



## The Practice of Elder Law Now and in Years to Come

By: Vincent Russo, JD, LL.M., CELA



This year's national symposium, "Planning for the Generations," hosted by ElderCounsel, WealthCounsel and The Advisors Forum is definitely something to be excited about! And for the elder law and special needs planning professional, there are numerous learning opportunities that will benefit you both now and in the future.

Having practiced in the area of estate planning, elder law and special needs planning for over 30 years, I have experienced substantial changes in the law covering these areas. We are certainly in a unique situation today with the budget crisis present on the state and federal level. We as attorneys feel it and our clients and their families certainly feel it. How will your practice adapt? How will your marketing efforts change? Will you take on additional practice areas because one or more areas are no longer profitable for you?

The above questions are common to many of us and are a focal point of this year's Symposium. Whether you are looking for substantive information on estate planning, elder law, special needs planning or veterans benefits, or if you are looking for marketing and practice-building tips, this year's Symposium has it!

ElderCounsel is hosting an advanced course on Tuesday, August 10th, in the morning called, "Soaring to New Heights in Elder Law." Rather than single lectures, the majority of this course will be spent in roundtable discussions led by experienced practitioners where no idea or question will be left unexplored! We will have five different sessions going at once, covering Medicaid planning strategies, special needs trusts, veterans benefits and more! We will close the session with a recap of some of the best tips and ideas that came out of the roundtable discussions, as well as a look at some common trends we see in these areas.

Following an afternoon session on August 10th that is focused exclusively on marketing and practice building, the Symposium kicks into full swing on August 11th. Some important topics that will be addressed during the general session Wednesday morning include health care reform and how it affects our clients and practices; whether Medicaid planning strategies will come under attack as states struggle to balance their budgets; and emerging practice niches in elder law and special needs planning and opportunities that exist to expand into those areas.

The rest of the week is filled with breakout sessions that follow an elder law planning track including Medicaid planning strategies, trusts used in elder law and special needs planning, planning for persons with special needs, elder abuse, Veterans' pension with aid and attendance, and important tips on how to communicate with clients and build a more profitable elder law practice. This is an event you won't want to miss!

ElderCounsel looks forward to welcoming you to Chicago August 10th – 13th!

### About the Author:

*Mr. Russo is the Managing Shareholder of Vincent J. Russo & Associates, P.C., Long Island's Signature Elder Law, Special Needs and Estate Planning Law Firm. Vincent is a co-founder of the National Academy of Elder Law Attorneys (NAELA) and the Academy of Special Needs Planners. As a national advocate for people with disabilities, seniors and their families, Mr. Russo has appeared on the NBC's TODAY SHOW, WNBC NEWS, CBS SUNDAY MORNING, CNN, NEW YORK TIME FORUM, CNBC, the FOX NEWS NETWORK, CSPAN II, as well as numerous other local radio and television programs.*