2018 Winter IRA Workshops

February 20 - Dodge City, Advanced

February 21 - Great Bend, Basic

February 22 - Topeka, Advanced

Workshop Presenter
Patrice Konarik
Sunwest Training Corp.

KBA
Kansas Bankers Association

Brought to you by Kansas bankers
for Kansas bankers

IRAs: The Basics

February 21 – Great Bend

So you have finally received that "promotion" you never wished for – IRA Guru!! On the first day of training, you feel like someone put you in a rocket ship and launched you into outer space. In other words, you have NO IDEA what they are talking about. Everything just sounds alien to you. It's true. IRAs are a different world from the other accounts at your bank. Oh, they may look similar, but the rules, regulations and IRS reporting build the complications to the point where you feel like you are on another planet!! And, just when you finally grasp it, they change the rules again!

If you have been looking for a workshop that will answer all your simple and complex questions, this one fits the bill. This comprehensive A-Z workshop will provide the new IRA banker and supervisor with a complete understanding of all areas of the IRA account, as well as the newly-enacted regulations. Each participant will receive a completely updated 275-page IRA Training and Reference Manual.

Year 2018 Highlights

- IRA terminology in simple format – top 20 terms of IRA review
- Explanation of IRA forms including beneficiary designations
  (bring your own forms)
- Qualifications, contribution limits and deadlines including new cost of living adjustment for a:
  - Traditional IRA – are there income limits for deductible contributions?
  - Regular and Conversion Roth
- Qualified Plan Rollovers to Traditional and Roth IRAs
  - Direct vs. Indirect
- Moving IRA Funds
  - Rollovers vs. Transfers
- Distributions
  - Basic distribution information

Who Should Attend

Attorneys, new account representatives, CD personnel, accountholder service representatives, investment and trust personnel who are NEWLY 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 paced workshop.

<u>Advanced IRA: Update & Review</u>

February 20 – Dodge City   February 22 - Topeka

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 on attending. 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?
- 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.

Year 2018 Highlights

- Legislative updates including: 2017 IRA Cost of Living Adjustments
- Health Savings Account qualifications and custodial responsibilities
- How to avoid the 6 biggest mistakes of Qualified Plan Rollovers
- IRA Transfers vs. IRA Rollovers – You MUST know the difference!!
- IRA Distributions including Minimum Distribution and Beneficiary Options:
  – Distributions at 70½
  – 9 Red flags of IRA beneficiary payouts

Who Should Attend

Attorneys, IRA personnel in new accounts, CDs, trust and investments who are involved with 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.

Attendees of both workshops are encouraged to bring a sample of the IRA Organizer or Simplifier, contribution and distribution forms your financial institution is currently using for your review during the workshop.

About Patrice:

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. With over 30 years' experience in the financial industry, Patrice has focused her expertise on the retirement and new account areas. In almost 20 states, Patrice is considered the top resource for live IRA training seminars and Webinars for thousands of bank employees each year. She has a BS in Management Science from New York's Binghamton. Patrice has a "down-to-earth", humorous training style and encourages interaction during the training sessions.

Seminar Agenda for Both Workshops:

Registration: 8:30 a.m.
Program: 9:00 a.m.
Lunch: 12 noon
Program: 1:00 p.m.
Adjourn: 4:00 p.m.

Locations:

February 20, 2018 Dodge City, Convention Center - Advanced 4100 Comanche 620-371-7811
February 21, 2018 Great Bend, Holiday Inn Express - Basic 3821 10th Street 620-603-6565
February 22, 2018 Topeka, Capitol Plaza Hotel- Advanced 1717 SW Topeka 785-431-7200

Life/Health Credit – 5 hours
Ethics Credit – 1 hours
CLE Credit - 6.5 hours
Each program recommended for 6.5 hours CPE Credit

It is **not** recommended that you attend both basic and advanced workshops during the same program cycle as some content may be repetitive.

Registration Information

BASIC & ADVANCED	Earlybird registrations postmarked **on or before Feb. 9, 2018.**	Registrations postmarked **after Feb. 9, 2018.**
Members:	$210	$235
Non-Members:	$355	$380

*Fee includes instruction, refreshments, lunch, and training manual.
*We understand that circumstances arise requiring cancellation -
If you cancel up to 3 business days before the program, your registration fee will be refunded.
*If you have special dietary needs, please contact the KBA office.
*If you have a disability, and request special accommodations, please contact the KBA office.

REGISTRATION FORM
2018 Winter IRA Workshops

KBA Kansas Bankers Association

	Feb. 20 Dodge City - Advanced	Feb. 21 Great Bend - Basic	Feb. 22 Topeka - Advanced
Registrant Name Bank Location E-mail:			
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Registrant Name Bank Location E-mail:			

Bank____Total Attending_______

PO Box____Total Enclosed $_______

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 @ www.ksbankers.com

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