

PLANNING *for* RETIREMENT *Agenda*



ONE-DAY LEARN & EARN



Leading Provider of
Tools & Intelligence to the
Estate Planning Community

8:45 – 9:00

INTRODUCTIONS AND COURSE OBJECTIVES

9:00 – 9:30

WHY RETIREMENT DISTRIBUTION PLANNING IS IMPORTANT

- The market need (estimated amount of money held in IRAs)
- Aging population
- Creditor issues affecting beneficiaries
- Practical issues that affect inheritance preservation (beneficiaries raiding own inheritance, etc.)

9:30 – 10:00

FOUNDATIONAL CONCEPTS FOR RETIREMENT PLANNING

- The benefits of tax-deferred compounding
- Inheritance issues
 - Spousal rollovers
 - Inherited IRAs

10:00 – 10:30

INHERITED IRAS & S - T - R - E - T - C - H PLANNING

- Describing the economics of the stretch
 - Illustrating economics of tax-deferred compounding versus post income-tax compounding
 - Psychology of inherited IRAs

10:30 – 10:45

15 MINUTE BREAK

10:45 – 11:30

SUPER SIZING THE INHERITED IRA: ROTH IRA CONVERSIONS

- Distributions from traditional IRAs are income taxed to the beneficiaries, but Roth IRAs are not. Illustrating the added financial value of tax-FREE compounding in a Roth IRA versus the tax-DEFERRED compounding of a traditional IRA



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11:30 – 12:15

NAMING A TRUST AS DESIGNATED BENEFICIARY

- The success of the client's estate plan and the success of the stretch rises and falls with the beneficiary designation form. Explain how to complete BDFs to ensure the stretch of distributions, to make plan administrators/custodians jobs easier, and deliver exponentially greater value to IRA beneficiaries.
- Attorney to take ownership of the BDF and discussion of complexities and potential liabilities involved; make sure attorney's compensation structure contemplates sophisticated planning on the BDF

12:30 – 1:00

DRAFTING A STAND-ALONE RETIREMENT TRUST WITH WEALTHDOCS™ (Optional Lunch Presentation)

1:00 – 1:15

LEGAL DIRECTIVES PRESENTATION

1:15 – 2:15

COUNSELING CLIENTS ON THE TRUE LIFE ISSUES OF THEIR RETIREMENT YEARS

- Join attorney and life coach Jerry Chasen for a compelling exploration of the many issues involved in planning a successful transition from one of life's chapters to the next.
- Learn how to assist your clients in truly making these years a culmination, and a flowering—the natural expression of all that life has taught and brought them to this point, and how you will benefit from this inquiry.

2:15 – 3:00

SPECIAL ISSUES FOR WHEN PLANNING FOR SPOUSES AND IRAS

- Dealing with disclaimers;
- Counseling surviving spouses on spousal rollovers
- Planning for children of prior relationships
 - Trust for spouse as beneficiary with remainder to kids? (locks in spouse's life expectancy for payout)
 - Fractionalize the benefits among spouse and children, or among trusts for spouse and children?

3:00 – 3:15

BREAK

3:15 – 3:45

TRAPS FOR THE UNWARY

- Avoiding the potential land mines in drafting accumulation trusts that can blow up the stretch;
- Coordinating the BDF with the rest of the clients plan

3:45 – 4:15

CHARITABLE PLANNING WITH RETIREMENT ASSETS

- Often, retirement accounts make the best charitable gifts because the asset would otherwise generate income tax when distributed. But when distributed to the client's charity, this tax-burdened asset becomes a tax deduction.

4:15 – 4:30

CLOSING REMARKS



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