



Prudent Practices Applied



Panelists



Sharon Pivrotto

AIF®, PPC™
Vice-President & COO
Financial Service
Standards



Don Settina

CFP®, AIFA®, PPC™
President & CEO
Financial Service
Standards,
RetireRight Pittsburgh



Karen M. Matingou

AIFA®, PPC™, PMP®
President
Atessa® Benefits, Inc.
("ah-TAY-suh")



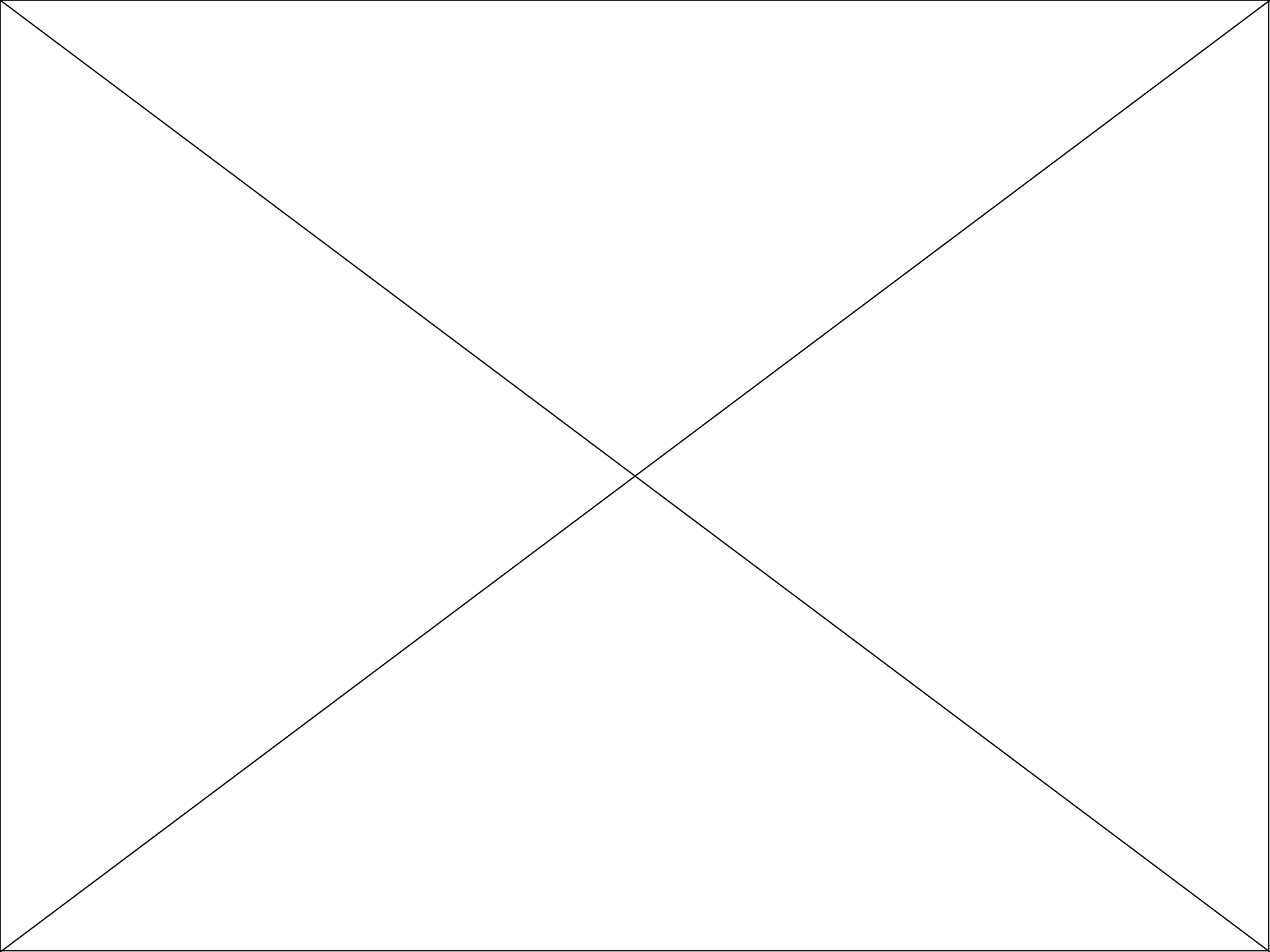
Mario Giganti

CPA, CFP®, AIFA®
Principal
Cornerstone Capital
Advisors

Challenges



Solutions







LEVEL 1 ASSESSMENT

fi360
FIDUCIARY
INTEGRITY

SELF-ASSESSMENT OF FIDUCIARY EXCELLENCE

SAFE™

Defining a Global Fiduciary Standard
of Excellence for Investment Stewards

PERSONS WHO SERVE AS TRUSTEES OF PERSONAL
TRUSTS AND INVESTMENT COMMITTEE MEMBERS
OF RETIREMENT PLANS, FOUNDATIONS, AND
ENDOWMENTS.

U.S. EDITION





Have you either..

conducted a CAFE on your own practice,

or gone through the CEFEX certification process for your own retirement practice?

MISSION:
IMPOSSIBLE!





41%

46%

- 
- A large, 3D red checkmark is positioned diagonally across the center of the image, pointing downwards towards the list. The background features a series of black-outlined rectangular boxes arranged in a descending staircase pattern from top-left to bottom-right. The text of the list is overlaid on these boxes.
- **Audit File Compliance**
 - **Fiduciary Formalization**
 - **Ongoing Monitoring**

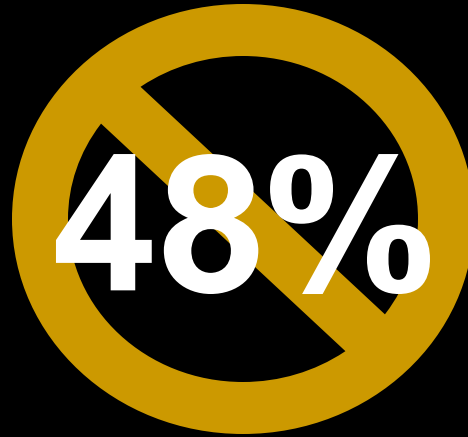


fi·du·ci·ar·y / fə doo SHē erē/



To insure the utmost quality and safety, Richard Petty Driving Experience's fleet of cars rotate in a quality assurance program as well as daily inspections prior to runs. Also, participants go through two elements of safety and instruction training, in car and on track instruction. In the event of an incident Richard Petty Driving Experience is responsible for any equipment damage and the participant covers any personal damage (per participant's signed liability waiver).

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23%



32%



30%

Challenges



I think the solutions have been developed.
Our problem is execution.

Solutions

Assessing

Implementing

New Regs



Mario Giganti
CPA, CFP®, AIFA®



Don Settina
CFP®, AIFA®, PPC™



Karen M. Matingou
AIFA®, PPC™, PMP®

Assessing



Mario Giganti
CPA, CFP®, AIFA®

→ Background

- Initial Comments
- Common Findings
- Future of Certifications

BACKGROUND

- SEC RIA
- \$230MM in AUM – Private Wealth Clients
- \$130MM in AUA – 401(k) Plans (both 3-38 & 3-21)
- 5 CEFEX Assessments (numerous Level II's)
- 6 AIFs, 1 AIFA
- Fiduciary Educator and fi360 faculty member
- Firm is CEFEX Certified

Assessing



Mario Giganti
CPA, CFP®, AIFA®

- Background
- ➔ **Initial Comments**
- Common Findings
- Future of Certifications

BENEFITS OF CERTIFICATION

- Ensure Procedural Prudence for “all clients”
- Differentiate Firm in the Marketplace
- Add value to existing relationships

Assessing



Mario Giganti
CPA, CFP®, AIFA®

- Background
- ➔ **Initial Comments**
- Common Findings
- Future of Certifications

CERTIFICATION PROCESS THOUGHTS

- **Data Gathering (Pre-Assessment)**
 - Know your client
 - Ask specific questions
 - Simplify
- **On-Site**
 - Most can be done remotely
 - Verify business set up
 - Understand body language
 - Complete Assessment & Report
 - Share with Client probable findings
- **Post Assessment Follow Up**
 - Don't Delay!

Assessing



Mario Giganti
CPA, CFP®, AIFA®

- Background
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- ➔ **Common Findings**
- Future of Certifications

ADVISOR CERTIFICATIONS

- **Sampling**
 - Asset Tie Outs
 - Investment Detail Tie Outs
 - Signed Documents
- **Time Horizon/Cash Flow Monitoring**
- **Investment Policy Statements**
 - Due Diligence & Monitoring Criteria
 - Global Monitoring System
 - Safe Harbor Documentation
 - Fee & Expense Benchmarking Consistency
- **Agreements**
 - Fiduciary identification
 - Negative Elections for Changes
 - In Advance Billing reconciliation

Assessing



Mario Giganti
CPA, CFP®, AIFA®

- Background
- Initial Comments
- Common Findings
- ➔ **Future of Certifications**

FUTURE OF CERTIFICATIONS

- **Advisors**
 - Growth will continue as demand grows, fiduciary standard is extended
 - **Stewards**
 - May require consultants to be certified
 - Once benefits are better understood, desire for certification will increase
- ** Process of obtaining and maintaining Certification will continue to intensify (my opinion)**

Implementing



Don Settina

CFP®, AIFA®, PPC™

→ Background

- New Client Process
- 12-month Process

BACKGROUND

- Inaugural AIFA class
- Developed solutions to demonstrate adherence to the practices
- CAFÉ conducted on top plan
 - Code of ethics
 - Conflict of Interest
 - Bylaws
 - Call to action in minutes
 - Review process for IPS
- Formalized processes and teach and give others access through FSS

Implementing

→ New Client Process

1

Set up Audit File

2

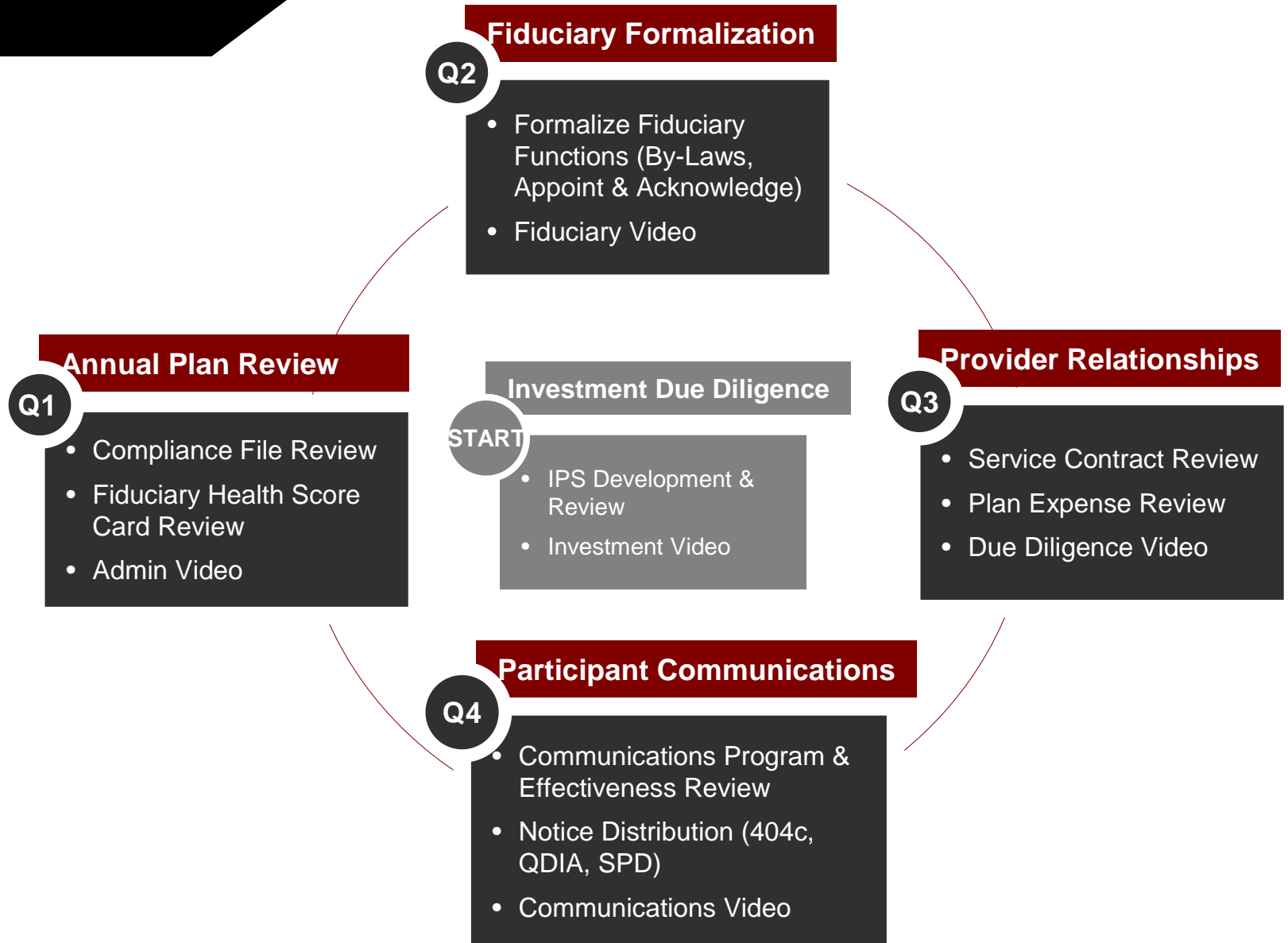
Identify
Fiduciaries

3

Set Goals

Implementing

→ Quarterly Governance Process – Yr 1



New Regs



Karen M. Matingou
AIFA®, PPC™, PMP®

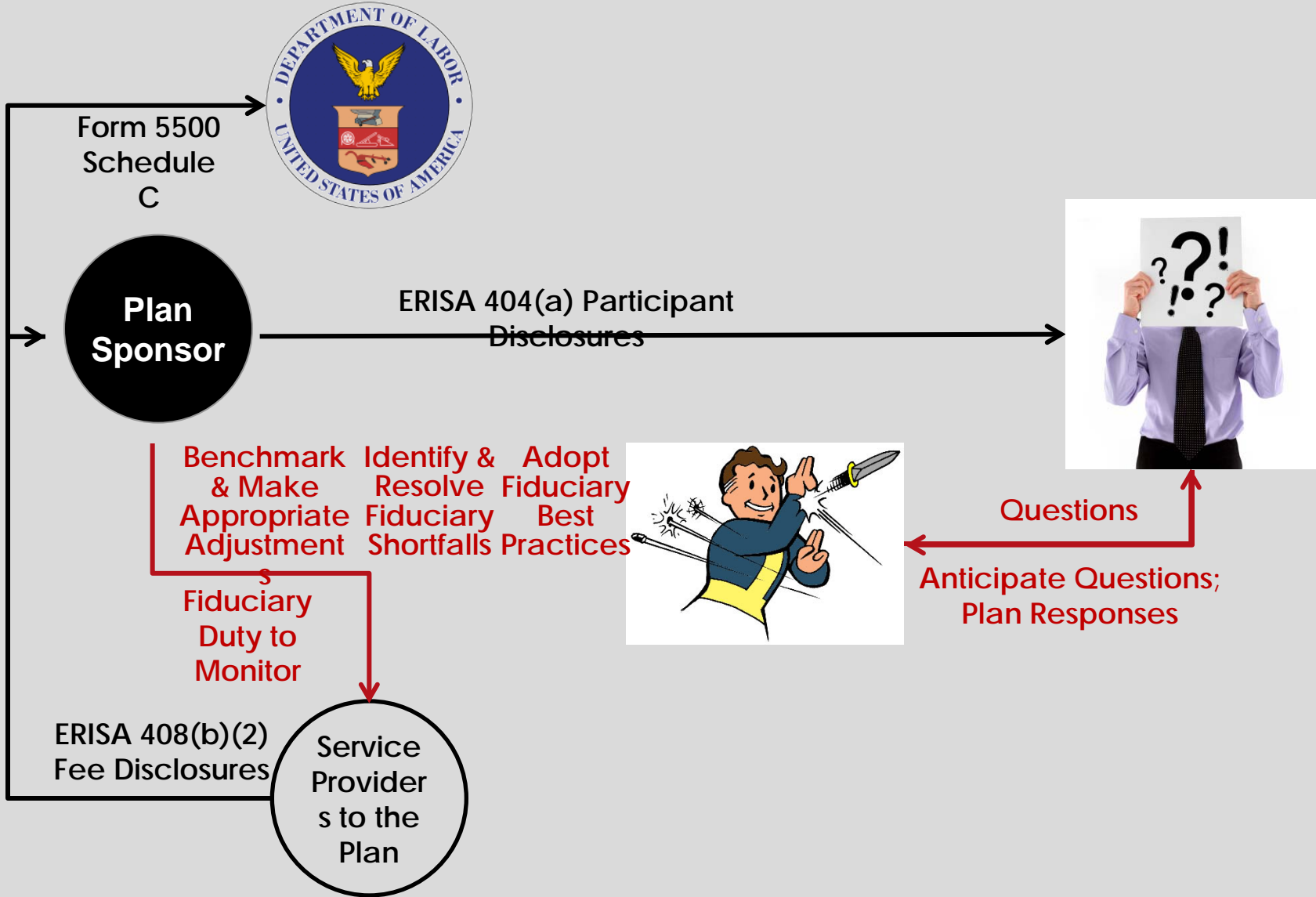
→ Background

- Fiduciary Best Practices

BACKGROUND

- President of Atéssa Benefits, Inc.,
- 18 years of experience in pension consulting, and business management
- Benefit plan administration
- Actuarial consulting services
- Nationwide client base of well recognized brand
- Already providing 5500 services
- Naturally leads to schedule C reconciliation with new Regs driving the additional data collection process

Your Best Defense: Fiduciary Best Practices



“A road map always tells you everything
except
how to refold it.”



FSS

FINANCIAL SERVICE STANDARDS, LLC