

# STEP ITALY CONFERENCE 2017

WEALTH MANAGEMENT: A NEW ALPHABET IN A NEW WORLD OF OPPORTUNITIES ADVISING FAMILIES ACROSS GENERATIONS

## Programme focus

- The role of advisory within the wealth management industry
- The role of family business structuring for wealth planning in Italy
- Mobility of clients: opportunities from the new tax residence regime
- International inheritance rules: Brussel IV and the new legal environment from an Italian perspective
- The new Italian legislation about the 3rd sector, charity and disability
- Trust and estate planning: a comparative analysis of Italian landmark rules
- Compliance and estate planning after the IV anti-money laundering directive: the role of advisors
- The new vocabulary of wealth planning

## Conference Discount

EUR100 discount offered if you are attending both the STEP Italy Conference and the STEP Europe Conference.\*

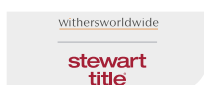
Find out more about the STEP Europe Conference on 24-25 November at [www.step.org/europe2017](http://www.step.org/europe2017)

\*This discount is per delegate and can only be used when the same delegate is attending both conferences. This discount is not transferable for colleagues at the same firm.

### CPD ACCREDITATION

This event is accredited by STEP, the Chartered Accountants Association of Rome and the Lawyers Association of Rome. For those needing to measure CPD in hours, this event would qualify as 8 hours CPD for the Chartered Accountants Association of Rome and 6 hours CPD for STEP and for the Lawyers Association of Rome.

### Sponsors include



Social



Exhibitors



### KEYNOTE ADDRESS FROM:

**Paola Musile Tanzi**

SDA Bocconi School of Management and University of Perugia

### AS WELL AS A HOST OF SPEAKERS FROM ACROSS ITALY, INCLUDING:

**On. Maurizio Bernardo**

Italian Parliament MP – Head of IV Finance Commission

**Gen. Div. Michele Carbone**

Comandante Regionale Toscana della Guardia di Finanza

**Fabrizia Lapecorella**

Ministry of Finance

**Dr. Giuseppe Malinconico**

Agenzia delle Entrate

As well as welcome addresses from **Maurizio Cohen TEP, STEP Europe** and **Patricia Wass TEP, Worldwide Chair of STEP**

**This conference will be presented in English**

### DELEGATE FEE

<b>STEP Member</b>	EUR325
<b>Non Member</b>	EUR400



#STEPItaly17

# STEP ITALY CONFERENCE 2017

Please join us in Rome  
on **23 November**

## Welcome to the STEP Italy conference in Rome

A new alphabet for wealth planning requires a full understanding of the new world of opportunities of these challenging times. Italy plays its role in the global environment as an entrepreneurial hub within a beautiful country, fully inserted in the international environment. Private banking and wealth management are one of the top industries in Italy and many families face cross-border issues. A new relationship with authorities sets a new environment for global families too. At a potentially historic period of fast-moving changes in the world, we will focus on traditional, current and future issues for international families, looking across generations.

The Italian STEP conference will be in English, with the option of Italian translation.

We will discuss the new role of advisory within the wealth management industry. With the relevant help of panelists we will discuss various relevant issues:

- Governance of business families,
- Attraction of Italy for High-net-worth individuals (HNWI 's),
- Role of international laws for inheritance,
- Trust & estate planning landmark rules, and
- Newly introduced set of rules for the charity and philanthropy world.

This new environment makes Italy one of the most attractive legislations worldwide.

With the essential contribution of academic professors, keynote speakers from the Italian Government and Parliament, we will discuss the impact of new rules about anti-money laundering on wealth structuring and privacy.

# STEP EUROPE CONFERENCE 2017

Advising International Families in Europe

**24-25 November 2017**  
**The Westin Excelsior**  
**Rome, Italy**

## Programme focus

- The global outlook and the Italian economy
- High-net-worth Individuals (HNI) and tax competition in Europe (res. non-dom. legislations)
- Anti-avoidance legislation and tax planning
- International tax law conflicts on residence of individuals
- Corporate governance and succession planning of family-owned companies
- "Non-legal" issues affecting wealth of family-owned companies: co-operation vs litigation
- Wealth planning instruments (insurance policies; trusts; foundations; corporate vehicles / holding co.; family-owned investment funds)
- International trust litigation
- Planning according to the EU Succession Regulation
- Bank vs family office
- Alternative asset classes: from art to wine
- Compliance duties (FATCA, CRS, anti-money laundering and the like)

Receive a  
discount of  
**EUR100 at the STEP  
Europe Conference  
when you book a place  
at the STEP Italy  
Conference\***

Find out more about the STEP Europe Conference at  
[www.step.org/europe2017](http://www.step.org/europe2017)

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**STEP**  
ADVISING FAMILIES ACROSS GENERATIONS

# CONFERENCE PROGRAMME

## THURSDAY 23 NOVEMBER

9:30am	Registration & refreshments
	Exhibits open
10:15am	Welcome from STEP Italy <i>Luigi Belluzzo TEP, Chair of STEP Italy</i>
10:20am	Welcome from STEP Europe <i>Maurizio Cohen TEP, INTERLAW MONACO</i>
10:25am	Welcome from STEP Worldwide <i>Patricia Wass TEP, Worldwide Chair of STEP</i>
10:30am	<b>Keynote Address</b> - The role of advisory within the wealth management industry <ul style="list-style-type: none"> <li>The most serious promise in wealth management</li> <li>The “know your customer” principle as opportunity</li> </ul> <i>Paola Musile Tanzi, SDA Bocconi School of Management and University of Perugia</i>
11:15am	Networking & refreshments
11:45am	Italian Special Interest Group Sessions
<b>Option 1</b>	<b>Business Families</b>
	The role of family business structuring for wealth planning in Italy <i>Guido Feller TEP, Azimut Capital Management</i> <i>Achille Gennarelli TEP, J.P Morgan International Bank Ltd</i> <i>Lorenzo Palleroni TEP, Credit Suisse (Italy) S.p.A.</i> <i>Ernesto Sellitto TEP, CA Indosuez Wealth (Europe), Italy Branch</i>
<b>Option 2</b>	<b>International Clients</b>
	Mobility of clients: opportunities from the new tax residence regime <i>Alberto Chiesa TEP, Banca Esperia S.p.A.</i> <i>Giulia Cipollini TEP, Withers Studio Legale</i> <i>Andrea Tavecchio TEP, Tavecchio Caldara &amp; Associati</i> <i>Antonio Tomassini TEP, DLA Piper Studio Legale Tributario Associato</i>
<b>Option 3</b>	<b>Cross-Border</b>
	International inheritance rules: Brussel IV and the new legal environment from an Italian perspective <i>Professor Stefania Bariatti, Univ. Milano</i> <i>Professor Andrea Moja TEP, University of Brescia</i> <i>Daniele Muritano TEP, Notaio</i> <i>Raul-Angelo Papotti TEP, Chiomenti</i>
<b>Option 4</b>	<b>Philanthropy and Charity</b>
	The new Italian legislation about the 3rd sector, charity and disability <i>Gabriele Sepio TEP, ACTA</i> <i>Vincenzo Stuppia TEP, Fidelio Fiduciaria S.r.l.</i> <i>Tiziano Tazzi TEP, Fondazione Lang Italia</i> <i>Tommaso Tisot TEP, Professional Trust Company Srl</i>
<b>Option 5</b>	<b>Trust and Estate</b>
	Trust and estate planning: a comparative analysis of Italian landmark rules <i>Angelo Busani TEP, Studio Notarile Busani</i> <i>Marco Cerrato TEP, Maisto e Associati</i> <i>Fabrizio Vedana TEP, Unione Fiduciaria</i> <i>Duccio Zanchi TEP, Studio Legale Ugghi e Nunziante</i>

1:30pm	Networking lunch
3:00pm	<b>Keynote Panel Session</b> - Compliance and estate planning after the IV anti-money laundering directive: the role of advisors  <i>Moderator: Luigi Belluzzo TEP, Chair of STEP Italy</i> <i>On. Maurizio Bernardo, Italian Parliament MP – Head of VI Finance Commission</i> <i>Gen. Div Michele Carbone, Comandante Regionale Toscana della Guardia di Finanza</i> <i>Fabrizia Lapecorella, Ministry of Finance</i> <i>Dr. Giuseppe Malinconico, Agenzia delle Entrate</i> <i>Antonio Martino TEP, DLA Piper Studio Legale Associato e Tributario</i>
4:30pm	Networking and refreshments
5:00pm	The new vocabulary of wealth planning <ul style="list-style-type: none"> <li>Round-up of recent cross-border case law and praxis</li> <li>Presentation of STEP Italy position papers</li> </ul> <i>Moderator: Diana Palomba TEP, Vice Chair of STEP Italy</i> <i>Italian SIG representatives</i> <i>STEP Italy Scientific Committee representatives</i>
6:15pm	Conclusions and farewell speech <i>Luigi Belluzzo TEP, Chair of STEP Italy</i>
6:30pm	Close of Conference
8:00pm	<b>STEP Italy Cocktail Reception</b>  HDRÀ, Piazza San Lorenzo in Lucina, 4 00186 Rome Cocktail reception open to STEP Italy & STEP Europe Conference delegates and guests <b>Kindly sponsored by Stewart Title Ltd, Withers Studio Legale &amp; Willis Italia S.p.A</b>

## FRIDAY 24 NOVEMBER

10:00am	Social event
	Optional Guided Tour of the National Roman Museum Baths of Diocletian Open to STEP Italy & STEP Europe Conference delegates and guests

Register now at  
[www.step.org/italy2017](http://www.step.org/italy2017)

Speaker biographies can be found at  
[www.step.org/italy2017](http://www.step.org/italy2017)



# STEP ITALY CONFERENCE

23 NOVEMBER 2017

## Social Activities include:

### 23 November: STEP Italy Cocktail Reception

#### Kindly sponsored by Stewart Title Ltd, Withers Studio Legale & Willis Italia S.p.A

Join us at this cocktail reception to network with fellow delegates over drinks and finger food at HDRÀ in the heart of Rome and marvel at the classical architecture of this unique space boasting elegance and creativity. The perfect conversation starter to mingle with your fellow delegates after a busy day of learning and networking.

Fee: Complimentary for delegates. EUR75 for guests

### 24 November: Optional guided tour of the National Roman Museum Baths of Diocletian

Join us for a two-hour guided walking tour of the Baths of Diocletian. Built around the end of the third century AD, they are the city's largest network of thermal baths, and were able to host more than 3,000 bathers at once. The guided tour will be presented in English, and is open to STEP Italy & STEP Europe Conference delegates and guests.

Fee: EUR30 for both delegates and guests

## ABOUT STEP

STEP is the global professional association for practitioners who specialise in family inheritance and succession planning. We work to improve public understanding of the issues families face in this area and promote education and high professional standards among our members.

STEP members help families plan for their futures, from drafting a will to advising on issues concerning international families, protection of the vulnerable, family businesses and philanthropic giving. Full STEP members, known as TEPs, are internationally recognised as experts in their field, with proven qualifications and experience.

Today we have over 20,000 Members across 95 countries. They include lawyers, accountants and other trust and estate specialists.

## SPECIAL OFFER FOR NEW MEMBERS IN EUROPE

If you are joining STEP in Austria, Benelux, France, Germany Hungary, Italy or Spain, you can save EUR150 when you join before 31 December 2017. The special offer application form can be found at

[www.step.org/europeoffer2017](http://www.step.org/europeoffer2017)

Register online to secure your place at  
[www.step.org/italy2017](http://www.step.org/italy2017)