions a variety of misconceptions and misunderstandings about estate planning from your interviewees. Just record their responses and your observations. **Also, try to be an advocate and educator** and describe these actions and results in the paper. Explain to your interviewee the consequences of not planning.
- With some interviewees, you may want to explore charitable relationships and intentions. For example, find out if there are any charities - such as a school, museum, zoo, or church – that they contribute currently to and ask if they have considered these institutions in their estate plans.
- **“Feeling” questions and responses are far more important than factual, or data, questions. While you may need factual, or data, information for perspective and to describe the overall circumstances of the interviewee, the overall objectives of what the interviewee wants to accomplish and his or her feelings about family, community, businesses, potential beneficiaries is the heart of estate planning.**
- It is not necessary to reveal the name or names of your interviewees. However, it is a good idea to describe the relationship, if any, that you have with the interviewee. **Would, also, like to have an indication of the interviewee’s family net worth,** and the possibility of any significant inheritances.
- A good example of a summary of the interviewee(s) back ground is as follows: Age: 44, Gender: Male, Marital Status: Divorced, Children: N/A, Home Owner: Yes, Profession: Teacher, Approx. Net Worth: 400k, Annual Salary: 60k/year, Highest Level of Education: Master’s Degree, Relationship to Interviewee: Close friend. Field of Study in Degree: Education and Mathematics.
- Do **not** need or want an introductory paragraph, or two, which goes into the importance of estate planning. At this point you should be well aware of the importance of estate planning, and I accept that as a fact. Background on how you choose your interviewees is fine as an introduction. Also, I do **not** need a separate cover page for the paper.
- Do an actual in person, face to face interview or a Zoom meeting! A phone interview is allowed in cases of clarification after the face-to-face interview, or if the interviewee is out of town. **DO NOT IN ANY WAY ATTEMPT TO DO THE INTERVIEW BY EMAIL OR TEXTING!**
- Do not attempt to fake or make up, in whole or in part, an interview. Believe me I can tell! After over 40 years as an estate planner, I know which arrangements make sense and which are science fiction. Naturally, students will make mistakes in terminology. That is understandable. However, to describe planning techniques that would be thoroughly inappropriate for the family situation described in the interview merely to try to impress me that you know the terminology of these techniques is intolerable!

- It never ceases to amaze me how many students fail to either read these instructions or read them at the beginning of the semester and forgot to reread them while completing their papers. **So please reread these guidelines and instructions right before your interviews and right before writing your paper.**
- In lieu of this assignment I am open to alternative research and papers. Naturally, we both have to agree to the alternative. For example, one year a student from India did a paper on estate planning in India.
- Please feel free to ask me any questions you may have about this assignment or your interviewees. However, do not ask me to do a preliminary reading of the paper as sort of a trail before turning the paper in. If I do this for one student, I would have to do it for all students.

Over the years six situations have come up in a few of the student interviews that I think you should be aware of and how you might approach these situations:

- Too often the interviewee and student fail to realize that the will only controls property titled solely in the name of the decedent. Property titled as joint tenancy with rights of survivorship, tenancy by the entirety, bank accounts or other property with payable on death (POD) designations or brokerage account with transfer on death (TOD) designations, and life insurance, annuities, qualified retirement plans and IRAs with designated beneficiaries pass on death outside of the probate process either by operation of law or contract law. Therefore, it is important in your interviews to try to ascertain the titling of your interviewees major assets to understand how these assets will transfer at death. Most of your interviewees think the will controls the disposition of all property at death not realizing that all the arrangements listed above trump the will. You will most likely have to explain this to your interviewees.
- **It is amazing how many folks think that just because they executed a will or some of the other estate planning documents, that they think their planning is complete and they never have to do anything again.** The first thing to do in this situation is to find out when these documents were completed? The second question is to find out if the **estate plan took into consideration the forms of ownership of all property and beneficiary designation for life insurance and retirement plans.** In other words, was this an integrated, coordinated, thorough estate plan? It is interesting to note just how easy it is to screw up an estate plan merely by selling or obtaining other assets and improperly titling the assets acquired or the fact that the new assets were not documented in the current estate plan, such as listings of specific bequest items.
- If your interviewee has an ownership in a business - whether as a sole proprietor, partner, limited partner, member of an LLC, or shares in a C or S corporation – ask the interviewee what he or she plans to do with the business upon his or her retirement, disability or death? The main two choices are to either sell the business or keep the business for the family. Both choices have serious planning implications. If they are to sell the business the question would be to who, at what price and how is that price, or value, to be determined, and how are they

- going to finance or pay for it? If they plan to keep the business who is going to run the business, and, maybe, how do you treat all family members fairly?
- As you will learn in this class, the will, durable power of attorney for property, durable power of attorney for health care and advanced medical directive (living will) are essential estate planning documents for most folks. In many situations, the revocable living trust is also a very important estate planning document. However, with the current estate tax exemption amount in 2022 at \$12.06 million per individual or a combined \$24.12 million for a married couple, an irrevocable trust is unnecessary and not appropriate unless the trust is needed for asset protection purposes or the individual or family net worth exceeds the estate tax exemption amount. In the past, too many students have brought up the irrevocable trust as an estate planning option where that option would be completely inappropriate given the current net worth of the interviewee or his or her family. (Of course, this can all change depending on who gets elected in the future and the whims of Congress.) The point here is students need to assess the situation of their interviewees and, if they discuss with their interviewees needed estate planning documents, suggest those estate planning documents that are appropriate given the interviewee's situation and net worth.
  - While we talk about the estate planning team, the whole estate planning team is involved in very few circumstances. Of course, the attorney is involved to prepare legal documents and sometimes that is the only team member involved. It is not unusual to have only two members involved in the planning process and those two members are the attorney and the life insurance professional or the financial planner. Generally, the accountant gets involved when there is a business or professional practice, along with the attorney or the financial planner and life insurance professional. In my practice, I have only had a trust officer involved in very sophisticated trust situations where an independent trustee was required. Most of the trustees for trusts tend to be unprofessional or the CPA. In the past a few students have told their interviewees that they needed all the members of the estate planning team and, in most cases, that is simply not the case.
  - It seems in every class a student runs into some person whose plan is to either directly bequeath another individual, or name that individual as beneficiary of life insurance, with the expectation that individual will use the money to care for someone else who the person making the plan thinks is incapable of managing money. This is not a guardianship or trustee arrangement – which is a fiduciary arrangement - which would be okay and legally a far better arrangement. While the person left the money to care for another is under a moral obligation, they are not under any legal obligation. Any granting of money to the person to be cared for, over the gift tax annual exclusion which we will discuss in class, is a taxable gift. Furthermore, what would happen to the money expected to be used for someone else under this arrangement, if the individual expected to care for another either goes bankrupt, becomes involved in a divorce proceeding, law suit, or dies? The money would not end up where intended. Also, in the case of two siblings, what would this arrangement do to the sibling relationship when one sibling has control over the funds and can economically control the life of the

other sibling? In other words, the idea of leaving assets directly to a person for the benefit of another person without a trust or guardianship is a horrible planning technique.

It has become my custom to provide each student an analysis and evaluation of their paper via email. Some of these emails will be more detailed than others and it is not unusual for the email to print out to two or three pages. Generally, I write the separate evaluations in a Word document and copy them into individual emails to students that are all sent out at the same time.

Normally each of the papers is read at least two times. First, I read the paper to get an overall feel for the paper. Then I reread each paper for specific comments and grade evaluation. Frankly, this process is damn time consuming, and part of the reason I limit the papers to three pages.

I also try to do the grading when I can allot sufficient continuous time in my schedule to do it right. Thus, when I start grading the papers is determined by my other commitments at the time, what is on my plate and going on in my life; some of which I will not know at the start of the semester when I assigned the due date for the paper. If I know I will not be able to grade the papers shortly by the due date, I will extend that due date. It is unfair for me to require you to turn in a paper by a certain date if I know, in advance, that I will not be able to read your papers right away. That does not preclude you from turning in your paper early or by the original due date. Rather it is meant as a courtesy to you.

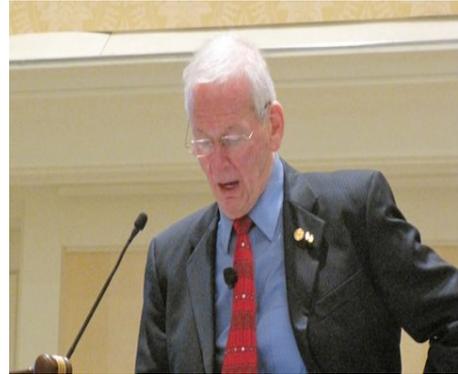
**You are made aware of the fact that this paper is due and the due date as of the first day of class. So please plan accordingly! While I know your schedules are busy and you all have full plates, I do encourage you not to procrastinate doing this paper.**

The best thing to do is early on determine who you are going to interview and seek their permission to do the interview. The best time to do the interview itself is after we have completed, at least, the first four chapters. With potential interviewees who could have estate tax issues, i.e. estates worth over \$12.06 million in 2022, then you may not want to do the interview until either you have read or we have completed chapter 6; and you may also want to read or skim over chapter 8. **HOWEVER, REMEMBER PLEASE DO NOT PROCRASTINATE, PLAN AHEAD AND START THIS PAPER EARLY.**

**GOOD LUCK AND HAVE FUN WITH THIS ASSIGNMENT!**

## Gary L. Flotron, MBA, CLU<sup>®</sup>, ChFC<sup>®</sup>, AEP<sup>®</sup>

Gary L. Flotron is principal of G. L. Flotron & Associates and specializes in the areas of trust-owned life insurance, estate and business planning, and executive and employee benefit plans. He is also the Associate Director Financial Planning Programs and an Adjunct Faculty member at the College of Business Administration, University of Missouri - St. Louis, where he teaches courses in estate and trust planning, financial planning, planning for business owners and professionals, retirement planning, employee benefits and life insurance. In addition, he is a former Adjunct Professor with The American College of Financial Services of Bryn Mawr, Pennsylvania. An author and frequent national speaker, Gary has spoken to numerous professional associations and groups, including the Heckerling Institute On Estate Planning, the NAEPC Annual Conference, The Federal Tax Institute of New England, and, the LISI Webinar Programs. In April 2020 the American Bar Association Real Property, Trust and Estate Law published Gary's book *Understanding Life Insurance and Rethinking Policy Management and Evaluation: Explaining the Unexplainable*.



Mr. Flotron has been an active member in various professional associations. He is Chair Emeritus and a Member of the Executive Committee for the Synergy Summit, an organization and think tank composed of representatives from ten major national legal and financial services professional organizations involved in estate planning. Previously he has served on the Executive Committee and is a Past Chair of the Professional Education and Development Committee for the Synergy Summit. He is a Past President of the National Association of Estate Planners & Councils (NAEPC) and The NAEPC Education Foundation, as well as past Chair of The NAEPC Education Foundation Committee and past Chair of the Accredited Estate Planner<sup>®</sup> (AEP<sup>®</sup>) Designation Committee for NAEPC. A past Member of the National Board of Directors of the Society of Financial Service Professionals (FSP), Mr. Flotron, in addition to having served on numerous National Committees and Task Forces, is the current Editor of the Estate Planning quarterly publication for FSP. He is also a former member of the University of Missouri – St. Louis Planned Giving Advisory Committee.

A past President of the FSP Greater St. Louis Chapter, Gary is also a past President of the Estate Planning Council of St. Louis, and past President of the National Association of Insurance and Financial Advisors St. Louis Chapter. He is a past Member of the Board of Directors of the Foundation for Financial Service Professionals and a past Regional Chair for the National Council of The American College. Mr. Flotron has also served as a Member of the Chartered Financial Consultant (ChFC<sup>®</sup>) Curriculum Advisory Board for The American College of Financial Services.

An MBA graduate of the Washington University John M. Olin Graduate School of Business Administration, where he was inducted into Beta Gamma Sigma, the National Business Honors Fraternity; Flotron completed his undergraduate work in engineering management with a concentration in electrical engineering (B.S.E.Mgt.) at the University of Missouri at Rolla (now Missouri University of Science and Technology). He received the Chartered Life Underwriter (CLU®) designation in 1984 and the Chartered Financial Consultant (ChFC®) designation in 1985, both granted by The American College of Financial Services. In 1995 he was awarded the Accredited Estate Planner® (AEP®) designation by NAEPC. Gary is the 1996 recipient of the Stan Towerman Excellence in Professional Education Award from the FSP Greater St. Louis Chapter, and a 1994 recipient of the Paul F. Mills Scholarship from the Foundation for Financial Service Professionals. He was inducted into the National Association of Insurance and Financial Advisors St. Louis Chapter Hall of Fame in 2003. The University of Missouri – St. Louis named Mr. Flotron as the recipient of the 2014-2015 Chancellor’s Excellence Award for a Part-time Faculty Member. The Financial Awareness Foundation selected Gary as a 2001 Distinguished Improving Financial & Financial Literacy Movement Co-Honoree Representing the Financial Services Thought Leadership.

Gary has two sons, Paul and John, and one grandson, Luke, and one granddaughter, Liliana. Flotron's hobbies include reading and learning, traveling, exercising, hiking, modern era architecture, photography, and walking/running his greyhound Jackson (at least in spirit and until he gets another greyhound) and his Boston terrier Spike. Gary’s response when asked “what is something about you that is unique, and most folks are unaware of?” is “that he had a dinner party in his home for a man that subsequently led a *coup d’état* and is now the President/Dictator of an African country.”

January 10, 2022