



# IRA UPDATE: OPERATIONAL ISSUES

## Seminar Overview

Individual retirement arrangements (IRAs) continue to play an important role in saving for retirement. During 2009, nearly 4 out of 10 U.S. households owned IRAs and more than 75 percent of IRA-owning households participated in employer-sponsored retirement plans.\* These statistics emphasize the potential for interaction between IRAs and employer-sponsored retirement plans. With the market so focused on converting assets to Roth IRAs right now, financial organizations need to know how best to facilitate these transactions to stay competitive. Equally as competitive—and ripe for operational error—is the required minimum distribution (RMD) and beneficiary market. To have a successful, revenue-generating IRA department, IRA administrators must understand the rules surrounding these issues and know how to correctly perform complicated IRA transactions.

This informative seminar will focus on various IRA operational issues such as converting or rolling over assets to Roth IRAs, distributing RMDs, and handling IRA assets after an IRA holder dies. Attendees also will learn how recent legislative changes will affect their day-to-day operations. Through hands-on training and peer discussions, attendees will discover practical solutions to common IRA problems. Don't wait any longer—sign up today and help your IRA department become cutting-edge in the increasingly competitive IRA industry.

\* Investment Company Institute, The Role of IRAs in U.S. Households' Saving for Retirement, 2009

## Course Topics

### Legislative Update

- ◆ Learn how certain Coverdell education savings account (ESA) provisions may change beginning January 1, 2011
- ◆ Discover how the Patient Protection and Affordable Care Act affects IRA distributions

### Conversions and Employer-Sponsored Retirement Plan Rollovers to Roth IRAs

- ◆ Explore the opportunities available with 2010 conversions and employer-sponsored retirement plan-to-Roth IRA rollovers
- ◆ Review the Roth IRA ordering rules, including the special "acceleration" rule applicable to 2010 conversions and employer-sponsored retirement plan-to-Roth IRA rollovers
- ◆ Understand how IRA holders can take advantage of the Roth IRA "loophole"
- ◆ Examine recharacterization procedures

### Required Minimum Distribution Procedures

- ◆ Explore the different options organizations use to create RMD statements
- ◆ Review procedures for correctly distributing RMDs
- ◆ Understand the IRS reporting requirements for RMDs

### Beneficiary Procedures

- ◆ Explore the step-by-step process of creating beneficiary accounts
- ◆ Discuss procedures for accepting beneficiary disclaimers
- ◆ Learn which payout options are available to successor beneficiaries
- ◆ Compare procedures for distributing inherited IRA assets
- ◆ Examine beneficiary portability options
- ◆ Review IRA beneficiary reporting requirements

### Miscellaneous

- ◆ Learn how (and why) the nonqualified HSA distribution penalty is changing
- ◆ Review procedures for processing qualified HSA funding distributions
- ◆ Discover how the Heartland Disaster Tax Relief Act of 2008 affects IRAs
- ◆ Discuss the process of FDIC/NCUA takeovers

## Who should attend?

- IRA administrators, personal bankers, and member services personnel who have a working knowledge of IRA operations and wish to enhance their IRA expertise
- Financial professionals who have daily contact with IRA holders in complex situations
- Seasoned IRA professionals who want to improve their level of customer service
- Compliance personnel wishing to concentrate on IRA issues as part of their overall compliance package
- Support personnel responsible for promotional materials that describe the services their organizations provide

## 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.

**Dates & Locations**

**Cape Girardeau** November 2, 2010  
Drury Lodge 573-334-7151  
104 S. Vantage (I-55 & Route K)  
Cape Girardeau, Mo.

**Columbia** November 3, 2010  
The Stoney Creek Inn 573-442-6400  
2601 S. Providence  
Columbia, Mo.

**Springfield** November 4, 2010  
Holiday Inn North 417-865-8600  
2720 North Glenstone  
Springfield, Mo.

**Kansas City** November 5, 2010  
*LOCATION CHANGE . . . the seminar has been moved from  
the Courtyard Marriott to . . .*  
Holiday Inn 816-455-1060  
7533 NE Parvin RD  
Kansas City, Mo.

**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**

Approved for 6.0 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

**Registration Form - IRA Update Seminar**

*Please check location you wish to attend:*

Cape Girardeau     Columbia     Springfield     Kansas City

**Bill to** \_\_\_\_\_  
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*\*Only VISA and MasterCard are accepted.*