



LORD ABBETT®

ADVANCED IRA BUSINESS BUILDING

Opportunities and Strategies in the Retirement Marketplace

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NOT FDIC INSURED – NO BANK GUARANTEE – MAY LOSE VALUE

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AT A GLANCE

- Independent, privately held firm
- 64 partners
- Assets under management: \$136.2 billion*
- 153 investment professionals with an average of 17 years of industry experience

INVESTMENT-LED. INVESTOR-FOCUSED.

OUR FIRM

A singular focus on the management of money since 1929

OUR MISSION

Delivering superior long-term investment performance and a client experience that exceeds expectations

OUR DIFFERENTIATORS

- Independent Perspective
- Commitment to Active Management
- Intelligent Product Design

Data as of 12/31/2016.

*Includes approximately \$1.7 billion for which Lord Abbett provides investment models to managed account sponsors.



4- AND 5-STAR MORNINGSTAR FUNDS (F SHARE CLASS)

FIXED INCOME FUNDS Fund	Morningstar™ Category	Share Class Symbols				Morningstar Rating™				Morningstar™ Percentile Ranking				Rank/Number of Funds in Category				Expense Ratio	
		A	C	F	I	Overall	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	Gross	Net
Short Duration Income	Short-Term Bond	LALDX	LDLAX	LDLFX	LDLYX	★★★★★	5	5	5	8%	5%	4%	2%	43/532	22/447	13/366	N/A	0.50%	—
Total Return	Intermediate-Term Bond	LTRAX	LTRCX	LTRFX	LTRYX	★★★★	4	4	4	23%	21%	23%	13%	220/967	179/858	173/755	N/A	0.73%	0.58%
Income	Corporate Bond	LAGVX	LAUSX	LAUFX	LAUYX	★★★★	3	4	5	14%	35%	25%	15%	30/207	62/178	36/143	N/A	0.80%	0.68%
Floating Rate	Bank Loan	LFRAX	LARCX	LFRFX	LFRIX	★★★★★	5	5	—	25%	7%	9%	—	56/221	15/207	14/155	—	0.70%	—
Bond Debenture	Multisector Bond	LBNDX	BDLAX	LBDFX	LBNYX	★★★★★	5	5	5	5%	9%	7%	4%	14/282	19/206	11/162	N/A	0.72%	—
High Yield	High Yield Bond	LHYAX	LHYCX	LHYFX	LAHYX	★★★★★	5	5	5	10%	1%	3%	3%	67/703	5/605	12/469	N/A	0.84%	—
Convertible	Convertibles	LACFX	LACCX	LBFXX	LCFYX	★★★★	3	4	3	7%	39%	23%	45%	7/95	30/76	16/68	N/A	1.02%	0.96%

U.S. EQUITY FUNDS Fund	Morningstar™ Category	Share Class Symbols				Morningstar Rating™				Morningstar™ Percentile Ranking				Rank/Number of Funds in Category				Expense Ratio	
		A	C	F	I	Overall	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	Gross	Net
Affiliated	Large Value	LAFFX	LAFCX	LAAFX	LAFYX	★★★★	4	4	2	16%	19%	22%	62%	193/1261	206/1082	207/932	N/A	0.59%	—
Calibrated Mid Cap Value	Mid-Cap Value	LVMAX	LVMCX	LVMFX	LVMIX	★★★★	4	—	—	46%	24%	—	—	186/402	81/339	—	—	0.97%	0.70%

INTERNATIONAL FUNDS Fund	Morningstar™ Category	Share Class Symbols				Morningstar Rating™				Morningstar™ Percentile Ranking				Rank/Number of Funds in Category				Expense Ratio	
		A	C	F	I	Overall	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	Gross	Net
International Opportunities	Foreign Small/Mid Blend	LAIEX	LINCX	LINFx	LINyX	★★★★	3	4	3	84%	50%	24%	52%	84/100	39/77	16/65	N/A	1.18%	—

TAX-FREE INCOME FUNDS Fund	Morningstar™ Category	Share Class Symbols				Morningstar Rating™				Morningstar™ Percentile Ranking				Rank/Number of Funds in Category				Expense Ratio	
		A	C	F	I	Overall	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	Gross	Net
Intermediate Tax Free	Muni National Interm	LISAX	LISCX	LISFX	LAIIx	★★★★	4	4	5	39%	25%	27%	5%	112/287	64/255	61/225	N/A	0.60%	—
National Tax Free	Muni National Long	LANSX	LTNSX	LANFX	LTNIX	★★★★	4	4	4	14%	16%	9%	36%	24/165	24/146	12/134	N/A	0.67%	0.64%
AMT Free Municipal Bond	Muni National Long	LATAX	LATCX	LATFX	LMCIX	★★★★	3	4	—	19%	24%	25%	—	31/165	35/146	34/134	—	0.77%	0.50%
High Yield Municipal Bond	High Yield Muni	HYMAX	HYMCX	HYMFX	HYMIX	★★★★	4	4	2	8%	31%	21%	85%	14/169	43/139	25/119	N/A	0.70%	0.69%
California Tax Free	Muni California Long	LCFIX	CALAX	LCFFX	CAILX	★★★★	3	4	3	21%	28%	21%	59%	20/92	25/87	16/75	N/A	0.69%	0.68%
New Jersey Tax Free	Muni New Jersey	LANJX	—	LNJFX	LINJX	★★★★	4	4	3	15%	11%	19%	53%	8/49	6/47	9/44	N/A	0.76%	0.73%
New York Tax Free	Muni New York Long	LANYX	NYLAX	LNyFX	NYLIX	★★★★	3	4	3	23%	27%	12%	22%	17/73	20/71	8/63	N/A	0.68%	—

MULTI-ASSET FUNDS Fund	Morningstar™ Category	Share Class Symbols				Morningstar Rating™				Morningstar™ Percentile Ranking				Rank/Number of Funds in Category				Expense Ratio	
		A	C	F	I	Overall	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	Gross	Net
Multi-Asset Income	Allocation 30%-50% Equity	ISFAX	ISFCX	LIGFX	ISFYX	★★★★	3	4	4	12%	41%	22%	7%	62/525	174/419	80/360	N/A	1.02%	0.90%
Multi-Asset Growth	Allocation 70%-85% Equity	LWSAX	LWSCX	LGXFX	LWSYX	★★★★	4	4	4	8%	19%	16%	6%	31/405	64/344	45/286	N/A	1.08%	0.91%

Data as of 11/30/2016.

Performance data quoted reflect past performance and are no guarantee of future results. Current performance may be higher or lower than the performance quoted. The investment return and principal value of an investment in the Fund will fluctuate so that shares, on any given day or when redeemed, may be worth more or less than their original cost. You can obtain performance data current to the most recent month-end by calling Lord Abbett at 888-522-2388 or referring to lordabbett.com. Please visit lordabbett.com for important information regarding expenses for each fund.

Carefully consider the investment objectives, risks, charges and expenses of the Lord Abbett Funds. This and other important information is contained in the Fund's summary prospectus and/or prospectus. To obtain a prospectus or summary prospectus on any Lord Abbett mutual fund, contact Lord Abbett Distributor LLC at 888-522-2388, or visit us at lordabbett.com.

Please refer Required Minimum Distribution (RMDs) to "Important Information" at the end of this presentation for additional rankings information.



AGENDA

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Retirement Assets

What's New?

2016 in Review

Myths Versus Reality

IRA Business Building

After-Tax Dollars

Roth Conversion 2.0: The “Back Door”

The ½ Birthday

SEP & SIMPLE IRAs

IRA Calendar

Action Plan

Lord Abbett Resources

Your Questions!

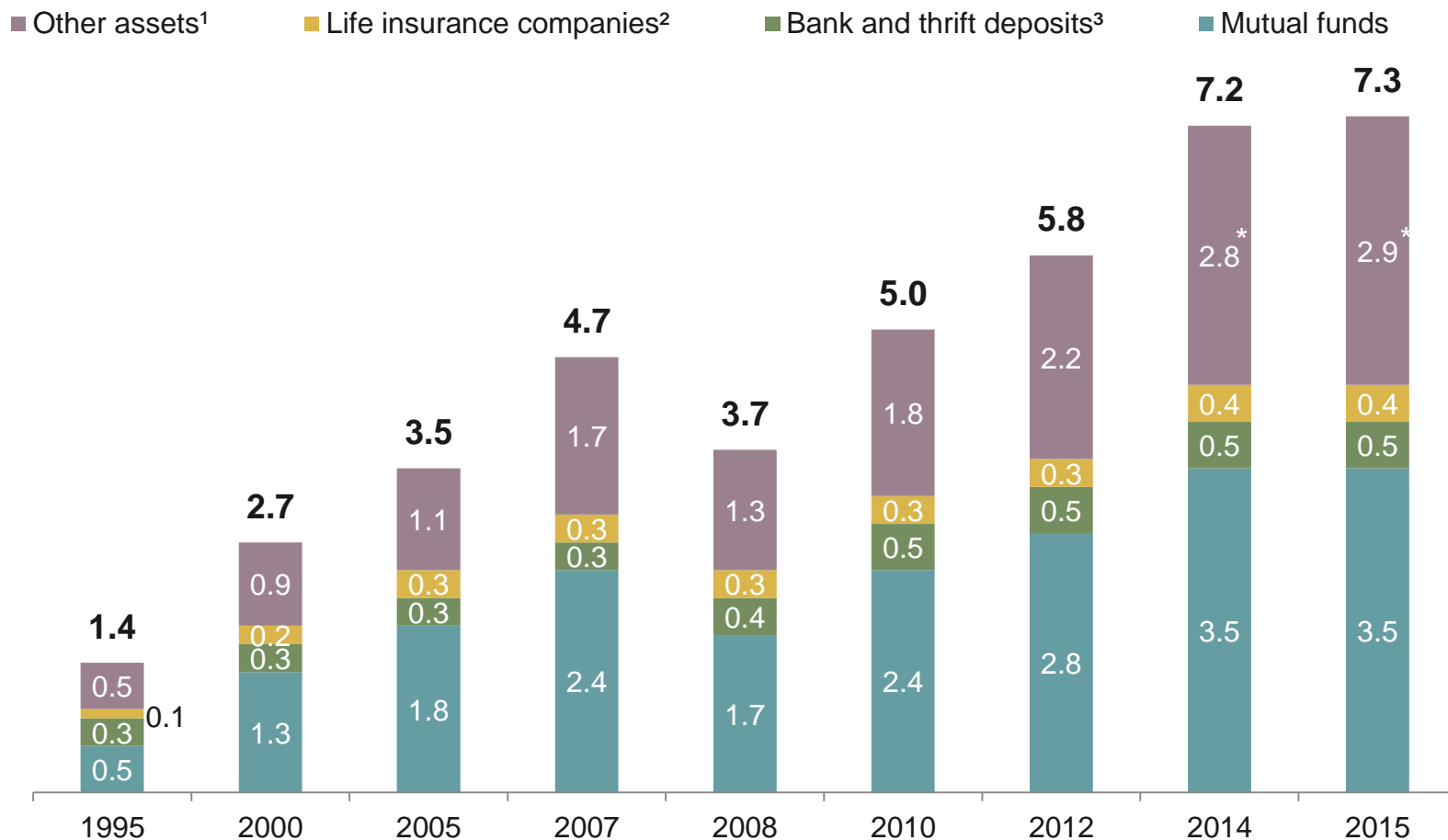


RETIREMENT ASSETS

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IRA ASSETS HAVE GROWN



¹ Other assets includes individual stocks, individual bonds, closed-end funds, ETFs, and other assets held through brokerage or trust accounts.

² Life insurance company IRA assets are annuities held by IRAs, excluding variable annuity mutual fund IRA assets, which are included in mutual funds.

³ Bank and thrift deposits include Keogh deposits.

Data are estimated.

Note: Components may not add to the total because of rounding

Source: Investment Company Institute, Federal Reserve Board, American Council of Life Insurers, and Internal Revenue Service Statistics of Income Division. See Investment Company Institute, "The U.S. Retirement Market, Fourth Quarter 2015."



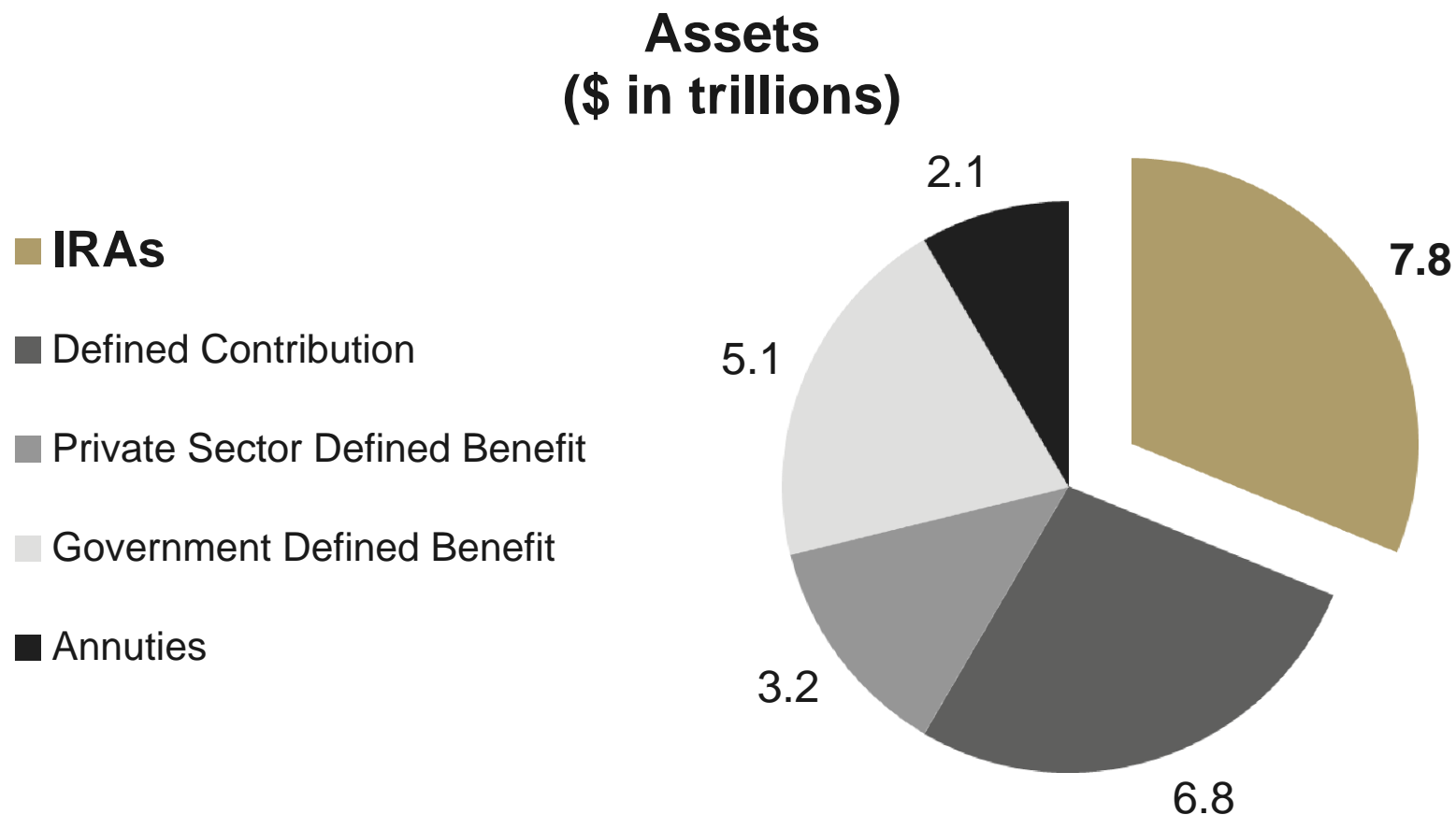
IRA ASSETS

	Year created	Number of U.S. households with type of IRA (mid-2015)	Percentage of U.S. households with type of IRA (mid-2015)	Assets in IRAs (billions of dollars, year-end 2015)
Traditional IRA	1974 (Employee Retirement Income Security Act)	30.4 million	24.4%	\$6,174 ^e
SEP IRA	1978 (Revenue Act)	6.7 million	5.4%	\$495 ^e
SAR-SEP IRA	1986 (Tax Reform Act)			
SIMPLE IRA	1996 (Small Business Job Protection Act)			
Roth IRA	1997 (Taxpayer Relief Act)	20.3 million	16.3%	\$660 ^e
Any IRA		40.2 million	32.3%	\$7,329 ^e

^eData are estimated.

Note: Households may own more than one type of IRA. SEP IRAs, SAR-SEP IRAs, and SIMPLE IRAs are employer sponsored IRAs.

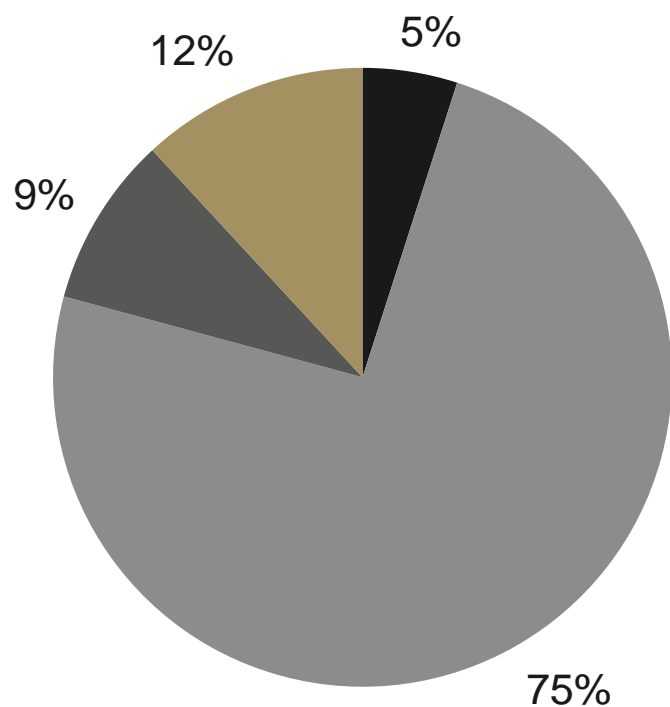
Source: Investment Company Institute and U.S. Census Bureau. See ICI Research Perspective, “The Role of IRAs in U.S. Households Saving for Retirement, 2015” and “The U.S. Retirement Market, Fourth Quarter 2015.”



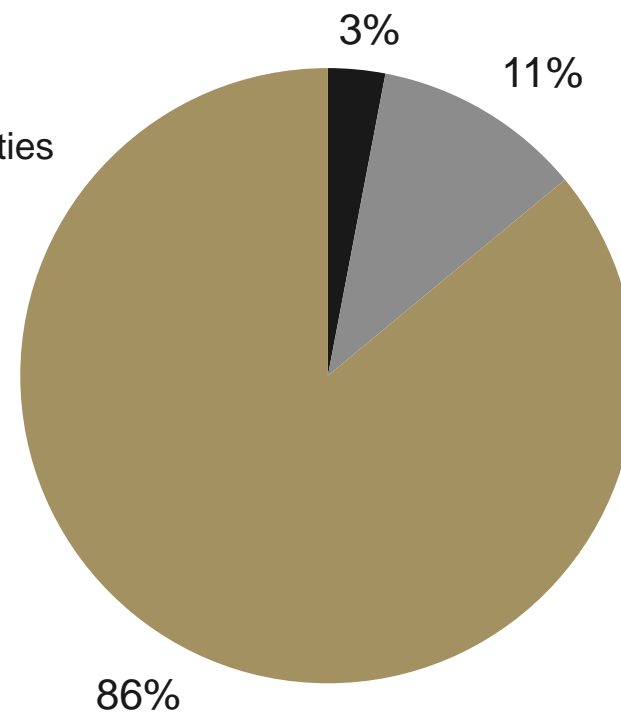
47% (\$3.7 trillion) of all IRA assets are in
MUTUAL FUNDS.



Roth IRAs



Traditional IRAs



- Combination of Activities
- Contribution Only
- Conversion Only
- Rollover Only



WHAT'S NEW?

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RETIREMENT PLAN TIMELINE

What's happening today?

1974 1976 1978 1980 1982 1984 1986 1988 1990 1992 1994 1996 1998 2000 2002 2004 2006 2008 2010 2012 2014 2016

1974

ERISA Fiduciary Standards

1986

- Non-deductible (aftertax) contributions
- SAR-SEP

1978

401(k)
SEP-IRA

1996

2006

Pension
Protection
Act

2010

Roth conversions for everyone – DOL
proposes revised fiduciary definition

2014

- Inherited IRAs – Bankruptcy
(*Clark vs. Rameker*)
- Qualified Charitable Distributions

2016

- 60-day rollovers
- Qualified Charitable
Distributions
- SIMPLE IRA rollovers
- State-sponsored
retirement accounts

1975

Individual
Retirement
Account (IRA)

1981

- IRA limit increased
to \$2,000
- Spousal IRA

1997

Roth
IRA

2001

EGTRRA
Age 50+ catch up
Roth 401k()

2013

- U.S. vs. Windsor*
- FINRA Regulatory Notice 13-45
“Rollovers to IRAs”
- GAO Report “401(k) plans: Labor and
IRS Could Improved the Rollover
Process for Participants”

1963

Studebaker terminates
DB Plan



WHAT TO LOOK FOR IN 2017?



- Tax reform
- Retirement policy
- Fiduciary rule – fate
- Health Savings Accounts (HSAs)



2016 IN REVIEW

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Qualified Charitable Distributions (QCDs)

QCD permanence

First permitted in 2006 – Pension Protection Act

What is a QCD?

- Offers IRA owners to send up to \$100,000 annually from an IRA directly to a charity

QCD Benefits

- Distributed amount is not included in income (does not increase Adjusted Gross Income (AGI))
- Distributed amount does not qualify for a charitable deduction
- Distributed amount satisfies annual Required Minimum Distribution



Qualified Charitable Distributions (QCDs)

- Increased AGI can indirectly impact
 - ✓ Social Security benefit taxation
 - ✓ Medicare “B” and “D” premiums
 - ✓ AMT
 - ✓ 3.8% investment surtax
 - ✓ Medical expense deductions



Qualified Charitable Distributions (QCDs)

QCD Requirements

- IRA owner must be 70 ½
- Available to beneficiary – must also be 70 ½ or older
- Up to \$100,000 per year per taxpayer
 - Up to \$200,000 for a married couple
- Applies only to distributions from IRAs
 - Not available from an “active” SEP and/or SIMPLE
 - Not available from any employer plan (401(k), 403(b), etc.)
- Funds must go directly to a public charity
 - Okay for check to be mailed to IRA owner – as long as check is made payable to the charity
- Donor advised funds and private foundations do not qualify



Department of Labor Fiduciary (“conflict of interest”) Regulation

- April 6, 2016 – DoL published final rule
- April 10, 2017 – Effective date (most provisions)
- January 1, 2018 – Final Deadline

What account types are covered under this new rule?

- ✓ IRAs
- ✓ Coverdell Educational Savings Accounts (ESAs)
- ✓ Qualified Plans (ERISA)
- ✓ Health Savings Accounts (HSAs)
- ✓ Medical Savings Accounts (MSAs)



MYTHS VERSUS REALITY

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ARE ALL OF YOUR CLIENTS FUNDING THEIR IRAS?

Only 14% of eligible taxpayers funded an IRA in 2015. ¹

WHY?

Education

Common misconceptions and myths!

Earned income is the only requirement!

¹Investment Company Institute, "The Role of IRAs in U.S. Households: Saving for Retirement," 2015. Most recent data available.



Myth:

I participate in my employer's 401(k), 403(b), 457, SEP, SIMPLE IRA, etc.,

I am ineligible to fund my IRA

Reality:

IRA contribution limits have nothing to do with employer plan deferral limits.

2017

$\$18,000 \text{ (401(k))} + \$5,500 \text{ (IRA)} = \$23,500 \text{ (age 50+ = \$30,500)}$

$\$12,500 \text{ (SIMPLE IRA)} + \$5,500 \text{ (IRA)} = \$18,000 \text{ (age 50+ = \$22,000)}$



Myth:

I make too much –

**I am ineligible to
fund my IRA**

Reality:

Virtually everyone can
fund a traditional IRA
on a nondeductible
(aftertax) basis

- Only deductible IRA contributions impose an income test



Myth:

**There is a
minimum age
requirement to
fund an IRA.**

Reality:

**There is no
minimum age –
earned (reportable)
income is the sole
requirement.**



Myth:

There is an age cap to be eligible to fund a Roth IRA.

Reality:

Only traditional IRAs impose an age cap (70½) determining eligibility.



IRA BUSINESS BUILDING

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Spousal IRA

Sole exception to earned income requirement...

- Allows a nonworking spouse to fund an IRA
- *Must file a joint tax return*
- Many of the same rules govern, including:
 - Eligibility, contribution limits, deductibility, etc.



Don't forget the children

- No minimum age
- Earned income (reportable) is sole requirement
- Advantages for business owners who hire their kids
 - Under age 18
- Anyone (parent, grandparent, etc.) can fund a Roth on behalf of a child
- Minors become account owner upon reaching age of adulthood (18 or 21, depending on their state of residence)

Why Roth?

- Start five-year hold period
- Basis-first withdrawals
- Tax-deferred growth with potential for tax free withdrawals
- Penalty free distribution of earnings for college
- Not considered an asset that could affect financial aid eligibility!
 - Not reportable on Free Application for Federal Student Aid (FASFA) Application



Do you have older clients with earned income?

Fund a Roth IRA!

- No age cap
 - Traditional IRA = 70½
- Earned income required
 - Spousal IRA – opportunity to “double” contribution
 - \$6,500 per individual up to \$13,000 annually
- Must satisfy annual income test
- No lifetime RMDs
 - Account owner and surviving spouse
 - *Non-spouse beneficiaries are required to take minimum distributions*
- Leave a potential tax-free legacy
 - “Stretch” IRA



AFTER-TAX DOLLARS

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Ways to acquire IRA basis

1. Nondeductible contributions

- Non-deductible IRA contributions began in 1987

2. Rollovers from qualified plans that include after-tax dollars

- 2002 first year after-tax money in a company plan could be rolled over into an IRA

3. Roth contributions and conversions

- Don't have to report Roth IRA contributions on tax return

▪ IRS Form 8606 (Nondeductible IRAs) reports and tracks basis so that...

- Funds are not taxed twice upon distribution
- A portion of your IRA balance that should be distributed tax-free including...
 - Normal distributions
 - Roth conversions
 - RMDs

- After-tax dollars in a 401(k) / Qualified plan are tracked by the employer/recordkeeper

**IRA basis must be tracked by
account owner**



Pro-Rata Formula

Total Nondeductible Contributions

[Year-End Balance \$94,500 + Nondeductible Contributions \$5,500 + Other Contributions + Outgoing Distributions \$0 Rollovers]

- “Basis Recovery” or “Return of Basis” = [5.5% (\$302.50) * Fraction]
- Year-end IRA account balance = all IRAs except...
 - Roth and
 - Inherited IRAs



Exceptions to the pro-rata rule

1. Qualified Charitable Contributions (QCDs)
2. Qualified Health Savings Account Funding Distribution
 - Once per lifetime – IRA rollover
3. IRA to qualified plan (401(k), 403(b), etc.) rollovers

What else do I need to know?

- Inheriting a traditional IRA that contains basis...
 - Passed to the beneficiary
- Cannot combine basis from an inherited IRA with basis in a traditional IRA you own or basis in traditional IRAs you inherited from other decedents unless...
 - Beneficiary is the decedent's spouse and
 - Surviving spouse elects to treat the IRA as their own
- Taking distributions from both an inherited IRA and your own IRA, each having basis...
 - Requires separate 8606s to determine taxable and nontaxable amounts



File 8606 every year the following occur...

1. Nondeductible contribution,
2. Rollover after-tax amounts to your traditional IRA,
3. Roth Conversion (from an IRA),
4. Roth IRA distribution or
5. Take a distribution from any traditional IRA, (SEP or SIMPLE) that includes basis in any IRA owned
 - “Pro-rata” or “aggregation” rule

\$50 penalty **for each year** that you did not file unless...

- Reasonable cause



ROTH CONVERSION 2.0: THE “BACK DOOR”

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Who is eligible to convert?

- Everyone – Income test does not apply

Caution!

- Roth IRA contributions - Income test does apply
- Roth contributions – 401(k)/403(b)/457(b)
 - Income test does not apply

2017 Roth IRA INCOME LIMITS (MAGI*)

Single: \$118,000 – 133,000

Married filing jointly: \$186,000 – 196,000

Married filing separately: \$ 0 – 10,000

*Modified adjusted gross income.



“Back-door” Roth IRA

Eligibility:

- Earned Income
 - Exception: non-working spouse
- $< 70 \frac{1}{2}$

Mechanics:

1. Nondeductible IRA contribution (no income test)
followed by...
2. Rollover (convert to Roth IRA)



Example: “Back-Door” Roth

Ted, 55, \$300,000 (MAGI)

1. \$6,500 nondeductible traditional IRA contribution followed by...
2. Roth conversion – \$6,500
 - Treated as a return of principal (“basis recovery”)
 - Reportable

Roth conversion income – \$0
AGI impact – none!



Caution!

- “Aggregation” or “pro-rata” rule
 - Any aftertax (nondeductible) dollars are distributed along with pretax dollars
- Investor that has multiple IRAs...
 - All treated as a “single” IRA account to determine taxation of any distributions, including:
 - Normal distributions
 - Roth conversions
 - Required minimum distributions



Example: Multiple IRAs

How does the pro-rata calculation work?

Tina, 33, \$350,000 (MAGI)

- \$200,000 - existing traditional IRA assets
- \$5,500 - nondeductible traditional IRA contribution
- **\$205,500** - total traditional IRA assets (a/o December 31)
- Roth conversion - \$5,500

Only 2.68% or \$147 ($\$5,500/\$205,500$) = tax-free return of basis

\$5,353 (97%) is added to Joe's taxable income

Traditional IRA has "built up" basis = \$5,353



“Nuts and Bolts”

- Form 8606
- Spouse's IRA accounts are not aggregated.
 - Separate filings required for each spouse
- Inherited IRAs are not included.
- Roth IRAs are not included.
- SEP and SIMPLE IRAs are included.
- Qualified plan assets 401(k), 403(b), 457(b), etc., not included thus opening...

Tax and estate-planning opportunity!



IRA to 401(k) Rollover Roadmap

- “Pro-rata” rule does not apply when rolling IRA assets that include aftertax dollars from an IRA to a 401(k).
 - Instead IRS rules allow for pretax IRA amounts only to be rolled into a 401(k) plan.
 - Aftertax (nondeductible) dollars are prohibited to be rolled into a 401(k)



IRA to 401(k) Rollover Roadmap

The Strategy

- Roll pretax IRA assets (including SEP and SIMPLE into a 401(k)) clearing the path for....
 - Potentially tax-free “back-door” Roth

The Opportunity

- IRA clients that have accumulated nondeductible (aftertax) dollars
- Sole proprietors
 - Solo 401(k) offer a number of benefits
 - **Tip!**
 - Any small business can establish a Solo 401(k) so long as...
 - Only eligible plan participants are business owners



Megan, 45, single, \$150,000 (MAGI)

\$200,000 traditional IRA

\$100,000 SEP-IRA

\$300,000 total IRA Assets

- \$100,000 nondeductible
- \$200,000 pretax

Process

1. Roll \$200,000 (pretax) into Megan's 401(k)
2. \$100,000 "left-behind" consists of basis
3. Rollovers/convert \$100,000 to a Roth IRA

Result!

\$100,000 tax-free Roth conversion

Employer plan must allow for rollovers



IRA to 401(k) Rollover Roadmap

IRS Notice, 2014-54 *“Guidance on Allocation of Aftertax Amounts to Rollovers”*

- Opens the door to participants that have both pretax and aftertax (non-Roth) dollars in their 401(k) to allocate....
 - Pretax portion of their distribution to a traditional IRA and
 - Aftertax portion to a Roth IRA – tax free!
- Not automatic – participant needs to communicate their intention to the plan administrator.

Caution!

- Guidance doesn't change funds how are distributed
 - Distributions continue on a pro-rata basis



IRA to 401(k) Rollover Roadmap

401(k) Aftertax contributions - What do I need to know?

- 401(k) plan must allow for aftertax contributions
- Aftertax contributions are not counted toward the annual 401(k) deferral limit (\$18,000 / \$24,000)
 - Limited by only annual additions limit of \$54,000 (\$60,000 for those age 50+)
- Aftertax contributions are subject to nondiscrimination “testing”
 - Actual Contribution Percentage (ACP) test
- Consider amending plan allowing for...
 - Aftertax contributions,
 - In-service distributions and/or
 - In-plan Roth contributions



THE ½ BIRTHDAY

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Age 69 ½

Last year to...

1. Make a traditional IRA contribution
 - Does not apply to Roth, SEP or SIMPLE IRA
2. Roll IRA assets to a workplace retirement plan avoiding Required Minimum Distribution (RMDs)
 - Plan must allow..
 - Rollovers
 - “Still working” exception
 - Summary Plan Description
3. Roll Roth 401(k) / 403(b) funds to Roth IRA avoiding RMDs
4. Convert to a Roth IRA without first taking an RMD



SEP AND SIMPLE IRAS

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SEP IRA:

- Transfer: SEP to SEP
- Rollover: SEP to 401(k) or another qualified plan
- Rollover: 401(k) or another qualified to plan to SEP
- Conversion: SEP to Roth IRA (taxable event)

SIMPLE IRA:

- Transfer: SIMPLE to SIMPLE
- Rollover: SIMPLE to 401(k) or another qualified plan
- Rollover: 401(k) or another qualified to plan to SIMPLE
 - 2-year hold period must be satisfied
 - Effective late December 2015
- Conversion: SIMPLE to Roth IRA (taxable event)

Caution!

SIMPLE IRA assets are subject to a 25% penalty tax if withdrawn within a two-year period unless...

- Individual has attained 59½



IRA CALENDAR

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2017 IRA DEADLINES

Action	Deadline	Account Form	More Information
Last day to take delayed 2016 RMD	April 1	IRA Systematic Distribution Form	Know Your RMD Rules, IRAS: FAQs about RMDs
Last Day To Make a Prior Year IRA Contribution	April 15	IRA Application	IRA Contributions
SEP IRA Funding (prior year; 2016)	September 15	SEP IRA Application	SEP IRA Contributions
SIMPLE IRA Establishment	October 1 (effective for 2017)	SIMPLE IRA Guide	SIMPLE IRAs
SEP IRA Funding Sole Proprietor (prior year; 2016)	October 15 (tax extension required)	SEP IRA Application	SEP IRA Contributions
Recharacterization (Last day to recharacterize a 2016 conversion)	October 15	Call 888-522-2388 for information	Roth IRAs: When to Hit the Reset Button
Removal of Prior-Year Excess IRA Contributions (without penalty)	October 15	IRA One-Time Distribution Form	Saving for Retirement: Be Careful Not to Over Save
Trust Documentation	October 31	Beneficiary Designation Form	IRA Beneficiary Trusts: A Clear View of a Complicated Issue
Required Minimum Distributions for 2017	December 31	IRA Systematic Distribution Form	Know Your RMD Rules, IRAS: FAQs about RMDs



ACTION PLAN

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1

Clients with earned income? Non working spouse? Back-Door Roth?

2

Which client(s) have basis and amount?

3

Who took a distribution that included basis from any of their traditional IRAs?

4

Become familiar with Form 8606

5

Did any clients turn 69 ½ in 2017? 70 ½?



LORD ABBETT RESOURCES

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IRA Product Manager,
Product Strategy

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Understanding Eligible Rollover Distributions

November 17, 2016 3:48 PM by Brian Dobbis

The law has some peculiar loops and twists.

THE ROAD TO RETIREMENT with BRIAN DOBBIS



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Aftertax 401(k) Rollover Opportunities

November 10, 2016 11:15 AM by Brian Dobbis

Much needed guidance on aftertax 401(k) contributions and subsequent distributions, which have been a source of confusion.

THE ROAD TO RETIREMENT with BRIAN DOBBIS

2017 Retirement Plan Contributions and Income Limits

November 4, 2016 12:05 PM by Brian Dobbis

Amid negligible inflation, there was no increase in the cost-of-living index, but there were a few changes.

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On October 27, the IRS released the 2017 income and contribution limits for qualified plans and IRAs. As expected, most of the key limits remain flat from 2016, because the cost-of-living index did not rise sufficiently to trigger an increase. In fact, 2017 will mark the third consecutive year the 401(k) deferral limit has held steady at \$18,000, and after five years, the IRA limit remains at \$5,500, due to low inflation.

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Lord Abbett makes it easy for you to consolidate assets and manage retirement income.



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To help create a retirement plan that's appropriate for an investor, Lord Abbett offers a range of retirement solutions that address diverse needs and circumstances.

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OUR IRA IS **EASY**

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Small Business Plans

Government & Non-Profit Plans

DCIO Investment Only

Traditional IRA

Traditional IRAs allow any investor who is under age 70½ and has earned income to save for retirement on a tax-deferred, and possibly a tax-deductible basis.

Roth IRA

Roth IRAs allow investors of any age who income-qualifies to save for retirement. Contributions are made with aftertax dollars and offer the potential of tax-free withdrawals; also there are no lifetime minimum distributions.


Rollover IRA

Lord Abbett makes it easy to open a rollover IRA. Anyone receiving a distribution from a former employer's workplace retirement plan is eligible to set up a rollover IRA. Find out more about Lord Abbett's no custodial fee rollover IRA.

Coverdell ESA


You can save for a child's education with a Lord Abbett Coverdell Education Savings Account. As long as the student for whom you are saving is under age 18 and your income qualifies, you can establish a Coverdell ESA.




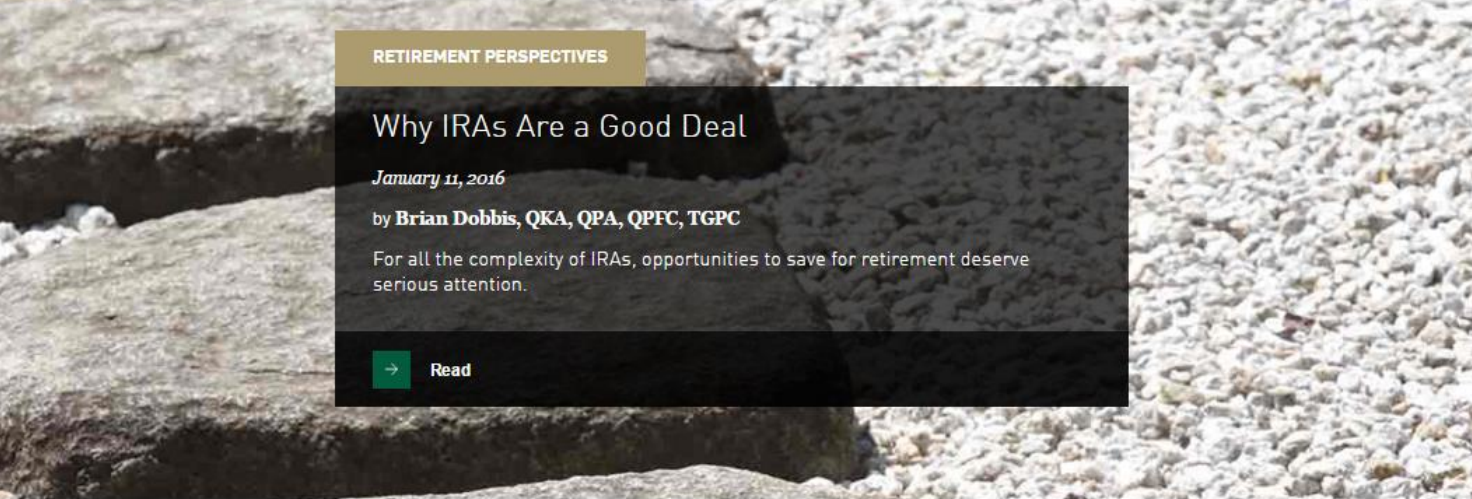
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RETIREMENT PERSPECTIVES

Why IRAs Are a Good Deal

January 11, 2016

by **Brian Dobbis, QKA, QPA, QPFC, TGPC**

For all the complexity of IRAs, opportunities to save for retirement deserve serious attention.

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Tax Tips for 2016

December 8, 2015

by **Vito Fronda, CPA**

Partner, Director of Taxation

A little advance planning may save you money and headaches when tax time comes.

When Is a 401(k) Distribution Rollover-Eligible?

November 2, 2015

There are a few opportunities to roll over a 401(k) distribution into an IRA.

Lord Abbett's 2015 Year-End IRA Checklist

October 8, 2015

by **Brian Dobbis, QKA, QPA, QPFC, TGPC**

IRA Product Manager, Product Strategy

The final few months of the year are a good time to take stock of where you stand financially.



E

A

S

Y

No Hidden Fees

No annual custodial fees;
no account set-up charges;
no charges for paper
statement

Simple Investment Selection

Single fund allocation
strategies and portfolio-
building tools

Fast Account Set-Up

User-friendly electronic
applications; same day set-
up with ACH electronic
funding; free Fed Ex shipping
for paperwork; tax refunds
directly to IRAs

Outstanding Client Service

Dedicated advisor and
investor call centers; industry-
leading account statements
and websites; private
consultations with IRA
experts; extensive IRA

resources

Lord Abbett will waive (or otherwise pay) the yearly \$10.00 custodial fee that would be charged each year on an ongoing basis to every new IRA account and, therefore, will not assess a custodial account fee in 2017 or any year afterward. Free also applies to the Federal Express (FedEx) charges currently absorbed by the B/D to submit paperwork to DST to open a Lord Abbett IRA account. Fund level fees and expenses are still applicable. Please see the current prospectus.



THANK YOU!

Let's continue the conversation.

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4- AND 5-STAR MORNINGSTAR FUNDS (F SHARE CLASS)

FIXED INCOME FUNDS		Share Class Symbols				Morningstar Rating™				Morningstar™ Percentile Ranking				Rank/Number of Funds in Category				Expense Ratio	
Fund	Morningstar™ Category	A	C	F	I	Overall	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	Gross	Net
Short Duration Income	Short-Term Bond	LALDX	LDLAX	LDLFX	LDLYX	★★★★★	5	5	5	8%	5%	4%	2%	43/532	22/447	13/366	N/A	0.50%	—
Total Return	Intermediate-Term Bond	LTRAX	LTRCX	LTRFX	LTRYX	★★★★	4	4	4	23%	21%	23%	13%	220/967	179/858	173/755	N/A	0.73%	0.58%
Income	Corporate Bond	LAGVX	LAUSX	LAUFX	LAUYX	★★★★	3	4	5	14%	35%	25%	15%	30/207	62/178	36/143	N/A	0.80%	0.68%
Floating Rate	Bank Loan	LFRAX	LARCX	LFRFX	LFRIX	★★★★★	5	5	—	25%	7%	9%	—	56/221	15/207	14/155	—	0.70%	—
Bond Debenture	Multisector Bond	LBDX	BDLAX	LBDFX	LBNYX	★★★★★	5	5	5	5%	9%	7%	4%	14/282	19/206	11/162	N/A	0.72%	—
High Yield	High Yield Bond	LHYAX	LHYCX	LHYFX	LAHYX	★★★★★	5	5	5	10%	1%	3%	3%	67/703	5/605	12/469	N/A	0.84%	—
Convertible	Convertibles	LACFX	LACCX	LBFFX	LCFYX	★★★★	3	4	3	7%	39%	23%	45%	7/95	30/76	16/68	N/A	1.02%	0.96%

U.S. EQUITY FUNDS		Share Class Symbols				Morningstar Rating™				Morningstar™ Percentile Ranking				Rank/Number of Funds in Category				Expense Ratio	
Fund	Morningstar™ Category	A	C	F	I	Overall	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	Gross	Net
Affiliated	Large Value	LAFFX	LAFCX	LAAFX	LAFYX	★★★★	4	4	2	16%	19%	22%	62%	193/1261	206/1082	207/932	N/A	0.59%	—
Calibrated Mid Cap Value	Mid-Cap Value	LVMAX	LVMCX	LVMFX	LVMIX	★★★★	4	—	—	46%	24%	—	—	186/402	81/339	—	—	0.97%	0.70%

INTERNATIONAL FUNDS		Share Class Symbols				Morningstar Rating™				Morningstar™ Percentile Ranking				Rank/Number of Funds in Category				Expense Ratio	
Fund	Morningstar™ Category	A	C	F	I	Overall	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	Gross	Net
International Opportunities	Foreign Small/Mid Blend	LAIEX	LINCX	LINFx	LINyX	★★★★	3	4	3	84%	50%	24%	52%	84/100	39/77	16/65	N/A	1.18%	—

TAX-FREE INCOME FUNDS		Share Class Symbols				Morningstar Rating™				Morningstar™ Percentile Ranking				Rank/Number of Funds in Category				Expense Ratio	
Fund	Morningstar™ Category	A	C	F	I	Overall	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	Gross	Net
Intermediate Tax Free	Muni National Interm	LISAX	LISCX	LISFX	LAIX	★★★★	4	4	5	39%	25%	27%	5%	112/287	64/255	61/225	N/A	0.60%	—
National Tax Free	Muni National Long	LANSX	LTNSX	LANFX	LTNIX	★★★★	4	4	4	14%	16%	9%	36%	24/165	24/146	12/134	N/A	0.67%	0.64%
AMT Free Municipal Bond	Muni National Long	LATAX	LATCX	LATFX	LMCIX	★★★★	3	4	—	19%	24%	25%	—	31/165	35/146	34/134	—	0.77%	0.50%
High Yield Municipal Bond	High Yield Muni	HYMAX	HCMX	HCMFX	HCMIX	★★★★	4	4	2	8%	31%	21%	85%	14/169	43/139	25/119	N/A	0.70%	0.69%
California Tax Free	Muni California Long	LCFIX	CALAX	LCFFX	CAILX	★★★★	3	4	3	21%	28%	21%	59%	20/92	25/87	16/75	N/A	0.69%	0.68%
New Jersey Tax Free	Muni New Jersey	LANJX	—	LNJFX	LINJX	★★★★	4	4	3	15%	11%	19%	53%	8/49	6/47	9/44	N/A	0.76%	0.73%
New York Tax Free	Muni New York Long	LANYX	NYLAX	LNyFX	NYLIX	★★★★	3	4	3	23%	27%	12%	22%	17/73	20/71	8/63	N/A	0.68%	—

MULTI-ASSET FUNDS		Share Class Symbols				Morningstar Rating™				Morningstar™ Percentile Ranking				Rank/Number of Funds in Category				Expense Ratio	
Fund	Morningstar™ Category	A	C	F	I	Overall	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	1 Year	3 Years	5 Years	10 Years	Gross	Net
Multi-Asset Income	Allocation 30%-50% Equity	ISFAX	ISFCX	LIGFX	ISFYX	★★★★	3	4	4	12%	41%	22%	7%	62/525	174/419	80/360	N/A	1.02%	0.90%
Multi-Asset Growth	Allocation 70%-85% Equity	LWSAX	LWSCX	LGXFX	LWSYX	★★★★	4	4	4	8%	19%	16%	6%	31/405	64/344	45/286	N/A	1.08%	0.91%

Data as of 11/30/2016.

Performance data quoted reflect past performance and are no guarantee of future results. Current performance may be higher or lower than the performance quoted. The investment return and principal value of an investment in the Fund will fluctuate so that shares, on any given day or when redeemed, may be worth more or less than their original cost. You can obtain performance data current to the most recent month-end by calling Lord Abbett at 888-522-2388 or referring to lordabbett.com. Please visit lordabbett.com for important information regarding expenses for each fund.



IMPORTANT INFORMATION

Performance data quoted reflect past performance and are no guarantee of future results. Current performance may be higher or lower than the performance quoted. The investment return and principal value of an investment in the Fund will fluctuate so that shares, on any given day or when redeemed, may be worth more or less than their original cost. You can obtain performance data current to the most recent month-end by calling Lord Abbett at 888-522-2388 or referring to lordabbett.com. Please visit lordabbett.com for important information regarding expenses for each fund.

Class F — The inception date for Class F shares is 09/28/2007. The historical performance for Class F is based on the following methods of calculation: (a) for periods prior to 09/28/2007, a restated figure is used based on the Fund's Class I performance, which does not have a 12b-1 fee, adjusted to reflect the Rule 12b-1 rate differential between Class I and Class F; and (b) for periods after 09/28/2007, actual Class F performance is used reflecting all charges and fees applicable to Class F shares.

EXPENSE RATIO DETAILS:

Total Return, Income, & High Yield Funds – The net expense ratio takes into account a contractual management fee waiver/expense reimbursement agreement that currently is scheduled to remain in place through 03/31/2017. For periods when fees and expenses were waived and/or reimbursed, the Fund benefited by not bearing such expenses. Without such fee waivers/reimbursements, performance would have been lower.

Calibrated Mid-Cap Value Fund – The net expense ratio takes into account a contractual management fee waiver/expense reimbursement agreement that currently is scheduled to remain in place through 11/30/2017. For periods when fees and expenses were waived and/or reimbursed, the Fund benefited by not bearing such expenses. Without such fee waivers/reimbursements, performance would have been lower.

Intermediate Tax Free, National Tax Free & New York Tax Free Funds– The net expense ratio takes into account deductions for certain interest and related expenses from certain of the Fund's investments. Under accounting rules, the Fund recognized additional income in an amount that directly offsets these interest and related expenses. Therefore, the Fund's total returns and net asset value were not affected by such interest and related expenses.

AMT Free Municipal Bond, High Yield Municipal Bond, California Tax Free & New Jersey Tax Free Funds– The net expense ratio takes into account a management fee waiver/expense reimbursement agreement that currently is scheduled to remain in place through 01/31/2017. For periods when fees and expenses were waived and/or reimbursed, the Fund benefited by not bearing such expenses. Without such waiver/reimbursement, performance would have been lower. In addition, the net expense ratio takes into account deductions for certain interest and related expenses from certain of the Fund's investments. Under accounting rules, the Fund recognized additional income in an amount that directly offsets these interest and related expenses. Therefore, the Fund's total returns and net asset value were not affected by such interest and related expenses.

Multi-Asset Growth & Multi-Asset Income Funds: The Fund has entered into a Servicing Arrangement with the Underlying Funds in which the Fund invests, pursuant to which each Underlying Fund will pay a portion of the Fund's expenses (excluding management fees and distribution and service fees) in proportion to the average daily value of total Underlying Fund shares owned by the Fund. Gross Expense Ratio includes Management fees, Distribution and Service (12b-1) fees, Acquired Fund Fees and Expenses, and Other Expenses. Net Expense ratio excludes Other Expenses, which are borne by the underlying Funds. The Net Expense Ratio is not the result of a fee waiver or expense reimbursement.



IMPORTANT INFORMATION

RANKINGS INFORMATION

Morningstar Ratings™ — An overall rating is based on a weighted average of a fund's rating for the three-, five-, and 10-year periods as of 04/30/2015. The Morningstar ratings and rankings depicted above reflect Class F shares of each fund only. Other share classes may have different performance characteristics. Morningstar does not provide rankings for certain funds with extended performance.

Please note, these Morningstar Ratings are calculated based on the restated performance methodology for Class F shares described above. Also note, some of the Morningstar proprietary calculations, including the Morningstar Rating™, are not customarily calculated based on adjusted historical returns. The evaluation of this investment does not affect the retail mutual fund data published by Morningstar. For each retail mutual fund with at least a three-year history, Morningstar calculates a Morningstar Rating™ based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a fund's monthly performance (including the effects of sales charges, loads, and redemption fees), placing more emphasis on downward variations and rewarding consistent performance. The top 10% of funds in each category receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars, and the bottom 10% receive 1 star. (Each share class is counted as a fraction of one fund within this scale and rated separately, which may cause slight variations in the distribution percentages.) The Overall Morningstar Rating for a retail mutual fund is derived from a weighted average of the performance figures associated with its three-, five- and 10-year (if applicable) Morningstar Rating metrics. This investment's independent Morningstar Rating metric is then compared against the retail mutual fund universe breakpoints to determine its hypothetical rating. Past performance is no guarantee of future results.

Fund rankings within the Morningstar categories depicted in the chart above, which may change monthly, are based on total returns calculated by the ranking entity. Rankings do not take into account sales charges, if applicable, but include reinvestment of dividends and capital gains, if any. Morningstar total return percentile rankings for the specified periods are relative to all funds that have the same investment categories. The highest (or most favorable) percentile rank is 1, and the lowest (or least favorable) percentile rank is 100.

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Carefully consider the investment objectives, risks, charges and expenses of the Lord Abbett Funds. This and other important information is contained in the Fund's summary prospectus and/or prospectus. To obtain a prospectus or summary prospectus on any Lord Abbett mutual fund, contact Lord Abbett Distributor LLC at 888-522-2388, or visit us at lordabbett.com.