

Thornapple Associates, Inc., Summit, NJ, **Associate** (2004-present)

Expert witness consultation and testimony in disputes related to Trust and Estate issues, to include investment-related disputes in both arbitration forums as well as state and federal court, encompassing portfolio management, fiduciary duties of trustees and investment advisors/managers for trust assets. Topics include forensic financial and trading analysis of equity, debt, and foreign currency derivatives in consideration of investment objectives of trust and estates.

Pankauski Law Firm PLLC, West Palm Beach, FL, **Owner** (2005-present)

Estate Planning with high net worth experience in: practice of law, extensive drafting/review of trust and estate planning documents, sophisticated transfer tax (gift, estate, generation-skipping) and Florida intangibles tax planning, state law principles of fiduciary administration, family limited partnerships, trust company/private bank operations (discretionary distributions, appropriate investments, Reg. 9, investment oversight, account maintenance), "in-house counsel", "sales process"/goals of private bankers. Forensic, financial and trading analysis of equity, debt and derivative instruments, commodities and foreign currencies, in considerations of investment objectives of trusts and estates.

LexisNexis Matthew Bender (2006-2007)

Retained to provide commentary and analysis of Florida tax, probate and trust law for State Tax Service Practice Insights.

Wilmington Trust Company, FSB, Stuart, FL, **Senior Private Client Advisor** (2004-2005)

Specializing in trusts and estates, oversaw office/staff functions, prospective and new client relationships, and had direct responsibility for a select group of existing client accounts.

Besemer Trust Company of Florida, Palm Beach, FL, **Associate Fiduciary Counsel, Senior Vice President.** (2001-2004)

Series 7 Registered (through 2003). As "in house" counsel, was involved in all Florida litigation matters, to include selection of outside counsel for specific litigations, and coordination of ensuing case strategy. Advised on administrative and regulatory issues, fiduciary principles of state law, duties of trustees, rights of beneficiaries, improved/created policies and procedures. Advised clients and attorneys on tax strategies for high net worth individuals and charities, based on recent court and IRS rulings.

Bank of America Private Bank, Palm Beach, FL, **Senior Vice President** (1995 - 1997, 1998 - 2001)

In-house tax planning specialist, with emphasis on trusts and estates and cutting edge tax strategies. Advised existing and prospective clients on sophisticated tax strategies with quantifiable tax savings objectives, to include multi-year projections of investment returns and expected fee implications for various types of trusts. Trained account administrators and bank colleagues, to include consumer and commercial banking areas,

Bank of America Private Bank, Palm Beach, FL , **Senior Vice President** (1995 – 1997, 1998 - 2001) (Cont.)

on Florida statutory and case law status and developments, trust and estate planning, conducted Florida Intangible Tax Symposium with area professionals for very high net worth accounts, and edited recurrent Bank-wide publication on tax strategy updates.

Education

- B.A. University of Massachusetts-Amherst 1989
- J.D. Suffolk University Law School, Boston 1992
- LL.M. University of Miami School of Law (Graduate Program in Estate Planning)

Professional Certifications

Florida Bar RPPTL and Tax Sections; Trust Law Committee
Massachusetts Bar
U.S. Tax Court
Arbitrator – Florida Supreme Court Certified Training
Mediator – Florida Supreme Court Certified Civil Mediator
Arbitrator – NASD
Florida Atlantic University, Adjunct Professor, Dept. of Finance,
Graduate Studies, - Certified Financial Planner Instructor

Publications and Lectures

Punitive Damages Against Fiduciaries, Probate Cases, and Equitable Relief, 25 Probate and Property Magazine 43 (American Bar Association, Issue No. 3, May/June, 2011) with Laurence A. Steckman, Esq. and Robert E. Conner, reprinted in modified form Punitive Damages Against Fiduciaries: Leaving *Hoppe* Behind and Allowing Punitive Damages Where Equitable Relief is Sought, The Florida Bar Journal, November 2010, Volume 84, No. 9, pp. 42-45 (Part 1) and December 2010, Volume 84, No. 10, pp. 40-44 (Part 2), The Florida Bar, Tallahassee, FL

Looking for the Exits: A Fiduciary's Sell Strategy Under the Prudent Investor Act, with Robert E. Conner Vol. 20 Probate & Property (No. 6, November/December 2006) at 40, Pub. Real Property, Probate & Trust Law Section, American Bar Association, Chicago, IL

Florida's Prudent Investor Rule: What Does This Really Mean?, A Practical Guide for Florida CPAs and Their Clients (Florida Institute of CPAs, Gold Coast Chapter), August 22, 2006, Ft. Lauderdale, FL

For Love and Money: Giving Family Members Company Salaries, The Stuart News, July 23, 2006

Investing for Tax Efficiency, The Stuart News at D1, July 2, 2006

Publications and Lectures (Cont.)

Family Partnerships: Follow the Rules, The Stuart News at D1, June 18, 2006

Tax Savings Through Land Donations, The Stuart News at D1, June 4, 2006

Is Suing Your Broker A Coin Toss?, The Stuart News at D1, May 20, 2006

Doing Right Means More With Trusts, The Stuart News at D1, April 2, 2006

Pass Corporate Torch With Care To Save Family Money, The Treasure Coast Business Journal at 5, March 2006

Listen to Investment Advice, But Check Credibility of What You Hear, The Stuart News at D1, February 26, 2006

Serving and Avoiding Service: A Look at the McAdam Case and "Ritz Carlton" Service, Palm Beach County Bar Association Continuing Legal Education: Ethics, February 1, 2006, West Palm Beach, FL

Any Investor Needs to Do Buying With An Exit Plan In Mind, The Treasure Coast Business Journal at 6, February 2006

Whose Duty to Warn?, The Stuart News at D1, January 29, 2006

Trust Just Not Enough When Handling Will, The Stuart News at D1, December 25, 2005

To Err Is Human... 10 Mistakes Planners are Making Today, North Dade/South Broward Estate Planning Council, Inc., May 25, 2005

Investments of Passion: Wine – The Illiquid, Liquid Asset, New Business Today, Page 6, February 2005

The Passion and Investment of Contemporary Art: Ten Steps for Selling, Gifting and Donating Your Art, Palm Beach 3 International Art Fair Lecture Series, January 16, 2005, Palm Beach County Convention Center, West Palm Beach, FL

How To Choose a Fiduciary, Treasure Coast Business Journal at 25, January 2005

Why People Want Trusts in Florida, Orlando Business Journal, December 17, 2004

Publications and Lectures (Cont.)

New Law Provides Seniors with Annuities Protection, Treasure Coast Business Journal, December 2004

What's Old and What's New In Planned Giving, Treasure Coast Planned Giving Counsel, November 19, 2004 (given jointly with James Sopko, Esq.)

Intangible Tax Planning: What You Need to Know NOW, Willoughby Country Club, November 16, 2004, Stuart, FL

Current Developments – An Overview of Recent State Law Matters and Federal Tax Rulings, Central Florida Estate Planning Council, October 7, 2004, Orlando, FL

Tax and Investment Inefficiencies in Common Trust and Estate Plans, Nature Coast Estate Planning Council, October 5, 2004

Wealth Management: 10 Moves to Make Now, Florida Trend: The Magazine of Florida Business, October 2004

What Non-Profits Need to Know About Estate Planning, Trusts and Estates, Treasure Coast Planned Giving Council, September 1, 2004, Stuart, FL

Estate Planning With Contemporary Art, Palm Beach Institute of Contemporary Art, January 2004, Lake Worth, FL

How Should General Partners and Trustees Invest Assets in Order to Achieve Cash Flow Objectives Associated with Sophisticated Transfer Tax Planning Strategies and to Satisfy the Fiduciary Standards Imposed on Them?, Florida Bar Tax Section Family Limited Partnerships: Transfer Tax Planning During Good, Bad, Ugly and Uncertain Times, October 24, 2003, Tampa, FL

To Sell or Cellar? What Fiduciaries Need to Know About Wine Collections, Probate & Property at 6-12, March/April 2001