



# IRA Seminars • Fall 2010



**September 21-22 • Best Western Doublewood Inn, Bismarck ND**  
**September 23-24 • Ramada Plaza Suites, Fargo ND**

## IRA Fundamentals

September 21 – Best Western Doublewood Inn, Bismarck  
 September 23 – Ramada Plaza Suites, Fargo

## Advanced IRAs: Operational Issues

September 22 – Best Western Doublewood Inn, Bismarck  
 September 24 – Ramada Plaza Suites, Fargo

## About the Speakers

Ascensus seminars are delivered by a group of highly trained retirement plan consultants who thoroughly understand the laws affecting IRAs. The consultants have daily contact with financial organizations that offer IRA products and specialize in providing practical solutions to the most complex IRA issues.

## Registration Fees

Please note: fees listed are per person, per day.

	<u>Advance</u>	<u>After September 1</u>
First Attendee	\$205	\$225
Additional Attendee	\$185	\$205

*(NDBA price includes lunch)*

## Schedule

8:00-8:30 a.m. Registration and continental breakfast  
 8:30 a.m. Seminar begins  
 11:45 a.m. Lunch hosted by NDBA  
 1:00 p.m. Seminar resumes  
 4:15 p.m. Seminar concludes

## Hotel Information

### Best Western Doublewood Inn, Bismarck

1400 E Interchange Ave  
 Bismarck ND 58501  
 Phone: 701.258.7000  
 Room rate: \$71  
 Room block will be held until September 6.

### Ramada Plaza Suites, Fargo

1635 42nd Street S  
 Fargo ND 58103  
 Phone: 701.277.9000  
 Room rate: \$89  
 Room block will be held until August 23.

*Questions?* Please call Dorothy Lick, NDBA's SVP of Education, at 701.223.5303.

## NDBA Registration Form

## IRA Seminars Fall Tour • September 21-24, 2010

### Registration Information

	<u>Advance</u>	<u>After Sept. 1</u>
First Attendee	\$205	\$225
Add'l Attendee	\$185	\$205

*(NDBA price includes lunch)*

**Register by September 1 and save \$20.**

Mail this form with payment to:  
 North Dakota Bankers Association  
 Attn: Registration  
 PO Box 1438  
 Bismarck ND 58502

or fax to 701.258.0218.

Questions? Call Dorothy Lick, SVP of Education with the North Dakota Bankers Association, at 701.223.5303.

Bank: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 Phone: \_\_\_\_\_

### Registrants

*Choose seminar & location:*

1. \_\_\_\_\_  Basic  Advanced  
 Branch location (if different): \_\_\_\_\_  Bismarck  Fargo  
 Email: \_\_\_\_\_

2. \_\_\_\_\_  Basic  Advanced  
 Branch location (if different): \_\_\_\_\_  Bismarck  Fargo  
 Email: \_\_\_\_\_

3. \_\_\_\_\_  Basic  Advanced  
 Branch location (if different): \_\_\_\_\_  Bismarck  Fargo  
 Email: \_\_\_\_\_

Total Due:

# IRA Seminars • Fall Tour 2010

## IRA Fundamentals

*IRA Fundamentals* is one of Ascensus's most popular seminars. Each year thousands of IRA professionals attend this seminar to enhance their knowledge of Traditional and Roth IRAs—including the latest information on IRA portability, beneficiary, and reporting rules. Experienced instructors use classroom instruction, multimedia presentations, and real-life examples to create an ideal learning environment for attendees. This seminar is designed to teach IRA fundamentals to individuals who are new to the retirement industry or who need a general IRA refresher. Although *IRA Fundamentals* is an introductory course, instructors will assist attendees with more advanced questions.

### Course Topics

#### Roth and Traditional IRA Plan Establishment

- Documentation requirements
- Plan agreements and disclosure statements

#### Contributions

- Eligibility requirements
- Distinction between eligibility and deductibility

#### Moving IRA Assets

- Rollovers, transfers, conversions, and recharacterizations
- Transaction forms
- Step-by-step procedures

#### Roth and Traditional IRA Distributions

- Required minimum distributions (RMDs)
- Roth IRA distribution rules
- Beneficiary distributions

#### Required Reporting

- Importance of accurately completing transaction forms
- Reporting deadlines

### Course Benefits

#### After attending this seminar you will:

- understand the IRA establishment process,
- know how to select and complete appropriate forms for IRA transactions,
- recall the contribution limits for Traditional and Roth IRAs,
- realize the role you should (and should not) play when accepting IRA contributions,
- understand how to process IRA distributions,
- recognize the types of reports you must submit to the IRA holder and to the IRS, and
- know the pertinent information you must include on required reports.

### Who Should Attend?

#### You should attend this seminar if you:

- need to learn the basic rules that govern Roth and Traditional IRAs, or
- need an updated, general refresher on IRA rules.

### Continuing Education Credits

These IRA seminars have been submitted for insurance continuing education credits. Please call NDBA for details.



## Advanced IRAs: Operational Issues

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, banks 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. \* 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 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 the Roth IRA “loophole”
- Examine recharacterization procedures

##### Required Minimum Distribution Procedures

- Explore the options for RMD statements
- Review procedures for correctly distributing RMDs
- Understand the IRS reporting requirements for RMDs

##### Beneficiary Procedures

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

##### Miscellaneous

- Learn how the nonqualified HSA distribution penalty is changing
- Review procedures for 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 personnel who have a working knowledge of IRA operations and want to expand their expertise to provide enhanced customer service.
- Seasoned 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 that describe the services provided by their organization.