

MILESTONE MARKETING®

# Client Letter: Age 59½ Penalty-Free IRA Withdrawals

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## Uncovering new opportunities with existing clients

Make sure clients and prospects know they can now withdraw assets from many retirement plans without a 10% penalty from the IRS.

Opportunities to uncover may include Roth IRA conversions and asset allocation/portfolio positioning. Please keep in mind your client's goals, financial needs and risk tolerance.

### 1. Go to mfs.com

- > Click Practice Management
- > Click Serve Your Clients
- > Click Milestone Marketing
- > Client Prospecting Letter: 59½

**2. Copy and paste** the letter onto your computer and then print it on your letterhead.

**3. You can also paste the letter into an email**, using a subject line such as "Let's start retirement income planning."

Changes cannot be made to the text other than to insert the date, salutation, contact information and closing. This piece may need to be reviewed by your compliance department

[Date]

Dear [Insert name]:

My best wishes on your **[recent/upcoming]** fifty-ninth birthday. In the next few months, some options will become available to you regarding your IRA(s) and possibly your 401(k) account(s).

For example, once you reach 59½, you can take penalty-free withdrawals from your retirement accounts.\* In addition, your planned retirement date may be approaching. A full review of your retirement income plan is a critical step to work towards meeting your goals.

There are a lot of things to consider as you reach age 59½. **[I will call you to discuss/Call me today to learn more about]** these provisions and what they could mean to your retirement planning.

I look forward to speaking with you soon.

Sincerely,

[Your name]

[firm]

[phone number]

\* Any distributions from your retirement accounts are still subject to ordinary income tax. Distributions from your Roth IRAs are tax free, provided you have held your Roth accounts for at least five years.

The investments you choose should correspond to your financial needs, goals, and risk tolerance.

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