IRA WORKSHOP

Basic & Advanced Sessions

MARCH 8-9, 2022

Marriott on 280 • Birmingham, AL

PRESENTED BY
Pat Konarick

WHO SHOULD ATTEND?

Everyone even remotely involved in IRAs at your financial institution including: New Account Representatives, Certificate of Deposit Personnel, Savings Counselors, Accountholder Service Representatives, Investment and Trust Personnel who need this update and are involved in the opening, selling, marketing, or administration of IRAs. Any officer/manager who "oversees" the IRA department and may be responsible for answering IRA accountholders questions or concerns but does not actually open IRA accounts. Experienced IRA Personnel who like a slower pace workshop to cover all the new changes in a comprehensive manner.

IRA WORKSHOP *A two-day comprehensive event*

What an IRA Merry-Go-Round 2020 was and it's still spinning into 2021 and 2022!! After the SECURE Act was signed into law on December 20, 2019 and made effective on January 1, 2021, you would think by now all the IRS clarifications would have been released. We are still waiting for some guidance after almost 2 years of enactment. These are the most substantial changes we've had to IRAs in almost 15 years. There are too many issues and too many potential pitfalls financial institutions will experience if they don't have a working knowledge of these changes. Forms have been changed, IRA software was most likely updated, and most of the new rules have gone through several interpretations. On top of that, The CARES Act was passed 3 months later making even more rules and regulations changes to IRAs.. While most of the CARES Act provisions have expired, there are some "repayments" allowed for the next 2 years.

In the IRA Basic class on Day 1, you may be thinking, I don't even know the old rules to know what the new changes are. Unfortunately, you will need to know the old and the new rules because most of the IRA rules prior to 1/1/2020 are "grandfathered." But don't worry, you will have the totally updated IRA "Red" Book Training manual with lots of "cheat sheets" to show you the "before" and "after".

In the IRA Advanced Day 2, we will summarize the changes and then actually get into the nitty gritty of new distribution regulations to owner's and beneficiaries - what stays the same and what changes? How do we disclose all these changes to our customers?

1. Understanding the Top 20 Basic Terms of IRAs.
2. Next we will review the most commonly used forms to create and complete IRA transactions.
3. As the day goes on, you will pick up knowledge of the IRA plan types, Traditional, Roth and SEP.
4. And finally, on day 2 you will better-learn and comprehend the complicated areas of Rollovers and Transfers, Health Savings Accounts and IRA Distributions to owners and beneficiaries and IRS reporting, resulting in a better picture of this confusing topic incorporating the new rules as part of the SECURE and CARES Act of 2020.

IRA BASICS (DAY ONE)

TOPICS INCLUDE:

- IRA terminology – Top 20 terms
- Explanation of IRA forms - not forms specific ***(Please bring your own forms including application, contribution form, distribution, rollover review or certification and any other commonly used forms)***
- Beneficiary designations including primary and contingent, trusts and estates
- Qualifications, **2021/2022 contribution, income phase-out limits, age limits** and other new regulations for a:
  - Traditional IRA
  - Roth and conversion roth
  - SEP IRAs contributions and IRS reporting

IRA ADVANCED (DAY TWO)

TOPICS INCLUDE:

- Updated legislative regulations on IRAs as the result of the **SECURE** and **CARES Act** and the 2022 cost of living adjustments
- Health savings accounts
- QP rollovers and IRA rollovers and transfers.
- Distributions
  - Federal income tax withholding
  - Before age 59 ½ - reporting the penalty exceptions.
  - At age 72 beginning in 2021 – including mandatory notices.
  - 9 biggest mistakes of IRA beneficiary payouts
  - Rules on new non-spouse beneficiary payout requirements beginning in 2020
  - Overview and explanation of IRS reporting requirements

Please bring your own forms including application, contribution form, distribution, rollover review or certification and any other commonly used forms.

HOTEL ACCOMMODATIONS

This event will be held at the Marriott on 280 in Birmingham.

Click here to book your stay.

Deadline to make reservations is Feb. 11

Hotel is located at 3590 Grandview Parkway, Birmingham, AL

ABOUT THE SPEAKER

Patrice M. Konarik is president of Sunwest Training Corp. located in the Texas Hill Country near San Antonio, Texas. With more than 35 years experience in the financial industry, Patrice has focused her expertise on the retirement and new account areas and is currently providing live training and webinars on these subjects on a nationwide basis.

AGENDA

7:30 a.m.	Registration
8:00 a.m.	Seminar begins
11:30 a.m.	Lunch on your own
12:30 p.m.	Seminar resumes
3 p.m.	Adjourn

Business casual dress is appropriate for all events. We recommend bringing a light jacket or sweater as the temperature in the meeting room could be cool.

IRA REGISTRATION

REGISTER FOR **BOTH** SESSIONS AND **SAVE**!

Full, two-day registration fee (per person): $745 Member
Single day registration fee (per day): $395 Member; $595 Non-Member

Name ____
Bank ______________________ Address ______________________
Direct ______________________ Cell ______________________
Email ______________________
Additional Attendee: ______________________________________
Additional Attendee: ______________________________________

WILL ATTEND: ❍ Both Sessions ❍ March 8 only (Basics) ❍ March 9 only (Advanced)

PAYMENT METHOD:

❍ I have enclosed my check for my registration fees.
❍ Please invoice me for my registration fees.
❍ Please charge my credit card the following amount: $______
❍ Visa ❍ MasterCard ❍ Amex ❍ Discover
Card Number: ______________________________Exp.: ___/____
Name as it appears on card: ______________________________

IMPORTANT POLICIES* – *Cancellation: *A processing fee of $200 applies to all cancellations. We will gladly refund 100 percent of your registration fee (minus $200 processing fee) if notice is given by 12 noon, 15 business days before the event. After 15 business days, no money can be refunded, credited or transferred, although substitution of a participant is welcomed.* ***Late Registration:*** *Please note there will be a $50 late registration fee for all attendees that register later than 10 business days before the seminar.* ***Non-ABA Members:*** *Prepayment is required for all non-member attendees for any event.* ***Early Bird Rates:*** *To qualify for the early bird rate, full payment MUST be received by advertised date. Otherwise, additional billing for the regular rate will be necessary.* ***Note:*** *If registrant has received any manual/handouts prior to cancellation for a week-long school session, no money can be refunded, credited or transferred.* ***Photo Use:*** *By registering, you give your permission to be photographed and for those photographs to be used by the association.* ***Waiver and Indemnity:*** *Unless otherwise stated in writing, attendance at this event is governed by the Alabama Bankers Association's "Standard Event Waiver and Indemnity Policy" available at https://www.alabamabankers.com/abaimis/alabamabankers/waiver. Please contact ABA with any questions.*

To register, you may email this form to dpharr@alabama.bank. Or, you may mail this form and appropriate fees to: **ABA, 445 Dexter Avenue, STE 10025, Montgomery, AL 36104.**
For more information, contact Debbie Pharr, director of education, at (334) 386-5735 or dpharr@alabama.bank. Fax: (334) 244-9382.