MEET OUR 2017 OUTSTANDING MEMBER AWARD WINNERS

EMILY M. CHIANG, MBA, CFP®

2017 PLANNER OF THE YEAR AWARD

Emily has spent 25 years of her career in financial planning and investment management, and 35 years overall in the financial services industry. After a very gratifying career, Emily searched two and a half years for an ideal buyer and sold her practice by herself in 2013. She then worked another year at the buyer's office to transfer her clients to their new advisors. After she completed the transition, she spent the following year and wrote "Selling Your Financial Advisory Practice, *A Step-By-Step Workbook."* In early 2015, she was invited to serve as a co-host on Succession Planning of Business Success webinar program for the national Financial Planning Association (FPA). Currently, she is looking forward to helping and sharing her knowledge and wisdom with advisers who are dealing with succession planning issues. She is available to give speeches, conduct workshops and provide consulting services on succession planning for financial advisers.

SUCCESSION PLANNING PRESENTATIONS:

Journal of Financial Planning (12/21/2016): Participated in a round table discussion sponsored by ***Journal* in the Round**, which was based on Emily's article of "Finding the Ideal Buyer for Your Practice" published in the December, 2016 issue of Journal of Financial Planning.

Foundation for Financial Planning (11/17/2016): Presented "A Step by Step Succession Planning Process and Procedure" via webinar that is based on Emily's workbook as part of the Foundation's fall fund drive.

NAPFA Washington, DC Study Group (11/16/2016): Presented "A Step by Step Succession Planning Process and Procedure" class that is based on Emily's workbook before live audience (1½ CE)

FPA NCA (10/14/2016): Participated in a panel discussion before live audience on "Lessons Learned/Wisdom Shared: A Look at Succession Planning Strategies."

FPA BE (9/13/2016): Moderated a panel discussion before live audience on "Selling Your Practice Profitably and Transition Joyfully."

FPA national (8/10/2016): Hosted Marguerita Cheng, CEO of Blue Ocean Global Wealth via a webinar program sponsored by FPA Knowledge Circle Business Success called "The Case for Succession Planning" and moderated questions from attendees.

FPA national (3/9/2016): Hosted Lori Epstein, VP of MetLife via a webinar program sponsored by FPA Knowledge Circle Business Success called "Succession Planning for the Small Business Owners: It is about business SUCCESSION, not just DISPOSITION!" and moderated questions from attendees.

RIA Match (11/17/2015)**:** Participated as a panelist in a panel discussion on "What Makes a Stand-out Buyer?"

FPA national (8/5/2015): Hosted George Hartman of Market Logics via a webinar program sponsored by FPA Knowledge Circle Business Success called "Succeeding at Succession" and moderated questions from attendees.

Continued on next page

Emily M. Chiang, Continued from previous page

FINANCIAL PLANNING & INVESTMENTS TALKS: Throughout her career, Emily also conducted financial planning seminars in various organizations: Executive MBA program of the George Washington University Graduate School of Business Administration, Fairfax County Women Physicians Group, National Association Investment Club DC 2004 Investors Fair, Women of Washington, and several investment clubs.

PUBLICATIONS AND INTERVIEWS: Journal of Financial Planning (JFP) published Emily's article of "Finding the Ideal buyer for Your Practice" as a cover story in the December, 2016 issue. In May and August of 2008, she was invited to write two articles for the Washington Post personal financial planning column (Ask the Experts). She was quoted twice by the Washington Post behavior finance column (The Financial Lobe) in August and September of 2008. She was interviewed by NBC/Channel 4 in September of 2008 on what average investors should do under the current investment environment.

COMMUNITY VOLUNTEER WORK: In 2016, Emily was appointed as a board of director of Pathway Homes, Inc. The Pathway Homes is a non-profit charitable organization with a budget of $11 million and provides housing and supportive services to more than 400 adults with serious mental illness and other disabilities in Northern VA. Its mission is to help each individual to discover his or her potential and to lead a productive life.

In 1999, Emily was appointed by the Arlington County Board of Supervisors to serve on its Task Force on Retirement Principles and Compensation Practices. The mission of the Task Force was to review the adequacy of the county employees' retirement plans, as well as the structure of employee compensation. The Task Force was to report to the County Board with its findings regarding the retirement and compensation goals, and recommend changes.

EDUCATION: Emily has been a CERTIFIED FINANCIAL PLANNER™ since 1989. She received her MBA in Finance from George Washington University in 1984. She received her BA in Management from Simmons College in 1977.

THE NORMA SEVERNS AWARD FOR LEADERSHIP
Award Winner Featured on Next Page

Who was Norma Severns and
Why do we Honor Her Memory with this Award?

Some of our members have asked why we have an award named in memory of Norma Severns. We want to offer this information and understanding of Norma, and why this Award has been designated in her memory.

Norma Severns started her career as a nurse. After 27 years of leadership in hospitals, she saw and heard firsthand how most people weren't preparing for their lives after work - either through savings and investing or through insuring their lives or health appropriately. Her passion for caring for others led her to the CFP® and then as a plan writer for Alex Armstrong in 1986.

Norma introduced the idea of long-term care insurance to the financial planning process in 1989, took on her own clients in the '90s and eventually became Alex's partner, leading the charge at Armstrong, MacIntyre & Severns.

Her need to care and mentor quickly extended to FPA, where she served on our board for several years. Two weeks after her tenure as 2003 FPA NCA president started, she was diagnosed with pancreatic cancer, and she passed away five months later at 62, just as she was coming into her own as a chapter leader.

Norma's planning leadership and aggressive pursuit of excellence, compassion, and diligence in planning are what we find in the winners of the Norma Severns Leadership Award.

KATHLEEN SINDELL, PH.D.

2017 NORMA SEVERNS AWARD FOR LEADERSHIP

Kathleen Sindell, Ph.D. writes and teaches to improve financial literacy. She is the author of numerous academic, professional, and popular books and articles. She is the author of "Investing Online for Dummies, Editions. 1-5" (listed for two consecutive years on the *Wall Street Journal's* Bestselling Business Book List), "Managing Your Money Online for Dummies", "The Unofficial Guide to Buying a Home Online", and other reference books. Kathleen Sindell recently released "Social Security: Maximize Your Benefits (2nd Edition) her 14th business / finance reference book.

For more than 25 years, Dr. Sindell has held academic positions in business and finance at the University of Maryland University College (UMUC) and the Johns Hopkins University. At UMUC She is a full-professor (adjunct) and Chair of the Certified Financial Planner (CFP) Program. She successfully worked for the initial approval of the CFP program and oversaw the renewal of the CFP program registration. The CFP Board granted the UMUC CFP program renewal with "commendation." Sindell assisted in the development of a UMUC CFP Advisory Board and UMUC Financial Planning Association (FPA) Student Chapter. Dr. Sindell develops and teaches the CFP Board approved courses of Financial Wealth Building, Health and Life Insurance, Investing, Retirement and Estate Planning, and the Financial Plan Development Capstone course.

For 16 years, Sindell was a practitioner faculty member of the Johns Hopkins Carey School of Business, where she created graduate courses and taught the internet and e-commerce, corporate finance, individual investment management and personal wealth management. From 1989 to 1993, she managed the Financial Management and Real Estate programs and faculty at the University of Maryland University College Graduate School.

Kathleen Sindell, Ph.D. has been a member of the Financial Planning Association, National Capital Area (FPA NCA) since 2008. During that time, she has completed the following Board work and advanced the FPA's mission statement locally and nationally by completing the following:

- ☑ *Journal of Finanical Planning*, Editorial Advisory Board Member (2015, 2016)
- ☑ FPA Annual Conference Task Force Member -2016 BE Baltimore
- ☑ Member of the FPANCA Board of Directors (2009 - 2016)
- ☑ Co-Director of the FPA NCA Pro Bono Committee (2014-2016)
- ☑ Co-Director of the FPA NCA Programs Committee (2012-2014)
- ☑ Director of the FPA NCA Communications Committee (2011)
- ☑ Co-Chair of the FPANCA Practice Management Committee (2010)
- ☑ Co-Chair Metro Washington Financial Planning Day (2011,2014,2015,2016)

On behalf of FPA NCA, Kathleen Sindell supports the Foundation of Financial Planning, VA and DC AARP, Our Daily Bread Financial Clinics, Junior Achievement, the Greater Washington Jump$tart Coalition, and the DC Financial Literacy Council.

ELISSA BUIE, CFP®

2017 LIFETIME ACHIEVEMENT AWARD

Elissa Buie, CFP® earned an MBA from The University of Maryland and a B.S. in Commerce from The University of Virginia. She has been practicing financial planning since 1983.

Elissa sits on the Board of Trustees of the Foundation for Financial Planning and is the Immediate Past Chair. Elissa is a past Chair of the Financial Planning Association and is also a Dean for FPA's Residency Program. She has been named as a top advisor by *Washingtonian* and *Bloomberg Wealth Manager* Magazines and was named to the Financial Times Top 100 Women Financial Advisers list. She was also named to InvestmentNews' Women to Watch list for 2015 and has been quoted in *The Washington Post*, *Time* and *Businessweek* magazines.

Elissa's article, "To Feel . . . Like a CFP", was published in July 2000 in The Journal of Financial Planning. Her article, co-authored with Dr. Dave Yeske, CFP, "Policy-Based Financial Planning Provides Touchstone in a Turbulent World", was published in July 2006 in the *Journal*, where their most recent collaboration, "Evidence-Based Financial Planning: To Learn… Like a CFP®" also appeared in November, 2011. Elissa contributed 17 chapters to the CFP Board's "Financial Planning Competency Handbook," published by John Wiley & Sons.

Elissa was awarded the prestigious P. Kemp Fain, Jr. Award, the Financial Planning profession's equivalent of a lifetime achievement award.

Elissa holds an appointment as Distinguished Adjunct Professor in Golden Gate University's Ageno School of Business, where she and Dave co-teach the capstone Cases in Financial Planning course.

THANK YOU AWARD SELECTION COMMITTEE

Our Award Selection Committee accepted nominations from the FPA NCA Members in order to choose our Outstanding Award Winners. Our FPA NCA Treasurer, Howard Pressman, CFP® chaired the Selection Committee. Selection Committee Members included FPA NCA President – Elect, Bryan Beatty, CFP®, FPA NCA Secretary, Chris Rivers, CFP®, FPA NCA Programs Director, Lisa Kirchenbauer, CFP®, Pro Bono Director, Susan Chesson, CFP®, as well as FPA NCA Executive Director, Peggy Nelson.

AWARD WINNER CRITERIA

The criteria for the Leadership Awards were developed in 2003 and refined by subsequent committees. Each year these Awards are presented to the individuals who have been nominated by the members and selected by the Award Selection Committee.

1) Life Time Achievement Award
    a) Tenure with the FPA or predecessor organizations (IAFP, ICFP) for 10 years or longer
    b) Recognized for service to the organization or profession
    c) Local or National Organizations such as:
    e) CFP Board
    f) College of Financial Planning
    g) Current Members of the FPA (but exceptions can be made for retired members)
2) Norma Severns Award for Leadership (formerly Outstanding Service)
    a) Extraordinary Efforts on behalf or for the benefit of the Local or National FPA or Predecessor Organizations
    b) Service performed within last 5 years.
    c) Must be current FPA members
    d) Board work
        i) Committee work (Retreat, Symposium, Gala, Special Committee work Etc.)
        ii) Chapter Administration
        iii) Contribution to monthly meetings
        iv) Contribution to National Retreats
        v) Advancing the FPA's mission statement locally or nationally
        vi) Financial Planning Practice Recognition
3) Planner of the Year
    a) Achievement recognizable with 1-5 years
    b) Current FPA Members
    c) Promoting Financial Planning Profession
    d) Community/Charitable Work
    e) Media recognition
    f) Mentoring
    g) Innovative Financial planning techniques/practice management
    h) Individual or Firm Recognition

Not all Award winners will meet all of the criteria, but an attempt is made to try to find the best fit.

Past Award Recipients

Financial Planner of the Year Award

Elissa Buie, CFP – 2001
Eleanor K. H. Blayney, CFP – 2002
Dennis M. Gurtz, CPA, PFS, CFA, CFP – 2003
Anne Uno, EA, CFP – 2004
Mark Johannessen, CFP – 2005
Timothy W. Jones, CFP, MPA – 2006
Stephen E. Bingham, CFP – 2007
Richard E. Vodra, JD, CFP - 2008
Marjorie L. Fox, JD, CFP - 2009
Helen Modly, CFP - 2010
Michael E. Kitces, -2011
MSFS, MTAX, CFP, CLU, CHFC, RHU, REBC, CASL, CWPP
Steven A. Starnes, CFP® - 2012
Jon P. Yankee, MBA CFP® - 2013
Lisa A. K. Kirchenbauer, CFP®, RLP® - 2014
Howard Pressman, CFP® - 2015
M. David Goldstein, CFA, CFP® - 2016

Past Award Recipients

Norma Severns Leadership Award

Paul Juergensen, CFP – 2001
Glenn G. Kautt, CFP, EA – 2001
Deborah E. Voso, CFP – 2001
Karen P. Schaeffer, CFP – 2002
Stephan Q. Cassaday, CFP, CFS – 2003
Gregory D. Sullivan, CFP – 2004
Barry Glassman, CFP – 2005
Tracey A. Baker, CFP – 2006
Judy L. Redpath, CFP – 2007
Gary Altman, JD, CFP - 2008
U. Calvin Brown, MST, CFP - 2009
Mark Johannessen, CFP - 2010
Brian T. Jones, CFP – 2011
Christine M. Parker, CFP® - 2012
Michael R. Kalas, CFP®, AIF® - 2013
Marguerita M. Cheng, CFP®, CRPC® - 2014
Eric Hess, CFP®, CRPC® - 2015
Ryan M. Fleming, CFP® - 2016

Lifetime Achievement Award

Alexandra Armstrong, CFP – 2001
Robert Albertson, CFP – 2002
David S. Dondero, CFP – 2003
John A. MacIntyre, CFP – 2004
Lynn Hopewell, CFP – 2005
L. Edward O’Hara, Jr., CFP, EA – 2006
Patricia P. Houlihan, CFP – 2007
LeCount R. Davis, CFP - 2008
(Hoppy) Clyde G. Hohenstein, CFP - 2009
Margaret M. Welch, CFP - 2010
Karen P. Schaeffer, CFP – 2011
W. Thomas Curtis, CFP® - 2012
Timothy W. Jones, CFP® - 2013
Gary Altman, JD, CFP® - 2014
Marjorie L. Fox, JD, CFP® - 2015
Glenn G. Kautt, CFP® - 2016