

Keeping you on top of the most significant developments



# Pulse

what you need to read  
by AALU

October 3, 2019

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We are bringing Pulse to you, live and in-person, at **TRANSFORM 2020**. Give us your ideas on knowledge transfer, diverse learning approaches, emerging trends, and innovation based on the five educational tracks highlighted in this newsletter.

With your help, we are making **TRANSFORM 2020** a meeting for thought leaders just like you!

[SUBMIT YOUR IDEAS](#)

## Business Insurance and Employee Benefits



### **BOLI: Using Succession Planning to Unlock Compensation Challenges**

In this piece, Ken Derks and AALU Member David Shoemaker explain how developing a strategic succession planning process can help banks drive solutions to the challenges of recruitment, retention, and tying compensation to performance. Plans with provisions that link benefits to the long-term success of the bank can help increase performance and shareholder value.

[Read more >>](#)

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## Tax and Regulatory Development



### **Using Life Insurance to Replace Retirement Benefits After the SECURE Act**

The SECURE Act passed the House on a 417-3 vote earlier this year and continues to retain widespread support in the Senate. We are hopeful it will receive a vote before the end of the year. This *Wealth Management* piece discusses the changes to IRA and qualified plan distributions in the SECURE Act and explains several retirement planning strategies using life insurance to secure distributions and benefit clients—assuming the SECURE Act becomes law.

[Read more >>](#)

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## IRS Finalizes Hardship Distribution Rules

On September 27, the IRS issued final regulations that modify and clarify current rules for in-service financial hardship distributions from 401(k) and 403(b) plans. This analysis discusses the key changes and what they mean for plan sponsors and administrators.

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## Wealth Transfer

## Old Estate Plans May Be Harmful To Your Wealth

Keeping estate plans up to date is essential for successful planning. In this *Forbes* piece, Martin Shenkman provides a checklist of items that require an updated plan. Yet it often unexpected or imperceptible changes make frequent reviews of estate planning essential, which is illustrated by a case study from the recent Notre Dame Tax & Estate Planning Institute meeting.

[Read more >>](#)

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## 100 Questions to Ask in an Initial Estate Planning Interview

Getting to really know and understand clients is one of the most critical skills in estate planning, and the initial client interview is a crucial part of the process. This *Think Advisor* piece provides a number of open-ended questions that serve as a good checklist for interviewing clients.

[Read more >>](#)

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## Assets Under Management



## Retirement Income Drawdowns For The Wealthy

Tax efficiency is the goal of retirement income planning for all families, but for wealthy families there are additional hurdles and nuances to consider. In the *Forbes* analysis, Steve Parrish discusses how strategies using grantor trusts, installment sales, and entity changes can benefit clients.

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## Are Roth IRAs Good Investments For Kids?

Roger Wohlner explains that minors with earned income are eligible to open Roth IRAs and explains the benefits of these accounts.

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## Practice Management and Marketing

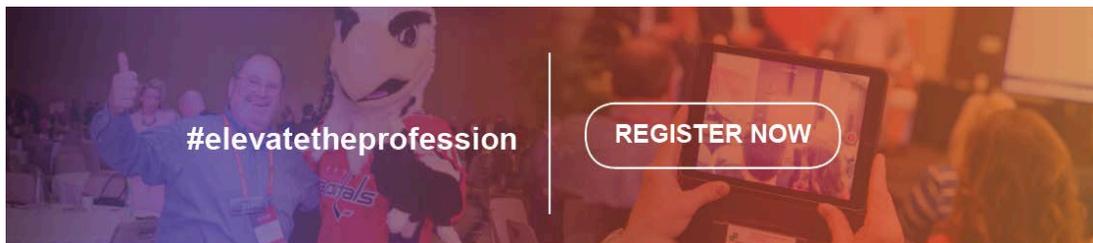


### Advisor Tech Shifts Focus to Next-Gen Clients

This *Financial Planning* piece looks at the advisor tech tools that increasingly reflect the demands of millennials and younger investors.

[Read more >>](#)

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April 26-28, 2020 | Marriott Marquis | Washington, D.C.



### Upcoming Events

- **Webinar: Transform your practice like Benjamin Yin** | October 10 | 12pm ET | [Register Here](#)
  - **TRANSFORM 2020** | April 26-28, 2020 | Marriott Marquis | Washington, D.C. | [Register Today](#)
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## Ask Us Anything

Have a question or comment? Just reply to this email and send it our way.

Suggestions on content? We'd love to hear that too! Reply to this email to let us know your thoughts.

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