

CPA Course Syllabus

Course Title: Comprehensive Review of Annuities and Life Insurance for CPAs

Course Level: Basic (No prerequisite knowledge required)

Course Description: This course is designed to enhance the understanding of CPAs in the areas of fixed annuities, fixed indexed annuities (FIAs), and life insurance. Through real-time instruction and interactive learning activities, attendees will gain the knowledge necessary to provide informed tax planning advice to their clients. The course includes group participation and quizzes to ensure comprehension of the material.

Learning Objectives:

- Understand the various types of annuities and their features.
- Identify the tax advantages and potential risks associated with annuities.
- Appreciate the role of surrender periods in fixed annuities.
- Comprehend the potential of fixed annuities as retirement income tools.
- Differentiate between traditional fixed annuities and FIAs.
- Understand the tax implications of withdrawals from FIAs.
- Appreciate the function of specific riders in FIAs.
- Recognize when FIAs might be suitable for clients in tax planning.
- Understand different types of life insurance and their tax implications.
- Gain insight into the use of life insurance in business.
- Recognize the importance and function of riders in life insurance policies.
- Appreciate the tax treatment of life insurance death benefits.
- Understand the role of life insurance in tax planning.
- Discern various types of life insurance and their impact on tax planning strategies.
- Retirement Plans for single owner and small businesses
- Recognize the potential of Fixed, Fixed Indexed and Variable Annuities in funding 401K and other retirement savings plans.

Course Outline:

Module 1: A Review of Fixed Annuities

- Types of Annuities: Fixed, Variable, Indexed
- Unique Features of Fixed Annuities
- Tax Advantages and Potential Risks
- Surrender Periods and Their Impact
- Fixed Annuities as Retirement Income Tools
- **Assessment:** Case Study

Module 2: A Review of Fixed Indexed Annuities (FIAs)

- Basic Structure and Characteristics of FIAs
- Comparison with Traditional Fixed Annuities
- Tax Implications of Withdrawals
- Specific Riders and Their Benefits
- Suitability of FIAs for Retirement and Estate Planning
- **Assessment:** Case Study

Module 3: Fundamentals of Life Insurance

- Types of Life Insurance: Term, Whole, Universal, Variable
- Tax Implications of Different Life Insurance Types
- Business Uses of Life Insurance: Key Person Insurance
- Riders in Life Insurance Policies
- Tax Treatment of Life Insurance Death Benefits
- **Assessment:** Case Study

Module 4: How Fixed and Variable Annuities are used to Fund Employee Retirement Savings Plans for the Independent and Small Business Owner

- Understand the strategic use of annuities in employee retirement plans.
- Analyze the benefits and challenges of incorporating annuities into retirement plans for small businesses.
- Evaluate the tax advantages associated with using annuities in retirement savings plans.
- Assess the impact of annuities on employee satisfaction and retention.
- Discuss the administrative considerations and compliance requirements of annuity-based retirement plans.
- Apply the insights from the case study to develop effective retirement planning strategies for small businesses.