



THE ANNUAL IRA MERRY-GO-ROUND 2023 BASIC IRA ISSUES AND ADVANCED IRA ISSUES

February 22, 2023 - Basic
February 23, 2023 - Advanced

What an IRA merry-go-round 2020 was and continued to be in 2021 and 2022. Since the SECURE Act was signed into law on December 20, 2019, effective January 1, 2021, you would think all the IRS clarifications would have been released. And the IRS did propose regulations in February 2022 which were intended to clarify the 2019 SECURE Act but have, in some cases, increased industry confusion and frustration. Moreover, we are still wrestling with some of the residual effects of the CARES Act of 2020. Even further, although the dust has yet to settle on the 2019 SECURE Act, Congress appears poised to pass additional IRA legislation ("SECURE Act 2.0").

The bottom line? There are simply too many issues and potential pitfalls financial institutions will experience without a working knowledge of these changes. Rules have changed, new forms have been introduced, IRA software has been updated and there are more changes yet to come.

Day One - Basic IRA Issues: You may be thinking, "since so much has changed I probably don't need to know the old rules. Unfortunately, you will need to know both 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." During the Basic IRA training, we'll provide you with a solid grounding of all the applicable rules, both old and new.

Day Two - Advanced IRA Issues: During day two, we'll get into the nitty gritty of the new distribution regulations, exploring - in depth - how these new rules impact both IRA owners and IRA beneficiaries. After thoroughly dissecting the new rules and their impact of IRA owners and beneficiaries, we'll discuss concrete steps your financial organization can take to help ensure ongoing compliance while also providing top-notch customer service.

Each day can be attended independently, but for the most comprehensive understanding of the issues from A-Z, attending both days is recommended. The same book is used for both days.

WHO SHOULD ATTEND

Everyone involved in IRAs at your financial institution including but not limited to new account representatives, certificate of deposit personnel, savings counselors, account holder service representatives, and investment and trust personnel who are involved in the opening, selling, marketing, and/or administration of IRAs. Additionally, any compliance officers and other officers/managers who oversee IRA operations and may be responsible for troubleshooting IRA owners' questions and/or concerns. This is also a fitting refresher for experienced IRA personnel who like a slower paced format to cover all the new changes in a comprehensive manner.

PRESENTERS

Convergent Retirement Plan Solutions, LLC is a nationally recognized consulting/training firm that is laser focused on the compliance challenges facing financial institutions within the retirement services industry. Convergent's team members Ben Norquist, Loni Porta and Julie Robinson - who boast an average industry tenure of over 25 years - have an unprecedented level of diverse industry experience gained through decades of hands-on work helping many of the nation's leading financial service organizations with their IRA and business retirement plan initiatives. Often referred to as "the expert's expert," Convergent's team members are subject matter experts (SMEs) in the truest sense of the word. Over the past three decades, the senior members of Convergent's team have consulted with literally thousands of retirement industry professionals. Helping them to navigate the murky waters of retirement industry compliance. Convergent RPS and Sunwest Training have recently merged to form a strategic partnership to provide the highest quality IRA training.

DAY 1 VIRTUAL BASIC IRA ISSUES

- Introduction to IRAs and terminology
- IRA plan establishment including designation of beneficiary (Not forms specific)
- IRA contribution eligibility, limits, and processes
- Overview of IRA distributions and processes
- Basic portability overview and processes

DAY 2 VIRTUAL IRA INTERMEDIATE/ADVANCED IRA ISSUES

- Legislative update
- Portability deep-dive
 - » IRA-to-IRA transfers and rollovers
 - » Employer-sponsored retirement plan-to-IRA rollovers
 - » IRA recharacterizations
 - » Roth IRA conversions
- Distribution deep dive
 - ◊ Traditional (and SEP and SIMPLE) IRAs
 - » Normal distributions
 - » Early distributions
 - » Required minimum distributions (RMDs)
- Roth IRAs
 - » Qualified distributions
 - » Nonqualified
 - » Beneficiary rules and distributions
- IRA withholding and reporting



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2023 BASIC IRA ISSUES AND ADVANCED IRA ISSUES
FEBRUARY 22, 2023 - BASIC, VIRTUAL
FEBRUARY 23, 2023 - ADVANCED, VIRTUAL



PROGRAM AGENDA

Program - 9:00 a.m.
 Lunch - 12:00 - 12:45 p.m.
 Program continues - 12:45 p.m.
 Adjourn - 4:00 p.m.

ASSET SIZE	Basic	Advanced	OnDemand (Basic or Advanced)	BOTH (live & OnDemand)
\$25 mil & under	___ \$250	___ \$250	___ \$300	___ \$400
\$26 mil - \$100 mil	___ \$350	___ \$350	___ \$400	___ \$500
\$101 mil - \$250 mil	___ \$450	___ \$450	___ \$500	___ \$600
\$251 mil - \$400 mil	___ \$650	___ \$650	___ \$700	___ \$800
\$401 mil - \$750 mil	___ \$850	___ \$850	___ \$900	___ \$1000
\$751 mil - \$1 billion	___ \$1,050	___ \$1,050	___ \$1,100	___ \$1,200
Over \$1 billion	___ \$1,250	___ \$1,250	___ \$1,300	___ \$1,400
Assoc. Members	___ \$850	___ \$850	___ \$900	___ \$1000
Non-members	___ \$1,700	___ \$1,700	___ \$1,750	___ \$1,850

We understand circumstances arise requiring cancellation - if you cancel up to 3 business days before the program, your registration fee will be refunded. **A late fee of \$100 will be assessed after February 15, 2023.** Substitutions are always welcomed. **No audio/video recording is allowed.**

Name: _____

Bank Location: _____ E-mail: _____

___ February 22 - Basic ___ February 23 - Advanced

Name: _____

Bank Location: _____ E-mail: _____

___ February 22 - Basic ___ February 23 - Advanced

Bank: _____

Total Enclosed: \$ _____ Total Attending: _____

Address: _____

City: _____ State: _____ Zip: _____

Three ways to register:

1. Complete and mail registration form with payment.
2. Fax registration form, followed by mailing of payment. Please use this form as your invoice.
3. Register Online using a credit card at **www.ksbankers.com**