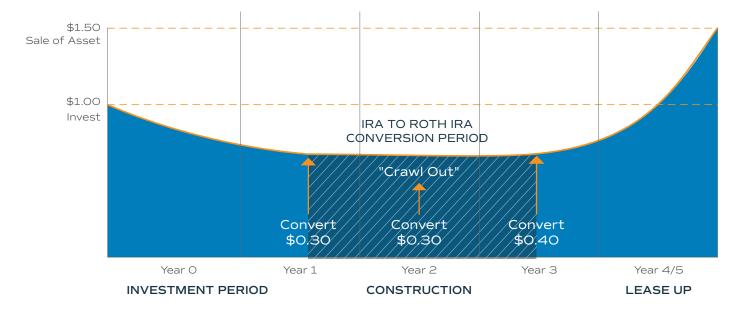
IRA TO ROTH IRA CONVERSION

EXAMPLE OF "ROTH CRAWL OUT" 1,2

Problem: Converting too much from an IRA to a Roth IRA in one year may create excessive additional income that pushes the client into a higher taxable income bracket which could impact many other areas of their lives such as Medicare IRMAA, ability to receive financial aid for their children, etc.

Potential Solution: Spreading the Roth conversion over multiple years may reduce the amount of additional income added each year and potentially keep the client in their current tax bracket.

The diagram below depicts how a Roth conversion could be spread over multiple calendar years, referred to as a "Roth Crawl Out" strategy.



Year Zero (Investment Period): You simply invest from your IRA into a fund that is in the pre-construction phase and accepts qualified dollars. (ie: Invest \$1.00)

Year One: Once the custodian has been provided a lowered NAV valuation, you can then choose to start the conversion process. Remember that you don't have to convert the entire investment amount in Year One. (ie: Convert \$0.30)

Year Two: Since the construction of a building usually takes 18-34 months, the devaluation will potentially remain low throughout the construction process. You can convert another portion of the investment this year. (ie: Convert \$0.30)

Year Three: Construction is anticipated to be completed sometime during Year Three. At the be ginning of the year, you can convert the remaining unconverted portion of your investment to a Roth. (ie: Convert remainder of original investment \$0.40)

Year Four/Five: These are now the lease-up years of the building. Once the building is nearly fully leased, the process to sell the building will begin. Any profits from the sale of the building will now remain in the Roth IRA, tax-free. (ie: Potentially exit the fund at \$1.50)

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- 2. The "Crawl Out" curve is not a precise mathematical formula or prediction of investment outcomes and investment results will vary. It is an illustrative concept that helps depict the general pattern of returns over time. The actual shape and timing of the curve can vary depending on various factors such as the industry, market conditions, economic trends, and specific investment characteristics.

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