Please standby for real-time captions.

>> Hello, Doug Jackson from stable accounts is on the line, can I be heard?

>> Chris, this is Doug Jackson from STABLE Accounts, can you hear me?

>> Hello and welcome to the #ABLEtoSave webinar series, the last of our four webinars during our #ABLEtoSave public awareness campaign. This one is titled enrollment and beyond. I am your presenter, Christopher Rodriguez. I am excited that we have so many people joining the webinar today to discuss this great and wonderful topic. Before I get started, there is a lot of ground to cover, but first let’s take care of some housekeeping items. The audio for today's webinar is being broadcast through your computer. Please make sure your speakers are turned on or your headphones are plugged in. You can control the audio broadcast via the audio broadcast panel. If you accidentally close that panel, you can reopen it by going to the communicate menu at the top of the screen and choosing join audio broadcast. If you do not have sound capabilities on your computer or you prefer to listen by phone, you can dial in at the numbers presented on the right-hand side of this slide. These numbers were also included in your registration confirmation. Real-time captioning is provided during this webinar. The captions can be found in the media viewer panel, which appears in the lower right-hand corner of the webinar platform. If you want to make the media viewer panel larger, you can minimize other panels such as chap, Q and an or the participants panel. In terms of submitting questions, please use the Q and a box to submit any questions you have during the webinar and we will direct those questions accordingly. If you are listening by phone and not logged into the webinar, you may also ask questions by emailing questions to kauchenbach@ndi-inc.org.

Please note that this webinar is being recorded and the materials will be placed on the ABLE National Resource Center website at the following link. We try to get these videos up

within a week of the actual broadcast, so hopefully this time next week if you go to the website, go to the webinar section,

and you can click on the webinar and there will be a recording of this presentation. If you experience any technical difficulties during the webinar, please use the chat box to send a message to the host, or you may also email kauchenbach@ndi-inc.org.

Okay. Again, I am Christopher Rodriguez, your director of the ABLE National Resource Center and your presenter today. I am happy to welcome a group of incredible expert analysts from across the country. We have David Bell with the Oregon able for all program. We have Doug Jackson, with the Ohio STABLE program. We have JJ Hanley with the Illinois ABLE program. And Scott Ridgely, from Virginia. They will provide information about their programs and the characteristics we will be discussing today that folks may want to pay attention to in deciding which ABLE program best meets their needs. We have a lot to go over on the agenda. We will talk briefly about what the ABLE National Resource Center is. We will talk a little about what we have done so far. We will basically touch on some information. We will go into how to assess your needs. How to identify and communicate with contributors. And then how to examine and compare available programs based on your needs and the characteristics these programs may have in them. And of course, we will open it up to the guest panelists to tell us a little bit about their individual programs. Okay, let's go ahead and get started. As many of you probably know, I know many of you are frequent participants in these webinars. The ABLE National Resource Center is a collaborative who supporters share the goal of accelerating the design and availability of ABLE accounts for the benefit of individuals with disabilities and their families. We strive to bring together the investment, support and resources of the country's largest and most influential national disability organizations. I invite everyone to visit our website, ablenrc.org, and there is a wealth of information. There are some extra tools that just went live, no more than an hour ago, that we will touch on at the end of this webinar, as well. I am really excited to share them with everybody. Again, as many of you know, we are at the end of our #ABLEtoSave campaign. It has been a month-long marketing and informational campaign that took place throughout the entire month of August. The national campaign has been spearheaded by the ABLE National Resource Center in collaboration with the 25+ national disability organization members, state programs, financial institutions and other ABLE related stakeholders. The campaign strives to blanket the country with widespread information concerning all things related to ABLE, with the aim to significantly accelerate the opening of ABLE accounts by eligible individuals with disabilities and their families.

The latest number shows we are just over 25,000 accounts nationwide, with over $120 million worth of assets under management contributed into these accounts, which is an incredible milestone. At the same time, we also know from research done here, that there are literally millions more people with disabilities out there who are eligible to open an account, but for whatever reason they have not done so yet. This is an effort, a campaign, to help spread information so those folks feel comfortable getting involved in the ABLE space and benefiting from the opportunities that come along. Again, the #ABLEtoSave campaign takes place for the entire month of August and is broken down into four individual weeks of education, information and marketing. Each week is focused on a different aspect, with the aim to provide potential ABLE account owners and their families with comprehensive education and motivation to feel comfortable enrolling in a program of their choice. You see on the screen right now, how we broke down the four weeks. There are different types of information, different mediums of information provided under the individual umbrellas, of which each week did have a webinar, not unlike this one. For an hour, every Wednesday, during this month. Again, you can go to the website if you missed one of those webinars and take a look at that at your leisure, in addition to other short videos that have been posted specific to those topics that are on our roadmap to enrollment tool. Again, the campaign is national in scale and we utilize a diverse set of tools in order to maximize our reach. These tools have included, but are not limited to, social media, national webinars, short videos, twitter chats, virtual town halls and email blast and the utilization of the center’s website, which is really the hub of all the things we do here at the ABLE National Resource Center. Okay, let's go over some ABLE basics. We want to make sure everybody has a basic understanding of ABLE before we dive into whatever topic we might be talking about, on any given webinar. So, what exactly is ABLE? It is the Stephen Beck, Junior achieving a better life experience act ended amends the federal tax code in order to create a new option for eligible people with disabilities to save money in a tax exempt account that may be used to pay for what are called qualified disability expenses, while at the same time not putting into jeopardy their eligibility for federal public benefits. So, this is an incredible opportunity. You will notice we underlined some of those key terms, which have been topics of conversation on many of our webinars. We had a webinar on exactly who is eligible. We had a webinar just last week on what are qualified disability expenses and we have also frequently talked about which public benefits we are talking about and how might they interact with funds in a ABLE account. Again, all this information if you missed some of it, or you are curious about more information related to what those underlying terms mean, exactly. Okay, let's go over some basic characteristics related to ABLE. Keep in mind that the information on this page and throughout most of our webinars are going to be consistent across all programs. That means the things you see on your screen right now are the same no matter if you are enrolled in the Oregon program or the Ohio program or the Virginia program. The things on your screen are founded in federal rules and laws so they are consistent across all programs. So, there are eligibility requirements related to opening an able account that speak to the age in which the individual first experienced his or her disability and related to the severity of such disability.

Again, we dedicated an entire webinar to talking about this and we have short videos on the website that explain just exactly what that eligibility requirement looks like and how exactly you would go about satisfying those. Additionally, an eligible individual is not obligated to enroll in their state of residence. As long as you meet the eligibility criteria, you can open a ABLE account, despite the fact that your state has not launched or will not be launching a ABLE program. That is important to note. It also means you can pick from a wide array of different ABLE programs, determined by your particular needs. That will be a main theme or topic during today’s ABLE webinar. Figuring out how to differentiate from one program and another, based on your needs. Again, you are not shackled or tethered to having to enroll in your state of residency. There are a number of states out there that of launched programs that are enrolling people, provided you meet the eligibility criteria that is stated in law, that are enrolling people across the country, no matter what state you live in. Additionally, it is important to note that the designated beneficiary is the account holder. So the designated beneficiary, or beneficiary, is a fancy term for the person with the disability, the account holder, these are all the same thing. What is important about that is that allows the person with the disability to have a new founded level of financial independence that they otherwise, perhaps, would not have, if not for being involved in the ABLE program and having a ABLE account. That being said, if the designated beneficiary, the person with the disability, the account holder, they are all the same person, does not have the capacity to oversee their own account or just wants help, would like somebody else to have the authority to oversee the account, there are three types of people that can have this privilege. They can have signature authority or basically exercise authority and oversight of the account on behalf of the designated beneficiary.

Those types of people are the following. A parent, if the beneficiary is a minor. If the beneficiary is an adult or age of majority, it would have to be there guardian. A person with guardianship over that person. There is talk over whether that means the guardian of the person or the guardian of the estate. That is a topic we will tackle another time, but it is important to know, the Guardian. Or if that person does not have a guardian and they are an adult, in order to have signature authority that person would have to be given power of attorney and that would have come from the designated beneficiary, the account holder. Funds that are contributed into the account are meant to be used for what are called qualified disability related expenses. We did an entire webinar with short videos explaining exactly what all if I disability related expenses are. Very quickly, they are expenses related to the beneficiary’s disability or blindness, that are for the benefit of the beneficiary, and help that individual maintain or increase their health, independence or quality of life. That is extremely broad. I encourage folks to go to the website to learn more, in detail, about exactly what that definition means. It is very broad, purposely, because we want to make sure that the funds that are contributed into the accounts can be used for a variety of different needs related to the person and their disability. Additionally, assets in and distributions for qualified disability related expenses will be disregarded or given special treatment when determining eligibility for most federal means tested benefits, including Social Security and Medicaid. The only reason we use the word most is because there is an exception for account holders who are also receiving SSI, supplemental security income, and the law states that once the account goes over $100,000, that SSI cash benefit is temporarily suspended until such time as the account falls back below $100,000. Not all ABLE account holders will receive SSI, but we know many do, so it is important to keep an eye on that. Other than that, what makes ABLE so special is because for decades, people with disabilities have been shackled to a lot of financial uncertainty as a result -- programs such as Medicaid and others that provide support and services that can really only be found through these programs. While these programs are vitally important and we appreciate all the support services provided through the Medicaid program, we also understand that as a result, with those limits, people with disabilities have been shackled to a life of poverty. Luckily, here comes ABLE and allows an individual to save significant amounts of money, into hundreds of thousands of dollars if they can, and those funds are not taken into consideration when determining eligibility for these programs like Medicaid. So it is really exciting. Really transformative. Additionally, multiple people may contribute into an individual's ABLE account. That includes friends and family, an employer, it certainly includes a beneficiary them self. Because of employment or an inheritance or something of that nature. You can contribute Social Security funds into your ABLE account. That often times addresses issues of trying to stay below those asset levels.

You can place those funds in your ABLE account so they can grow over time and spend them on more significant expenses. That is great. There is one catch though, in terms of the contributions that can be contributed into a ABLE account. That is, in general, there is a $15,000 annual contribution limit from all contributors combined in any given tax year. So my brother, his name is TJ, he lives down in Texas. He has an able account. Let's say that at the beginning of the tax year, my parents were able to put $7500 in his account. Let's say in March for his birthday, my grandparents were able to scrape together another $7500. If those are the only two contributors, that would equal $15,000 and that account in general would not be able to accept any more contributions. If I wanted to throw $100 in there, I would not be able to do so, because he is maxed out at that $15,000, until the following year when it would start all over again.

There are savings accounts, but really they are investment accounts. Depending on your investment choice that you decide and how well the market is doing, with respect to your choice, your funds can grow, hopefully. There is a consideration that if the market isn't doing well with respect to your choices, your funds could also decrease, as well. So it is important to keep an eye on those and monitor the account appropriately.

Okay, so we got the basics out of the way. We have a basic understanding. If you are interested in learning more about anything I went over in those slides, please go to our ABLE National Resource Center website and there is a wealth of information on there about those topics and so much more. But let's talk about the main topic, which is choosing the right ABLE program. Trying to figure out how should I unroll, what should I be thinking about? I understand the basics, I understand I am eligible, I know what the funds can be spent on and I am excited about it. I look in front of me and I have a number of different options. What should I be thinking about and what does enrollment look like? Do I walk to my will -- to my local bank, what goes on? We will answer those questions. Let's get started.

So, first we recommend that you identify your current disability related expenses.

Consider making a list of short and longer-term needs and support that may require financial assistance. Consider whether these needs and supports may be covered by any other public benefit program you are currently receiving or may receive in the future. This is an important thing to think about, because we know that funds that are contributed, held in and distributed from ABLE accounts, are meant to supplement, not supplant, the benefits being received by public means. So that means that they can supplement, let’s say the services you receive through rehab or Medicaid, and as a result of having money in there, they cannot take those benefits away. So you might want to look at things that are not being covered by the benefits you are already receiving. Consider other sources of income you may have and how a ABLE account may interact or complement them. Are you earning income through employment? Are you receiving a cash benefit? Do you have a special needs trust? These are all things you might want to take into consideration in terms of how ABLE will best benefit you and thus, what you might want to take into consideration when looking at the different programs. Additionally, consider researching financial institutions and opening a savings or checking account, which may help with managing your ABLE account. If you have a checking account that is already in existence, you can transfer money to it and use it, but there are also different ways we will talk about, in a little bit. Some examples of these long-term and short-term needs. Long-term support could be personal assistance services which a government funded program or benefit may cover, but might restrict the number of hours per week. So maybe you get 10 hours of some kind of therapy and would be better off with 15. Perhaps you could purchase those extra five hours with ABLE funds. Renovations to where you live to be more accessible. Assistive technology like hearing aids or repairs to a wheelchair. The purchase of a computer or iPad. Supported or customized employment assistance including on-the-job training. Public benefits planning and perhaps, the purchase and retrofitting or modifying of a van. These are all examples of short and long-term needs you might have as a result of living a life with a disability, but perhaps a ABLE account could help motivate you to get involved in the space. It could help to investigate the costs to meet identified needs and develop a short-term and longer-term budget. This can help guide and motivate your savings. Again, there is a lot you can do before you open an ABLE account to prepare yourself to be in a position to maximize the benefits of being a ABLE account holder. Additionally, identifying a circle of contributors. We talked a few slides ago about the diversity of individuals that can contribute into your account. It is important to identify and educate potential contributors about your ABLE account. This includes friends, family, your employer. They can all be invited to contribute into your

ABLE account, but I expect they will be reluctant to contribute if they are unfamiliar with the accounts or what the ABLE act is. It is important at any stage, you can't do it early enough, to educate friends and family about ABLE accounts, what they are and how they could help you improve or maintain your health and quality of life. Your contributions, again, I don't think we mentioned this actually, your contributions are not tax-deductible for purposes of filing your federal taxes, but they may be deductible for purposes of your state income tax, depending on where you live. That is valuable information you probably want to share with potential contributors, the fact that they might be eligible for state income tax deductions associated with any contributions they make into your account. That is important to know. Not all states provide it. Not all states have income tax. All that information is on the ABLE National Resource Center website, by the way. Additionally, while your family or yourself may not have the resources to contribute $15,000 annually, you may consider crowdsourcing or letting relatives and friends know about your specific future savings goals and how they can help make it happen. It is really a great thing that anyone can contribute to your ABLE account, especially since so many people out there have such strong support systems.

I know my brother does and there are plenty of people out there if they were educated about his account and if he communicated his needs, I am sure they would be enthusiastic about contributing to his account. It is important to step back and think about who you might want to have as a contributor and communicate with them. Not only about what the accounts are and how they might help you, but what your specific short-term and long-term goals are. Okay, so choosing the right program. It is important to note that your needs are unique and no to eligible individuals have the same needs for opening, managing and utilizing a ABLE account. Well over half the states in the country have launched programs, so there are a number of different programs that an individual may be eligible to choose from. It is recommended that individuals pay special attention to potential state tax deductions, account and asset-based fees and program features such as debit card options and FDIC insured account options, as well. We talked about the benefits of tax deductions and how that might fuel or motivate people to make additional contributions into a ABLE account.

All ABLE programs have some sorts of fees associated with them, so it is important to know that and know what those fees are. Typically, it will be a maintenance fee, which is consistent across the program. Whatever program you happen to be in. That is divided into quarterly or monthly payments. There are also asset-based fees, depending on which investments you are interested in. So those are things you want to look at. And depending on how frequently you want to access the funds in the account, you may be interested in whether or not it offers a debit card or is and FDIC insured account, things like that. Consider talking with people you trust. Create a circle of support comprised of friends and family. And while not mandatory, perhaps consider consulting a financial advisor who has documented experience with creating and/or managing funds related to individuals with special needs, such as pool trusts and special needs trusts. Again, it is not mandatory. You don’t have to have a financial advisor to get involved in these able programs, but if you feel as though you would be more comfortable consulting with a financial advisor, you certainly should do so, if that is what you feel that you need. In fact, there is a new option that I think Scott will tell us a little bit about, that incorporates financial advisors. Okay, so what to consider when choosing a ABLE program. At the beginning I talked about the things that were consistent across all the programs. Now let's talk about the subtle differences, yet important differences, that can differentiate one program from another. Questions you might be asking. How does the enrollment process work? Is it done online, do I walk into a bank, what kind of paperwork do I have to submit, if at all? These are things to take into consideration. What proof will the program require for you to document in order to open an account or show that your disbursements are qualified expenses? Is there a fee to open an account and, if so, how much is that fee? Do they differ for in-state or out-of-state residents? Is there a required minimum contribution to your account? If so, what is that amount? Is there a required minimum contribution? Are there annual maintenance fees, set and/or balance based? We went over this. There are typically maintenance fees. What do those look like and how do they differ from one program to another? Are there fees that are front-end loaded or are they reduced if you leave your funds invested for several years? That is an interesting question. Are there restrictions or fees associated with how often you can withdraw funds from your account? This may be especially interesting to someone who is looking in -- looking and has a number of different expenses, as opposed to maybe a parent who has a child with a qualifying disability who plans to put money in the account for years and years and years and doesn’t plan to touch it. They wouldn’t be as concerned as to whether or not there are fees associated with the number of withdrawals that a person can have in any given year. How readily can you access the funds as soon as the ABLE account is opened? So, how accessible are those funds? Again, is there a debit card or purchasing card available with the program? Is there any added cost to the use of that card? Again, I think this is a differentiating factor. Some will use the accounts as an investment, a long-term savings tool, and others will need much more frequent access to those funds and having a debit card or purchasing card associated with their ABLE account may be very important. And then, of course, are there extra fees associated with being able to access the funds so quickly? Investment considerations. We talked about that we often describe these as savings accounts, but they are really investment accounts. So what are the investment options the state ABLE program offers? That is another differentiating factor. Some programs have one set of options and another program will have another set of options. Some have six options. Some have 14 options. Some have five options. Some, you have to have a certain balance before you are allowed to invest. All kinds of different considerations that you will want to think about. Are the options likely to meet your needs for limiting risk with the growth of your contributed dollars to the ABLE account? So basically, of the suite of investment options that any given program provides, do they differentiate themselves? Does the program offer any unique or value-added program elements to help you save, contribute to your account, grow the account and manage your invested dollars? What has been the history of the rate of return on the investment fund they are offering? These are all important and great questions that you can ask anyone of the ABLE programs and they should be able to give you an answer to help you determine which program is best for you. Here at the ABLE National Resource Center, we have shied away, rightfully so, from ranking these programs. We appreciate the fact that there really is no one-size-fits-all program. It really has to be seen through the lens of the individual with a disability and determining what program fits their needs. Are there possible residency advantages? Does your state have a program and if so do they offer income tax deductions or credits for contributions to the ABLE account? Does the state program offer any unique or value-added program elements, such as a match or rewards program, financial literacy information or programs for beneficiaries? So those are different things that might help someone determine which program meets their needs. Okay. So we went over a lot of information very quickly, but I want to make sure we are leaving plenty of time, because I want to introduce everybody to our guest panelists. They are really the people on the ground know their programs the best and can give information on the variety of questions that I proposed. I think an individual would want to take into consideration when choosing which program best meets their needs. We will go one by one. We have, I believe, three programs represented on this panel and they are going to tell you a little bit about what enrollment looks like for their program and then maybe touch on one or two of those characteristics that we just mentioned in the last few slides. And to give you a little taste of what those characteristics look like for their program. Let's start out with Mister Doug Jackson. He is representing the Ohio STABLE program. It is fitting, because the state of Ohio was the first state to launch a ABLE program. Doug, thank you for taking time out of your day to be with us today. If you could, in lightness in terms of your program and what enrollment looks like into the Ohio STABLE programs and STABLE programs in general, and then touch

on one or two of those characteristics we mentioned today.

We have the good fortune of having about 8000 people who have tested our program and the enrollment process, so we have testimony across the nation of people using the program and having the experience of the enrollment. I think the enrollment process itself, there are many similarities across the country. The platform you use and the website may look a little different. Being the first in the country, we had to develop that from scratch. We know the first -- the best complement is others using the same

platform. It is flattering to us that there are similarities out there based on what we originally designed. I think where you find the differences are what the requirements are or how those requirements are screened. So, Ohio chose to use station as a part of that. Ohio or the STABLE office isn't going to be screening eligibility or disability documentation to ensure that the person who is enrolling is truly qualified. We know that opens it up to be the responsibility of the person enrolling. We also feel the person enrolling knows their disability and their documentation best and we trust that they are doing that as they enroll. We asked several questions along the way to make sure they realize what they are attesting to. We try to make it as easy as possible. Very user-friendly for all the people who will be accessing the technology that we have. We reduced down the language as much as possible, so you're not reading through a bunch of small print, and really made it a quick process. We are really fortunate to have people who posted publicly what their experiences have been. One particular person is Darcy, a California resident. Darcy opened her account and posted that video on YouTube. Her experience, her introduction and who she is, all the way through the enrollment process, the video is 10 minutes and 18 seconds long. It speaks to the ease of enrollment. Any other government program that exists, I don't believe can tout the same ease of enrollment. Online, from the comfort of your own home. That you can do it so quickly. We think those are some of the things that point to the enrollment ease we have in a STABLE Accounts program. We can talk later on about some of the different plan differentiators along the way.

Cool. I appreciate that. I am going to poll one question that I know you can answer. We have a question in here that says, can a special needs trust also be one of the contributors into a ABLE account?

The answer is, absolutely yes. That has been made clear in the Social Security policies as well. We are fortunate enough to be working with special needs trust attorneys and trustees across the nation.

Excellent. I appreciate that. Just to add to what Doug said, what we think here at the ABLE National Resource Center is that these two financial tools should not be in competition with each other. In fact, we think there is no reason why you cannot have a ABLE account and a special needs trust. We always say that the benefits that can be realized by having both, we think, outweigh the benefits of having either one individually. Thanks for that, Doug. Let's turn it over to Mister David Bell, who is our representative from the Oregon ABLE program, to hear a little bit about it -- about that program and how Oregon differentiates itself from other programs.

Go ahead. Sorry.

People mutiny every once in a while, I get it. Thanks everybody for being on. This is an important topic. When it comes to ABLE, we will probably find there is less

differentiation when it comes to the online endpaper enrollment process for ABLE, then there is another aspect of these programs. All of the states have worked really hard to make this a simple and intuitive and as straightforward as possible, just because we need to cut down on some of the confusion that falls around all of our lives. Going off of what Doug said in Ohio, we find it takes most people 10 or 15 minutes to sign up for an account. Most people are using the online process. Please note, there are paper forms for this, as well. Some people like that better. The online process is simple and smooth and safe and secure. We all work with financial partners to make sure all those checks and balances are there. Give yourself a little bit of time. Most of the plans, including the Oregon ABLE plan and others, will include a list of documentation you might want to have at the ready when you are opening these accounts. If you have that documentation in front of you, it is really simple. It might just be your address. Bank account information. Social Security numbers. The normal things you would expect when opening an account online. That you have that available in front of you, it just makes the sign-up process easier. To answer the question about differentiation, I think all of us, all of the plans worked really hard to make sure that online process of signing up for these accounts is as easy and as smooth as possible. That we are explaining things in a cool way, because who wants to wade through a bunch of jargon to know what you are actually supposed to be doing.

I think the best idea for people looking around at ABLE plans they might want to join is to follow some of the guidelines you laid out earlier. And look at some people’s websites. If the main website you are looking at is pretty simple and pretty straightforward, most likely the online application and the management of that plan will also be simple and easy and straightforward.

I will leave it there, unless you have specific questions, because I want to make sure we have time for everybody to get to share.

Let me pick one of the panelist questions. I appreciate all the information. I know this is a topic that many of us have talked about. This is a recent change that came about as a resort -- as a result of the tax reform law last year. We had a question here. I think folks have noticed that I have been saying, in general, they are capped at $15,000, because there is an exception. Dave, I know you guys have worked to make this all work. The question is, see if you can get this in a short period of time because I know it can be longer, but the question was submitted, let's see, I lost it already. Is there any possibility that the state might allow a person with a disability who has employment to contribute over the $15,000 annual limit? Do you want to try to tackle that?

Absolutely. I can do it really quick. The answer is, yes. Now we can. It didn't start out this way, but we can now. Federal legislation changed to allow us to include this. So, in a really quick snapshot, able to work, which is what this legislation was coined, allows beneficiaries of accounts who are working, to add above and beyond that $15,000 annual contribution limit. And they can add either the total of what their wages are for that given year, even though the money doesn’t have to be directly tied to their wages, the total of the wages, or $12,060. A weird number, I know. Whichever one of those is less is the amount they can add on top. Please, take a look at the ABLE National Resource Center. They have a lot of information about ABLE to work. And the stipulations. The answer is, yes, which is a good thing.

That is an incredible benefit for people with disabilities who have employment. You have means through their circle of contributors and themselves to max out that $15,000, as long as they are employed. They can contribute above that $15,000, which I think, combine the max and the $15,000 gets you over $27,000 as an annual max per tax year, so that is incredible. There are some nuances related to that. You can get more information about that on the ABLE National Resource Center website. A few months ago we did a 90-minute webinar on that topic. Be sure to check that out. I am -- or shoot us some questions to our email account. All right, with that, let’s hear from Scott, who is representing the Virginia ABLE now program. Scott, tell us a little bit about the program, what enrollment looks like, and I know that you guys just launched a new advisor product. That is an interesting product, in respect with enrollment. If you could give us information about that, that would be wonderful.

Sure. I will tackle ABLE now first, and then get to our new product, ABLE America, at the end. I wish I could say our enrollment process was so much more advanced, but the reality is, as they said, most of the states are following some common processes for what information is required and how we are collecting that information. Really, when you are looking to choose a plan, the point of differentiation will be one of the elements. One thing that was not addressed, in particular about how we go about facilitating that account opening process, is taking a look at the pieces of information you will need and realizing who the person actually filling out that application, when it comes time to open your account. If you are opening it yourself, it is a lot simpler. There is self-certification, like Doug mentioned. I am sure it is the case with Oregon. If you are opening it yourself, you need your name, your address, your date of birth and Social Security number. That is, it. After that, you can choose on your own to put the bank information and at that time or to do it at a later point, once you are more comfortable with how the program works. If you are opening the account for someone else, and I think a lot of times that is what we are saying, a parent opening it for somebody. We count that as an authorized representative. For those scenarios, you will need all that information I said before, but also that same information for the authorized representative. For our program at least, you will still need the name, address, date of birth and SSN for the authorized representative. The authorized representative can take different forms. It's not always a parent, but in most of the cases we are seeing it is a parent. That is a requirement for our program, if the minor is under the age of 18. If an eligible individual cannot open the account themselves and they are over the age of 18, there are a couple of different avenues you can go down, which is still using a parent, with documentation, or you can use a legal guardian, an attorney, to help fulfill the process of opening those accounts. In those situations, extra documentation is required just to prove that you do, in fact, have the ability to make a financial decision on this person’s behalf, but you don't have to do that initial submission process. You just open the account and we follow-up with you via email for some additional points of information that we need to complete the application process. Talking about our program in particular, we have a no fee, no minimum contribution program, to open up the process. We have tried to keep our fees as low as possible. The other main program element that I will add in as a selling feature, like Chris mentioned, the FDIC insured portfolio is something that all funds go into for the first $2000 you contribute. After that, you have the option to continue in that portfolio or rollover into our investment options. For people who are looking for a low fee or no fee option, we do offer that to anyone who maintains a monthly balance in excess of $10,000. Our monthly fee is waived. If you choose that option, you don't have any investment fees, as well. That is our low-cost option, but it is more for family court -- more for families who are choosing to put money in in the short-term. The other question was about our advisor sold program. So, Virginia in partnership with the capital group, a multi-trillion-dollar financial company based in California that administers the nation’s largest program, is now opening up, on our behalf, a ABLE advisor sold program that is available exclusively through your financial advisor. What we have heard a lot of times when doing presentations and talking to the public, there is a discomfort from wanting to make these financial decisions for somebody that is not necessarily a bank, as others are. Having a hard time choosing investment portfolios and what is best for them. With our new ABLE program, you have that option to get that advice through someone. They can help you set up a program as a complement to a special needs trust. As an addition to an existing portfolio you might have with them. It becomes another step in the process that a financial advisor undertakes with the family to walk them through the retirement and the college savings and now the disability savings portfolio. We are really proud of this option. It just launched in the middle of July, so it is just getting its feet wet and the advisor community is slowly learning how the program works. As much education as we are doing for the general public, the advisor community has been solely focused on special needs trust and other avenues they can do to help these families. There is a lot of education to get advisors to realize the benefits, not just federal and state tax benefits, but all the other financial planning benefits that come from the program we have launched with the fund.

Excellent. I think a take away here, because I know you guys probably get this question all the time, is can I open up an able account at my local Bank of America, my local Wells Fargo, what have you, and the answer is, no.

Yes, speaking for Virginia, the answer is, no. Our process is online. We work with a third-party, that most of us have kind of a banking's

-- a banking institution supporting us, ours is PNC Bank. We are working with them to get this as something that might be integrated with part of their personal commercial banking process, but right now they serve as a backend facilitator and you don't have the option to walk into a branch.

Got you. I know we get that question frequently. At the beginning of developing these programs, we wanted to make sure they were as accessible as possible, but as low-cost as possible. And making sure people can enroll online in a very easy process. I know from working with all the programs, that you guys put such a -- such an incredible amount of time and effort into making this process as easy as possible. So, from the ABLE National Resource Center and as a sibling of someone with a disability, thank you for all your hard work. I know it is not easy, but you guys are doing a really great job. So, with that, I think we have about four minutes left. I want to move on. We have a couple more slides. I want to introduce everybody to what I have been the most excited about during this #ABLEtoSave campaign. That is the unveiling of our roadmap to independence. Those of you who might be familiar with our website, last year we launched our roadmap to enrollment, which takes you through five different steps. Everything from knowing ABLE basics, to eligibility, to what the funds are used for, to enrollment. That is what is currently on the website. That is for people who have heard about ABLE, are interested, but have not yet enrolled. That section and the majority of the information on the website is dedicated for potential ABLE account holders to help them get comfortable in enrolling in a ABLE account that best meets their need. As we approach 25,000 individuals with disabilities who have ABLE accounts, we want to start turning our attention to helping those thousands of individuals understand how to mend -- how to manage their accounts and maximize the benefits. So, just about an hour ago this went live. We are calling it our roadmap to independence. You can see a screenshot of it on the right-hand side of your screen. The roadmap to independence is a tool designed by the ABLE National Resource Center to help current account holders maximize the benefits of having a ABLE account. You go down the road here and there are five different stops. When you click on those, there are different stops. Setting my financial goals, building a circle of support, making smart financial decisions, monitoring my ABLE account and celebrating my independence. Each of those stops on the road to independence will give you more information in several different mediums. We have short videos we recorded and put up on each individual topic. We have a snapshot of the topic or the issue, what we call the topic at a glance. And we will be doing, in 2019, a webinar on each one of these topics, to help people who have already bought into ABLE, to help the 25,000 individuals and tens of thousands more who will enroll over the next few years, help them understand how to manage their account. Being able to save money for the first time, and in general, comes with certain responsibilities and we want to make sure we are providing ABLE account

owners the tools to successfully manage and maximize the benefits of being a ABLE account holder. This is our first big step in that direction, so I hope everyone will visit the website and check out our new roadmap. In addition, there is also our new comparison tool. We talked about the different characteristics from one program to another. We previously had a tool up where you could compare up to three states, side-by-side, based on about 15 characteristics. We have decided now that we have well over 40 programs, we have decided that we need to change that up to make it more user-friendly. So we have revamped our tool to be more user-friendly and to narrow down which programs you might be interested in off of different characteristics. We even have an option there that you can convert your particular customized search into an Excel sheet and printed out, or you can just print them all at the same time as well, on a single sheet. We are excited about that. We encourage folks to take a look at our new tools that launched and provide us with feedback. On the top of the website there is a tab called contact me, where you can submit questions and it comes directly to our ABLE National Resource Center staff. You will notice an entirely new toolbar at the top of the screen, as well. That really helps people, step-by-step, enroll into ABLE programs and helps them, step-by-step, manage their ABLE accounts. We are extremely excited about these new tools. Again, I encourage

folks to get them out there to as many people as you know. Share the tools and provide us with input, so we can continue to best serve people with disabilities and their families, with respect to pursuing their financial future. With that, that wraps up

our webinar. We still have a couple more days in our #ABLEtoSave national public awareness campaign. If you haven't already, please follow us on Facebook and twitter. Please sign up for our newsletter to keep aware of all the latest happenings in terms of ABLE. And keep signing up for these webinars, because I know we have a number of other exciting topics to cover in the future. So, with that, again, thank you all for taking time out of your day today to be with us. David Bell, Doug Jackson, Scott Ridgely, thank you so much for sharing your expertise with us in terms of your states programs. I encourage folks to take a look at those programs and consider them under the considerations we talked about today. Thank you all and we will be talking again soon, I hope. Have a great day. Bye-bye.

>> [Event Concluded]