


**fi360 Toolkits:  
Analyzing Plan  
Fees and  
Expenses**



**David Palascak, AIF®, CFA**

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**Different Ways to Pay Plan Expenses**

- Paid by invoice
- Paid by revenue sharing
  - 12b-1 Fees, Sub-TA Fees, Wrap Fees
- Paid by invoice & revenue sharing

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**Paid by Invoice**

- Stated in the Plan/Client Agreement.
- Typically paid by:
  - Flat \$ Value
  - Percentage of Net Assets (Basis points)
  - Per Participant

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## Paid by Revenue Sharing

- 12b-1 Fees
  - Sales & Service components
  - Stated in Prospectus
- Sub Transfer Agency Fees (Sub-TA)
  - BPS or \$/participant
  - Hard to identify without asking directly
- Wrap Fees
  - Common with annuity providers

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## Paid by Invoice & Revenue Sharing

- Revenue sharing money is used to pay contract/invoiced fees
- If revenue sharing credits are less than invoiced amounts
  - Plan pays the respective parties the difference
- If revenue sharing credits are greater than invoiced amounts
  - Plan keeps money to offset future expenses
  - Can be given back to participants if account gets too large.
    - *Should revisit agreement to use investments with less revenue sharing.*

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## fi360 Toolkits: Expenses Tab

Access all three expense sections

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## fi360 Toolkits: What's Coming Next!

- Separate Accounts and Annuities
- Ability to specify who is PAYING the fee
- Add an "Other" revenue-sharing fee that can be indicated and paid out of the fund's expense ratio in addition to any 12b-1 fee and sub-TA fee.
- ERISA Budget Account tracking
- Platform-level fee definitions
  - *Client-level*
  - *Operational/Shareholder Fee Level*
- Benchmarking

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## Q&A

Any questions or comments?

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