



Ed Slott, CPA
The New Retirement Savings Time Bomb



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Ian Berger, JD

LIVE

Ed Slott and Company's

VIRTUAL

2-Day IRA Workshop

INSTANT IRA SUCCESS

Featuring the latest retirement tax law changes, including the SECURE Act

September 23-24, 2021

"As anticipated Ed and his crew delivered the most complete treatment of the top issues practitioners are seeing in this area. The bifurcation of Ed speaking and his crew responding to participants' questions provides a model for efficient knowledge-sharing, which one could hope would be replicated in other arenas. Bravo!!!"
— Moshe Stepansky



**LIVE Q&A
WITH IRA EXPERTS**



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"This manual is a goldmine!"
—Ken Friedman, Jacksonville Beach, FL



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Join the retirement planning conversation





LOCK IN LOW TAX RATES WITH ROTH CONVERSION STRATEGIES

In 2021, Roth conversions may be more critical and valuable than ever with new tax and budget proposals being considered. However, these conversions are now permanent, so accurate tax projections and knowledgeable guidance are essential, *especially during year-end planning!* Show your clients how to build tax-free retirement savings with the right Roth conversion decisions.



PROVIDE BEST INTEREST ADVICE

From the SEC Reg BI to the DOL continuing to advance best interest standards and documentation procedures, most financial advisors are not prepared to help clients with rollover decisions. Learn the exact process you need in order to act as a fiduciary advising on rollover decisions.



MASTER THE SECURE ACT

The SECURE Act single-handedly upended many long-standing retirement rules on January 1, 2020—*particularly impacting those with large IRAs!* From recognizing new back-door Roth opportunities to identifying key beneficiary categories still eligible for stretch IRA provisions, learn the latest strategies you can use to give your clients minimized taxes and post-death control of their assets.

HELP YOUR CLIENTS TAKE FINANCIAL CONTROL, AVOID UNNECESSARY TAXES AND COMBAT THE LATEST THREATS TO THEIR RETIREMENT SAVINGS

It's hard to believe, but it will soon be time to start planning for year's end. Obstacles and volatility facing retirement accounts are constant variables, and they are continuing to snowball with exponential speed and complexity! The stock market, interest rates, tax laws, and the political and regulatory environment surrounding a global pandemic and best interest legislation, just to name a few, are a ticking time bomb! The final months of 2021 present a critical planning window for the best tax-planning options.

How will your clients remember you and the actions you took during these trying times? It is said that crisis does not build character—it reveals it.

Empty claims of being a "retirement expert" will quickly end in costly mistakes for those unequipped with the latest knowledge and advice. Leading financial advisors, those who take the reins during one of the most difficult periods in recent American history, need to be knowledgeable on these significant tax laws and updates.

The urgency for knowledgeable, professional advice has never been more essential!

Help your clients have more, keep more and make it last with up-to-the-minute IRA education!

While the SECURE Act took effect in 2020, beneficiaries inheriting IRAs are just starting to experience the implications of the end of stretch IRA in 2021.

This is where the rubber meets the road, and costly and irrevocable mistakes will be common! Our team of IRA Experts has been flooded with questions from thousands of Americans—*consumers, professionals and media alike.*

As news continues to break, this LIVE virtual training will prepare you to answer the top questions from your clients, prospects and centers of influence.

After two days, you will be armed with immediately-actionable intel to help your clients maximize their hard-earned retirement savings.

Get focused. Get educated. Take action.

Join America's IRA Experts to take advantage of timely planning strategies, including:

- **The most-up-to-date IRA expertise**, including new opportunities and planning considerations stemming from the SECURE Act
- **An end-of-year action plan** to implement into your business immediately to protect your clients and prospects from avoidable (and costly) planning errors
- **A 400+ page manual** available in a digital format to use as a practical reference guide
- **Up to 12 CE credits**
- **Direct access to our team of IRA Experts** through a virtual Q&A chat experience to make sure you leave with no questions unanswered



WHAT ATTENDEES ARE SAYING ABOUT TRAINING WITH AMERICA'S IRA EXPERTS

"Within the first 30 minutes of Ed's workshop, I realized I had made a common IRA planning mistake. I called my office and stopped a transaction saving my client tax on \$136,000 and saving the relationship. This program paid for itself within the first hour I was here!"
— Jim Flanagan, Naperville, FL

"The emphasis on the SECURE Act was critical. No amount of self-study could prepare me as well as the Slott team!"
— Scott Dewhurst, New York, NY

"I was able to show a prospect (now client) how to save \$52,000 on their RMDs from the material at this training! Their CPA loved it and so did the client."
— Larry Schuffman, Pensacola, FL

"Without this course, any professional advising clients on IRAs could make costly, in some cases savings-crushing, mistakes."
— Lisa Barram, Fort Washington, PA

"Where else can we get developments up-to-the-minute?"
— Mary Ahearn, Tucson, AZ

"Easily the BEST CPE I've taken! Very informative, engaging, and interesting. Ed and his IRA Experts are Rock Stars!!"
— Mina Akita, Raleigh, NC

"Ed's energy and enthusiasm are only exceeded by his knowledge of the subject matter, great presentation!!"
—Kevin Campisano, Louisville, KY

DAY ONE

DAY TWO

IMPORTANT: All sessions are shown in **Eastern Time**. Sessions begin at 10 ET / 9 CT / 8 MT / 7 PT in the morning and end at 5:10 ET / 4:10 CT / 3:10 MT / 2:10 PT in the afternoon on both days. To receive CE credits, you must be in attendance for the entire workshop on **both days**.

Session One 10:00 am – 10:50 am ET

Navigating the CARES / SECURE Acts / Planning for the End of the Stretch IRA / 3 Beneficiary Categories / Eligible Designated Beneficiaries (EDBs)

- Introduction and Program Overview
- CARES Act Relief Provisions
- 2021 RMDs After 2020 RMD Waiver
- Coronavirus-Related Distributions (CRDs)
- CRD Income Inclusion and Repayment Provisions
- Plan Loan Relief
- SECURE Act – Summary of Key Changes
- The End of the Stretch IRA – SECURE Act Planning Solutions
- 3 Beneficiary Categories under the SECURE Act
- Eligible Designated Beneficiaries (EDBs) – Who Qualifies?

Break 10:50 am – 11:00 am ET

Session Two 11:00 am – 11:50 am ET

SECURE Act Impact on Stretch IRAs / How Post-Death Payout Rules Will Work / Practice Examples

- SECURE Act - How Post-Death Payouts Will Work
- Application of the 10-Year Payout Rule
- Practice Examples – Post-Death Payouts Based on the Type of Beneficiary

Break 11:50 am – 12:40 pm ET

Session Three 12:40 pm – 1:30 pm ET

Beneficiary Forms / IRA Beneficiary Selection / Setting Up Inherited IRAs / Custodial Document Checklist

- Why Most Beneficiaries Overpay Their Taxes
- Common Mistakes in Setting up Inherited IRAs
- IRA Beneficiary Form Mistakes That Wipe Out Inheritances
- How to Use the IRA Beneficiary Form to Build Referrals
- IRA Beneficiary Selection
- What to Look for in IRA Custodial Documents
- IRA Custodial Document Checklist – One Dozen Questions Advisors Must Ask

Break 1:30 pm – 1:40 pm ET

Session Four 1:40 pm – 2:30 pm ET

25 IRA Rules You Must Know (Part One)

- 25 IRA Rules You Must Know and How to Capitalize on Them, Including New Rules Under the SECURE Act (Part One)

Highlights Include:

- IRA Distribution Basics
- Aggregating Distributions
- 5-Year Rule Confusion After Death
- SEP and SIMPLE IRA Confusion
- Creditor/Bankruptcy Protection of IRAs
- Year of Death Distribution - Who Takes It?
- IRAs Don't Generally Pass Through Wills

Break 2:30 pm – 3:20 pm ET

Session Five 3:20 pm – 4:10 pm ET

25 IRA Rules You Must Know (Part Two)

- 25 IRA Rules You Must Know and How to Capitalize on Them, Including New Rules Under the SECURE Act (Part Two)

Highlights Include:

- Two Different 5-Year Rules for Roth IRAs
- QDROs Do Not Apply to IRAs
- A Non-Spouse Beneficiary Cannot do a Rollover
- The 10% Penalty Exceptions

Break 4:10 pm – 4:20 pm ET

Session Six 4:20 pm – 5:10 pm ET

25 IRA Rules You Must Know (Part Three)

- 25 IRA Rules You Must Know and How to Capitalize on Them, Including New Rules Under the SECURE Act (Part Three)

Highlights Include:

- Splitting IRAs
- No Deadline for a Spousal Rollover
- 20% Withholding Tax Rule
- Eligible Rollover Distributions (ERDs)
- Tax Breaks for IRA and Plan Beneficiaries
- Rollover or Transfer? – 60-Day Rollover Relief
- Roth IRA Beneficiaries Must Take RMDs
- Correcting Excess IRA Contributions

Optional Session 9:10 am – 9:45 am ET

Learn More About Ed Slott's Elite IRA Advisor GroupSM

Session Seven 10:00 am – 10:50 am ET

Roth Conversion Planning / 3 Roth Conversion Questions You Need to Ask / Estate Planning with Roth IRAs

- Roth IRA Tax Planning After the SECURE Act
- The 3 Questions to Ask in Every Roth Conversion Evaluation
- Who Should and Who Should Not Convert
- Estate Planning with Roth IRAs

Break 10:50 am – 11:00 am ET

Session Eight 11:00 am – 11:50 am ET

Roth 401(k) Rules / IRA Update – The Latest IRA Changes, Rulings and Cases

- Roth Conversions from Company Plans
- Roth 401(k), Roth 403(b), and Roth 457(b) Contribution and Distribution Rules
- IRA Update: The Latest IRA Tax Law Changes Including the SECURE Act, New Tax Strategies, Rulings, Court Cases and Planning Opportunities

Break 11:50 am – 12:40 pm ET

Session Nine 12:40 pm – 1:30 pm ET

Naming Trusts as IRA Beneficiaries (Part One)

Everything You Need to Know / SECURE Act Effect on IRA Trust Planning

- Separate Account Rules for Multiple IRA Beneficiaries - Splitting IRAs
- Naming Trusts as IRA Beneficiaries – The SECURE Act Impact and Why Most IRA Trusts Won't Work Anymore!

Break 1:30 pm – 1:40 pm ET

Session Ten 1:40 pm – 2:30 pm ET

Naming Trusts as IRA Beneficiaries (Part Two)

SECURE Act Effect on IRA Trust Planning / Latest IRA Trust Rulings and Planning Strategies / IRA Trust Checklist

- SECURE Act Effect on IRA Trust Planning
- Conduit Trusts vs. Accumulation Trusts
- How to Determine RMDs When a Trust is the IRA Beneficiary
- Avoid Major IRA Trust Mistakes That Most Other Advisors Make Routinely
- The Latest IRA Trust Rulings
- 10-Point IRA Trust Checklist

Break 2:30 pm – 3:20 pm ET

Session Eleven 3:20 pm – 4:10 pm ET

How to Use the SECURE Act to Attract Large IRA Rollover Clients / Advising Clients on Key Rollover Decisions / 72(t) Planning

- How to Use the SECURE Act to Attract Large IRA Rollover Clients
- Advising Clients on Key Rollover Decisions
- NUA (Net Unrealized Appreciation) Rules and Strategies for Employer Stock
- 5 NUA Mistakes You Cannot Afford to Make
- 72(t) Rules for Early IRA and Plan Distributions
- 72(t) IRS Rulings and Court Cases

Break 4:10 pm – 4:20 pm ET

Session Twelve 4:20 pm – 5:10 pm ET

The Missing Estate Plan / IRA Estate Planning Strategies After the SECURE Act / Life Insurance Planning with IRAs

- The Missing IRA Estate Plan...Means More Money for YOU
- IRA Estate Planning Strategies – New Strategies After the SECURE Act
- How to Plan for Estate Tax Uncertainty
- Use of Life Insurance to Protect IRA Values – SECURE Act Impact
- IRA Strategies to Increase Your Insurance and Annuity Sales
- Planning for State Estate Taxes
- The 2 Biggest Tax Breaks in the Tax Code and How to Make Sure Your Clients Get Them - Creating the Perfect IRA Estate Plan

YES! PLEASE REGISTER ME FOR:
Ed Slott and Company's Virtual 2-Day IRA Workshop, *Instant IRA Success*,
September 23-24, 2021

Register online at irahelp.com/2-day

You may also call, fax, or email us using the information at the bottom of this page. If paying by check, please mail it to Ed Slott and Company, LLC at 100 Merrick Road, Suite 200E, Rockville Centre, NY 11570

Single payment of \$1995

Two payments of \$997.50 (if registered by August 23)

Three payments of \$665 (if registered by July 23)

Continuing Education Credits

DESIGNATION CREDITS

THE AMERICAN COLLEGE - **12 CREDITS**
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 CPE for CPAs (NASBA*) - **12 CREDITS (TAXES)**
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 EA / OTRP (IRS) - **12 CREDITS****

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10 CREDITS: MA, SD
3 CREDITS: WA

Please check irahelp.com for the types of insurance credits offered

*There are no prerequisites or advanced preparation required for this group internet-based workshop. The program level is beginner. Ed Slott and Company is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.nasbaregistry.org.

**IRS - course is approved for Enrolled Agents (EA) and Return Preparers (OTRP) for (Federal Tax Law / Federal Tax Related)

NY - course is approved for Life Brokers (LB), Life Consultants (C1), Life Settlement Brokers (LSB), and Life/Accident and Health Agents (LA)



CE credits are subject to change.

IMPORTANT: To receive CE credits, you must be present for the entire workshop on both days and answer all polling questions.

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How Did You Learn About This Workshop? _____

PAYMENT INFORMATION

Please charge the registration fee to my: Visa MC Discover Amex Gift Card

CC Account # _____ Exp. Date _____

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Number of Attendees:	Price per Attendee:
1	\$1995
2	\$1595
3-9	\$1495
10+	\$1295

This workshop will be broadcast using Zoom. Once registered, you will receive a link to join the workshop via email the week of the event.

**Discount codes and group rates cannot be combined*

Ed Slott and Company has a "no refund" policy. In the event of cancellation, your payment will be transferred to the next 2-Day IRA Workshop. For more information regarding refunds, concerns and program cancellation policies, please contact our offices at 800-663-1340.

irahelp.com/2-day Tel: 800-663-1340 Fax: 516-536-8852 Email: info@irahelp.com