# PRECIOUS METALS TRANSACTION HOW-TO GUIDE





Self-Directed IRAs and more...

If you have questions, please email or call us at: <a href="mailto:pmat@ndira.com">pmat@ndira.com</a>, 303-546-7930 or (Toll Free) 877-742-1270 x 185

# WELCOME

# PRECIOUS METALS ASSET TEAM (PMAT)

New Direction IRA has strengthened its service model for precious metals investors by creating a Precious Metals Asset Team (PMAT). Part of New Direction IRA's larger Asset Acquisitions Department, the team includes specialists in precious metals assets, IRA investment options and business-to-business relationships. As a result, clients will experience a more streamlined metals acquisition process.



# New Direction IRA Contact Information

Mailing Address: New Direction IRA, Inc.

1070 W. Century Dr., Ste. 101

Louisville, CO 80027

Email Address: pmat@ndira.com

**Phone**: (303) 546-7930 x 185 **Toll Free**: (877) 742-1270 x 185

Fax: (303) 665-5962

# Online Account Access: www.myDirection.com

We invite you to use our myDirection.com Online Client Portal. This will allow you, the client, to submit a Precious Metals Buy Direction Letter, Sell Direction Letter and/or Precious Metals Exchange Form online.

Website: www.NewDirectionIRA.com

# IMPORTANT INFORMATION - PLEASE READ BEFORE CONTINUING

- It is your responsibility to read this guide and understand the process.
- Your account must be opened and funded before a transaction can be started.
- New Direction IRA will send funds to purchase your metals within 24 hours (excluding holidays and weekends) of receiving completed and accurate transaction paperwork.

# Steps to Owning Precious Metals in an IRA

# STEP 1: OPEN AND FUND YOUR ACCOUNT

- Submit your application online, via fax or email. Your account needs to be opened before you can start the investment process.
- Choose a rollover, transfer and/or contribution to move funds into your new account. The account needs to be funded before New Direction IRA can start the precious metals transaction.

# STEP 2: CHOOSE A DEALER AND A DEPOSITORY

# Choose a Precious Metals Dealer

Once your account is open and has funds in it, you are ready to self-direct your IRA. Precious metals are most often purchased from a precious metals dealer/broker. New Direction IRA does not determine where you buy your metals. You may work with any dealer for your IRA's purchase.

Not all dealers operate the same way, so be sure to talk to them about their process. Also, remember that with a self-directed IRA, you are responsible for performing any due diligence needed prior to the purchase.

# Choose a Precious Metals Depository

IRS regulations prohibit you from taking direct possession of your IRA's precious metals. Thus, they will need to be stored in a depository in the name of the IRA. Unlike many other IRA providers, New Direction IRA does not restrict you to one depository choice.

You can ask your dealer if you do not know which depository to use. Precious metals dealers often have established relationships with certain depositories and can assist you with the process.

# Step 3: Decide Which Precious Metals to Purchase

There are four precious metals into which your IRA can invest: gold, silver, platinum and palladium. However, there are some restrictions when investing in these metals.

- Minimum Fineness Requirements:
  - Gold .995+
  - Silver .999+
  - Platinum .9995+
  - Palladium .9995+
- Bullion bars and rounds that meet the minimum fineness (purity) standards listed above.
- Exception to the fineness requirements: US-Minted Gold Eagles are allowable coins.

# Steps to Owning Precious Metals in an IRA

# STEP 3: DECIDE WHICH PRECIOUS METALS TO PURCHASE (CONTINUED)

# POPULAR BULLION PRODUCTS ALLOWED IN AN IRA

# Gold

- American Eagle coins
- Australian Kangaroo/Nugget coins
- Canadian Maple Leaf coins

- American Buffalo coins
- Austrian Philharmonic coins

# **Silver**

- American Eagle bullion & proof coins
- Austrian Philharmonic coins
- Mexican Libertad coins

- Australian Kookaburra coins
- Canadian Maple Leaf coins

#### **Platinum**

- American Eagle bullion & proof coins
- Canadian Maple Leaf coins

- Australian Koala coins
- Isle of Man Noble coins

### **Palladium**

• Bars and rounds meeting minimum fineness requirements\*\*

# **Examples of Precious Metals Products that are NOT Allowed**

Austrian Corona and Ducat	Columbian Peso	Italian Lira
Belgian Franc	Dutch Guilder	Mexican Peso and Ounza
British Sovereign	French Franc	South African Krugerrand
German Mark	Swiss Franc	Chilean Peso
Hungarian Korona		

# Steps to Owning Precious Metals in an IRA

# Step 4: Funds are Sent to the Dealer

# **REQUIRED DOCUMENTS**

- In order to purchase precious metals, New Direction IRA will need:
  - Buy Direction Letter
  - Invoice supplied by the precious metals dealer
  - Signed Depository Election Form
- Email or fax the documents to our office. Completed and correct documents must be received in our office prior to funding.

All paperwork needs to be in the name of the IRA. (see below)

#### **IRA Name:**

"New Direction IRA, Inc. FBO Joseph S. Smith, IRA"

-or- "New Direction IRA, Inc. FBO Account No. 12345678"

-or- "New Direction IRA, Inc. FBO Joseph S. Smith, IRA Acct No.12345678"

# **IRA Address:**

New Direction IRA, Inc. 1070 W. Century Dr., Suite 101 Louisville, CO 80027

# Step 5: Dealer Ships Precious Metals to the Depository

Once the metals have been purchased by your IRA, they will be shipped to the depository you have chosen. Ask your dealer if you have questions about when your precious metals will be shipped to the depository. New Direction IRA does not control when the metals will be shipped. There will also be annual depository fees that you or your IRA will need to pay.

# VALUATION OF PRECIOUS METALS

The "valuations" used for the IRA assets are estimated bid values. Please note that the asset value reflected on the IRA statement and online does not include any dealer mark-ups or commissions. Price spreads can be significantly higher for proof coins than for precious metal bullion. Please consult your dealer for details.

# New Direction IRA Forms

# DEFINITION OF FORMS

- Fee Schedule This form lists all fees New Direction IRA charges.
- **Buy Direction Letter (BDL)** This form authorizes us to send funds to your dealer for the purchase of metals.
- **Depository Election Form** This form authorizes us to open an account in the name of your IRA and confirm with your dealer that your metals will be shipped to that depository.

# Explanation of Fees

All related fees are due at the time of the transaction. Our Transaction Department cannot process your investment if payment arrangements have not been made.

# **Transaction Fee:**

Purchase, Sale, Exchange of Precious Metals: \$40

# **Annual Fee:**

The annual fee is based on the value of the investment.
 Flat rate of \$75 for accounts under \$100,000 total value.
 Flat rate of \$125 for accounts at or above \$100,000 total value.

# **Wire Transfer Fee:**

• Fee to send money to precious metals dealer: \$25

# **Depository Fee:**

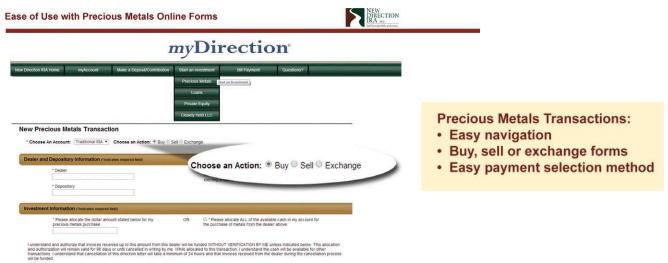
• Varies by depository, billed directly to NDIRA (Note: This is a fee that New Direction IRA collects and sends in to the depository. This is not a New Direction IRA fee.)

# **Important Information**

- Fees may be paid via credit card (Visa, MasterCard or Discover) or from your account. Please note how you wish to pay this fee. Otherwise, they will be deducted from your account by default.
- All paperwork must be complete, correct and submitted to our office **24 hours** (excluding holidays and weekends) before funding.

# Introducing myDirection.com

We invite you to use our myDirection.com Online Client Portal. This will allow you, the account holder, to submit a Precious Metals Buy Direction Letter, Sell Direction Letter and/or Precious Metals Exchange Form **online**.

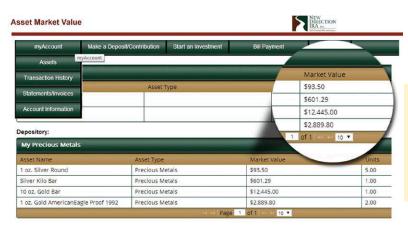


myDirection also allows you to view a detailed transaction history and asset market value to monitor the progress of your current precious metals purchase, exchange or sale.



### **Transaction History:**

- Monitor your transactions
- · Up-to-date account balances
- Detail for each transaction
- · FREE access to past or recent statements



Keep in mind that the "valuations" used for IRA assets are estimated bid values. The asset value reflected on the IRA statement and online does not include any dealer mark-ups or commissions. Price spreads can be significantly higher for proof coins than for precious metal bullion.

Please consult your dealer for details.



# Precious Metals Fee Schedule

New Direction IRA, Inc. 1070 W Century Dr Ste 101 Louisville, CO 80027 p: 303-546-7930 | f: 303-665-5962

# 1. ANNUAL ADMINISTRATION FEES

Flat rate of \$75 for accounts under \$100,000 total value. Flat rate of \$125 for accounts at or above \$100,000 total value.

# **Storage Options:**

New Direction IRA does not select the depository for the storage of your IRA's precious metals. You will need to select a storage provider. The storage fees will be billed to the IRA account.

2. PROCESSING FEES			
IRA Setup Fee: \$50 - One-Time IRA Setup Fee (charged at the time of account establishment)		Other Fees: Due when services are rendered. \$75 - ROTH Conversion or Recharacterization \$20/month - Late Fee (assessed 30 days after fee due date is late) \$150/hour - Special Services (such as research of closed accounts, legal research, expedited investment review or additional processing required for certain complex transactions)	
<b>Transaction Fees:</b> Due when your IRA purchases an asset. \$40 - Purchase, Sale, Exchange or Re-Registration of any Precious Metals			
Movement of Funds Fees: Due when money moves from your IRA.  \$25 - Cashier's or Other Official Bank Check  \$30 - Overnight Mail  \$25 - Wire Transfer  \$40 - International Wire Transfer  \$30 - Returned Item or Stop Payment Request  \$5 - ACH Transfer, Trust Check		Transfers Out, Partial Distribution or Full Distribution:  0.5% of the value  • Minimum of \$25  • Maximum fee of \$95  Plus Movement of Funds Fees and/or Transaction Fees as they apply. Required Minimum Distributions are only subject to Movement of Funds Fees and/or Transaction Fees.	
3. HOW WOULD YOU LIKE	TO PAY FEES?		
Pay fees by:	Credit Card Type: Card Num	nber: Billing Zip Code:	
(Visa, MasterCard, Discover accepted)	Exact Name on Card:	Security Code: Exp Date:	
Fund from Account	Signature:		
4. SIGNATURE			
you), unless you submit payment to us directly praccount will be reflected on your statement. If the	rior to the due date by check, credit card, debit card on here are insufficient undirected funds in your account,	s any cash in the Custodial Account not invested pursuant to a specific investmer online via PayPal. Transaction fees are due prior to funding the transaction. Fewe may liquidate other assets in your account to pay for such fees after a 30 day is Fee Disclosure is part of your Plan Agreement with the Administrator and mu	es paid from your y notification, in
from the assets held in the Custodial Account, a f States government-insured financial institutions, and Disclosure. The Custodian's fees from the und tory bank selection, transaction processing, sub- obligation, to reduce this fee by rebating a portic by Custodian under this Agreement. The Custodi	ee equal in amount to all income that is generated fro United States government securities, or securities tha directed funds in the Custodial Account are associated accounting, record keeping, and other services perform on of the fee into the Custodial Account. The Deposition	es, described below, are part of the Plan Agreement. The Custodian shall be ent m any undirected funds which have been deposited by the Custodian into FDIC t are insured or guaranteed by the United States government, as provided in the with cash management activities, including, but not limited to, account mainte med under the terms of this Agreement. The Custodian retains the right, but doe agrees that this fee may be retained by the Custodian as compensation for the idministrator as agreed between the Custodian and the Administrator. The Cust- ten notice to Depositor.	C- or other United e Plan Agreement enance, deposi- es not have the
that any asset distributed directly to me as part o	of closing my account will be reported to the IRS on Fo value will continue to incur administrative fees until s	past due notice, New Direction IRA will begin the process of closing the accoun rm 1099 and may subject me to possible taxes and penalties. I agree that accou uch time as I notify New Direction IRA, Inc., of my intent to close the account or	ints with past due
Printed Name:			
Signature:		Date:	



# Precious Metals Buy Direction Letter

New Direction IRA, Inc. 1070 W. Century Dr., Ste. 101 Louisville, CO 80027 p: 303-546-7930 x 185 | f: 303-665-5962

**NOTE:** All investment paperwork must be titled correctly: <u>New Direction IRA, Inc. FBO (Account Owner's Name) IRA</u>. If you have a 401(k) or beneficiary account, please call our office for correct vesting (titling).

1. ACCOUNT INFORMATION						
Your Name:		New Direction Account Nur	New Direction Account Number:			
Account Type: Traditional IRA Roth IRA SEP IRA SIMPLE IRA Inherited IRA Individual 401(k) HSA						
Phone Number:		Email Address:				
2. TELL US ABOUT YOU	JR DEALER AND DEPOSITOR	Y				
Precious Metals Dealer Nar	me:	Dealer Phone Number:	Representative Name:			
	e dealer above of your intent to make this v. The above dealer will also be listed as yo		unds to complete the purchase based on erwise or a new BDL is submitted listing a			
Precious Metals Depository Name: Depository Phone I		Depository Phone Number:	Number:			
There are numerous depositories that specialize in storage and safekeeping of precious metals. I understand that the Custodian and the Administrator are not and cannot be held responsible for the actions of these depositories, and I hereby release and hold harmless Custodian from any damages that I may incur with respect to my choice of depository and any activities or lack of activities on the part of said depository.						
3. WHAT IS THE DOLL	AR AMOUNT OF YOUR PRECIO	OUS METALS INVESTMENT?				
I authorize New Direction IRA to Allocate   S OR ALL of the available cash in my account for the purchase of metals from the dealer listed in item 2. I understand and authorize that invoices received up to this amount from this dealer will be funded WITHOUT VERIFICATION BY ME. This allocation and authorization will remain valid for 90 days or until cancelled in writing by me. While allocated to this transaction, I understand the cash will not be available for other transactions. I understand that cancellation of this direction letter will take a minimum of 24 hours and that invoices received from the dealer during the cancellation process will be funded.						
If you would like a New Direction IRA representative to give you a courtesy call and inform you of the specific details and amounts we obtain from your dealer regarding your purchase, initial here and provide a phone number at which you can be reached:  Please note that this is a courtesy call and will not hold up the funding process.						
4. ACKNOWLEDGEMENT OF INVESTMENT DISCLOSURES						
I acknowledge	e that I have read and fully underst of coins. (Attached)		nent Disclosures, including price			
5. HOW WOULD YOU LIKE TO PAY FOR THE TRANSACTION? (All fees are due at time of transaction.)						
Choose One:	Credit Card Type: (the following are accept	ed) Uisa MasterCard C	Discover			
Your Account	Card Number:	•	Exp Date:			
PayPal Credit Card	Exact Name on Card:	Signature:	· —			



# Precious Metals Buy Direction Letter

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# 6. AUTHORIZATION

I confirm that I am directing New Direction IRA, Inc., the Administrator, to complete this transaction as specified above. I understand that my account is self-directed, and I take complete responsibility for any investment I choose for my account, including the investment specified in this Buy Direction Letter. I understand that neither the Administrator nor the Custodian (First Trust Company of Onaga) sells or endorses any investment products, and that they are not affiliated in any way with any investment provider. I understand that the roles of the Administrator and the Custodian are limited, and their responsibilities do not include investment selection for my account. I acknowledge that neither the Administrator nor the Custodian has provided or assumed responsibility for any tax, legal or investment advice with respect to this investment, and I agree that they will not be liable for any loss which results from my decision to purchase this investment. I understand that neither the Administrator nor the Custodian has reviewed or will review the merits, legitimacy, appropriateness or suitability of this investment, and I certify that I have done my own due diligence investigation prior to instructing the Administrator to execute this transaction for my account. I understand that neither the Administrator nor the Custodian determines whether this investment is acceptable under the Employee Retirement Income Securities Act (ERISA), the Internal Revenue Code (IRC), or any applicable federal, state, or local laws, including securities laws. I understand that it is my responsibility to review any investments to ensure compliance with these requirements.

I understand that in processing this transaction the Administrator and the Custodian are only acting as my agent, and nothing will be construed as conferring fiduciary status on either the Administrator or the Custodian. I agree that the Administrator and the Custodian will not be liable for any investment losses sustained by me or my account as a result of this transaction. I agree to indemnify and hold harmless the Administrator and the Custodian from any and all claims, damages, liability, actions, costs, expenses (including reasonable attorneys' fees) and any loss to my account as a result of any action taken in connection with this investment transaction or resulting from serving as the Administrator or the Custodian for this investment, including, without limitation, claims, damages, liability, actions and losses asserted by me. I understand that if this Buy Direction Letter and any accompanying documentation are not received as required, or, if received, are unclear in the opinion of the Administrator, or if there are insufficient undirected funds in my account to fully comply with my instructions execute the transaction and to pay all fees, the Administrator may not process this transaction until proper documentation and/or clarification is received, and the Administrator will have no liability for loss of income or appreciation. I understand that my account is subject to the provisions of Internal Revenue Code (IRC) §4975, which defines certain prohibited transactions. I acknowledge that neither the Administrator nor the Custodian has made or will make any determination as to whether this investment is prohibited under §4975 or under any other federal, state or local law. I certify that making this investment will not constitute a prohibited transaction and that it complies with all applicable federal, state, and local laws, regulations and requirements. I understand that with some types of accounts there are rules for Required Minimum Distributions (RMDs) from the account. If I am now subject to the RMD rules in my account, or if I will become subject to those rules during the term of this investment, I represent that I have verified either that the investment will provide income or distributions sufficient to cover each RMD, or that there are other assets in my account or in other accounts that are sufficiently liquid (including cash) from which I will be able to withdraw my RMDs. I understand that failure to take RMDs may result in a tax penalty of 50% of the amount I should have withdrawn. Not Responsible for Market Condition Variances: I understand that I have agreed and instructed the Administrator and/or Custodian to follow the transaction directions which I provide, as confirmed by written Buy Direction Letters to Administrator and/or Custodian from the undersigned for the Account.

I further understand that some transactions that I may direct or instruct the Administrator and/or Custodian to complete, especially commodities such as precious metals, that may be dependent upon the operation of global markets and entities, there could be fluctuations in price and condition of said investments from the time that I issue a Buy or Sell Direction Letter to Administrator and the time when the transaction can actually be completed and recorded in my Account. I hereby agree to release, indemnify, defend and hold Administrator and/or Custodian harmless from any claims regarding the fluctuation in prices and/or conditions if any. I further agree to waive any claims that I may have, past, present or future, known or unknown, anticipated or unanticipated, with respect to the fluctuation or change in the price or condition of any investment that I direct or instruct Administrator and/or Custodian to make from the time I deliver my Buy/Sell Direction Letter to Administrator and/or Custodian until the time the transaction is actually completed and recorded to my Account. Transactions with insufficient funds will not be processed until sufficient funds are received. If fees are being deducted from my account, the full amount of the transaction plus fees must be available before your transaction can be processed. I understand that all communication regarding this transaction must be in writing and must be signed by me or by my authorized agent on my behalf, and that no oral modification of my instructions will be valid and that no person at the office of the Administrator and/or Custodian has the authority to modify any of the foregoing provisions. I certify that I have examined this Buy/Sell Direction Letter and any accompanying documents or information, and to the best of my knowledge and belief, it is all true, correct and complete.

FOR INTERNAL OFFICE USE ONLY:						
Return To:		Fee Option and Invoice	Cycle:			
Balance:	RTN	Trans Fee:	\$			
Cusip:		Annual Admin Fee:	\$			
Trans Code:	Scan for Funding	Wire Fee:	\$			
Fund Date:		Depository Fee:	\$			
Amt Funded \$		Total Fees:	\$			



# Precious Metals Investment Disclosures

New Direction IRA, Inc. 1070 W. Century Dr., Ste. 101 Louisville, CO 80027 p: 303-546-7930 x 185 | f: 303-665-5962

Use the Precious Metals Buy Direction Letter (PMBDL) to provide investment directions to New Direction IRA, Inc. (NDIRA) for the purchase of precious metals by your self-directed account. By directing investment in precious metals, you acknowledge and agree to NDIRA's terms and conditions for precious metals investments.

#### **REQUIREMENTS**

Purchases of precious metals can only be made from cash available in your NDIRA account. New account applications and forms are available at www.NewDirectionIRA.com. Cash recently transferred in may not be immediately available for precious metals purchases. See cash availability details on our website.

#### **DEALER AND INVESTMENT DIRECTIONS**

You determine the precious metals dealer to be used for your precious metals purchase. NDIRA does not sell investments or offer any investment products. Clients are responsible for all necessary due diligence regarding the metals purchase. You are responsible for all the details of the investment, including negotiation of the particular precious metals to be purchased or sold, the price, and providing written directions to NDIRA via the PMBDL.

#### **FAIR MARKET VALUES AND PRICING**

The market values of precious metals shown on your Quarterly Statement reflect estimated bid values for each asset and should not be relied upon as the price you will find to buy or sell through a dealer. These estimated values do not include dealer mark-ups, discounts, or commissions. This price is used for reports of fair market value to the IRS. Contact a dealer for specific, current price quotes for precious metals.

#### PRICE SPREADS AND PROOF AMERICAN EAGLE COINS

Generally, the value of precious metals at the bid price will be less than the amount paid if precious metals prices have not changed. The difference between the price at which precious metals can be bought and the price at which they can be sold at a particular time is called "price spread." Price spread has generally been greater for proof coins than the price spread for bullion precious metals. Obtain all necessary information from your dealer before investing.

#### **FUNDING NOTICE TO DEALERS**

NDIRA's policy is to notify the dealer of your investment intention within 48 hours of receipt or availability of funds, whichever comes later, unless otherwise instructed. As described on the PMBDL, NDIRA will allocate the funds to the pending purchase; funds thus allocated will not be available for any other transaction unless the PMBDL is cancelled. If you elect to allocate "All" funds the to the investment, ONLY funds in the account upon receipt of the PMBDL will be allocated. Funds received subsequently will require an additional PMBDL. Unspent allocations will be reversed back to your cash account with written notice from you. Allocation reversals require a minimum of 1 business day. Transactions in process during the reversal period will be funded. Funds allocated under this PMBDL may be invested incrementally; however, each transaction will incur separate transaction fees. NDIRA is not liable for pricing changes due to fluctuations in market values for precious metals.

#### STORAGE AND DELIVERY OF PRECIOUS METALS

All precious metals are stored at a specialized depository selected by you with your dealer's approval. A fee is charged for storage based on the calendar year. The full annual charge is due for each full or fractional calendar year during which precious metals are stored. Dealers deliver directly to the depository which issues formal advice of its receipt. NDIRA relies on the accuracy of delivery details provided by the depository to update the individual account holdings. NDIRA makes a reasonable effort to update metals delivery status; however it is the customer's responsibility to monitor account assets, including follow up with the dealer with specific transaction details and/or delivery inquiries.

# **DISTRIBUTION OR SALE OF PRECIOUS METALS**

If you request NDIRA to deliver metals from the depository to you as a distribution, to a dealer for sale, or other third party the cost of shipment, insurance, and processing by the depository, if any, is your responsibility. Costs may be paid by you or deducted from cash available in the plan. You may request distribution of precious metals from your plan any time. The value of any metals distributed as a distribution to you will be reported to the IRS and you. Depending on the plan type, taxes and/or penalties may apply. Please contact NDIRA for a Distribution Form or go online at www. NewDirectionIRA.com.

#### **CANCELLATIONS**

In the event that either you or the dealer wishes to cancel a purchase or sale of precious metals after the terms have been settled and instructions are sent to NDIRA, the cancellation must be agreed upon by both parties in writing and submitted to NDIRA within 24 hours. It is the customer's responsibility to notify NDIRA. Transaction processing fees will not be refunded.

## **STATEMENTS**

Access to your account information is available 24/7 via NDIRA's web site at www.NewDirectionIRA.com. Please call our Client Relations Department at (877) 742-1270 to establish a password.