

## A Service Provider Guide: Helping Your Customers Choose the Right ABLE Plan

With so many ABLE plans to choose from, it is important to understand how to determine which ABLE plan is best for your customers.

The [ABLE NRC's ABLE Plan Comparison Tools](#) will help your customers explore the different features of the ABLE plans. Further review of ABLE plan disclosure documents provided by those tools, and additional information and resources from the ABLE plan's website, will assist in answering more in-depth questions.

Below are some things to take into consideration when your customer is choosing the right ABLE plan for them.

### Opening an Account

- Will the ABLE plan require your customer to have proof that their disability began before age 26 and is of required severity?
- Is there a minimum contribution to open an ABLE account?
- Is there a minimum deposit required each time they want to make a deposit to the account?

### Maintaining the Account and Fees

- What is the ABLE account maintenance fee total for each year? Does your customer have a clear understanding of the fees associated with management of the account?
- Are there restrictions on how often they can withdraw funds from their account and how quickly they can access their savings?
- What proof will the ABLE program provide to document a disbursement as a qualified disability expense (QDE)?
- What is the deposit hold period?

### Investment Opportunities

- What are the investment options the ABLE plan offers?
- Is there an FDIC-insured option/account?
- Are the options likely to meet your customer's needs for the growth of invested dollars in the ABLE account while limiting risk?
- Are there options to help increase their invested income long-term to meet their needs?



- What has been the history of the rate of return of the plan's investment fund options?
- Does the program offer any unique or value-added program elements to help your customer save and contribute to their account?
- Does the program offer investor education to help them make an informed investment choice that meets their needs?

## Unique to Your Customer's State of Residence

- Does your customer's state have an ABLE plan and, if so, do they offer a state income tax deduction or credit for contributions to an ABLE account?
- Is there a "debit card/purchasing card" available with the program to help them pay for disability-related expenses and, if so, is there a cost?
- What fees, if any, are associated with use of the card?
- Does the ABLE plan offer any unique or value-added elements to your customer (such as a match or rewards program, financial literacy courses or materials for beneficiaries or a financial advisor) to help them save, contribute to their account, grow the account and manage their invested dollars?
- Has the Medicaid payback provision been waived (or does it matter to them)?
- Is there a physical "brick and mortar" location where your customer can open an ABLE account or conduct business?

## Changing ABLE Plans

- Do you periodically review the ABLE National Resource Center comparison tools to compare your customer's plan to others to see if it continues to be their best option?
- Is there a fee to "roll over" your ABLE plan to another ABLE plan?

*For more information related to ABLE and various ABLE plans, please visit the ABLE National Resource Center (ABLE NRC) website at [ablenrc.org](http://ablenrc.org). ABLE NRC is the leading, comprehensive source of objective, independent information about federal- and state-related ABLE programs and activities, including guidance on tax-advantaged ABLE savings accounts. Our mission is to educate, promote and support the positive impact ABLE can make on the lives of millions of Americans with disabilities and their families. The ABLE NRC is a collaborative that brings together the investment, support and resources of some of the country's largest and most influential national disability organizations in an effort to accelerate the design and availability of ABLE accounts to meet the needs of individuals with disabilities and their families.*

