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**Title:** **It's Mine Because Mom Liked Me Best: How to protect the estate plans of clients, family members, and friends from undue influence and exploitation arising from diminished mental capacity**

**Presenter:** Stuart C Bear, Elizabeth (Lisa) C. Henry, Francis J. Rondoni

**Date:** Wednesday, September 21, 2022

**Time:** 1:00 – 2:00 PM

**Location:** Bavaria Downs, 3919 Bavaria Rd, Chaska, MN 55318

**CE Credits:** This educational offering is APPROVED by the Minnesota Commissioner of Commerce as satisfying 1.0-hour of Standard classroom credit toward continuing insurance education requirements for each hour attended.  
CFP: 1.0-hour Standard credit PENDING  
CLE: 1.0-hour Standard credit PENDING  
A certificate of attendance is available for individuals requesting CPE and PRP (Professional Recertification Program – formerly PACE) credits.

**Who Should Attend:** Estate planners, financial planners, investment advisors, insurance producers, retirement counselors, CPAs and JDs

**Level of Complexity:** Overview

**Course Description:** This fast-paced session, through the use of examples, will address issues involving undue influence, mental capacity, and vulnerabilities of persons, particularly in the aging process. Those in attendance will gain a better understanding of the legal aspects of these matters, and ways to protect clients, family members, and friends from elder abuse and exploitation.

**Learning Objectives:**

- Identify situations involving undue influence and reduced mental capacity.
- Identify strategies to protect clients, family members and friends from elder abuse.
- Techniques and remedies to employ when a client, family member or friend has already been victimized by elder abuse.

**Outline:**

**Introduction/Overview** 5 min

**Prevalence and Impact** 5 min

**Identifying “Red Flags”**

- What is financial exploitation? 5 min
- What are the red flags? 5 min

**Capacity**

- Requisite Capacity 5 min
- Signs of Diminished Capacity 5 min
- Who is your client? 5 min

**Ethical Obligations**

- Codes of Professional Conduct 5 min
- Standards and Reporting 5 min

**Strategies to Assist Vulnerable Adults** 5 min

**Conclusion** 5 min

Total time: 60 Minutes

**Instructional Materials for Registered Attendees:**

Handouts, if any, will be included in the handout tab at [Finaroo.org](http://Finaroo.org)

**Examination & Answers:** No exam