



Local Financial Adviser Completes Advanced Training from America's IRA Experts at Ed Slott and Company, LLC

Members of Ed Slott's Master Elite IRA Advisor GroupSM Studied Latest Retirement Account Planning Strategies, Estate Planning Techniques and Tax Laws at Semiannual Workshop

Pensacola, FL | June 4, 2018 – Annalee Leonard, Founder & President of Mainstay Financial Group completed her semiannual training with America's IRA Experts at Ed Slott and Company, LLC in Philadelphia May 17-19, 2018. The workshop, which was attended by members of Ed Slott's Master Elite IRA Advisor GroupSM, provided in-depth technical training on advanced retirement account planning strategies and estate planning techniques, as well as an update on the impact of the Tax Cuts and Jobs Act and Bipartisan Budget Act of 2018 on retirement planning.

“From lower tax rates and the elimination of Roth IRA recharacterizations to the doubling of the estate, gift and generation-skipping exemptions, tax reform has had a major impact on many key retirement planning strategies in recent months. Because of these changes, it is more important than ever for advisors to study and master these topics. I commend Leonard, who has been associated with our advanced training program for 10+ years, for staying current with her retirement planning education so that she can best serve her clients,” said Ed Slott, CPA, founder of Ed Slott and Company and a nationally recognized IRA expert who was named “The Best Source for IRA Advice” by *The Wall Street Journal*. “With this ongoing training, Leonard can help their clients reduce their tax liability and adjust their financial plans in order to have a safe and secure retirement.”

Highlights from this event included: a complete guide to the once-per-year IRA rollover rule, the differences between after-tax contributions and designated Roth contributions to employer plans, the qualification and testing rules for a mega backdoor Roth IRA, strategies for maximizing a stretch IRA with multiple beneficiaries, maintaining a stretch IRA when a charity is the beneficiary and advanced IRA estate planning, including federal and state estate tax laws. Additionally, members analyzed recent tax law changes and their impact on retirement planning strategies, including the confirmed legitimacy of backdoor Roth IRA conversions, changes in the way a child's unearned income is taxed, the impact on charity deductions and reasons why qualified charitable distributions (QCDs) are more desirable than ever, the temporarily reduced threshold for the medical expenses deduction and more.

Training was provided by Ed Slott and Company's team of retirement experts, including Ed Slott, CPA; Beverly DeVeny; Sarah Brenner, JD; Jeremy Rodriguez, JD and Jim Glass, JD. Ed Slott and Company and many of the advisors in Ed Slott's Master Elite IRA Advisor GroupSM are the go-to resources for attorneys, CPAs and other financial advisors because of their in-depth knowledge and expertise in all areas of retirement account and income planning.

Members of Ed Slott's Master Elite IRA Advisor GroupSM have year-round access to Ed Slott and Company's team of retirement experts for consultation on advanced planning topics. The membership also includes step-by-step processes, including the Complete IRA Care SolutionTM 30-module planning guide. Members also have access to proprietary worksheets and pamphlets, including *The Definitive Guide to Required Minimum Distributions for Baby Boomers* and *Ed Slott's 2018 Retirement Decisions Guide*, that they can use when working with clients.

"There are many changes coming out of Washington, and it's important for me to understand how these changes can impact my clients' financial futures," said Leonard. "Many are asking if they're doing all they can to maximize their wealth. The training I receive as a member of this group allows me to serve as a trusted resource to those who want to evolve their financial plans in accordance with the changing laws and regulations."

"The recent overhaul of the tax code has changed the way many Americans need to plan for retirement. It's crucial for people to work with a financial professional who commits to ongoing education and maintaining the knowledge required to guide their clients through this post tax-reform era," said Slott. "Advisors who fail to invest in their own education may make costly and irreversible mistakes on behalf of their clients. Our mission is to educate advisors so that they can help their clients make informed decisions about their financial futures."

ABOUT ED SLOTT AND COMPANY, LLC: *Ed Slott and Company, LLC is the nation's leading provider of technical IRA education for financial advisors, CPAs and attorneys. Ed Slott's Elite IRA Advisor GroupSM is comprised of nearly 400 of the nation's top financial professionals who are dedicated to the mastery of advanced retirement account and tax planning laws and strategies. Slott is a nationally recognized IRA distribution expert, best-selling author and professional speaker. He has hosted several public television specials, including "Retire Safe & Secure! with Ed Slott." Visit irahelp.com for more information.*