

**Eric Manterfield, a partner with the Krieg DeVault law firm in the Carmel, IN office will return for his fourth appearance at KCEPS on April 29. Mr. Manterfield is extremely versatile having previously spoken on the marital deduction, buy-sell agreements business succession and second marriages. Our own Joe Price (“HJP”) interviewed him earlier this month.**

**HJP: When did you first become interested in an estate planning career?**

At Law School, I had good professors who got me interested in estate planning.

**HJP: And after that?**

At my first law firm, the two senior partners were my mentors and they had different styles. One focused on the emotional issues with the clients and the other one focused on the tax and intellectual issues. It was a nurturing environment where the attorneys very much cared about their clients. I was able to meld the two approaches (i.e., of the senior partners) and developed my own style that I was comfortable with.

**HJP: What sources do you use to stay current on estate planning law?**

I primarily rely on the ACTEC Listserv. He is constantly overwhelmed by the intelligence of the attorneys who post on that service.

I also read the journal *Estate Planning* and the *Journal of Practical Estate Planning* on a regular basis.

**HJP: In this part of the country, we have seen a huge drop-off in the number of young attorneys pursuing an estate planning career. What are things like in Indiana?**

In this part of the country, there is definitely a drop-off in interest in young attorneys pursuing an estate planning career. I have taught estate planning classes at the University of Indiana at Bloomington for the last 31 yrs and have seen that first hand.

**HJP: If you were giving advice to graduating law students who were contemplating careers in estate planning, what would you say to them?**

I would tell them not to be discouraged by the changes in the estate tax law. In my estate planning class, I talk about the emotional issues inherent in the estate planning relationship and not just the tax issues. In particular, I focus on the changing behavior within the family that occurs at the death of the second parent. I believe that planning for that situation is more important than tax strategies for most families. In general, I try to get across to my students that an estate planning practice provides an opportunity to help people, especially folks who don't often deal with attorneys.

**HJP: Would you advise a graduating law student to start his or her career at a large or a small law firm if the student had the choice and if the firms were roughly equal in “quality”?**

I would most likely suggest going to the large law firm because, if necessary, it is easier to transition from there to the small law firm rather than vice versa. Furthermore, if there are multiple estate planning attorneys at the large law firm, there are more “role models” for the new attorney to learn from.

**HJP: How does the Kansas City Estate Planning Symposium compare with other Institutes at which you have spoken?**

It is one of the highest quality institutes that I am aware of. The speakers are top-notch. It provides a wonderful opportunity for the practitioners in the region to hear national speakers without incurring the travel costs and the much greater expense of the Heckerling Institute (Orlando, FL) or the Notre Dame Tax and Estate Planning Institute (South Bend, IN).