Isabel P-D Santner, CPA
Partner
Bloomington | 812.336.8550 | isantner@bkd.com

Isabel has more than 20 years of experience in tax and business consulting. She is a member of BKD National Construction & Real Estate Group and is the real estate industry team leader for the Indianapolis and Bloomington offices. Isabel has expertise in partnership and limited liability company taxation and provides other general business and accounting services. She has assisted clients with tax compliance, structuring and overall tax planning in a variety of industries.

She is a member of the American Institute of CPAs and Indiana CPA Society. Isabel also serves on the local advisory committee for the BKD Foundation.

Isabel was the 2015 employee recipient of the BKD PRIDE Award, a prestigious award given each year to one BKD employee and one partner who exemplify the firm's values: passion, respect, integrity, discipline and excellence.

She is a member of the board of directors for Boys and Girls Club of Bloomington and is a graduate of Leadership Bloomington-Monroe County. She also co-chaired the financial services committee for the Indianapolis Super Bowl Host Committee and served as secretary of the board of directors for Greater Indy Habitat for Humanity.

Isabel is a graduate of Manchester University, North Manchester, Indiana, with a B.A. degree in accounting and an M.Acc. degree.

BKD
CPAs & Advisors

The Federal Tax Impacts of the CARES Act

By Isabel Santner, CPA

BKD, Bloomington, Indiana

Federal tax impacts of the CARES Act - 20 min.

Implications for business and individuals- 20 min.

Impact of the November election of the Federal Tax – 20 minutes

Speaker Bios:

JOHN HURLOW, CPWA®, C(K)P®, AIF®

Managing Partner, Financial Advisor
WHY DID YOU CHOOSE YOUR PROFESSION?
Quite simply, helping people. The financial language that we speak is often not taught in schools. When you combine the foreign languages of investments, tax, and the legal system into the world of financial planning, it can often be difficult to interpret. We are extremely passionate about educating our clients on how it works. In the end, what brings us joy is counting the number of thank you notes we receive from clients thanking us for providing them with the comfort in knowing they will be okay, the clarity of knowing they have done the right thing, and the confidence to focus freely on what they choose. I have been collecting thank you notes since I was a paperboy in the early 80's.
WHAT IS YOUR FAVORITE THING ABOUT BEING PART OF THE HURLOW TEAM?
The people on our team and the clients that we serve. We have been extremely fortunate to pull together an amazing team that I feel lucky and blessed to work with each day. In addition, there is not one client that I am not excited to talk to, whether it is about their financial or personal life. We love sharing personal goals with our clients.

WHAT CAUSES ARE YOU PASSIONATE ABOUT?
Anything that has to do with helping children and people in need. There were so many people in my life who offered a helping hand, a lift up, an encouraging word, insightful message, or sage words of advice. I believe everyone needs and deserves the same type of positivity to help them flourish. No one truly is self made. I love to support organizations and people who spread hope, help, and a belief in oneself that anything is possible.

WHAT DO YOU LOVE TO DO OUTSIDE OF WORK?
I like to spend time on the lake, enjoy my time with family - my wife, Christina, and our six children: Rachel, Grant, Gavin, Garrett, Ethan, and Ella, work on house projects, listen to good music, read, golf, tinkering with cars, and volunteer.
WHAT IS A FUN FACT ABOUT YOU?
I am a proficient rollerblader, decent ballroom dancer, and I can still pull off a few Michael Jackson dance moves.

Education and Affiliations

EDUCATIONAL BACKGROUND
1996: Indiana University: Bachelor of Science in Business. Double Major in Marketing & Management. Minors in Psychology & Political Science
2003: Indiana University: Non-Profit Management Certificate.
PROFESSIONAL DESIGNATIONS
2016: University of Chicago Booth School of Business; Certified Private Wealth Advisor (CPWA®)
2011: UCLA Anderson School of Management; Certified 401(k) Professional (C(k)P®)
2007: The Retirement Advisor University (TRAU): Accredited Investment Fiduciary (AIF®)
1999: Series 65

PROFESSIONAL ORGANIZATIONS
Bloomington Health Foundation - Board Member
New Hope Family Shelter- Board Member
Bloomington Parks & Recreation Foundation - Board Member
Sycamore Land Trust - Advisory Board Member
National Association of Personal Financial Advisors (NAPFA) – Member
Investment & Wealth Institute - Member
Monroe County Community Foundation - Past President
Hoosier Hills Estate Planning Council - Past President/ Member
Wonderlab Museum of Science- Past Board Member
Bloomington Economic Development Corporation - Member
Greater Bloomington Chamber of Commerce – Member

JOSEPH Q. MANLEY

WHY DID YOU CHOOSE YOUR PROFESSION?
Well, I am obsessed with spreadsheets and enjoy getting to know people. It may be corny to say, but I love how from time to time I can make a big, positive difference for someone.

WHAT IS YOUR FAVORITE THING ABOUT BEING PART OF THE HURLOW TEAM?
Every person here has a sense of humor but takes their jobs very seriously.

WHAT CAUSES ARE YOU PASSIONATE ABOUT?
Hyper-local charities, as well as larger charities that have made a difference for people I know.

WHAT DO YOU LOVE TO DO OUTSIDE OF WORK?
My wife and I enjoy spending time with our three kids, hiking or camping around lakes or woods nearby, play board games, watching a movie, or enjoying other people's boats 😉. Rachel and I love when we have a quiet morning free to take a breakfast date. I don't mind watching a Formula 1 race, either.

WHAT IS A FUN FACT ABOUT YOU?
I have a music degree and play the oboe. My brother and I were in a couple of small-town, local commercials as children.

Education and Affiliations

EDUCATIONAL BACKGROUND
2019: University of Alabama; Master of Science in Human Environmental Science, Concentration in Family Financial Planning and Counseling
2005: Evangel University; Bachelor of Music in Music Education

PROFESSIONAL ORGANIZATIONS
Financial Planning Association of Greater Indiana (FPA) - Member
Hoosier Hills Estate Planning Council – Member

DEREK GRIMMER

Financial Advisor

WHY DID YOU CHOOSE YOUR PROFESSION?

To help people. Personal finance is complicated, and there are people in the industry who provide more confusion with opaque fees and fancy finance language. My goal is to sift through the various complexities of a client's financial situation to provide clarity, confidence, and comfort.

WHAT IS YOUR FAVORITE THING ABOUT BEING PART OF THE HURLOW TEAM?

The people I work with. John and Mike have built a great team of helpful, knowledgeable, and personable people who are all dedicated to providing the best advice and service to our clients.

WHAT CAUSES ARE YOU PASSIONATE ABOUT?

Financial literacy among young adults and under-served individuals and families.

WHAT DO YOU LOVE TO DO OUTSIDE OF WORK?

I love to stay active. In the summer I love going to the lake and wake-boarding; in the winter I love snowboarding and very excited to start planning a trip out west to be able to get on real snow on real mountains. If weather does not permit those activities, I enjoy reading and the NFL RedZone channel.

WHAT IS A FUN FACT ABOUT YOU?

Although I am an Indiana University graduate, I can still be seen cheering for Purdue sports. I blame my grandpa and dad for that.

Education and Affiliations

EDUCATIONAL BACKGROUND

2019: Indiana University - Kelley School of Business; Bachelor of Science in Business, Major in Finance & Operations Management

PROFESSIONAL DESIGNATIONS

2019: Series 65

2019: Financial Planning Association; Pro Bono Financial Planning Certificate

PROFESSIONAL ORGANIZATIONS

Financial Planning Association of Greater Indiana (FPA) - Member

Estate Planning Council of Indianapolis - Member

OUTLINE

Beneficiary Babel

Differences in Beneficiary Designation Terminology, Options, Defaults, and Strategies Among Major Custodians

JOHN HURLOW, CPWA®, C(K)P®, AIF®,
JOSEPH Q. MANLEY and DEREK GRIMMER
Hurlow Wealth Management Group, Inc.

(**5 Minutes**) **Introduction & Speaker Bios**

(**15 Minutes**) **Definitions**: Important differences between distributions *Per Stirpes*, *Per Capita*, or under Neither paradigm, including a misconception that advisors may have when discussing the various assets distributions upon the passing of an account holder.

(**20 Minutes**) **Options and Defaults at Major Custodians:**

- Schwab
- T. Rowe Price
- Vanguard
- John Hancock
- TD Ameritrade

(**15 Minutes**) **Review of basic financial planning considerations**.

- Limitations of ANY/ALL beneficiary selection form, including complex beneficiary designations, and when instead one should designate a trust as a beneficiary
- How to properly name the beneficiaries for Schwab's new beneficiary form
- Review: the two major choices (Schwab Vs. The World)

(**5 minutes**) **Hurlow's algorithm** to quickly and correctly identify if designations need to be reviewed.

- Advice for advisors and their firms to efficiently review these designations.

Learning Objective

Attendees of this hour presentation will learn the intricacies of the major financial institutions' beneficiary designations, including default elections, and a review of the difference between how assets pass per stripes vs per capita vs under neither paradigm. Most of the first half of this presentation will focus on Schwab's beneficiary form, as this is the most complex, but we will also discuss other major financial institutions. Finally, we will share processes for client service teams and advisors to quickly see if beneficiary forms need to be reviewed or updated with the client.

Level of Difficulty

Medium