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Sales Note: Common Misconception Offers Rollover Opportunity

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Do your clients have SEP-IRAs?

Many clients do. If fact, clients commonly have two (or more) IRAs ... a SEP-IRA and a regular IRA.

Clients with multiple IRAs present a great consolidation opportunity. Most individuals don't realize that regular IRAs and SEP-IRAs can be combined into a *single* IRA account.

There is no tax reason to keep SEP dollars separate. SEP contributions and regular IRA contributions are subject to the same tax and distribution rules.

SEP and regular IRA amounts can (and should) be combined, and SEP contributions can be made to a regular IRA.

Practice Tip:
Identify clients with a SEP-IRA with another provider. Contact the clients and suggest they consolidate their IRAs. Mention that they can continue to make and/or receive SEP contributions in IRAs with you.

ADVANCED SALES SUPPORT FROM GOLDLEAF PARTNERS

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