IRA Workshop: Basic & Advanced

Credits – 5.5 CPE (Per Day)
March 5, 2019: Basic
March 6, 2019: Advanced
Marriott Prattville Hotel & Conference Center

Each day can be attended independently but for the most comprehensive learning, attending both days is recommended. The same book will be used for both days.

There are so many pieces to building the IRA foundation of knowledge that it takes a lot of nuts and bolts and "brain-power" to hold it all together. Just when you finally grasp it, they change the rules again! While it may take years to feel like you have a good confidence level and can answer almost any question thrown your way, the goal of these two days is to raise your comfort level if you are a rookie and to reinforce your knowledge if you have a higher level of experience. You will also receive your favorite "tool" – the 275-page 2016-2017 Sunwest Training Corp's IRA Training and Reference Manual which is not only full of easy-to-follow IRA information, but also lots of "Cheat Sheets" and "Quick Reference Tools" to get you through your day-to-day tasks of dealing with your IRA customers.

This intensive 2-day format will help you pull it all together by helping you learn the following:

1. Understanding the Top 20 Basic Terms of IRAs.
2. Next we will review the most commonly used forms to create and complete IRA transactions. (Since this is not vendor-form-specific, please bring a copy of your bank's IRA Application form, Contribution Form, Distribution Form and Rollover Review or Rollover Certification Form as well as any other forms you may have questions on).
3. As the day goes on, you will pick up knowledge of the IRA plan types, Traditional, Roth and SEP.
4. As we go into the second day, we will nail down the use of the proper terminology of "Rollover" vs. "Transfer" when moving money from an employer plan to an IRA and from an IRA to an IRA.
5. Finally, as the project is completed, you will master the complicated areas of IRA Distributions to owners and beneficiaries and IRS reporting, resulting in a better picture of this complicated topic.

Whether you are looking to gain basic knowledge of IRAs, raise your comfort level or sharpen your skills with the most up-to-date rules and regulations, this two day format will cover everything!

The agenda for each day is as follows:

Day 1: IRA Basic Issues

- IRA Terminology – Top 20 Terms
- Explanation of IRA Forms (Not Forms Specific – **Please bring your own forms including Application, Contribution form, Distribution, Rollover Review or Certification and any other commonly used forms**)
- Beneficiary Designations including Primary and Contingent, Trusts and Estates

- Qualifications, Contribution Limits and other new regulations for a:
  - Traditional IRA
  - Roth and Conversion Roth
  - SEP IRAs contributions and IRS reporting

Day 2: IRA Intermediate/Advanced Issues

- Health Savings Accounts
- Qualified Plan Rollovers to a Traditional or Roth IRA
  - Direct vs. Indirect
- IRA to IRA Indirect Rollovers and Direct Transfers – **Once-per-12-month rule clarifications and NEW RULES on 60 day exceptions**
- Distributions
  - Before age 59 ½
  - At age 70½ including mandatory notices
  - 9 Biggest Mistakes of IRA Beneficiary Payouts
  - Overview and Explanation of IRS Reporting Requirements
  - Plus any updated changes to IRAs proposed and enacted for 2016/2017

There will be a review at the end of each day's class.

You are encouraged to bring a sample of the IRA forms your financial institution is currently using including application, contribution and distribution form and rollover review or certification form.

PRESENTER: Patrice Konarik

WHO SHOULD ATTEND: New Account Representatives, Certificate of Deposit Personnel, Savings Counselors, Accountholder Service Representatives, Investment and Trust Personnel who are newly involved in the opening, selling, marketing, or administration of IRAs. Any officer/manager who "oversees" the IRA department and may be responsible for answering IRA accountholders questions or concerns but does not actually open IRA accounts. Experienced IRA Personnel who like a slower pace workshop to cover all the new changes in a comprehensive manner.

QUESTIONS? Call Debbie Pharr at (334) 386-5735.

By registering for this seminar, you give your permission to be photographed and for those photographs to be used by the association.

ABA Cancellation Policy: A processing fee of **$100** applies to all cancellations. We will gladly refund 100 percent of your registration fee (minus $100 processing fee) if notice is given by 12:00 noon, 10 business days before an event.
After 10 business days, no money can be refunded, credited or transferred, although substitution of a participant is welcomed.
Schools and sessions 2 days or more, cancellation processing fee ~ $200 or more TBD.

Late Registration: Please note, there will be a $50 late registration fee for all attendees that register later that 10 business days before the seminar.

Non-ABA Members: Prepayment is required for all non-member attendees for any event.

Early Bird Rates: When applicable, to qualify for the early bird rate, full payment MUST be received by advertised date. Otherwise, additional billing for the regular rate will be necessary.

Note: If registrant has received any manual/handouts prior to cancellation, no money can be refunded, credited or transferred.