

Whitney Richard Johnson

29311 Kingsdale Circle, Cold Spring, MN 56320
(320) 493-1622 Work, (320) 685-3054 Home, wjohnmailbox-consulting@yahoo.com

SUMMARY

- Expert in Individual Retirement Account (IRA) standard practices for IRA custodians and trustees.
- 15 years experience in banking law, ERISA, and IRA law.
- Served as an expert witness in three cases representing the IRA custodian.
 - The IRA custodian won two of the three cases on summary judgment after submission of the expert witness report.
 - The third case is still pending trial.
 - Two depositions taken.
- Attorney, licensed to practice in Minnesota.

QUALIFICATIONS

- **Author**
 - Author of authoritative book on IRAs: IRA Answer Book, 6th Edition (2000), Panel Publishers; IRA Answer Book, 5th Edition (1998); IRA Answer Book: Special Supplement on Roth IRAs (1998), IRA Answer Book, 4th Edition (1997).
 - Contributor and legal review for IRA and retirement newsletter, The Financial Innovator (1992-1998).
- **Industry Representative**
 - Appointed member of an IRS advisory committee, IRPAC, representing the IRA industry. Presented formal papers twice a year in Washington DC and met six times per year nationwide to collaborate and advise the IRS on regulations impacting IRAs. (1997-1999).
 - Former member of the Retirement Industry Trade Association
- **Industry Practices and Procedures Leader**
 - Provided legal interpretations to a group of IRA Consultants and served for call escalation for an IRA “hotline” with over two thousand subscribing IRA custodians. I have taken thousands of calls personally and gained significant knowledge on how custodians do their jobs and what are industry best practices.
 - Conducted independent reviews of IRA custodians’ IRA policy and procedures.
 - Drafted the legal documents and administrative forms for Bankers Systems, Inc. that are sold to and used by over 6,000 financial institutions nationwide to open and maintain IRAs. I reviewed over 30 document sets from other IRA custodians in preparing documents and am well versed in standards of drafting for IRA documents.
 - Drafted an IRA Procedures Manual for Bankers Systems that is used nationwide by thousands of IRA custodians.
- **Experienced Speaker**
 - Conducted over 100 seminars on a nationwide basis for Bankers Systems and met with IRA custodians extensively to learn of best practices and procedures.
 - Frequent presenter at industry conferences including American Bankers Association, Independent Bankers Association of America, and the Greater Cincinnati Mutual Fund Association.

PROFESSIONAL EXPERIENCE

- **Founder of HSA Resources, LLC.** 2004 – present. Established a company to promote and sell Health Savings Accounts; doing business as HSA Resources Bank.
- **Strategic Planning and Acquisitions, Bankers Systems, Inc.** 2003-present. Develop overall corporate strategies, identify and pursue acquisition targets and develop significant new business cases.
- **Director of Internet Strategies, Bankers Systems, Inc.** 2000-2003. Had responsibility to set strategy for key internet initiatives. Launched the top web site for financial institution privacy laws, PrivacyHeadquarters.com, and expanded it into ComplianceHeadquarters.com. Secured multi-million dollar funding from Amersterdam/NY headquarters for web initiatives.
- **Director of Retirement Plan Services, Bankers Systems, Inc., St. Cloud, MN.** 1998-2000. Had profit and loss responsibility for Retirement Plans Services Division (approx. \$18 million). Developed strong connectivity with the industry by building relationships with industry associations, customers, competitors, and regulators.
- **Legal Counsel for Retirement Plan Services, Bankers Systems, Inc.** 1995-1998. Primary responsibility for monitoring retirement plan legislation, working with regulatory agencies, interpreting laws and regulations, communicating regulatory and legislative issues both externally and internally, ensuring compliance for IRA, 401k and other retirement plan products and services, and providing internal legal advice. Drafted retirement plan documents, procedures manuals, newsletter articles, seminar materials and communication pieces. Drafted and negotiated division contracts, alliance agreements, regulatory communications, and other legal documents.
- **Retirement Plans Attorney, Bankers Systems, Inc.** 1992-1995. Drafted IRA and qualified plan documents, provided legal support, conducted seminars, and consulted with financial institutions.
- **Associate, Fredrikson & Byron, P.A., Minneapolis, MN.** 1990-1992. Practiced bank regulatory law. Advised financial institutions, prepared regulatory applications, communicated with agencies, drafted documents, researched bank legal issues, and provided legal support to the Banking Department.
- **Adjunct Professor, St. Cloud State University, St. Cloud, MN.** 1999-present Teach one course of business law per semester.

EDUCATION

- **University of Minnesota Law School, Minneapolis, Minnesota** - Class of 1990, Juris Doctor, G.P.A. and Honors: 13.22/16.00 (Top 25%), Cum Laude, Dean's List, Law Council, Taught Moot Court.
- **University of Wisconsin, Madison, Wisconsin** - Class of 1987, Bachelor of Business Administration with a Major in Finance, G.P.A. and Honors: 3.63/4.00, Dean's List, Honors in Business.