Report #1- Software Vendors

As we have done in January for the last six years, and again with the permission of the University of Miami School of Law Center for Continuing Legal Education, we will be posting to this list throughout the coming week highlights of the proceedings of the 37th Annual Philip E. Heckerling Institute on Estate Planning that is being held January 6-10, 2003 at the Fontainebleau Hilton Resort and Towers in Miami Beach, Florida.

Our on-site local reporters there in Miami this year will be identified as their reports are received and published:

We also will be posting the full text of this year's Reports on the ABA RPPT Section's Web site, as we have since the 2000 Institute. Those Reports can be found at URL http://www.abanet.org/rppt/meetings_cle/heckerling/home.html. In addition, each Report can also be accessed at any time from the ABA-PTL Discussion List's Web-based Archive at URL http://mail.abanet.org/archives/aba-ptl.html.

A complete listing of the proceedings and speakers is available on the Institute's Web site.
The URL for that site is http://www.law.miami.edu/heckerling.
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REPORT NO. 1 - Tuesday, January 7, 2003

The following report has been filed concerning the software vendors who are in the Exhibit Hall this year and other technology news by our on-site Reporter, Jason Havens Esq. of Destin, Florida, the creator of the Legal Research for Estate Planners Web site (http://www.jasonhavens.net):

This report covers the software and some other vendors who are exhibiting at the Institute. The number of software and other vendors at the 2003 Institute has grown to 106. The software vendor list this year includes, in alphabetical order:

Advance Choice/Docubank
Advanced Planning Solutions, LLC
BNA/Tax Management, Inc.
Brentmark Software, Inc.
CCH INCORPORATED
CEPAC Communications
Connect2A.com
Crescendo Interactive, Inc.
Datatech Software
Eidelman Associates/WINDRAFT
Estate Works

EVP Systems, Inc.
Fast-Tax Trust Services
FASTER Systems, LLC
The Lackner Group, Inc.
LAWGIC, LLC
LexisNexis
Lynx Software
PG Calc Incorporated
Power Presentations
ProBATE Software
ProDoc
Schumacher Publishing, Inc.
WealthCounsel, LLC
West
Zane & Associates, Inc.
zCalc, LLC

Following are the highlights from the "first round" among the software and other vendors. These highlights are generally classified in categories that will hopefully prove helpful to list members. Additional "rounds" will follow.

A. CALCULATION SOFTWARE:

1. Brentmark: Brentmark has an exciting new software that "does a comprehensive estate plan" known as the Kugler Estate Analyzer (TM). The program uses three steps: client information, assets & liabilities, and techniques. The program combines Brentmark's Estate Planning QuickView and Estate Planning Tools capabilities in that the user can perform calculations and illustrate planning techniques with flowcharts. However, the new Kugler program includes "Inter-related Planning Techniques" such as GST trusts, QPRTs, GRATs, CRTs, CLATs, sales to grantor trusts, FLPs, testamentary charitable gifts, and more. The Kugler Estate Analyzer (TM) is advertised at a price of $595 with a $199 annual maintenance fee.

Brentmark also offers the Pension & Roth IRA Analyzer, which performs minimum required distribution calculations and many others. Brentmark has introduced the Asset Transfers System, which tracks transferring and retitling assets for a client. The Asset Transfers System will populate documents with the asset information entered once for a client.

Brentmark has also taken over the ownership and future support and maintenance of the US Trust EPlan and Form 706 programs.

Finally, Brentmark has developed its PFP Notebook (TM), which allows the user to create a personal financial plan for a client and can interact with other
Brentmark programs.

2. CCH: CCH has also introduced a comprehensive program known as CCH

ViewPlan Advanced (TM). This program integrates the features of the basic CCH ViewPlan, Beneview, and Factuary modules. The user can calculate and illustrate more than twenty different asset transfer techniques including CRTs, NIMCRUTs, CLTs, GRTs, QPRTs, and SCINs. The graphical flowcharts are accompanied by built-in calculation logs. The program works seamlessly with other CCH products such as Enteract (TM) financial planning and Pro System fx (R) tax software programs, and uses Microsoft standards.

3. Thomson: Thomson has brought together various products and services. Beyond West, Thomson now includes the Zane products: FAS (fiduciary accounting), 706, 1041, 709, and Fiduciary Calendar. Thomson also offers the RIA products, including Warren, Gorham & Lamont's superb treatises and the various journals of that group, including Estate Planning.

4. zCalc: zCalc's Tool Box illustrates most estate planning techniques. Unlike other programs, zCalc can be customized by changing the Tool Box templates or the actual functions in the function library. zCalc is still one of the most reasonable programs of its kind at $295 for the initial purchase and $150 per year thereafter.

B. DRAFTING SOFTWARE:

1. WealthCounsel: WealthCounsel is again a popular booth. The WealthCounsel drafting system includes various practice systems built on the HotDocs (R) document assembly platform. WealthCounsel includes more practice systems than most other drafting systems, from trusts to FLPs to a comprehensive charitable system that even features private foundations. WealthCounsel membership also includes a list serve, continuing education, and an impressive knowledge base. For all of this, users pay a rather costly price. An Institute special "competitive upgrade" advertisement for switching drafting systems offers three payment options: (a) $590 for 20 months; (b) $2,900 down plus $390 per month for 12 months; or (c) $6,900 paid in full for the first year.

2. Lawgic: Lawgic has been revived from the brink of bankruptcy! Bruce Grewell, the new "captain" of Lawgic, intends to ensure the survival of the Lawgic program by updating the California, D.C., Florida, Georgia, Maryland & Massachusetts products. It is anticipated that the excellent attorneys at Holland & Knight will update all such products in the future. Lawgic offers wills, disability planning documents, and a number of trusts (from revocable inter vivos trusts to ILITs to various grantor trusts), as well as ancillary documents and client letters. Lawgic states that it will add states in the near future, including New York and Virginia.

3. ProDoc: ProDoc offers Ronald Lipman's will and trust forms, the Florida Lawyer Support Services, Inc. (FLSSI) probate and guardianship forms, and probate management and accounting software as a part of its Estate Planning Library, which is advertised at $95 per month. Other practice systems are available. The newest feature of ProDoc is the Small Office Suite, which is essentially a case management program (somewhat similar to Amicus Attorney

or PCLaw) that affords contact management, calendaring, and time billing capabilities.

4. Eidelman Associates: EP Expert (TM) uses an underlying engine, WinDraft, to produce documents. A user can build his or her own document assembly system with his or her own forms. This program also works with DOCS Open or iManage document assembly software.

5. Datatech: ThinkDOCS also allows a user to build his or her own document assembly system.

C. TRUST ACCOUNTING & RELATED ADMINISTRATION SOFTWARE:

1. Thomson: Fast-Tax gives the trust administration user the ability to produce tax forms. Fast-Tax interacts with Zane fiduciary accounting software, which is also part of the Thomson group.

2. ProBATE Software: ProBATE Software offers fiduciary accounting and tax compliance software, as well as a new digital workflow program through its new related company, Ike.com.

3. FASTER Systems, LLC: FASTER software offers a single-entry system for fiduciary accounting.

4. EstateWorks: EstateWorks is a web-based system that tracks and assists with the preparation of estate administration cases. Users can "click" through any part of the program and can see at a glance the status of cases and a checklist for each case. EstateWorks generates documents and merges data into MS Word and Adobe files.

5. Advanced Planning Solutions, LLC: FundingPro (TM) trust funding software system works similarly to the Brentmark software mentioned above. Then SettlementPro (TM) trust settlement software may be used during the post-mortem and disability administration of a trust. Both programs run on HotDocs (R) and are compatible with the WealthCounsel document assembly (drafting) system.

D. APPRAISAL & VALUATION SOFTWARE:

1. Estate Valuations & Pricing (EVP) Systems, Inc.: EVP has released a new version of its excellent stock and bond valuation software.

2. Other appraisal and valuation vendors abound, and will be featured later as time permits.

E. RESEARCH SOFTWARE & SERVICES:

1. Lexis-Nexis: Lexis features numerous estate planning titles in its Estate Practice and Elder Law Library, including the University of Miami

Philip E. Heckerling Institute on Estate Planning materials.

2. Thomson: West offers a number of estate planning research tools as well.

F. MISCELLANEOUS VENDORS:

1. Foundation Source (TM): Foundation Source offers administration services for private foundations. These services include maintenance of governing documents, tax filings, and grant processing and compliance. Investment services are not included and are not intended in the scope of the offered services.

2. Connect2A.com: Connect2A.com allows estate planning professionals to network, and is evidently compatible with HotDocs (R) and thus loosely affiliated with Advanced Planning Solutions, LLC and WealthCounsel, LLC (all in a row together).

3. CEPAC Communications: This company is also involved in marketing services specifically for legal professionals.
If any vendors or any important developments were omitted that we should have mentioned, please stay tuned. We will attempt to cover all items of interest in future reports as time permits. Thank you.

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