



THE SPINNAKER



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BAHIA CHAPTER, NEWPORT BEACH, CALIFORNIA

DECEMBER 2009

PRESIDENT'S MESSAGE

The holidays are here. Christmas, Chanukah, Kwanzaa—whatever your beliefs are, this is the time of year that brings good tidings and cheer. I hope you are all looking forward to this season as being one of your best ones yet. Even when times are tough financially, we can always give of ourselves during this festive season and share our lives with those we love and/or those who are less fortunate. Open your heart instead of your pocketbook.

I look forward to seeing you at our December meeting to celebrate Bahia's 47th anniversary. If you know any past Bahia members that might enjoy reminiscing with us, please invite them. This month's meeting is being hosted by Orange Empire Chapter (our parent chapter), who has invited representatives from Girls Incorporated and Women Helping Women. They will be presented with the items that have been brought and will be given an opportunity to tell us about their organizations.

Last month I indicated that we will be having a white elephant gift exchange. However, the exchange has been upgraded to bringing a new, wrapped gift with a value not to exceed \$15. The real fun is in the exchange of gifts. So if you want to participate in the game, please bring a gift. Even if you don't wish to participate, you will enjoy the antics of the exchange.

Pat Piecuch will be selling Entertainment Books at the meeting; and Patty Masuda will bring packages of Bates nuts, as well as items her mother has made. This will be an opportunity for you to do some holiday shopping by purchasing our fundraising items.

As the year winds down, I want to take this opportunity to thank everyone for being part of our organization, and I look forward to your continued support. We have a new year to look forward to, so be sure to put Bahia on your New Year's resolution list.

Joan Snyder CPS/CAAP

The Bahia Board wishes you all a very Happy Holiday Season!



ITEMS OF INTEREST TO BAHIA MEMBERS

BAHIA CHAPTER BOARD

President

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Vice President

Beverly Lipscomb CPS/CAP
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Secretary

Position Open

Treasurer

Norma Baltodano CPS/CAP
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BAHIA'S BULLETIN BOARD



The next Bahia Board of Directors meeting is Saturday, January 9, 2010 at 9 a.m. at the home of Joan Snyder CPS/CAP: 14522 Greenwood Lane, Tustin 92780. Phone: 714.838.3745. All Bahia members are welcome to attend. Contact Joan for directions or MapQuest it.



Spinnaker articles are always welcome. The January deadline for submission is Monday, December 28. Please send your articles to JoAnn Thompson at joannt67@yahoo.com.

DECEMBER CONTRIBUTORS

Beverly Lipscomb CPS/CAP
Pat Picuch
Joan Snyder CPS/CAP
Frank Wu, Citi Smith Barney



Comfort—That Little Extra

Comfort is the name of the game. It's a fact: If you are physically content, you will be more productive. Without overdoing it, make your work space as comfortable as possible. Make sure your desk chair fits you and doesn't cause back or neck pain. Bring a comfortable pair of shoes (or slippers, if allowed) to wear just in your office, and have a more formal pair available for meetings. Keep a sweater handy for lowered temperatures, and in the case of extreme cold, use a space heater (again, if allowed). Being comfortable means being able to concentrate on the business at hand.

An excerpt from
Writing eTips
November 2009 issue
UpWrite Press Newsletters
<http://www.upwritepress.com/etips>

BAHIA CHAPTER MEETING

**THURSDAY, DECEMBER 10, AT 6:30 P. M.
THE DOUBLETREE CLUB HOTEL**



As always, the Bahia meeting for December will be a busy and fun one. It's usually festive with decorations and a holiday spirit in the air. Orange Empire Chapter will be joining us in celebration of our anniversary.

We'll hear two speakers: Orleda Azevedo from Girls Inc. and Bratiel Aghasi from Women Helping Women. Orleda will be collecting gift donations for teenage girls. Please bring a gift that is wrapped and has a tag on it to identify what is inside. Teenage girls have so many needs and wants—perhaps something from Bath & Body Works, a gift card to Target, Kohl's, Wal-Mart or to a mall might be very welcome. Bratiel will be collecting business attire that we no longer need and that is still worthy for women in the workplace.

There will be a gift exchange that is *optional*. As previously mentioned, this will not be a "White Elephant" gift exchange, so put those items back in your closet. If you wish to participate, please bring a new, wrapped gift worth up to a \$15 value. Patty Masuda will also have some things for purchase at the meeting to help boost our budget.

If you don't already have a standing reservation, please don't forget to RSVP to veemolinari@yahoo.com by noon Wednesday, December 9. Join us as we usher in the holiday season; you will be glad you did. Plus, this may be the last chance we have to visit with each other before the New Year.

The Bahia Chapter meeting cost is \$25 with reservations and \$28 without reservations.

Contact Vee Molinari CPS/CAP at veemolinari@yahoo.com, 949.973.7636, or the Bahia hotline at 714.647.1640 to make a meeting reservation.

To be placed on Bahia's Standing Reservation status, please fill out Bahia's Monthly Meeting Standing Reservation request, which may be found at Bahia's website: www.iaap-bahia.org. Submission information will be found on the form.

If you have any questions, please feel free to contact Vee. We look forward to seeing you all at the December meeting on Thursday, December 10, 2009.

SHUT OUT FROM ROTH IRAs NO LONGER

By Morgan Stanley Smith Barney LLC
Courtesy of Frank Wu, Vice President—Wealth Management

Thanks to some recent tax law changes, high-net-worth individuals who are exploring additional ways to build retirement savings may want to take a closer look at traditional IRAs. In May 2006, the Tax Increase Prevention and Reconciliation Act (TIPRA) revised some of the guidelines covering IRAs. As a result, high-income investors whose earnings level would previously have restricted them to a traditional IRA can now convert those to Roth IRAs starting in 2010 and reap the long-term tax advantages if they will be in the same or a higher tax bracket in retirement.

Because they allow qualified investors to withdraw all contributions and those earnings that meet certain requirements without federal income tax, Roth savings vehicles now appeal to a growing list of investors. Previously, Congress limited Roth conversions to those whose modified adjusted gross income was under \$100,000. Under the new rules, however, the conversions will be available to investors at any income level, starting in 2010.

So if you've maxed out your 401(k) or 403(b) contributions and don't qualify to make Roth IRA contributions because of your income level, you still can make nondeductible contributions to a traditional IRA in 2009 and 2010 and then convert it to a Roth IRA in 2010.

Then when needed during retirement, investors can make withdrawals from their Roth IRA tax-free. Taxes will not be owed on the original nondeductible contributions because they've already been paid, although the previous earnings on those contributions will be taxable. Those who convert in 2010 only have the extra incentive of being able to spread the tax liability over the following two years. Thereafter, all future earnings in the Roth IRA will be available for tax-free distributions if certain requirements discussed below are met.

With a traditional IRA, account holders are taxed on both their original contributions and their investment earnings when they start withdrawing money. Essentially, the tax responsibility has been deferred, not eliminated. The tax responsibility for a Roth IRA comes at the front end with nondeductible contributions. One of the advantages to account holders, however, is that they do not have to pay any taxes—even on investment earnings—at the time of withdrawal. And that means that Roth IRAs essentially can make investment income tax-free income.

The opportunity to translate nondeductible contributions into additional savings that could result in a tax-free income stream for retirement is especially attractive for high-net-worth individuals who can afford to pay the conversion taxes without using funds from the account itself. By doing so, an investor can avoid paying taxes on the distribution as well as an early distribution penalty of 10 percent. This assumes that a Roth IRA has been open for at least five years and the investor is at least age 59½. Moreover, because high-net-worth families often have retirement income from other sources, they may not need to tap into their converted Roth IRA for many years, if at all. (Unlike traditional IRAs, there are no mandatory withdrawal rules for Roth IRAs if individuals are 70½.) So investors who choose the conversion option can theoretically shelter their earnings for years—an attractive advantage in estate planning.

Here is a simple example of the potential advantage of doing a Roth conversion: A married couple where both spouses are under age 50 can make nondeductible contributions of up to \$10,000 (\$5,000 per spouse) to traditional IRAs in 2009 and later. That amounts to \$20,000 in additional savings, excluding earnings, in 2009 and 2010.

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When the couple converts their traditional IRAs to Roth IRAs in 2010, the taxes due will, unless elected otherwise by the client, be paid for in equal installments in 2011 and 2012. All future earnings, however, will accumulate tax-free and all withdrawals from the Roth IRA will be tax-free as well, if the distribution requirements are met (i.e., later than age 59½ and five years after the Roth IRA is established). And that's something all investors can appreciate.

Note: If you already have a traditional IRA with pre-tax dollars (i.e., deductible contributions or rollovers from qualified plans), you should consult your tax advisor about the aggregation rules that will apply if you convert any traditional IRA assets to a Roth IRA.

Frank Wu is a Financial Advisor located in Laguna Niguel, CA, and may be reached at 949.365.5336.

Tax laws are complex and subject to change. This information is based on current federal tax laws in effect at the time this was written. Morgan Stanley Smith Barney LLC, its affiliates and Morgan Stanley Smith Barney's Financial Advisors do not provide tax or legal advice. This material was not intended nor written to be used for the purpose of avoiding tax penalties that may be imposed on the taxpayer. Individuals are urged to consult their personal tax or legal advisors to understand the tax and related consequences of any actions or investments described herein.

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WHW (WOMEN HELPING WOMEN)

WHW (Women Helping Women) is an Orange County non-profit organization providing services to low-income clients by helping them attain and sustain employment and reach self-sufficiency. All their services are provided free of charge, including professional business apparel and accessories, computer classes, life skills workshops, and employment support services. WHW provides services for men as well through their Men2Work program.

Bahia would like to help support this worthy organization throughout the year by providing (through donations) some of the basic supplies, clothing and accessories needed to operate successfully. Below is a list of items they could put to good use.

WOMEN'S Professional Clothing and Accessories

- ~ Suits, blazers
- ~ Slacks, skirts, dresses
- ~ Blouses, sweaters, dress shirts
- ~ Dress shoes, purses
- ~ Pantyhose, knee highs, trouser socks
- ~ Jewelry, belts and scarves
- ~ Bras, panties, slips
- ~ Regular and sample-sized shampoo and conditioner
- ~ Toothbrushes, toothpastes, floss
- ~ Body wash, shower gels, soaps, lotions
- ~ Unused/sealed make-up products
- ~ Regular and sample-sized health/beauty products

MEN'S Professional Clothing and Accessories

- ~ Suits, blazers
- ~ Dress slacks and khaki pants
- ~ Dress shirts, sweaters, and polo shirts
- ~ Dress shoes, trouser socks
- ~ Ties, belts
- ~ Watches, cufflinks, tie clips
- ~ Briefcases
- ~ Boxers, briefs, undershirts
- ~ Regular and sample-sized shampoo, lotions, soaps
- ~ Toothbrushes, toothpastes, floss
- ~ Razors, shaving cream
- ~ Regular and sample-sized hair/body products

Miscellaneous

- ~ Prom/bridesmaid dresses
- ~ Large shopping bags
- ~ Used or new cell phones (do not need the battery, charger, or any accessories)
- ~ Gift cards to Target, Wal-Mart, Payless Shoe Store, Dress Barn, The Avenue

Other

- ~ Cleaning/bathroom supplies
- ~ Copy paper
- ~ Office supplies
- ~ Video cameras
- ~ Laptop computers
- ~ Digital cameras
- ~ Gas cards
- ~ Gift cards from Staples, Office Depot, Office Max

**Donations will be collected by Bratiel Aghasi at the December meeting.
(WHW's website is www.whw.org)**

2010 ENTERTAINMENT BOOKS

One of our fundraisers for the year will be the sale of 2010 Entertainment Books. The 2010 Orange County edition is available to Bahia at the low price of \$35. Other editions are available upon request. Don't wait to purchase your book(s) as you can use your book immediately. They also make excellent gifts. The Chapter will make a minimum of 10% on each book sold or 20% if more than 10 books are sold. The books include:

- GREAT savings on dining (up to ½ off on fine and informal dining and fast food)
- Discounts on MANY stores such as Best Buy, PetsMart, and Barnes & Noble
- Ralph's Grocery (\$5 off each month)
- Movie theatres—Regal, AMC and Krikorian
- There are discounts for amusement parks, American Airlines, hotels, etc.

In today's economy, it pays to have this great asset. Use it and you will see the savings. Tell your friends and family. For out-of-town books, call Pat Picuch at 949.830.1475 so your book will be available at our meeting. The books will be available at the December meeting.

Pat Picuch

GIRLS, INC. OF ORANGE COUNTY COMMUNITY PROJECT

Bahia and Orange Empire Chapters IAAP have chosen to support teen girls through Girls, Inc. of Orange County for our holiday community project this year. The teen years are so important, and teens are often overlooked at the holidays. Please bring your gift donation, wrapped and marked with the contents (to assist in distribution of gifts by Girls Incorporated), to the December 10 meeting.

**Girls Incorporated®
of Orange County**

Suggested Gift Ideas

Gift cards to Target, Forever 21, Tilly's, Borders, Subway, Starbucks,
Music, etc.

Hygiene products / Toiletries / Body lotions

Jewelry / Hair accessories

Make-up kits / Cosmetic bags

Purses / Trendy scarves

Backpacks / Art supplies

Journals / Movie tickets

OCTA bus passes

For more information, please visit their webpage at: <http://www.girlsinc-oc.org>

EVENTS CALENDAR

CHAPTER MEETINGS:

- DECEMBER 10: Doubletree Club Hotel, 7 Hutton Centre, Santa Ana, Networking begins @ 6 PM
JANUARY 14: Doubletree Club Hotel, 7 Hutton Centre, Santa Ana, Networking begins @ 6 PM
FEBRUARY 11: Doubletree Club Hotel, 7 Hutton Centre, Santa Ana, Networking begins @ 6 PM
MARCH 18: Doubletree Club Hotel, 7 Hutton Centre, Santa Ana, Networking begins @ 6 PM
APRIL 8: Doubletree Club Hotel, 7 Hutton Centre, Santa Ana, Networking begins @ 6 PM
MAY 13: Doubletree Club Hotel, 7 Hutton Centre, Santa Ana, Networking begins @ 6 PM
JUNE 10: Dark (no meeting)

EDUCATIONAL FORUM AND ANNUAL MEETING (EFAMs):

- JULY 18–21, 2010 Hynes Convention Center, Boston MA
JULY 24–27, 2011 Montreal Palais de Congres Convention Centre, Montreal, Quebec
JULY 22–25, 2012 Gaylord Texan Resort, Grapevine, TX
JULY 28–31, 2013 Anaheim Convention Center, Anaheim, CA
JULY 27–30, 2014 Milwaukee Convention Center, Milwaukee, WI
JULY 26–29, 2015 Louisville Convention Center, Louisville, KY

Look for hotel registration information at the IAAP web site.

CERTIFICATION EXAMINATION DATES:

- MAY 2010: Goldenwest College, Huntington Beach
NOVEMBER 2010: Goldenwest College, Huntington Beach

PROFESSIONAL EDUCATION CONFERENCE:

- MARCH 8-10, 2010: Grand Sierra Resort and Casino, Reno, NV

ANNUAL EDUCATION FORUM & 58TH CALIFORNIA DIVISION MEETING:

- JUNE 11-13, 2010: Hosted by Las Positas Chapter at the Hilton Pleasanton at the Club, Pleasanton, CA

CERTIFICATION CONFERENCE:

- OCTOBER 17–20, 2010: Hilton Seelbach Hotel, Louisville, KY