Course Title: Art as an Asset. Knowing How to Advise and Protect Your Client

Course Number: RM106

CE Credits: 2.00 CFP, 2.00 Property & Casualty (depending on state)

Course Overview:

This course will examine art as an asset class. There will be a discussion of “how” one determines whether or not your client’s fine and decorative art is an asset. You will gain an understanding of what is “hot” in the current art market and which aspects of the art market have been negatively affected by the recession. There will be a discussion of the specific components of an IRS appraisal of personal property, as well as a more in-depth description of the role of the art panel. The difference between fair market value and retail replacement value will be explained, as well as the importance of making sure that your client’s fine and decorative art is adequately insured. Lastly there will be a clarification of the different types of venues for the dispersal and sale of your client’s art.

Learner outcomes that participants can expect from the presentation include:

1. An understanding of the trends in the art marketplace
2. An understanding of Using Art as Collateral
3. An understanding of Art Valuations

The major themes of the course are:

- Using art as an asset
- Valuations in the fine art marketplace
- The importance of insurance to protect client’s legacy
- Helping your clients when they are ready to sell their art and antique assets.

Who Should Attend: All financial planning and wealth management practitioners.

Please Contact: Anita Heriot aheriot@pallmallartadvisors.com. Pall Mall Art Advisors has worked with numerous Chubb branches to give this presentation to wealth advisors. You will do the coordination of the credit and they will do the presentation.