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Basic and Advanced IRA Seminars

Presented by the New York Bankers Association

"An investment in knowledge always pays the best interest." -Benjamin Franklin



October 11, 2017 – Basic

October 12, 2017 -

Advanced

Doubletree Hotel
6301 Route 298 East
East Syracuse, NY
(315) 432-0200

Schedule

8:00 am - Registration
8:30 am - Program
12:00 noon - Lunch
4:00 pm - Adjourn

Questions

Rose Murjani
212-297-1666
rmurjani@nyba.com

Instructor

Frank LaLoggia
Ascensus

"Frank covered so much material but he made each item clear, simple and understandable."

"The seminar was great. The instructor was fantastic."

IRA Essentials 2017 – Basic Seminar

IRA Essentials is the perfect workshop for individuals who are just starting out in retirement services or for those who simply need a refresher on IRAs. By using hands-on training and real-life examples throughout the day, participants are able to apply information to job-related situations. Each workshop attendee will leave this session able to work with IRA owners and process basic IRA transactions with confidence.

Who Should Attend?

- Those who need to understand the basic rules governing Roth/Traditional IRAs;
- Those employees looking for an updated, general refresher on IRA rules.

Advanced IRAs: Hot Topics for 2017

If you already have a basic understanding of IRAs but need additional training on complex issues, then the Advanced IRA Workshop is for you. This workshop takes an in-depth look at some of the most challenging issues facing the retirement plan industry today, including the current status and impact of the **Department of Labor Fiduciary Rules**. By attending Ascensus' Advanced IRAs workshop, you will learn advanced concepts and how to apply those concepts to real-life situations.

Who Should Attend?

- IRA administrators, personal bankers, and other staff who want to provide enhanced customer service;
- Financial professionals looking for new ways to integrate IRAs into retirement planning;
- Seasoned IRA professionals who need to understand and explain the latest IRA features;
- Compliance personnel with procedural oversight of IRA policies and practices;
- Support personnel responsible for product and service marketing.

Previous IRA knowledge is recommended for the Advanced Seminar.

Those attending these seminars should bring a hand-held calculator.

AGENDA

IRA Essentials – Basic Seminar

Introduction to IRAs

- Explain the benefits of an IRA
- Identify the tax differences of a Traditional and Roth IRA

Establishing an IRA

- Examine the process for establishing an IRA and the required documents
- Differentiate between types of beneficiaries

IRA Funding

- Traditional and Roth IRA eligibility requirements
- Contribution limits and deadlines
- Contribution reporting requirements

IRA Distributions

- Distinguish possible taxes on IRA distributions
- Federal and state tax withholding requirements
- Examine IRA penalties and their exceptions
- Distribution reporting

Portability

- Differences between a rollover and a transfer
- Moving assets between employer-sponsored plans and IRAs
- Rollover reporting

Advanced IRAs

Implications of Department of Labor Fiduciary Rule

- Including IRA deposit account investments

Resolving Contribution Issues

- Differences between a true excess and a deemed excess
- Deadlines to correct excess contributions
- Calculating net income attributable (NIA) and methods for correcting an excess contribution

Advanced Portability

- New PLR fees
- Self-certification extensions of 6-day IRA rollover rule
- Plan rollovers to SIMPLE IRAs

Required Minimum Distributions

- Calculate a required minimum distribution
- RMD rules and reporting requirements

IRA Death Issues

- Agents designating beneficiaries
- Divorce and beneficiary designations
- Charity/organization as beneficiary
- Assets disbursed after death
- Predeceased beneficiaries
- Beneficiary dies after owner but before receiving assets
- Beneficiary disclaimers
- Handling minor beneficiary designations

Registration: \$280 first registrant; \$250 each additional registrant; covers the cost of instruction, reference manual, refreshments and lunch per day. To register, complete registration form and return to address/fax/email listed. Checks payable to: New York Bankers Association. Visa, MasterCard, and Discover are accepted.

Continuing Education: The New York Bankers Association is an approved sponsor of continuing professional education (CPE) for Certified Public Accountants and is registered with the New York State Board for Public Accountancy.

Ascensus is an approved provider of continuing professional education with: Certified Financial Planner/CFP; and the Institute of Certified Bankers/CISP, CRSP, CTFA. Please call 800-346-3860 to confirm credits.

Can't make the Syracuse program?

Ascensus offers IRA training through the **GSB Online Classroom** – 90-minute segments delivered LIVE over the Internet by Ascensus trainers. A fee of \$275 or \$415 per topic includes handouts and unlimited access to the recording for 90 days after the LIVE program. Topics include: Introduction to IRAs; IRA Beneficiary Distributions; Transfers and Rollovers; IRA Distributions; IRA Beneficiary Distributions; Top 10 IRA Issues; Everything Roth. Register before September 1 for multiple programs and receive a discount!

For dates and to register: <https://www.gsb.org/online-seminars/choose-seminar.php>

Comprehensive training in all aspects of IRAs – the **IRA Online Institute** – next course starts Sept 5 - \$1595 members; for details and to register: <http://nyba.com/professional-development/aib/aib-ira-online-institute/>

Hotel Reservations in Syracuse: Call Kerry Carney at NYBA – 212-297-1675.

Registration Form

IRA Seminars – Basic and Advanced

Location: (check) Syracuse: Oct 11-Basic Syracuse: Oct 12-Advanced

Registration Fees: \$280 per registrant; \$250 each additional registrant (PER DAY)

Payment type: Check enclosed Please invoice MC Visa Discover

Card # _____ Exp _____

Name on Card _____ V-Code _____

Please fill out completely; copy form for additional registrants.

Name _____ Nickname _____ Title _____

Mailing Address _____ **Date(s) Attending** _____

City _____ State _____ Zip _____

Phone _____ Fax _____ E-mail _____

Name _____ Nickname _____ Title _____

Mailing Address _____ **Date(s) Attending** _____

City _____ State _____ Zip _____

Phone _____ Fax _____ E-mail _____

Name _____ Nickname _____ Title _____

Mailing Address _____ **Date(s) Attending** _____

City _____ State _____ Zip _____

Phone _____ Fax _____ E-mail _____

Authorized by:

Name _____ Title _____

Institution _____ Phone _____

Send registration form and payment to:

New York Bankers Association
Attn: Rose Murjani
99 Park Avenue, 4th Floor
New York, NY 10016

Or, FAX to 212-297-1683

Cancellation Policy: Cancel by 12:00 noon, Sep 27 and receive a full refund. Cancel between Sep 27 and 12:00 noon, Oct 4 and receive a refund less \$75 cancellation fee. No refunds will be granted for cancellations made less than one week prior to the seminar date. There is no charge for substitutions; please call 212-297-1666 with name(s) of replacements(s).