

Putnam continuing education courses

For more than a decade, Putnam Institute has helped financial representatives take a more holistic, needs-based approach to working with investors. Through Putnam Institute, we offer a series of programs designed to help you hone your techniques, expand your base of knowledge, and build a more successful practice.

The following courses are approved for all or a combination of continuing education credit, including insurance, CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU credit.

Ten Roth strategies to hedge the risk of higher taxes

Since their introduction by Congress more than 20 years ago, Roth IRAs have grown at a faster pace than their traditional counterparts, exceeding \$1 trillion in total industry assets recently. However, Roth IRAs comprise only 10% of total IRA assets currently. This may be problematic for retirement savers concerned about the threat of higher taxes in the future due to federal government budget pressures and uncertain tax policy. During this session, we will explore a range of actionable strategies for clients looking to hedge the risk of potential higher taxes on retirement savings, including:

- Year-end tactical planning strategies to maximize use of income tax brackets
- Considerations for small-business owners who may have experienced operating losses due to a challenging business environment
- Using after-tax retirement plan contributions to create substantial Roth savings

1 Credit Hour: CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.

Actionable tax-planning strategies for the current landscape

Since the passage of the Tax Cuts and Jobs Act (TCJA) in 2017, most taxpayers are experiencing a relatively favorable income and estate tax environment. However, certain factors suggest that taxes may be headed higher in the near future, including pressure on the federal government to raise revenue to combat rising budget deficits.

Additionally, if no legislative action occurs, current tax rates and provisions expire at the end of 2025. This workshop reviews the current income, gift, and estate tax landscapes and suggests a number of actionable planning strategies, including:

- Tactical, tax-smart planning for deductions
- Strategies to hedge the risk of higher taxes in the future
- Tax-related considerations for intergenerational wealth transfer

1 Credit Hour: CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.

Credit hours listed are those available in most states. Contact your Regional Consultant or call the Putnam Client Engagement Center at 1-800-354-4000 to determine applicable hours in your state.

Client acquisition and asset gathering ideas for the virtual advisor

The new work-from-home dynamics have challenged us all to keep performing at our peak in 2020. As we continue to operate in this new normal and think about the future, Putnam's Wealth Management and Practice Management Specialists offer client-specific engagement ideas to help grow your practice virtually.

1 Credit Hour: CPE, CIMA, CPWA, and CTFA.

Intergenerational wealth transfer: Planning strategies to connect with the next generation

With over \$30 trillion in wealth poised to shift generations over the next few decades, firms and financial advisors are challenged with helping clients manage the transition of that wealth. This presentation explores barriers financial advisors face in making critical connections with the next generation of their clients. Actionable strategies around tax planning and efficient wealth transfer are discussed as potential tactics to help financial advisors make those valuable connections.

1 Credit Hour: Insurance, CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.

Understanding the SECURE Act and its implication on planning

In late 2019, Congress passed the SECURE Act (Setting Every Community Up for Retirement Enhancement Act of 2019), representing the most significant changes to the retirement industry since the Pension Protection Act (PPA) in 2006. While the legislation introduces many benefits for retirement plans, participants, and individual savers, many heirs of retirement accounts will be required to fully distribute funds from those accounts much sooner than under previous law. This presentation explores the key provisions of the law and presents planning strategies in response to the repeal of the "Stretch IRA" option including:

- Tax-efficient strategies around distributing retirement funds
- Alternative planning with charitable trusts and life insurance
- Other considerations including disclaimers and strategic beneficiary designations

1 Credit Hour: Insurance, CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.

Planning for health care in retirement

With more baby boomers retiring and life expectancies increasing, health-care costs in retirement are consuming a greater portion of household income. In fact, a healthy 65-year-old couple is expected to spend over \$600,000 on lifetime medical expenditures if you include Medicare premiums, supplemental coverage, dental costs, and out-of-pocket expenses.* This presentation explores trends in health-care spending, provides details on navigating Medicare, and presents planning strategies advisors can share with clients.

1 Credit Hour: Insurance, CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.

* Healthview Services, 2021 Retirement Healthcare Costs Data Report. Assumes the husband lives to age 87 and the wife lives to age 89.

Active Insights

The presentation covers the critical data impacting capital markets. It provides an overview of the global and U.S. economies and the key drivers of growth. The presentation examines equity and fixed-income markets along with commodities and volatility, and concludes with a discussion about risks.

1 Credit Hour: CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.

Asset Protection: Strategies to help clients safeguard wealth

An asset protection plan is a vital component of a thoughtful and comprehensive wealth management strategy. Clients who have accumulated sizable retirement savings, established equity in their homes and businesses, and built other wealth should consider ways to protect hard-earned assets from a lawsuit, civil claims, or bankruptcy proceedings. This course focuses on a variety of strategies that can be employed to help your clients safeguard that wealth. Specific topics addressed include:

- Taking care of the basics: From the use of insurance to homestead exemptions
- Retirement accounts: Why it is important to understand the creditor protection differences between ERISA and non-ERISA plans
- Business ownership structures to limit liability including an overview of the "multiple LLC" strategy

1 Credit Hour: Insurance, CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.

Building a successful retirement: Strategies to address the retirement income challenge

This course presents a framework for retirement to generate and maintain a sustainable income stream. In particular, this course highlights the need for dependable retirement income by exploring key issues such as longevity risk, the impact of inflation, the aging American population, sequence-of-returns risk, and the role of annuitization.

1 Credit Hour: Insurance, CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.

Developing a “tax smart” retirement income strategy

As personal income tax rates have declined to historically low levels, investors have concentrated the largest portion of their retirement savings inside of traditional, tax-deferred accounts such as 401(k) plans and traditional IRAs. Considering the prospect of rising income tax rates in the future and the prevalence of more clients reporting employment income in retirement, the need for a tax-smart approach to a retirement income plan is critical. This course examines the negative impact taxes can have on the success of a retirement income plan and proposes actionable strategies to help clients improve results, including:

- Building tax diversification into clients’ portfolios to help them better manage their personal tax bill in retirement
- Using your client’s personal tax situation to identify the most advantageous withdrawal strategy

1 Credit Hour: Insurance, CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.

Planning considerations for non-traditional households

The number of non-traditional households in the United States — those headed by divorced or never-married individuals and couples — is on the rise.

According to the U.S. Census Bureau, the percentage of traditional households, defined as married couples, has now fallen below 50% for the first time. At the same time, the number of certain, non-traditional households, such as unmarried couples, has risen by over 40% in just the past ten years. It’s critical that financial advisors understand the unique financial planning challenges facing these types of households, such as:

- Unmarried couples are not afforded many automatic protections such as legal and property rights, medical decision-making, and wealth transfer
- Certain estate tax provisions are only available to married couples, such as unlimited gifts between spouses and an unlimited estate tax exemption
- There may be special considerations around planning for income in retirement, insurance coverage, and taxation issues

1 Credit Hour: Insurance, CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.

Succession planning for closely held businesses

Ten million small businesses are projected to be transferred or closed over the next decade, and most owners do not have a formal succession plan in place. A comprehensive plan for succession can increase the value of a business now and provide financial security for the business owner and family for the future. This workshop explores critical steps in the succession planning process and other related topics including:

- Different approaches for business valuation
- Key considerations around structuring a deal
- Advanced strategies for transferring wealth in closely held businesses including defective trusts and ESOPs

1 Credit Hour: Insurance, CFA, CFP, CPE, CFFP, CIMA, CPWA, CTFA, and ChFC/CLU.