

Roth IRA Conversion Questionnaire

2010 may be the perfect opportunity to convert your Traditional IRA to a Roth IRA for several reasons:

- With the market in recovery, retirement accounts are largely undervalued compared to values prior to the current recession; this allows you to pay lower taxes upon the fair market value of the account when converted to a Roth IRA.
- Many believe that income tax rates will increase in the future. Why not lock in on "historically" low rates?
- The Roth IRA conversion may enable beneficiaries to stretch your remaining retirement account tax-free over their lifetimes.

Depending on your answers below, you could benefit significantly from this exercise in retirement tax-planning.

Please answer the following questions:

1. What is your date of birth?
2. At what age do you expect to retire (if you have not already retired)?
3. Do you have a beneficiary for your Traditional Individual Retirement Account ("IRA")?
 - a. What is his/her date of birth?
 - b. Is your spouse the designated beneficiary?
4. Please provide the balance in your Traditional IRA as of 12/31/2009 (or fair market value if an annuity).
 - a. If any of your contributions have been non-deductible you have cost-basis in your Traditional IRA. The cost basis is the total of all non-deductible contributions. What amount of the Traditional IRA's balance is attributable to the cost basis?

5. Subject to certain rules, annual contributions may be made to your IRA and/or Roth. For 2009, the maximum deductible contribution to both accounts is the smaller of \$5,000 or the amount of your taxable compensation for 2009. For those ages 50 and older, a maximum deductible contribution of \$6,000 may be made.
 - a. Do you anticipate making annual contributions?

 - b. Do you plan on contributing the maximum deductible amount each year?
 - i. If not, please provide an estimate of an amount that you will contribute annually. (We will assume the amount will be the same each year.)

6. Withdrawals may be taken from a Roth IRA from the later of the year you reach age 59 1/2 or 5 years after conversion. Do you expect to make annual withdrawals?
 - a. If "yes", please provide an estimate of an amount that you will withdraw each year. (We will assume that the amount will be the same each year.)

7. A Traditional IRA will make required minimum distributions ("RMDs") once you turn age 70 1/2. Federal law dictates a minimum amount to be distributed to you annually, but you may always opt to withdraw more.
 - a. What amount do you expect your total distribution and withdrawals to be to sustain your lifestyle? (please provide a dollar amount)

 - b. Regarding the amounts distributed,
 - i. what percent do you expect to spend?

 - ii. what percent do you expect to invest?

8. The government assesses taxes upon your RMDs. Will you pay those taxes with money from (please check one)
 - a. your traditional IRA?

 - b. outside monies?

9. What is your current income tax rate?

10. Do you expect to be in the highest income tax bracket when you retire? (35% is currently the highest income tax bracket)
 - a. If not, what income tax bracket would you like for us to use?

11. Excluding your retirement account, please provide an estimate of what you expect the value of your estate to be at death (if you are married, include the total value of your community estate).