



# 2021 WINTER IRA WORKSHOP

**IRA**  
Individual Retirement

## **VIRTUAL DATES**

February 17  
Basic

February 18  
Advanced

## **INSTRUCTOR**

*Patrice M. Konarik*

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## IRA's: The Basics

Feb. 17- Basic

Virtual

### SECURE ACT of 2020 Provisions- A Full Day Workshop

Have you ever noticed sometimes when the IRA Guru leaves the financial institution it is without notice or training for a replacement? On the first day of training, you feel like someone placed you on a crazy merry-go-round and you can't jump off. In other words, you have NO IDEA where to go or what they are talking about. Everything just sounds foreign 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 falling off the horse! And, just when you finally find your balance, they change the rules again!

While it may take years to build a confidence level where you can answer almost any question thrown your way, the goal of these two days is to raise your comfort level and update you with the changes whether you are a rookie or a seasoned veteran. You will also receive your favorite "tool" – the 275-page **newly revised** 2019-2020 Sunwest Training Corp's IRA Training and Reference Manual - which is not only full of easy-to-follow IRA information, but also lots of "Cheat Sheets" and "Quick Reference Tools" to get you through your day-to-day tasks of dealing with your IRA customers.

Each participant will receive a completely updated 275-page IRA Training and Reference Manual.

### Year 2021 Highlights:

- IRA Terminology in simple format – Top 20 terms of IRA Review
- Explanation of IRA Forms including Beneficiary Designations (1 hour of ethics credit)
- Qualifications, deadlines and contribution limits – including **new 2020 Cost of Living Adjustments and SECURE Act changes** for a:
  - Traditional IRA
  - Regular Roth IRA and Conversion Roth
- Qualified Plan Rollovers to Traditional and Roth IRAs
  - Direct vs. Indirect
- Moving IRA Funds
  - Rollovers vs. Transfers – Understanding the difference between Rollovers and Transfers
- Distributions
  - Basic Distribution Information

### Who Should Attend?

Everyone even remotely involved in IRAs at your financial institution including: New Account Representatives, Certificate of Deposit Personnel, Savings Counselors, Accountholder Service Representatives, Investment and Trust Personnel who need this update and are 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.

You are encouraged to bring a sample of the IRA Application, contribution and distribution forms, and the Rollover Review or Certification Form your financial institution is currently using for your review during the session.

## Advanced IRA: Update & Review

Feb. 18

Virtual

### Understanding the SECURE and CARES Acts of 2020

#### IRA Intermediate and Advanced Issues

What an IRA roller coaster ride this has been!! After a year of deliberations, the SECURE Act was signed into law under the Appropriations Act on December 20, 2019. Most of the provisions were in effect on January 1, 2020. These are the most substantial changes we've had to IRAs in almost 15 years. There are too many issues and too many potential pitfalls financial institutions will experience if they don't have a working knowledge of these changes. Forms will be changed; IRA software must be updated which may take a while.

On top of that, The CARES Act was passed 3 months later further making rules and regulations changes to IRAs. Because of this, you may have to do some explaining to your customers on what the permanent changes are and what the temporary changes are due to the COVID-19 virus. The contribution deadline for 2019 and IRS and customer reporting were extended. Not to mention the RMD waiver for owners and beneficiaries for 2020.

**In this one-day IRA Advanced Update**, we will summarize the changes and then actually get into the nitty gritty of new distribution regulations to owners and beneficiaries - what stays the same and what changes? How do we disclose all these changes to our customers?

Each participant will receive an electronic version of the latest 275-page 2020-2021 IRA Training and Reference Manual – “The Red Book”.

This intensive full-day format will help you pull it all together by helping you learn the following:

- Updated legislative regulations on IRAs as the result of the **SECURE and CARES Acts** and the 2021 Cost of Living Adjustments
- Health Savings Accounts – overview and clarifying responsibility
- Qualified Plan Rollovers to a Traditional or Roth IRA – 6 Red Flags
  - Direct vs. Indirect
- IRA to IRA Indirect Rollovers and Direct Transfers – **Once-per-12-month rule clarifications and recent rules on 60-day exceptions and reporting**
- Distributions
  - Federal Income Tax Withholding
  - Before age 59½ - reporting the penalty exceptions.
  - At age 70½ before 2020 and 72 after 2020 – plus how does the RMD Waiver for owners and beneficiaries for 2020 work
  - 9 Biggest Mistakes of IRA Beneficiary Payouts
  - Rules on **new nonspouse beneficiary payout requirements beginning in 2020**
  - Overview and Explanation of IRS Reporting Requirements
  - How do we code COVID-Related Distributions and Repayments?

#### Who Should Attend?

Everyone even remotely involved in IRAs at your financial institution including: New Account Representatives, Certificate of Deposit Personnel, Savings Counselors, Accountholder Service Representatives, Investment and Trust Personnel who need this update and are 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 pace workshop to cover all the new changes in a comprehensive manner.

### About the Instructor:

**Patrice M. Konarik** is president of Sunwest Training Corp. founded over 25 years ago and is located in the Texas Hill Country near San Antonio, Texas. With over 35 years in the financial industry, Patrice has focused her expertise on the retirement account area and is currently providing live training and Webinars on IRAs and Health Savings Accounts on a nationwide basis. She has a BS in Management Science from New York's Binghamton University. Many state banking associations and other organizations use her as their main source for training on these complicated topics.



### Virtual Dates & Times

Feb. 17, 2021 Basic 9 am- 4 pm *will include break for lunch	Feb. 18, 2021 Advanced 9 am – 4 pm *will include break for lunch
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Each program recommended for 6.5 hours CPE Credit

Life/Health Credit – Pending

Ethics Credit – Pending

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

February 17 or 18 - Virtual  
9 am – 4 pm both days

**Registration fees are based off the bank/company asset size. Registration fees are per bank/company, no individual. This fee includes all bank/company Locations in Kansas. Please mark the appropriate asset size.**

- ☐ \$100 million or less: \$300 registration fee
- ☐ \$101 - \$400 million: \$500 registration fee
- ☐ \$401 - \$750 million: \$700 registration fee
- ☐ Over \$750 million: \$900 registration fee
- ☐ Associate members: \$900 registration fee
- ☐ Non-Members: \$1,250 registration fee

**\*Add \$25 if registering after Feb. 5**

\*Fee includes program, electronic materials for single or multiple attendees from the same bank. Can be from multiple branches.

\*Basic is one fee and advanced is one fee, you cannot get both sessions for one fee.

\*We understand that circumstances arise requiring cancellation.

\*If you cancel up to 3 business days before the program, your registration fee will be refunded.

\*Registration for and attendance at KBA meetings and events constitutes an agreement by the registrant for KBA's use of the attendee's photograph in printed and/or digital promotional materials, publications, mobile app and social media, unless permission is revoked in writing and received by the KBA prior to the event.

## REGISTRATION FORM *2021 Winter IRA Workshops*

	Feb. 17 Basic	Feb. 18 Advanced
Registrant Name		
Bank Location		
E-mail:		
Registrant Name		
Bank Location		
E-mail:		
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](http://www.ksbankers.com)

Kansas Bankers Association  
Educational & Conferences  
PO Box 4407  
Topeka, KS 66604

Phone: 785-232-3444  
FAX: 785-272-8392  
Visit our website @ [www.ksbankers.com](http://www.ksbankers.com)