About the Authors

E. Randolph Whitelaw

E. Randolph Whitelaw is the Managing Director of Trust Asset Consultants, LLC (TAC), a fee-based life insurance counseling firm, and The TOLI Center, LLC (TTC), a fee-based life insurance policy administration and risk management firm. TAC provides support through counseling and expert witness litigation to individual and business policy owners, professional advisors, affluent family groups, and trustees, skilled and unskilled, of Irrevocable Life Insurance Trusts (ILIT), who are seeking both life insurance and fiduciary practices counseling. TTC provides policy owners, fiduciaries, professional advisors, affluent families, and businesses with a service-based life insurance plan administration and policy risk management platform. He is a leader in the Trust-Owned Life Insurance (TOLI) risk management counseling and restructure marketplace. He delivers lectures nationwide on life insurance planning, suitability and dispute defensible risk management, and regularly authors in-depth peer-reviewed articles that illustrate his comprehensive knowledge of the ever-changing life insurance and life settlement markets.

Mr. Whitelaw has a capital markets and corporate finance background. He spent 15 years with a major bank holding company, working with its public corporation and larger private business clients. His lending experience includes coordination of multilender work-out borrowing arrangements and interface with OCC bank examiners. As Executive Vice President, he managed the holding company’s middle market business and private client group, including the cross marketing of trust, investment, and life insurance services.

In the mid-1980s, he and his brothers co-founded a consulting firm specializing in the unique management and business continuity planning issues of larger family businesses, affluent family groups, and family offices. His company offered investment advisory, life insurance, and family office support services, as well as the design, implementation, and management of non-qualified deferred compensation plans for public corporations. In 1993, he co-founded and served as co-managing partner of a fee-based third-party TOLI policy administration and risk management company that developed a national reputation and clientele among regulated trustees and estate planning professionals. In 2001, he formed Trust Asset Consultants, LLC to provide policy owners, corporate and personal trustees, professional advisors, and insurance trust beneficiaries with “single source” life insurance counseling and risk management services.

More information concerning his litigation experience, articles, interviews, speaking engagements and CLE programs is available at www.TrustAssetConsultants.com.
Henry Montag CFP®, CLTC

Henry Montag is an Independent Certified Financial Planner™, in practice since 1976 with offices in Long Island and New York City. He is a principal of The TOLI Center East, which provides independent consultative fee-based performance evaluation for private trustees, family offices, their advisers, and institutional trustees, the intent being to analyze the performance of a client’s existing privately owned and or trust-owned life insurance (TOLI) portfolio, in order to protect, monitor, and maximize current benefits and assets earmarked for the next generation.

In 1982, Henry Montag Associates merged to form Berg & Montag a full service financial planning firm in New York City, concentrating in servicing the needs of high net-worth multi-generational business owners, and their advisers. There, he established best practice principles for the proper utilization of financial products and strategies to achieve family objectives. Berg & Montag ended their affiliation in 1990; however, Henry Montag & Associates have continued in its tradition of providing cutting edge advice to their high net-worth clients to maximize and achieve their personal and stated family objectives.

He has authored many articles for various publications, including those of the New York State Bar Association, NYSSCPA’s Tax Stringer, Tax Facts, National Conference of CPA Practitioners, the NY State Society of CPA’s, and Suffolk County Women’s Bar Association. He has lectured extensively on the proper utilization of financial products to protect and preserve assets, and provides continuing education credits to organizations such as the New York State Bar Association, the New York State Society of CPAs, The American Institute of CPAs, and the National Conference of CPA Practitioners, and many others.

He has been a source for The Wall Street Journal, Investor’s Business Daily, Investment News, Newsday, Long Island Business News, and has been featured in Financial Planning Magazine.

He has also appeared on Fox News, Wall Street Week TV, News 12, and FIOS Money and Main Street. He has been a guest on numerous radio financial talk shows and appeared on several professional webinars over the last 40 years. For additional information please see the web-site, www.TheTOLICenterEast.com.