

## **RETIREMENT PLAN PROCESS & VALUE PROPOSITION**



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# We help you discover and find the right Record Keeper and TPA.

- unbundled).
- Compare costs among 4 providers, services, offerings
- determine if changes should be made, or if it should remain the same

## **Optimize the plan lineup**

- Choose funds that meet all major asset classes and indices
- Only use Wilshire approved funds and highest rated RPAG funds

# Helping the participants/ employees make the right financial decisions

- Offer web-based or in-person meetings with employees
- Increase participation rate reduce turnover

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#### **Retirement Plan Process & Value Proposition**

Independent Advisor - can work with any Record Keeper or TPA (bundled or

• Initially shop it out and find the right partner and revisit this every 4 years, to

• Empower participants by involving them in their own financial well-being



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## **January Meetings**

### Enrollment & Coaching Participants

- Benefits of saving early
- · How much to save to ensure income through retirement
- Tax deductions
- Roth vs Traditional
- Penalties
- Loans
- Specific portfolio recommendations

• Rollover Options: Leave the old 401(k) where it is, roll it over to this 401(k) (lower service model), or rollover to an IRA (higher service level, more fiduciary and customization)

• Discuss individual employee's financial issues – Separate fee-based financial planning services are available

#### Plan Review

- Review quarterly and annual contribution reports
- · Review participants and whether their investments are defaulted or participant-advised
- · Discuss automatic enrollment and automatic increase
- Discuss available tax credits
- · Every 4 years shop out record keepers



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## **July Enrollment Meeting**

## Participant Level Review

- 15-20 minute interval meetings in person or web
- Benefits of Offit Advisors offering support and service in this 401(k)
- Market updates
- Fund lineup changes

#### Fee Schedule

- \$0-\$2M .50 bps
- \$2M-\$8M .25 bps
- \$8M-\$20M .15 bps

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