JEFFREY D. STEED

Tax and Finance Attorney

Private Client ~ Asset Protection ~ Wealth Management ~ Foreign Investment ~ Nonprofit

- Astute, charismatic professional with demonstrated legal, tax, and business acumen.
- Remains abreast of the latest tax, legal and financial strategies for high net-worth individuals, estates, private businesses, financial investment companies, nonprofit organizations, and trusts.
- Accomplished attorney with qualified oral, written, and analytical abilities.
- Methodical, results-oriented analyst with proven success in streamlining research, counsel, and maximizing efficiency.
- Creates lasting relationships based on trust and skilled listening.
- Fully committed to all projects; sharing a positive attitude that motivates team members to achieve maximum motivation, teamwork, and efficacy.
- Flexibility adapts to new settings; quickly rising to attain key roles in all undertakings.
- Meticulous in organization, practice management, and attention to detail.
- Maintains influential contacts with key players in the local, national, and international communities.

Core competencies include:

- Private Client Services, Estate Planning, Wealth Transfer, & Trusts
- Tax Planning & Tax Controversies
- Financial Company/Trust Administration
- International Trade & Taxation
- Business Formation, Structure and Exit Strategies
- Nonprofit & Charitable Organizations
- Domestic & Foreign Asset Protection Strategy
- Foreign Direct Investment

Legal/tax research and analysis competencies include:
LexisNexis, Westlaw, BNA, RIA, Lexis Butterworth, CCH, IBFD, IBLS, Intuitive Estate Planner, and Crescendo

PROFESSIONAL EXPERIENCE

KIRTON MCCONKIE, *Salt Lake City, Utah* — 2012 – Present

Shareholder/Partner

- Member with the firm's Tax and Estate Planning and International Law practice groups, emphasizing a combination of tax and financial strategies for both domestic and international clients.
- Serve in various integral management roles within firm, including associate mentor, summer associate mentor, marketing committee member, hiring committee member and chair of associate oversight and development committee, assisting to increase overall firm profitability and size of the firm (as to the number of attorneys) by over 40% in a 3 year period.
- Counsel with both for-profit and non-profit executive leaders and board members regarding their tax, financial, development, and legal concerns and controversies.
- Represent corporate executives, business owners, principals of private equity and venture capital funds, professional athletes, film professionals, members of the medical community, and other prominent individuals and their families in all aspects of wealth transfer and estate and trust administration.
- Represent prominent financial institutions, investment companies/trusts and public charities having a global presence.
- Serve as a member of various nonprofit and for-profit boards.
- Assist and counsel universities, multi-national religious institutions and other large non-profit organizations with respect to planned giving and development.
- Advise private clients on their estates, asset protection, legacies, charitable giving and tax controversy concerns.
- Publish articles and speak on topics involving areas of estate planning, taxation, nonprofit, and multi-jurisdictional practice.

UNIVERSITY OF UTAH, S.J. QUINNEY COLLEGE OF LAW, *Salt Lake City, Utah* — 2015 – Present

Adjunct Professor of Law

- Prepare and lecture in areas of tax, nonprofit, and financial law according to demand and invitation by law school deans.
- Review and grade coursework.
- Provide counsel to law students and work with full-time faculty.

CALLISTER NEBEKER & MCCULLOUGH, *Salt Lake City, Utah* 2007 – 2012

Attorney

- Member with the firm's tax, estate planning, and business finance practice groups.
- Represented and counseled clients in a wide variety of tax, estate planning, and business planning matters including: incentives and values-based estate planning; multigenerational and investment-driven wealth transfer strategies; entity formation and tiered structuring; corporate, partnership and individual taxation; sophisticated trust formation and administration; domestic and offshore asset protection; charitable and planned giving strategy; non-profit formation and compliance; business formation, reorganization and succession; executive stock options and benefits plans: tax-free exchanges; and federal and state tax controversies, including IRS appeals.
- Formulated, prepared and drafted sophisticated planning and asset protection documentation.
- Created and implemented comprehensive tiered structuring model for private businesses and estate plans.
- Prepared protests to IRS appeals office and petitions to U.S. Tax Court in dealing with high-stake tax controversies.
- Advocated and negotiated on client's behalf with the IRS, state taxing authorities and opposing parties and counsel.
- Developed independent clientele, including various for-profit/nonprofit organizations and high net-worth families.
- Lectured at industry training events and seminars: published articles on tax, estate planning, finance and related issues.

WEALTH NAVIGATION, *Centerville, Utah* 2006 – 2007

Compliance Director

- Performed tax, financial, and compliance analysis for high-wealth clients and private business entities.
- Helped counsel clients on business succession, estate planning, tax, and investment planning activities.
- Created spreadsheets, graphs, and diagrams for client business plans, estate plans, and investment portfolios.
- Created overall marketing mix, budgets, and business plans for Wealth Navigation and related companies.
- Organized client business records and investment portfolios to ensure on-going favorable compliance status.
- Created stock/membership certificates and maintained corporate ledgers for clients' businesses.
- Attended board and shareholder meetings on behalf of clients and documented corporate resolutions.
- Actively developed new clientele; increasing firm profitability and the number of family office clients.
- Attended seminars on personal financial planning, estate planning, tax, and financial product sales regulation.
- Worked with outside counsel coordinating planning for family office clients.

CRAIG TAYLOR & ASSOCIATES, *Kaysville, Utah* 2005 – 2006

Law Clerk

- Prepared arguments using logic to identify legal principles of facts indicating a favorable response for clients.
- Performed research to determine effective case strategy.
- Created memoranda and various court/legal documentation.
- Aided lead attorneys by facilitating client interviews, negotiations, and settlement procedures.

NOVA STAR, Farmington *Utah* 2003 – 2004

Financial and Mortgage Consultant

- Assisted clients in establishing creditworthiness; coordinating the approval or rejection of lines of credit.
- Analyzed client financial information according to established procedure.
- Evaluated internal financial systems, accounting and lending procedures.
- Made recommendations to ensure borrowers obtained the best interest rates, payment terms, and loan amounts.

NASA - ROCKY MOUNTAIN SPACE CONSORTIUM, *Logan, Utah* 2001 –2002

Public Relations Intern/Web-Developer

- Supported public-relations; assisting in the production of new campaigns and promotions.
- Prepared publications for internal and external audiences to promote consortium accomplishments and objectives.
- Developed the consortium's website and promotional archive database.

CORNERSTONE NUTRITIONAL LABS, *Salt Lake City, Utah* 1999 –2003

Senior Account Executive

- Designed and executed award winning marketing, advertising, and customer relations strategies.
- Helped develop and manage new product lines and supportive resources, including the Stephen's Hot Cocoa brand.
- Negotiated pricing and purchase contracts with product retailers and corporate distributors.
- Supervised presentations at national industry conferences, introducing new products and developing new markets.
- Conducted key marketing research, identifying initiatives and analyzing industry trends in the competitive landscape.

- Created and implemented the firm's business and marketing plans, including budgetary plans.
- Interpreted raw statistics into charts and graphs for both internal analysis and presentation.
- Supervised campaigns, advertisements, control systems, websites, and other promotional strategies.
- Increased overall sales in targeted areas by 75% and assisted in the supervision and training of regional sales staff.

EDUCATION

UNIVERSITY OF UTAH, S.J. QUINNEY COLLEGE OF LAW, *Salt Lake City, Utah*
Doctor of Jurisprudence, May 2007

- Regional Finalist, 2006 ABA Negotiation Competition
- Regional Finalist, 2006 Jessup International Moot Court Competition
- Vice President/CFO, International Legal Issues Society
- Member, University of Utah Men's Water Polo Club Team
- CALI Award: Client Crisis Management
- Articles Editor, International Law Journal
- Member, Business Law Society
- Clinic, Utah Dispute Resolution

UTAH STATE UNIVERSITY, *Logan, Utah*
Bachelor of Arts: Business Management, May 2003
Minor: International Business

- Graduated Magna Cum Laude (Cumulative GPA 3.86)
- All-American Scholar, U.S. Achievement Academy
- Golden Key, International Honor's Society
- Phi Kappa Phi, Academic Honor Society
- Beta Gamma Sigma, Business Honor Society
- National and University Dean's Lists
- President, Korean Club
- University Business Council
- Captain, Utah State Water Polo Team
- University Student Host
- Completed additional coursework in Business Information Systems
- Relevant Class High Scores: Financial Accounting, Corporate Finance, Business Communications, International Management, and Global Business Strategy

THOMAS JEFFERSON SCHOOL OF LAW, *San Diego, California*
WALTER DIAMOND GRADUATE PROGRAM IN INTERNATIONAL TAX & FINANCE
Executive LL.M., *International Tax & Finance, May 2011*

- Graduated Summa Cum Laude (Cumulative GPA 3.957) after three (3) years of part-time, post-graduate legal study
- Received two (2) advanced certifications: U.S. Taxation, Wealth Management & Private Banking
- Class High Scores: U.S. Estate and Gift Taxation, U.S. Partnership Taxation, Wealth Management I

PRESENTATIONS

- What Every Lawyer Needs to Know When Serving on a Nonprofit Board, University of Utah, S.J. Quinney College of Law Alumni Association, April 22, 2015
- Update on Contemporary Estate Planning Strategies, Salt Lake Executives Association, March 2, 2015
- Estate and Gift Taxes, Utah State Bar, March 2014
- Estate Planning for Non-Citizen Spouses, Utah State Bar, March 2014
- Top 10 Legal Pitfalls for Nonprofit Organizations, Utah Nonprofits Association, October 11, 2012
- Multistate and Multinational Estate Practice, Estate Planning Section/Utah State Bar, May 10, 2011
- Effective Tax Strategies for Businesses and Their Owners in 2011, Focus Finance Roundtable, January 6, 2011
- Succession Planning with DGTs and ESOPs, TJSL/Wealth Management Course, November 24, 2009
- Ethical Issues in Estate Planning, Estate Planning Basics/National Business Institute, November 17, 2008
- Estate and Gift Tax Considerations, Estate Planning Basics/National Business Institute, November 17, 2008

PUBLICATIONS

- *FBAR and Reporting Pitfalls for Foreign Financial Accounts and Trusts,* Utah Business Magazine, June 2015
- *Defending the Use of Defective Grantor Trusts,* Utah Bar Journal, January-February 2011
- *Take Steps to Prevent the Loss of Your Legacy,* The Enterprise, August 17, 2009
- *Asset Protection: Keeping Your Hand in the Game,* Utah Business Magazine, May 2009
- *The Devil is in the Details: Corporate Minutes and Other Tedious Tasks,* The Enterprise, September 2, 2008
- *Planning for a Dynasty: Values in Multi-Generational Wealth Transfer,* The Enterprise, June 30, 2008
- *A New Look At Estate Planning,* Horizon Financial Publications, March 11, 2008

PROFESSIONAL MEMBERSHIPS, AWARDS & AFFILIATIONS

- American Bar Association: Tax Division
- Utah Bar: Estate, Nonprofit, Tax, International Sections
- Salt Lake Estate Planning Council
- Utah Planned Giving Roundtable
- Society of Financial Service Professionals
- Chairman, Utah Bar: Non-Profit/Charitable Organizations Section
- Board Member, Utah State University Advisory Council
- Board Chair, Intermountain Healthcare's Homecare and Hospice Foundation
- Board Member, Delonne Anderson Family Foundation
- Board Member, Utah Bar: Young Lawyers Division
- Co-Chair, Utah Bar: Serving Our Seniors [SOS] Project
- Committee Member, Utah Bar: Utah Bar Self Settled Spendthrift Trust Legislation Committee
- Named Utah's Legal Elite by Utah Business Magazine (Estate Planning Category, Nonprofit Organizations Category)
- Named as Mountain State Rising Star by Super Lawyers
- Named as Rising Star by Super Lawyers (Estate Planning Category)

OTHER INFORMATION

- Eagle Scout/Varsity Coach/Tiger Pack Leader, Boy Scouts of America
- Former Missionary, Church of Jesus Christ of Latter-day Saints, Seoul Mission, South Korea (1997-1999)
- Married father of four (4) children
- Volunteer Expert, Utah Wills for Heroes