2018 IRA Advanced Seminar

February 8, 2018 • 8:30 a.m. - 4:00 p.m.

MBA Office • 640 North State Street • Jackson, MS • (601) 948-6366

Seminar Overview

Costly reporting errors cause customers to receive letters from the IRS showing thousands of dollars in taxes owed?? One of the biggest culprits is the lack of training and misuse of the terminology "rollover" vs. "transfer", causing IRA accountholders to receive these unnecessary letters and bills from the IRS for taxes owed. You can't make up policies that go against the IRS regulations. The withdrawal coding and contribution coding have to match to cancel the taxability of the transaction. Are you looking for a seminar that is going to separate fact from fiction for the more technical areas of IRAs? If so, this is the session you should plan to attend. Too many times "experts" post things on the internet that appear to be vague or many times fabricated regarding retirement account rules and regulations. IRAs are a specialized area that requires expertise.

Participants will get the answers to these and many more common questions.

- What are the legislative updates for 2017 and 2018?
- Will the Tax Reform Act of 2017 affect IRAs?
- What are the penalty-free withdrawal rules for hurricane-affected areas?
- How do you report Qualified Charitable Distributions on the 1099-R?
- What is the three-piece puzzle to solve regarding rollovers and transfers?
- What is a "late rollover" and when can this exception be used?
- What are the 9 – Yes – 9 biggest mistakes we make on beneficiary payouts?
- Are Health Savings Accounts worth offering to our customers?
- What are the most common mistakes on IRA IRS reporting and how to avoid them?

This program focuses on recent changes, and the content is at the intermediate to advanced level. It is assumed that participants are familiar with the basics of IRAs. Each participant will receive the complete 275-page Sunwest Training IRA Training and Reference Manual - the "Red Book", which is constantly updated to reflect the new regulations.

Seminar Instructor

Patrice M. Konarik is president of Sunwest Training Corp. founded over 20 years ago and is located in the Texas Hill Country near San Antonio, Texas. With over 30 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. She has a BS in Management Science from New York's Binghampton University. Many state banking associations and other organizations use her as their main source for training on these complicated topics. Patrice's upbeat personality and former banking experience easily encourages interaction and questions during the training sessions.

Year 2018 Highlights:

i. Legislative updates including: 2018 IRA Cost of Living Adjustments
ii. Health Savings Account qualifications and custodial responsibilities
iii. How to avoid the 6 biggest mistakes of Qualified Plan Rollovers
iv. IRA Transfers vs. IRA Rollovers – You MUST know the difference!!
v. IRA Distributions including Minimum Distribution and Beneficiary Options:
vi. Distributions at 70½
vii. 9 Red flags of IRA beneficiary payouts

Who Should Attend:

IRA personnel in New Accounts, CDs, Trust, Investments and Savings Departments who are involved in the opening, selling, and administration of IRA accounts will benefit greatly from the thorough discussions of the more complicated aspects of the IRA and from the "Annual IRA Update and Review".

*This is considered an "Intermediate" workshop.

Registration Information

- **MBA Members:** $295 per person
- **Non-Members:** $590 per person

Registration fees include instruction, materials, refreshment breaks and lunch. Hotel reservations are NOT included in registration fees.

Cancellation Policy

Register before February 1 if possible. Full registration fees will be refunded if a cancellation is received on or before February 1, 2018. After that date, a $50 processing fee will be retained. No refunds will be granted for cancellations made the day of the conference. Substitutions are welcome at no charge.

Hotel Information

There is no room block for the event. There are several hotels in the downtown area. If you need help locating a hotel, you may call Lori Richardson at the MBA Office for suggestions. The attendee is responsible for room payment including taxes and expenses.

More Information

Dress for the seminar is business casual. We recommend that you bring a light sweater or jacket in the instance the room is cool. Registration will begin at 8:30 a.m. on Thursday, February 8. If you need additional information, please contact Lori at the MBA Office by calling 601-948-6366 or by emailing lrichardson@msbankers.com.

2018 IRA Advanced Seminar

February 8, 2018

PLEASE DUPLICATE FORM FOR EACH REGISTRANT

Bank/Company Name: ______________________ Phone Number: ____________

Registrant Name: ______________________

Bank Address: ______________________

Email Address: ______________________

(SEE REGISTRATION INFORMATION ABOVE FOR FEE BREAKDOWN)

☐ $295 FOR MBA MEMBER

☐ $590 FOR NON-MEMBER

Each individual registration will receive a confirmation of registration via email or fax. Please contact the MBA at (601) 948-6366 if you do not receive a confirmation within 48 hours.

TO REGISTER: Scan & Email to lrichardson@msbankers.com.

The Mississippi Bankers Association would like to take this time to recognize our MBA PROGRAM PARTNERS, listed below, that provide support to the MBA for a wide-range of events throughout the year.

Please take a moment to thank representatives of these companies when you get the chance!

For more information about Program Partners, contact
Brooke McCoy, MBA marketing manager, bmccoy@msbankers.com

Mississippi Bankers Association
Program Partners

BKD LLP CPAs & Advisors

Crews&Associates Investment Bankers

DELUXE Strategic Sourcing

FIStrategies

Silas Simmons LLP Certified Public Accountants and Advisors

Servis1st Bank Correspondent Bank Division

Stockett & Thomas

Watkins & Eager