

ESTATE & FINANCIAL PLANNING

Tangible Assets: What Every Estate Planning Professional Should Know

- I. The Art Market Today
 - Reflections on the current economy
 - Effects of global economic volatility
 - Emerging markets affect on the art business
- II. Trends in Collecting: What's Hot...What's Not
- III. Determining the Value of an Object
 - Authenticity, condition, rarity, provenance, historical significance, medium, subject matter, fashion, taste, size, quality
 - Resources available for estate and trust professionals
Artnet, Askart, Artprice, Artfact
 - Resources for analysis and commentary
Artmarket.com, arttactic.com, artloss.com, artdaily.com, artinfo.com
- IV. The Auction Business
 - Negotiating strategies
- V. Formal Appraisals
 - Qualified appraisers according to current IRS guidelines
 - Accordance with USPAP standards
 - Fair Market Value vs. Replacement Value
 - Insurance, Donation, Estate Tax, Gift Tax
- VI. Succession Planning
 - Maximizing estate planning strategies with the least possible turmoil
 - Preserving and distributing collections to heirs
 - Donation of works to museums and charitable gifts