



IRA Update for the Experienced IRA Professional

March 2, 2010 ♦ SDBA Office, Pierre

March 3, 2010 ♦ Ramkota Inn, Sioux Falls

About the Program

As the first decade of a new century comes to a close, more of us face an uncertain future than ever before. The changing landscape of our employment, retirement, and taxation continues to occupy much of our thoughts and activities as we move closer to a new decade. Has your IRA department adapted to these economic changes and trends? This course explores distribution and income planning options for IRA holders and their beneficiaries as they approach retirement. For example, the Roth IRA will be available for the first time to a new group of previously ineligible individuals. How will this new option affect their plans for the future? The baby boomers are beginning to distribute their long-saved retirement assets. How will they maximize those assets and how will they pass on those assets to their loved ones? Learn the answers to these questions and more by attending this dynamic seminar.

Schedule

8:30 - 9:00 am CT..... Registration
 9:00 – Noon CT Program
 Noon - 12:45 pm CT..... SDBA Host Luncheon Break
 12:45 -3:45 pm CT Program Continues

Registration Fee

Early Registration Will Save You Money
 Registration Fee..... \$225/person
 Non Member Fee..... \$330/person
 After Feb 22nd add \$30/person
 On-Site..... add \$40/person
 The registration fee includes the program, handout, breaks, and luncheon.

Registration Form

IRA Update
 March 2 & 3, 2010

Bank _____
 Address _____
 City/State/Zip _____
 Phone _____ Fax _____

Please register the following : NAME	E-Mail	Location
		<input type="checkbox"/> Pierre; <input type="checkbox"/> Sioux Falls
		<input type="checkbox"/> Pierre; <input type="checkbox"/> Sioux Falls
		<input type="checkbox"/> Pierre; <input type="checkbox"/> Sioux Falls
		<input type="checkbox"/> Pierre; <input type="checkbox"/> Sioux Falls

Make checks payable to SDBA

Fee \$225 /person; Non member fee \$330/person; after Feb 22, add \$30/person; on-site add \$40/person

Total Enclosed: \$ _____

Send Registration to:

SDBA ♦ PO Box 1081 ♦ Pierre, SD 57501 ♦ PH: 605-224-1653 ♦ FX: 605-224-7835
 Or register on-line at www.SDBA.com; click on Calendar of Events – Visa or Mastercard.
 (Non-members may attend. Please call SDBA offices for more information)

About the Speaker

Mike Nelson taught marketing for 13 years at Central Lakes Community College and from there, started his own training company where he conducted insurance, real estate and securities training seminars. He has developed financial training services for financial institutions and holds BS and MS degrees from St. Cloud State University.

About the Company

Ascensus seminars are delivered by a team of highly-trained retirement plan consultants who earn nationally recognized industry designations (e.g., CIP, CISP, QPA, and QKA) and have a practical understanding of the IRA issues financial organizations face every day. The consultant in your seminar also participates in our popular *800 Consulting* service and live webinars.

Course Topics

- ❖ Service Enhancement Opportunities
 - Understand the new opportunity for high-income, high net-worth individuals to use Roth IRAs
 - Review employer-sponsored retirement plan-to-Roth IRA rollover rules
 - Discover how being proficient in recharacterizing contributions may enhance the services you provide to your IRA holders
 - Identify excess contributions and solutions for correcting them while maintaining asset retention
- ❖ Required Minimum Distributions
 - Review current RMD rules
 - Understand the historical perspective
 - Discuss what the future may hold
- ❖ Beneficiary Issues
 - Learn the nuances between inherited IRAs and subaccounts and the different beneficiary options
 - Discuss minors as beneficiaries
 - Explore trusts and estates as beneficiaries, including qualified/nonqualified trusts and special treatment under private letter rulings
 - Understand the rules and reasons for disclaiming inherited IRA assets
- ❖ Reporting Requirements
 - Know (and love?) the new Form 5498
 - Become an expert at year-of-death reporting
 - Lose your fear of reporting corrections
 - Understand the reports required for account holders

Who Should Attend

- ❖ IRA administrators, personal bankers, and member services personnel who have a working knowledge of basic IRA operations and wish to expand upon their expertise and provide enhanced customer service
- ❖ Those who want to understand how an IRA may do more than provide retirement income if faced with unexpected opportunities or challenges
- ❖ Financial professionals who recognize that a Roth IRA can provide flexibility in retirement planning and distribution options
- ❖ Seasoned IRA professionals who may need to recharge their IRA batteries to understand and explain the latest IRA features
- ❖ Compliance personnel with procedural oversight of IRA policies and practices
- ❖ Support personnel responsible for promotional materials (both printed and electronic) that describe the services provided by their organization

Credits

This program has applied for continuing education credits from the SD Division of Insurance and from the Institute of Certified Bankers (ICB)

Tax Information

The cost includes \$22.00 for meals and breaks. This information is provided for your IRS tax records, in keeping with Section 274(n).

Refund Policy

Refund of registration fees will be issued according to the following policy:

- Ⓒ 100% for cancellations received one week or more before the seminar
- Ⓒ 75% for cancellations received 3 to 6 days before the seminar
- Ⓒ no refund for cancellations received within 2 days of the seminar

Seminar Location

Carpooling? See list of registrants posted at www.sdba.com.

South Dakota Bankers Association
109 W Missouri ♦ Pierre
☎ (605) 224-1653

Ramkota Inn
3200 West Maple ♦ Sioux Falls, SD
☎ (605) 336-0650