

Class Notes



INSURANCE
Continuing Education

Understanding IRAs: Products,
Distributions, and Strategies

1st Edition | 2nd Revision

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UNDERSTANDING IRAS: PRODUCTS, DISTRIBUTIONS, AND
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Course Overview

Since their inception in the 1970s, IRAs have become the preeminent tool for handling retirement savings for Americans. The flexibility of both traditional and Roth IRAs make them popular as annual savings vehicles, but even more popular for rollovers from employer-sponsored retirement plans.

With the “baby boomers” reaching retirement age in huge numbers, it’s more important than ever for insurance and financial services professionals to understand both the basics and the nuances of both traditional and Roth IRAs. Students who attend this class will come away with a better understanding of the IRA products and options, as well as strategies to get the maximum benefit from IRAs. The course will cover topics ranging from annual contributions, deductibility, spousal IRAs, premature and required distributions, beneficiaries, rollovers, transfers, conversions, and recharacterizations.