

# 2008 Fall Conferences

Collections & Bankruptcy Conference • October 14–15 • Des Moines

IRA Workshops: Essentials & Advanced • November 4–5 • West Des Moines



*The Power of Partnership*



# Collections & Bankruptcy Conference

October 14–15 • Des Moines, IA • 9:00 a.m.–4:00 p.m.

*Make your credit union's collections efforts more productive.* Don't look now, but the effects of the real estate meltdown, combined with a shaky economy, could bring significant challenges for your collections department. Get informed about important collections and bankruptcy issues – and what they mean in practical terms for your organization. This conference will help you use effective collection tactics, guard against fraud, and get updated on the Bankruptcy Reform Act.

## DAY ONE: COLLECTIONS

### Collections Foundations

- Evaluate and update your current credit and collections policies
- Recognize the most common causes of delinquency
- Discuss the steps for success in a collections call

### Fraud and How it Relates to Collections

- Recognize schemes and scams perpetrated on credit unions
- Discover why credit unions are soft targets for fraud
- Establish policies and procedures to prevent fraud losses

### Debt Purchase Programs

- Understand the evolution of the debt sale industry
- Know the pros and cons of selling your charged-off accounts
- Understand and draft the contractual requirements

### Best Practices Roundtable

- Review the collections tools and techniques used by your peers
- Discuss your current challenges in collections

## DAY TWO: BANKRUPTCY

### Bankruptcy Foundations

- Identify the early warning signs of bankruptcy
- Strengthen your credit union's position if a bankruptcy is unavoidable
- Understand the difference between Chapters 7 and 13
- Discover the recent trends in bankruptcy

### Update on the Bankruptcy Reform Act

- Understand the new elements of Chapter 7: abuse, means testing, and state median income levels

- Examine the reaffirmation requirements, required disclosures, court approvals, and the credit union exception
- Learn about the elimination of the debtor's option to retain collateral without redeeming or reaffirming
- Review new developments in credit card debt, student loans, and exempt property
- Understand the new rules eliminating the "strip-down" of many secured claims



### INSTRUCTOR

**David Reed**, founder of CU Doctor, is an attorney, author, consultant, and nationally recognized speaker. He provides guidance on credit union policies and procedures, organizational compliance, collections, security, contractual agreements, regulatory matters, and corporate governance. A former bankruptcy attorney and vice president and general counsel for a large credit union, David is particularly noted as an expert in bankruptcy and collections.

# Register online today!

Visit [training.iowacreditunions.com](http://training.iowacreditunions.com) and choose *Event Calendar*.

For registration assistance, e-mail [reginfo@cuna.coop](mailto:reginfo@cuna.coop) or call 800-356-9655, ext. 4400.

# IRA Workshops: Essentials & Advanced

November 4-5, 2008 • West Des Moines, IA • 9:00 a.m.–4:30 p.m.

*Learn the ins and outs of IRA accounts.* Whether you're new to IRAs or have been working with them for years, here's an opportunity to refresh your knowledge and provide top-notch service to members.

## DAY ONE: IRA ESSENTIALS

This workshop builds a solid foundation of IRA knowledge. You'll develop the skills and knowledge to work with IRA owners and process basic transactions with confidence. Exercises are included throughout the day to help you apply the information to job-related situations. No previous IRA knowledge is necessary. Please bring a handheld calculator.

### Fundamentals

- Understand the importance of retirement savings to your members and your credit union
- Identify the differences between traditional and Roth IRAs
- Know the process for establishing an IRA

### Contributions

- Learn about contribution limits and deadlines
- Identify the eligibility requirements for traditional and Roth IRA contributions

### Distributions

- Discuss the process for removing funds from traditional and Roth IRAs
- Identify IRS penalties and their exceptions
- Learn when it's necessary to withhold income taxes
- Discover when owners are required to remove their IRA funds

### Transfers and Rollovers

- Identify the differences between a rollover and a direct transfer
- Know what to do when the money comes from a qualified retirement plan instead of an IRA

### Tax Reporting

- Review the basic tax reports that IRA owners receive, such as forms 5498 and 1099-R

## DAY TWO: ADVANCED IRA ISSUES

In the advanced workshop, you'll get ready to handle more complex IRA issues. Discover how to address required minimum distributions, recharacterizations, and Roth conversions. Bring your handheld calculator for practice in working with real-world IRA transactions.

### Contributions

- Identify the different types of contributions that can be made to traditional and Roth IRAs
- Explore rollover contributions, the automatic waiver of the 60-day rule, and traditional IRA to Roth IRA conversions
- Understand how and when these contributions are reported to the IRA owner and the IRS

### Distributions

- Understand the tax consequences of distributions from traditional and Roth IRAs
- Define an excess contribution as well as a recharacterization
- Know how to report distributions to the IRA owner and the IRS

### Required Minimum Distributions

- Learn when to use the Uniform Lifetime Table and the Joint Life Expectancy Table
- Understand the tax reporting requirements for required minimum distributions

### Processing a Death Claim

- Examine the steps involved in the death claim process.



## INSTRUCTOR

**Chad Neumann**, project manager for IRA Supertrain at CUNA Mutual Group, conducts IRA training programs to meet the needs of credit unions and leagues. In addition, Chad is also a part of numerous project teams that propose form revisions and IRA*direct* changes.

### **Collections & Bankruptcy Location**

#### **Embassy Suites Hotel on the River – Des Moines**

101 East Locust Street  
Des Moines, IA 50309  
Phone: 515-244-1700  
Fax: 515-244-2537

Room rate: \$139 single/double

***Reserve lodging by September 20, 2008***

### **IRA Workshops Location**

#### **SpringHill Suites West Des Moines**

1236 Jordan Creek Parkway  
West Des Moines, IA 50266  
Phone: 515-223-9005  
Fax: 515-223-9058

Room rate: \$99 single/double

***Reserve lodging by October 4, 2008***

### **Schedule**

8:30–9:00 a.m.	Registration
9:00 a.m.–Noon	Sessions
Noon–1:00 p.m.	Lunch
1:00–4:00 p.m.	Sessions <i>(IRAs ends at 4:30 p.m.)</i>

### **Tuition**

Attend both days for \$349 or choose a single day for \$199. If your credit union has less than \$15 million in assets, you'll register with a discount. In the online registration form, look for "Registration Rate/Promo Code (Optional)" and enter the code for your asset size.

- 25% discount for \$10 million to \$14.9 million, use SREG3
- 50% discount for \$5 million to \$9.9 million, use SREG2
- 75% discount for less than \$4.9 million, use SREG

### **Confirmations**

If you register online, you will receive your registration confirmation within three business days. Please allow up to 10 days if you pay by check.

### **Cancellations**

Cancellations received in writing (via fax 608-231-4327) seven or more days before the start of the program are eligible for a refund of the amount paid minus a \$50 administrative fee. No refunds will be granted if cancellation is received six days or less before a program begins. Substitutions are accepted anytime prior to the start of the program at no additional cost. Simply fax event and contact information, listing the new participant and who they will be replacing.

## More learning ahead for 2008!

You'll find links to these additional learning resources by visiting [training.iowacreditunions.com](http://training.iowacreditunions.com).

### **Iowa Credit Union Convention: Advancing Growth**

Credit union growth is a focal point for our state, and as we begin to recover from the floods of 2008 we must embrace this challenge and look for opportunities. Join us for this year's convention to gain new ideas, network with your peers, connect with exhibitors and enjoy the Chapter Celebration and Iowa Credit Union Foundation festivities.

September 17–19 • Dubuque, IA  
Tuition \$299

### **CUNA Collections & Bankruptcy Schools**

Develop an in-depth knowledge of collections and bankruptcy issues. You'll learn about the most common causes of delinquency, develop effective negotiation strategies and discover ways to strengthen your credit union's position if a bankruptcy is unavoidable. Visit [training.cuna.org](http://training.cuna.org) and choose *Schools & Conferences*.

- Introduction, October 5–10, Denver, CO
- Advanced, October 5–8, Denver, CO

### **CUNA Community Credit Union Conference**

Don't just do it, do it different. To succeed, your products, delivery systems, marketing, and service culture must be tailored to fit your community. This conference is for credit union leaders who are inspired to shake off the status quo and stand out from the crowd. Register online today at [community.cuna.org](http://community.cuna.org).

October 8–11 • San Diego, CA  
Tuition \$895 (\$995 after August 22)

### **Credit Union Seminars in a Box for Staff**

Everything you need to plan and execute a sales or regulatory compliance workshop is in the box—just add staff. Only \$279 per topic. Visit [training.cuna.org](http://training.cuna.org) and choose *Seminars in a Box*.

### **CUNA's Creating Member Loyalty™ System of Training**

Discover how to turn your service strengths into sales! Currently used by more than 200 credit unions, Creating Member Loyalty helps you build a sales and service culture that exceeds members' expectations.

Visit [training.cuna.org](http://training.cuna.org) and choose *Creating Member Loyalty* or call 800-456-0543.



PO Box 431 | Madison, WI 53701-0431

IOWA CREDIT UNION LEAGUE

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