Are You Hitting Your Target?

Hitting your retirement goals requires more than luck.
The Fiduciary Advisor

- Accepts fiduciary responsibility in writing.
- Occupies a position of special trust and confidence when working with the client, and is held to an exacting, legal standard.
- Adheres to a fiduciary standard and sells only one thing: Their knowledge.
- Acts with undivided loyalty to the client, including full disclosure of how the financial advisor is to be compensated and any possible conflicts of interest are required.

The Broker / Investment Consultant

- Owes no fiduciary duties to participants.
- Is not bound by a fiduciary standard of conduct when advising plan fiduciaries and substitutes a salesperson-like standard.
- Unintentionally provides Plan fiduciaries a false sense of security.
  - Plan fiduciaries may believe that the advisor will “take care of everything,” including satisfying the fiduciaries’ own duties to their plan participants.
  - Many “investment consultants” are not Registered Investment Advisors.
National Pension Professionals Serves As An Investment Fiduciary Advisor

As the named 3(21) or 3(38) Fiduciary Advisor, advisory services include:

- **Investment Policy Statement**: Assistance in creating and maintaining an investment policy statement (IPS).
- **Ongoing Investment Monitoring**: Monitoring of investment options is related to criteria provided by the client.
- **Ongoing Investment Recommendations**: Recommendations to Client on specific investments to be held by the Plan or to be made as investment options under the Plan.
- **Qualified Default Investment Alternative Assistance**: Assistance in identifying an investment product or model portfolio in connection with the definition of QDIA under ERISA.
- **Performance Reports**: Preparation of periodic reports reviewing the performance of all Plan investment options, as well as comparing the performance thereof to benchmarks with Client.

National Pension Professionals Serves As A Plan Consultant

Consulting services include:

- **Plan Search Support/Vendor Analysis**: Preparation, distribution, and evaluation of Request for Proposals, finalist interviews, and conversion support.
- **Service Provider Liaison**: Liaison between the Plan and service providers, product sponsors, and/or vendors.
- **Benchmarking Services**: Comparisons of Plan data to data from the Plan’s prior years and/or a benchmark group of similar plans.
- **Assistance Identifying Plan Fees**: Identification of fees and other costs borne by the Plan for, as specified by client, investment management, recordkeeping, participant education, participant communication, and/or other services provided with respect to the Plan.

Optional services include:

- **Education Services to Plan Committee**: Education, training, and/or guidance for the members of the Plan Committee with regard to plan features, retirement readiness matters, or duties and responsibilities of the Committee, including education with respect to fiduciary responsibilities.
- **Participant Enrollment**: Conducted enrollment meetings that may include education on the benefits of Plan participation, the benefits of increasing Plan contributions, the terms of the Plan, and the operation of the Plan.
- **Participant Education**: Assistance with participant education that may include preparation of education materials and/or conducting investment education seminars and meetings for Plan participants.