

Choosing Your Self-directed Custodian or Administrator



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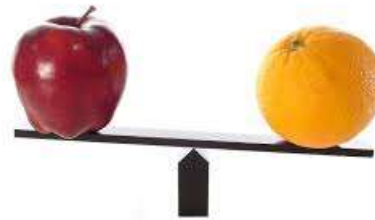
We recommend you consult with your legal, tax and investment advisors prior to making any investments.

Contents

- Making Comparisons
- Investment Options
- Account Structure
- Partnering Funding Sources
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- Transaction Processing
- Company Credibility
- Account Costs

Comparing Companies

**Apples to Apples
or
Apples to Oranges?**



What's in a Name?

- Custodians
- Administrators
- Facilitators
- Set-up Companies

Retirement Plans

- Traditional IRA
- Roth IRA
- SEP
- SIMPLE
- 401 k – former employer
- 403 b – former employer
- TSA – former employer
- TSP – former employer
- Solo 401(k)



Investment Options

- **Does the company permit all allowable asset types?**
 - Single/Multi-family homes
 - Vacation investment property
 - Tax Liens
 - Raw Land/Building Lots
 - Commercial Buildings
 - Real Estate Syndications
 - Mortgages/Loans/Notes
 - Precious Metals (Gold, Silver, Platinum)
 - Business Ownership
 - Foreign Currency/Options/Futures/Commodities
 - Stock, Bonds and Mutual Funds



Leverage

Does the company allow you to leverage an asset's purchase?



Retirement Account Structure

Does the company create an
LLC for your retirement account?

Benefits of the LLC Structure

- Offers maximum flexibility
- Provides additional asset protection
- ‘Checkbook control’ over retirement funds
 - Immediate response to investment opportunities
- Simplifies asset titling
- Ease of pooling

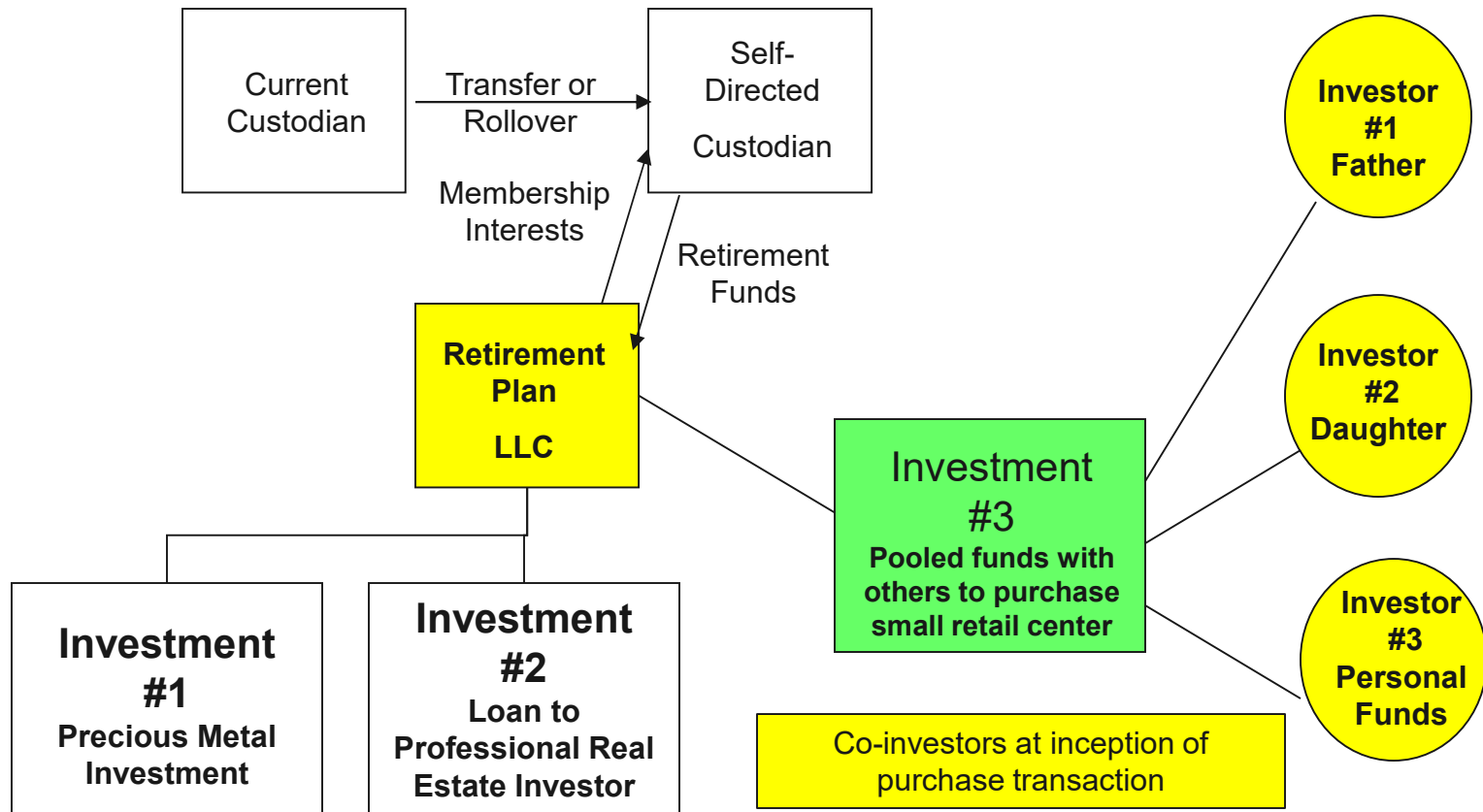


Partnering/Pooling Funds

- Can you co-invest your retirement funds with other funding sources for an investment?
 - Colleagues
 - LLCs
 - Investment Syndications
 - Personal funds
 - Spouse
 - Family members



STC's LLC Structure



Administrative Functions

- Does the company fulfill all administrative requirements for the account and file all required reports?
 - Annual valuation
 - Annual report to IRS
 - Books & records of all assets
 - State filings
- LLC Quarterly Financial Statements



Transaction Structure Guidance

- Are you well-versed in the IRS and ERISA regulations?
 - Allowable assets
 - Prohibited transactions
 - Disqualified parties
- Will the company educate you at no additional cost, including one-on-one calls with industry experts?



Transaction Structure Guidance

- Does the company have experts to review your transactions for adherence to IRS & ERISA rules?
- Will the company offer assistance in structuring complex or unusual transactions?
- Does the company have experts available to talk with the client's advisors regarding transactions?



Transaction Processing

- What is the transaction approval process?
- Is your transaction reviewed/approved within 24 hours?
- Is the review/approval timeframe dependent on the complexity of the transaction?
- What is the turn-around time to fund your investment?
- In real estate transactions who signs the transaction documents, the account owner or the custodian?

Safety of your Retirement Assets

- Company credibility
- Is the company insured?
- Are your funds held in a commercial bank?



Account Costs

- What are the expenses associated with the account?
- Consider both quality and quantity of services
 - Are there individual transaction fees?
 - What are the various transaction fees?
 - Custodial fees?
 - Hourly fees to consult/ask questions?
 - Fees to open/close the account?
 - Administrative/Management fees?
 - Other costs associated with the account?
- What is the cost estimate for your account & the transactions you anticipate?



How can STC serve you?

Do you...

- want to open a self-directed account now?
- have clients or colleagues who would be interested in self-direction?
- need more information?



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