



IRA UPDATE SEMINAR

Seminar Overview

IRAs continue to be a popular way to save for retirement. According to the Investment Company Institute's (ICI) 2011 Investment Company Fact Book, by the end of 2010, IRAs accounted for 27 percent of all U.S. retirement plan assets and held \$4.7 trillion (up from \$4.3 trillion at the end of 2009). Of those households owning Traditional IRAs in 2010, 15 percent took distributions from their Traditional IRAs in 2009. In the past, IRA owners typically took Traditional IRA distributions to satisfy the required minimum distribution (RMD) requirements. But in recent years, a poor economy and a string of natural disasters has forced some IRA owners to use their IRAs for nonretirement reasons. These facts emphasize the importance of understanding and correctly administering, not just RMDs, but all types of IRA distributions.

Through hands-on training and peer discussions, this informative seminar will focus on various IRA distribution topics in addition to RMDs, such as taxation, early distributions, Roth IRA distributions, and handling IRA assets after an IRA owner dies. The seminar will close with an overview of marketing opportunities for HSAs, SEP plans, and SIMPLE IRA plans.

Course Highlights

Required Minimum Distributions

- ◆ Define an RMD and the associated deadlines
- ◆ Learn the components of the RMD calculation and calculate an RMD
- ◆ Understand the IRS penalties for failing to take an RMD
- ◆ Discuss various RMD issues

Beneficiary Distributions

- ◆ Explore all IRA beneficiary options
- ◆ Learn about life expectancy payments and how to calculate them
- ◆ Discuss beneficiary portability options

IRA Distributions

- ◆ Discuss taxation of IRA distributions
- ◆ Understand the early distribution penalty tax exceptions and when each may apply
- ◆ Learn Roth IRA ordering rules
- ◆ Distinguish between qualified and nonqualified Roth IRA distributions

Additional Market Opportunities

- ◆ Compare SEP and SIMPLE IRA plans
- ◆ Summarize HSAs and their benefits

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
- Seasoned IRA professionals who may need to learn 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

Dates & Locations

Cape Girardeau **October 25, 2011**
Drury Lodge 573-334-7151
104 S. Vantage (I-55 & Route K)
Cape Girardeau, Mo.

Columbia **October 26, 2011**
Holiday Inn Executive Center 573-445-8531
2200 I-70 Drive SW
Columbia, Mo.

Springfield **October 27, 2011**
Holiday Inn North 417-865-8600
2720 North Glenstone
Springfield, Mo.

Kansas City **October 28, 2011**
Holiday Inn – Kansas City Northeast 816-455-1060
7333 NE Parvin Road
Kansas City, Mo.

About the Instructor

Mike Nelson has been MBA's IRA instructor for the past nine years. Mike not only instructs, he listens and responds to special needs, and involves his audience in an effective group learning experience. You are encouraged to participate by asking questions or sharing concerns throughout the program. Handbooks are provided by ASCENSUS, an endorsed vendor of MBA Bankers Service Corporation.

Schedule _____

8:00 a.m. Registration Check-In
8:30 a.m. Seminar begins
Noon Lunch
12:45 p.m. Seminar resumes
3:30 p.m. Adjournment

Continuing Education _____

Submitted for Insurance CE credits from the Missouri Division of Insurance.

Registration Information _____

Fees: Member \$225 per person
Each Additional \$205 per person
Non-member \$400 per person
Each Additional \$380 per person

The cost of meals included in this registration fee for this meeting is \$19.00. This information is provided for your bank’s tax records, in keeping with the IRS 50 percent deductible provisions under Section 274(n) of the Internal Revenue Code.

Cancellation/Refunds: Full refunds will be granted for cancellations received by MBA at least 10 days prior to the seminar date. After that date, an administrative fee of \$10 per canceled registration will be retained. Cancellations will not be accepted four days prior to the seminar. Substitutions are always permitted.

Disabilities _____

Do you have any disabilities that require special assistance? If yes, attach a brief letter explaining how we may best accommodate your needs, or call Cindy Foltz at 573-636-8151.

Four Ways to Register _____

By Fax Complete and fax to (573) 634-2754
By Phone Call the MBA at (573) 636-8151
By Mail Mail the completed form and registration fees to:
Missouri Bankers Association
P.O. Box 57
Jefferson City, MO 65102
Online www.mobankers.com

Registration Form - IRA Update Seminar

Please check location you wish to attend:

- Cape Girardeau Columbia Springfield Kansas City

Bill to _____

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

Names of Attendees _____

Name _____
Title _____
E-Mail _____
Name _____
Title _____
E-Mail _____
Name _____
Title _____
E-Mail _____

Method of Payment _____

Member Fee \$225 # _____ \$ _____
Each Additional..... \$205 # _____ \$ _____
Non-member Fee \$400 # _____ \$ _____
Each Additional..... \$380 # _____ \$ _____
Total amount due: \$ _____

- Check enclosed, payable to **MBA**
 Invoice the bank.

Credit Card Payment* **(Please type.)**

- VISA** **MasterCard**

Exp. Date _____ **No.** _____

Type Name _____

Signature _____

**Only VISA and MasterCard are accepted.*