Real Property Opportunity:

A Review of Self-Directed **IRA Real Estate Investing**

Including Attitudes and Experiences from Kiplinger's Personal Finance Subscribers

GROWTH EQUITY GROUP

About Real Property Opportunity

Growth Equity Group is a real estate investment company specializing in residential income-producing properties in select U.S. markets for individual investors. As an asset sponsor, GEG makes investing in real estate easy, especially for individuals participating through self-directed retirement accounts.

GEG recently funded a survey of ***Kiplinger's Personal Finance*** subscribers to assess attitudes surrounding real estate investments—particularly within self-directed IRAs. Kiplinger's is the nation's premier magazine for serious investors. Its subscribers are knowledgeable about a range of financial strategies, including real estate investments, and this report highlights the attitudes and experiences of subscribers who responded to the survey.

GEG also reached out to industry experts and members of the Retirement Industry Trust Association (RITA), a trade group of organizations involved in self-directed retirement plan administration, to get their take on why real estate is an increasingly popular investment strategy within self-directed IRAs.

Finally, this report presents feedback from a small group of survey respondents who have experience investing in property through self-directed accounts. These subscribers were questioned about the outcomes and challenges they encountered.

Methodology: ***Kiplinger's Personal Finance*** magazine sent an email to 10,000 randomly selected subscribers inviting them to participate in an online survey about their retirement investments. At the close of the survey, 624 responses had been received with 530 fully completed questionnaires. Sky Bridge Research, an independent market research firm, handled survey deployment and analysis.

Kiplinger's participation in this survey represents no endorsement of self-directed IRAs or of GEG's investment offerings.

Making Real Estate Investing as 'Easy as Buying Stocks'

Growth Equity Group consistently explores and analyzes real estate markets throughout the country. The goal is to identify emerging and re-emerging markets that are prime for rapid growth.

GEG also is a pioneer in self-directed IRA real estate investment, offering pre-approved, nonrecourse financing for all inventory and passive asset management services. Backed by more than 25 years of experience and over $150 million in residential real estate transactions, GEG makes buying real estate within an IRA as easy as buying stock.

- ✓ **Buying Power:** One of the largest bulk buyers of real estate in the nation, GEG buys at prices individuals can't get.
- ✓ **Vacancy Protection:** Pre-screened, quality tenants translate to immediate cash flow from day one.
- ✓ **Approved Loans:** Nonrecourse financing offered on all inventory means investors are qualified to buy today.
- ✓ **24/7 Management:** Comprehensive property management and custom software—GEGManager™—offers full reporting on investments.

"Let's say you're 45 years old and you use your Roth IRA to buy a rental property on a lake. You know you can't use the property now, but you can rent it out and enjoy tax-free appreciation and income until you're ready to retire. And as long as you wait until you are older than 59½, you can take the property out of the IRA tax and penalty free and retire by the lake!"

—Tom Anderson, President, Retirement Industry Trust Association, www.ritaus.org

SECTION 1

Growth in IRAs and General Perceptions

Most Americans know what an individual retirement account (IRA) is and how it can help them save for retirement. In fact, they are an increasingly popular savings tool.

It took 30 years after IRAs were first introduced in 1974 for total investments to reach $3.0 trillion.[1] Since then, however, balances have more than doubled, hitting $7.6 trillion only 10 years later.[2]

A relatively small percentage (between 2% and 5%)[3] of that total is socked away in what's known as self-directed IRAs. This is a type of retirement account that enables account holders to exert more control by investing in opportunities beyond stocks, bonds, mutual funds and CDs.

The reality is that investors have always had the ability to invest in alternative assets within their IRAs. Under Section 408 of the Internal Revenue Code, the only investments that are specifically prohibited are life insurance, collectibles, some coins and S corporation stock. It's just that mainstream retirement companies haven't always offered many nontraditional options.

"People often will come to us saying they have a self-directed account with groups like Charles Schwab, Vanguard, or TD Ameritrade," says Brett Immel, co-founder and senior partner of **Growth Equity Group**, a real estate investment firm, "but all they really have is the ability to choose the stocks or bonds they're buying. They still can't buy an alternative asset like real estate within their IRAs."

Mainstream retirement companies haven't always offered nontraditional options.

Common Alternative Investments

A self-directed account enables investment in a range of investments, depending on the custodian. In addition to traditional investments, these can include:

- ✓ Real Estate
- ✓ Notes (both secured and unsecured)
- ✓ Trust Deeds
- ✓ Partnerships and joint ventures
- ✓ Private Equity
- ✓ Tax Sale Certificates
- ✓ Car Paper
- ✓ Factoring
- ✓ Accounts Receivable
- ✓ Commercial Paper
- ✓ Equipment Leasing
- ✓ Oil and Gas Rights
- ✓ And more

This happens because it's up to the IRA provider to decide which assets they will allow investors to purchase, according to the Retirement Industry Trust Association (RITA), a trade group for organizations involved in self-directed retirement plan administration. And it's why it is so important for investors to verify the range of assets permitted before opening an account.

"People like the fact that they can drive by their retirement plan."

Rising interest in real estate

In recent years, Americans have expressed increasing interest in using their self-directed retirement accounts to invest in real estate. This is especially true since most property markets have rebounded from the 2008 downturn. In fact, among RITA members direct purchasing of property is one of the three top alternative asset investments (along with private equity investments and lending secured by real estate).

"Most Americans have some degree of their wealth in real estate, so they understand it," says RITA President Tom Anderson. "And there is certainly an increasing drive for a decent rate of return," adds Mary Mohr, the organization's executive director.

Mohr explains that persistently low yields are leading more people to look at using retirement savings to invest in real property—whether that's through direct purchases or loaning money secured by property. "One of our members says that people like the fact that they can drive by their retirement plan."

The big credit squeeze that followed the housing crisis also spurred interest. “With all the foreclosures on the market in 2008 and 2009, there was a lot of property available at low prices, but it was really difficult to get financing,” says Immel. “People began looking at their IRAS and self-direction because that’s where they could raise the money.”

The fact that self-directed investors can use leverage (although loans must be nonrecourse; see page 9 for more information) to purchase property within their IRAs has been a big selling point as well. “It’s really the only investment that offers you the ability to use somebody else’s money in a tax-deferred or tax-free environment,” explains Preston Despenas, another GEG co-founder and senior partner. “If your IRA invests $100,000 in the stock market, you’re getting $100,000 in stock. But if your self-directed IRA invests $100,000 in real estate, you could get $200,000 to $250,000 worth of property. It can make a huge difference in overall returns on that account, especially with today’s low interest rates.”

Investors also appreciate the hedge against inflation and volatility that owning a hard asset can offer. “It’s interesting to see how the space is starting to grow now because of recent volatility in the stock market,” notes Despenas. “People are definitely looking for shelter against that.”

Common Self-Directed Real Estate Investments

- ✓ Single-family and multi-unit homes
- ✓ Apartment buildings
- ✓ Co-ops
- ✓ Condominiums
- ✓ Commercial property
- ✓ Improved or unimproved land (leveraged or unleveraged)

Measuring attitudes and awareness

Despite varied reasons for rising interest in self-directed accounts, they remain a relatively small share of IRAs overall. In an effort to assess awareness of and attitudes toward alternative asset investments (particularly real estate) within IRAs, **Growth Equity Group** engaged ***Kiplinger’s Personal Finance*** magazine to survey its subscribers.

Kiplinger’s is the nation’s premier investment and retirement planning magazine. Its subscribers are knowledgeable about a range of financial strategies—including real estate investments—and the survey questioned them about their views and experiences regarding both real estate and self-directed IRAs.

At the survey’s close, 624 people had responded. Some of the highlights:

- **Many Kiplinger’s survey respondents appreciate real estate as an investment vehicle.** Almost 63% say they would be willing to consider investing in real estate in the future.

- **They believe that real estate is a sound investment strategy.** Six out of 10 agree that owning real estate can generate high returns and five out of 10 believe that investing in real estate is a good hedge against inflation and market volatility.
- **About half like today's market.** Almost one in two (48.5%) of survey respondents say that now is a good time to invest in real estate.
- **Some have invested directly in rental properties.** Just over 41% have purchased rental property as an investment in the past and 9.4% are currently considering or shopping for an investment property.
- **They value leverage.** Almost 66% said taking advantage of historically low interest rates by leveraging real estate investments makes sense.
- **A few have invested in real estate with IRA funds.** About 4% of respondents had direct experience using a self-directed IRA to invest in real estate.
- **Some want to know more.** Almost one in three would like to learn more about using IRA funds to invest in real estate.

Survey Profile

Kiplinger survey respondents are sophisticated investors who save a lot.

One-third of American households own an IRA, according to research conducted in 2014 by the Investment Company Institute.[4] Contrast that with a survey of subscribers to ***Kiplinger's Personal Finance*** magazine in which nine out of 10 respondents reported owning at least one IRA.

The survey was sponsored by **Growth Equity Group** and conducted in July and August of 2015.

Kiplinger's survey respondents save more too. While a March 2015 survey by Bankrate.com revealed that fewer than one in four Americans are saving more than 10% of their incomes each year, more than half (52.1%) of the respondents to GEG's Kiplinger survey said they do so.

What's more, Kiplinger survey respondents have accumulated significant holdings. About half (49.6%) hold portfolios totaling $1 million or more.

Almost nine out of 10 survey respondents say that they are active managers of their financial investments and that they work hard to stay informed about financial products and services available in the market. Most also say they are open to investing in new and different financial products and services.

"Because today's investors want to diversify their retirement portfolios to include assets that are not correlated to the markets, holding real estate in their self-directed IRAs is and always has been a popular option for our clients. Investors in this asset class are often looking for a recurring stream of income with more predictable cash flow, which is why this asset can be a great fit inside a tax-free or tax-deferred vehicle like an IRA."

—Theresa Fette, CEO, Provident Trust Group, https://trustprovident.com

Investing in Alternative Assets within an IRA

Even using the most conservative estimates, Americans hold about $152 billion in alternative assets within self-directed IRAs.[5] That's a sizable amount.

Self-directed account holders can acquire a variety of alternative assets such as mortgages, tax liens, franchises, partnerships and private equity. As mentioned previously, they can even purchase property. See "Common Alternative Investments" on page 4 for more information.

Like all IRAs, a qualified provider, typically referred to as a trustee or custodian, is required to administer the account. Generally, this means that the custodian will maintain the assets, perform all required recordkeeping and reporting, issue client statements, assist in helping clients understand the rules and regulations, and perform other administrative duties.

According to NuWire Investor, an independent publisher of information about alternative asset investments, the number of self-directed IRA custodians has grown significantly over the past few years. The publisher expects this growth to continue as the self-directed IRA industry matures.

RITA also cites overall longevity and experience as key factors in the industry's positive outlook. "All of our members have been enabling alternative asset investments as long as they've been in existence," says Anderson, many as far back as 1974, when IRAs were first established under the Employee Retirement Income Security Act (ERISA). "Some of the bigger companies do dozens or even hundreds of these transactions a day."

"Some of the bigger companies do dozens or even hundreds of these transactions a day."

Large (>$2 Billion) Self-Directed IRA Custodians

- Equity Trust (acquired Sterling Trust); **www.trustetc.com**
- First Trust Company of Onaga; **www.ftconaga.com**
- IRA Services Trust Company; **www.iraservices.com**
- Kingdom Trust; **www.kingdomtrustco.com**
- Millennium Trust Company; **www.mtrustcompany.com**
- Pensco Trust Company (acquired Lincoln Trust); **www.pensco.com**
- Provident Trust Group; **www.trustprovident.com**
- Trust Company of America; **www.trustamerica.com**

Source: *List of Self-Directed IRA Custodians*, NuWire Investor, http://selfdirectedira.nuwireinvestor.com.

NuWire maintains a regularly updated list of custodians on its website. RITA also provides a searchable directory of its members.

Avoiding missteps and mistakes

Income and appreciation accumulate on a tax-deferred or tax-free basis.

The main benefit of investing within an IRA, of course, is that income and appreciation accumulate on a tax-deferred (traditional) or tax-free (Roth) basis. This certainly holds true for investing in alternative assets through a self-directed IRA as well.

Self-directed IRAs, however, do come with some extra rules and restrictions. For example, the IRA must be titled as the owner of all assets, and all purchase funds must come directly from the IRA. There is one exception to this last rule, explained in "Gaining Checkbook Control" on page 9.

In addition, the IRA must receive all income and pay all expenses related to ongoing ownership of the asset. And investors need to steer clear of any improper use of the IRA, which generally means that only the IRA can benefit from any transactions. To ensure this, investors must avoid "prohibited transactions" with a "disqualified person." Both of these terms are explained in IRS Publication 590.

Despenas recommends that interested investors read Scott Turransky's eBook, *Don't Risk It*, because it provides a good overview of how to comply with the passive investment rules. "But the simplified version is that the IRS considers the investor and most of his or her relatives to be disqualified, and the point is that those people cannot gain any benefit from the investment," Despenas explains. "Every transaction must be at arm's length."

Financing through nonrecourse (or asset-based) loans is another important restriction. While an IRA can borrow money to purchase an asset, nonrecourse financing means that lenders cannot recover more than the value of the asset in the case of default. In contrast, if a borrower defaults on a recourse loan and the asset is worth less than the balance remaining on the loan, the lender can seize the asset and still collect the remaining balance.

Prohibited Transactions: Real Estate Examples

- Account holders or other disqualified individuals cannot sell a property that they already own to the IRA. They cannot extend a line of credit for the investment.
- They can't rent the property to family members as a vacation destination, even for a few days.
- They can't make repairs or manage the property themselves, even for free, because that counts as "sweat equity." Instead, they have to hire outside parties to perform the work.

And note that Unrelated Business Taxable Income will come into play in most cases if an investor does choose to use leverage. This means that if an investment earns a profit after all typical expenses have been deducted, the IRA would owe taxes on that income—although only on the leveraged portion. (See more information about using leverage on page 13).

Those are just some of the rules, and it is important to follow them all to maintain the tax-advantaged status of the IRA. If an IRA owner (or beneficiary) engages in a prohibited transaction, the IRS could treat the account balance as a distribution in full. There are also separate penalties applied to each disqualified person involved in the transaction.

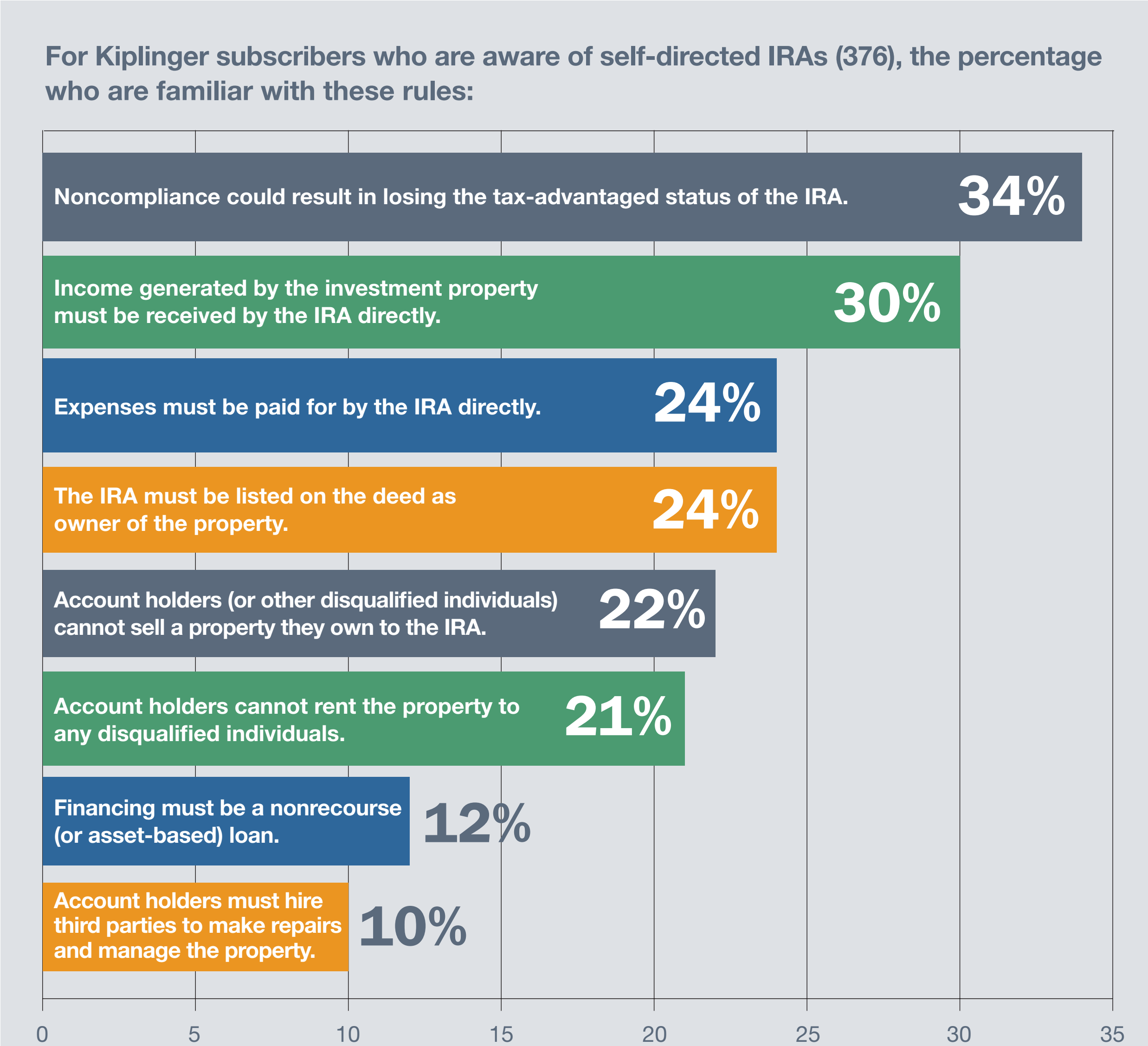
Investors also need to be familiar with the rules for the type of IRA involved: a traditional or Roth IRA; a SEP, SAR-SEP or Simple IRA; or a Solo 401(k). Rules regarding contribution limits, early withdrawal penalties and required minimum distributions still apply.

The IRS could treat the account balance as a distribution in full.

Gaining Control of the Checkbook

Investors who want greater control over their self-directed individual retirement account—specifically the ability to purchase assets directly—can set up a Limited Liability Corporation (LLC) that is owned by the IRA. This enables the IRA owner to write checks on behalf of the IRA, which offers even greater control and can reduce certain custodial fees.

Gaining checkbook control can give the investor an advantage, especially when purchasing real estate foreclosures. This is usually a time-sensitive proposition requiring the ability to write checks quickly.



As with any investment, it is important for investors to evaluate potential risks and complete due diligence. Self-directed IRA providers are not legally obligated to evaluate the quality or legitimacy of an investment and its promoters.

"Custodians and trustees will perform an administrative review of proposed alternative asset investments, but it is not an economic or merit review," says Mohr. "Investors need to understand they there are responsible for choosing and monitoring their investments." For more information, see RITA's "Check Before You Invest" document, part of its investor education awareness campaign.

Bottom line: Given the severity of penalties for noncompliance, it makes sense for investors to seek expert legal and financial advice at every stage.

> ***"More and more IRAs are investing in real estate and loaning money to other real estate investors. As conventional loans [have become] harder to obtain, retirement money has filled the gaps."***
>
> —Pamela Constantino, President, Polycomp Trust Company, www.polycomp.net

SECTION 3

Challenges in Self-Directed Real Estate Investments

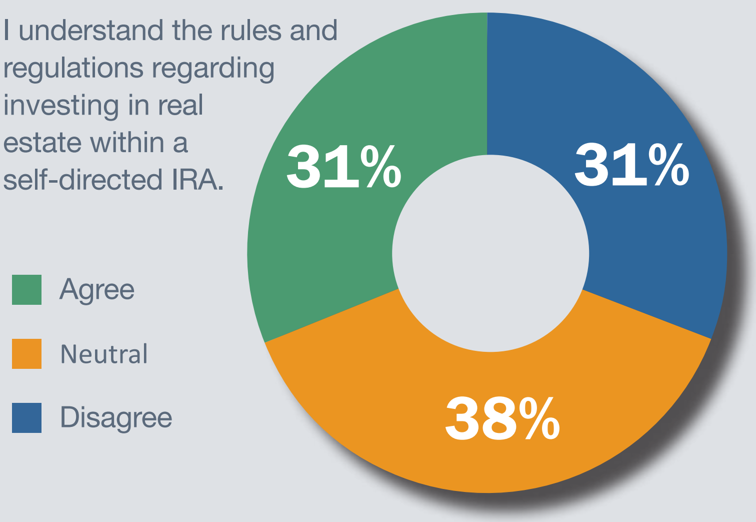
A small percentage (4%) of Kiplinger survey participants said they, or someone in their household, had previously invested in real estate through a self-directed IRA. According to these experienced investors, top challenges include:

- Finding property with value potential
- Obtaining financing
- Picking a property manager

Asset sponsors such as **Growth Equity Group** specialize in helping investors overcome these kinds of obstacles. Read on for a brief discussion of the solutions GEG offers to identify great properties, obtain nonrecourse financing and manage properties in compliance with the rules for self-directed IRAs.

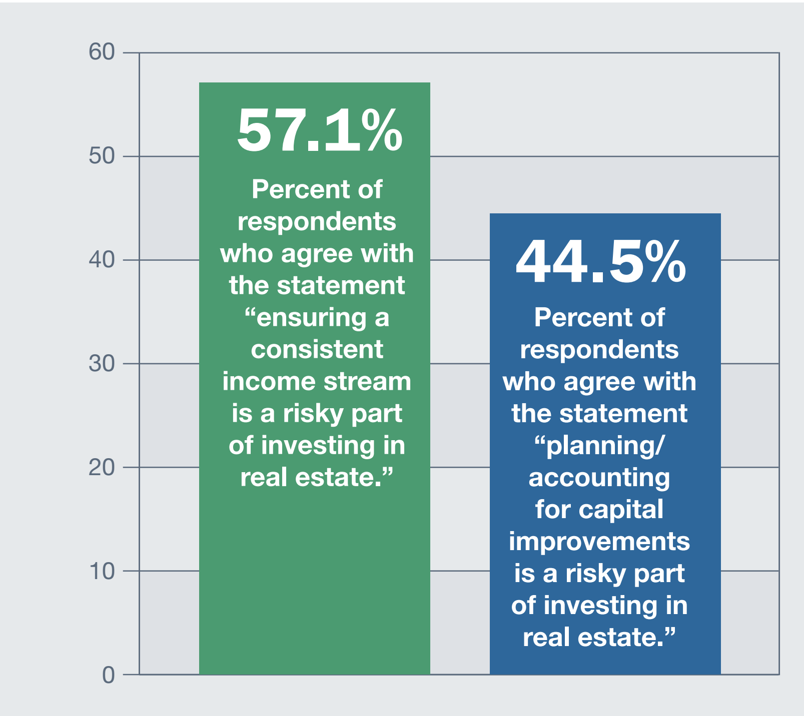
What IRA Real Estate Investors Say

I understand the rules and regulations regarding investing in real estate within a self-directed IRA.



Identifying properties

When it comes to investing in real estate in general, eight out of 10 Kiplinger survey respondents say that selecting properties with value potential is the most challenging part of the process. Survey participants also identified two major elements of the value proposition: ensuring a consistent



income stream and planning or accounting for capital improvements.

Growth Equity Group is an expert at identifying markets with value potential. "We're constantly scanning the nation for three specific types: urban markets, college towns, and emerging markets," says Despenas. "The point is to identify the right time in the cycle to buy into a market that is going through exponential growth, has a solid existing tenant pool, or has a growing millennial population, the majority of which are renters."

GEG's pursuit of investments in the state of Virginia is a great example of how their acquisition strategy pays off. "Virginia has been a big market for us the last 18 months for two reasons," says Immel. "The really huge indicator was the $6 billion Panama Canal expansion. Over the past 25 years, ships have gotten increasingly bigger. They are so wide that they can't fit through the existing locks." That's why a new, wider lock is set to open by the end of 2015 or early in 2016.

"We cover tenant occupancy for the first year of ownership."

Because of the expansion, an opportunity exists: "There's only one port in the United States that's wide enough and deep enough to allow for these box and container ships, and that is the Port of Virginia. "It's incredible what's happening in this area," he says. "Population is expected to double. They say it's going to have a $60 billion impact on the economy."

The other reason is the abundance of growing college towns in Virginia. "We did a deal in Williamsburg, right down the street from William & Mary," says Immel. "And we just completed a deal in Harrisonburg, six blocks from James Madison University."

Over all, GEG has purchased 292 units to date in Virginia because of the unique opportunities available statewide. It ensures the value proposition of these properties (as well as others) in two critical ways:

- **Securing a consistent income stream.** Every property that GEG sells comes with a Rental Assurance guarantee. "We do extensive due diligence," says Immel. "For example, if we buy a 177-unit building, we look at the five-year trailing rent roll to see the trends within the complex. But we also realize that it isn't fair if out of those

177 units … 176 of them are great, but one of the tenants loses a job two months into it. So we've implemented a program where we cover tenant occupancy for the first year of ownership. We want consistency across the board."

- **Planning for capital improvements.** GEG rehabs all investment properties that aren't new construction. Thus, investors can reasonably expect that major expenses will be limited in the short-term. "If you intend to hang on to the asset for 20 plus years, then you can build up the cash flow as a fund to update the unit down the road," says Immel. "But if you're hanging on to this for five to seven years, you shouldn't need to be making major expenditures inside the units."

Securing financing

Most Kiplinger subscribers who had purchased real estate through a self-directed IRA struggled to secure a nonrecourse loan. In fact, only 6% of these investors reported having no trouble.

As mentioned previously, nonrecourse financing is required for SDIRA real estate purchases because the buyer cannot extend his own personal credit on a property held in a SDIRA. This is part of the requirement for arm's length separation.

Nonrecourse loans, however, can be difficult to obtain. "There really are only a couple of nationwide banks that provide nonrecourse financing for individual investors, and they're very small institutions," says Despenas. As a result, the organizations can be very selective.

"They're only funding a fraction of the hundreds of deals that come to them each month," explains Immel, "at interest rates between 6.5% and 8.5%. So their money is very expensive. Outside of that, the only nonrecourse money available is hard money [from private investors], which is going to cost anywhere from 9% to 14%."

Buyers who cannot secure nonrecourse financing often must pay all cash for the property, which results in losing out on one of the biggest benefits real estate investing provides. "We developed a chart (with actual numbers on a property one of our clients recently purchased) that demonstrates the impact of leverage on potential returns," says Despenas. See "Cash vs. Leverage" on page 14.

This loss of potential is why GEG proactively secures nonrecourse financing, with excellent terms, for investors on all properties it sells. The

Only a couple of nationwide banks provide nonrecourse financing for individual investors.

CASH VS. LEVERAGE

All Cash Purchase	
Purchase Price	$150,000
Amount Invested	$150,000
Monthly Gross Rental Income	$1,300
Monthly Non-Recourse Mortgage	$0
Monthly Property Taxes	$200
Insurance	$40
Monthly Management Expense (8%)	$100
Monthly Maintenance Expense	$40
Monthly Net Cash Flow	$920
Yearly Net Cash Flow	$11,040
Principal Reduction/Year	$0
ROI/Year (Zero Appreciation)	7.4%
Appreciation based on 10yr U.S. Inflationary Average 3.4%	$5,100

TOTAL IRR PER YEAR 10.8%

2 Properties with Non-Recourse*	
Purchase Price	$300,000
Amount Invested	$100,000
Non-Recourse Mortgage	$200,000
Monthly Gross Rental Income	$2,600
Monthly Non-Recourse Mortgage	$1,100
Monthly Property Taxes	$400
Insurance	$80
Monthly Management Expense (8%)	$200
Monthly Maintenance Expense	$80
Monthly Net Cash Flow	$740
Yearly Net Cash Flow	$8,880
Principal Reduction/Year	$3,100
ROI/Year (Zero Appreciation)	12%
Appreciation based on 10yr U.S. Inflationary Average 3.4%	$10,200

TOTAL IRR PER YEAR 22%

*UBIT applies to leveraged portion of any income earned.

firm's ability to secure affordable asset-based loans stems from a combination of factors:

✓ A history of buying, developing and managing millions of dollars of real estate investments nationwide.

✓ Prior relationships with lenders who are familiar with the way GEG selects and develops its properties.

✓ Bulk buying power which results in significant equity positions for the end buyer.

✓ A reputation for securing phenomenal assets in phenomenal markets.

Managing the property

As discussed in the previous section, to avoid improper use of the IRA, self-directed real estate investors may not manage the property or make repairs themselves. They must hire independent third parties to perform those functions.

"Many investors mistakenly believe that loopholes exist allowing them to circumvent these rules," says Despenas. "Some think it's OK as long as they don't get paid or as long as they have set up a limited liability corporation (LLC). A few simply believe that they won't get caught," he adds.

Another problem is that many investors lack the experience necessary to identify a good property manager and contractor. Even if you find a good manager, buying properties outside your area can make it difficult to communicate effectively. "It's hard to keep your finger on the pulse of your property from far away," says Immel.

"It's hard to keep your finger on the pulse of your property from far away."

Growth Equity Group helps minimize these difficulties in several ways. First, it only sells new construction properties or units that have been recently renovated. That decreases many of the repairs a real estate investor typically would face in the first years of the investment.

Additionally, there's always an experienced, locally based property management team in place. And investors have access to an online tool called GEG Manager® that helps them monitor activity on their properties. The tool makes it easy to check monthly statements, view work orders, and download documents. It all becomes as simple—and as passive—as tracking an online investment account.

To further minimize risk, GEG offers a thorough tenant screening process which includes background and credit checks, rental history verification, as well as verifying prospect financials. "As property managers, we're not just collecting rent," says Immel. "We're here to preserve, protect, and enhance the owner's investment."

Embracing alternative investments

Even some sophisticated investors can be reluctant to use retirement money to invest in alternative assets such as real estate. While a majority of Kiplinger survey respondents say they are aware it is possible to invest in alternative assets within an IRA, only a small percentage had ever done so.

What's holding them back? For some, it's the perceived hassle of avoiding improper use and prohibited transactions. "We completely understand that," says Immel. "ERISA says that you have to be passive in this investment, so our investment is extremely passive. The fact is that we've never had an investor who had trouble with compliance on one of our properties."

Others stick with traditional investments because of comfort with the status quo—even if it means foregoing potentially higher returns. Both Immel and Despenas, however, say this reluctance is fading. And they predict it will continue to erode as more people hear of friends and family who have experimented successfully with self-directed IRAs.

What's more, GEG is committed to educating its investors about the potential of self-directed real estate investments. "I think the true difference between us and any competition out there is the amount of time that we spend educating our clients about the nuances of the process, even just individual prospects that are looking at the strategy," says Despenas.

"We don't sell real estate and say good luck," agrees Immel. "Whatever our clients' goals are, whether they want to pay off the investment and retire with it or sell it within three to four years, we're with them through the entire invesment period."

SECTION 4

Resources and References

EBooks

- *Don't Risk It: A Guide for Self-Directed Retirement*; Scott Turransky; www.equityira.com
- *The 4 Greatest Challenges Facing Self-Directed IRA Real Estate Investors*; Brett Immel and Preston Despenas; www.growthequitygroup.com
- *The Self Directed IRA Handbook*; Mat Sorensen, www.sdirahandbook.com

Retirement Industry Trust Association

- Check Before You Invest; https://rita.memberclicks.net/assets/documents/checkbeforeyouinvest.pdf
- How to Self-direct Your IRA, Learn the 4 Step Process; www.youtube.com/watch?v=YxYvwnxyQtU
- Membership Directory; www.ritaus.org/membership-directory

Investment Company Institute

- The Role of IRAs in U.S. Households' Saving for Retirement, 2014; ICI Research Perspective, January 2015, www.ici.org/pdf/per21-01.pdf
- Appendix: Additional Data on IRA Ownership in 2014; ICI Research Perspective, January 2015, www.ici.org/pdf/per21-01a.pdf

Government Publications and Links

- IRS Publication 590-A: Contributions to Individual Retirement Arrangements (IRAs); www.irs.gov/pub/irs-pdf/p590a.pdf
- IRS Publication 590-B: Distributions from Individual Retirement Arrangements (IRAs); www.irs.gov/pub/irs-pdf/p590b.pdf
- SEC Investor Alert: Self-Directed IRAs and the Risk of Fraud; http://www.sec.gov/investor/alerts/sdira.pdf
- IRA Online Resource Guide; http://www.irs.gov/Retirement-Plans/IRA-Online-Resource-Guide

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[1] The Individual Retirement Account at Age 30: A Retrospective; Investment Company Institute (ICI) Perspective. February 2005. https://www.ici.org/pdf/per11-01.pdf

[2] Retirement Assets Total $24.9 Trillion in First Quarter 2015. ICI Press Release. June 24, 2015.

[3] Note: The U.S. Securities and Exchange Commission estimates that self-directed IRAs represent 2% of all IRAs. Officials at the Retirement Industry Trade Association say this underestimates share, which they estimate at between 3% and 5%.

[4] The Role of IRAs in U.S. Households' Saving for Retirement, 2014. ICI Research Perspective. January 2015. http://www.ici.org/pdf/per21-01.pdf

[5] ICI Press Release. June 24, 2015.

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