

# Briefings

Columbus Life  
Insurance Company

Cincinnati, Ohio

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## The Pension Protection Act of 2006 IRAs and 529 Plans

President Bush signed the Pension Protection Act of 2006 into law on August 17th. This legislation includes several tax changes that are good news for your clients with IRA accounts and 529 plans.

You have probably already read a lot about this bill from multiple sources. Due to the large number of small changes, it can be confusing. Here are a few IRA and 529 Plan highlights of this legislation.

### IRA Highlights

- Increased contribution limits made permanent.
- 2006 and 2007 only - If you are age 70 ½ or older, you can contribute amounts from your IRA directly to tax-exempt charities, limited to \$100,000 per year.

### Starting in 2007:

- A non-spouse beneficiary's IRA will be allowed to receive a tax-free rollover of a qualified distribution from a deceased person's retirement plan.

- Tax refunds can be deposited directly into your IRA.
- New inflation adjusted phase out ranges for IRA contributions allowing more people to contribute.

### Starting in 2008:

- Direct rollovers from retirement plans into Roth IRAs allowed. (Note, this is a taxable conversion).

### 529 Plan Highlights

- Makes permanent that gains from 529 college savings plans are exempt from federal taxes.

For more detailed information on The Pension Protection Act of 2006, please call or email Columbus Life Advanced Markets:

1-877-ADV-MKTS

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## Sales Resolutions - it's not too late!

It's not too late for a few sales resolutions for the New Year:

- Organize and track your leads
- Be more visible in your market
- Make sure your customers see you as their first choice
- Don't assume that customers are satisfied just because they are doing business with your company
- Develop a specific map to your goals
- Think longer term. Who will be your customers three-five years from now?
- Improve customer communications
- View your sales investment as an investment in the future of your business.
- Create some excitement! Make your customer's heart go pitter-pat.
- Let your customers know that you appreciate their business.

*Personal Selling Power*

Included in this  
month's Briefings:

March Calendar

2007 Tax Reference  
Sheet

NPC 2008 Flyer

PLF 2008 Flyer