

#### Pooled Employer Plans—Moving into the new era of Retirement Plans



Ready for Next

#### Poll Question as an icebreaker?

- 1. Which of the following roles best describes how you support retirement plans?
  - Fiduciary Advisor
  - Plan Consultant
  - Plan Administrator
  - Recordkeeper and/or Third-Party Administrator
  - Depends on the Plan specifics
- 2. Do you currently have any Pooled Employer Plan Opportunities?
  - Yes
  - No



## Today's Speakers



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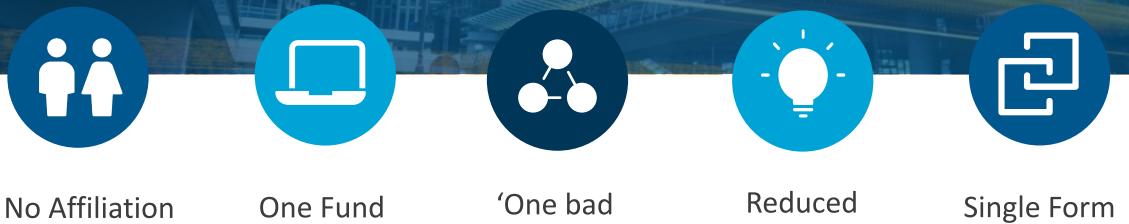
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**Tim Werner** PRESIDENT, Bluestar Retirement <u>TWerner@BlueStarRetirement.com</u> BlueStarRetirement.com SETTING EVERY COMMUNITY UP FOR RETIREMENT ENHANCEMENT (SECURE) ACT

Providing small businesses and their employees the opportunity to better plan for their future

## Key advantages for your clients



Requirement

One Fund Lineup 'One bad apple' eliminated Reduced Administration for Sponsors

Single Form 5500 Approval to become a PPP Providers must register with the DOL and IRS Service Providers required 3(16), 3(38), Recordkeeper, Institutional Trustee PPP maintains ultimate responsibility Oversees to plan management, named fiduciary, monitor providers

The PEP is treated as a single Defined Contribution plan, under the primary control of a Pooled Plan Provider-which can play one or more roles depending on structure **Q&A DISCUSSION WITH OUR PANEL** 

### Roundtable Discussion

#### **Provider Roles**

There are several roles needed to effectively support Pooled Employer Plans- Can each of you describe the role that you typically take and elaborate on what that entails?

What are you seeing as clients determine where they 'fit' and the roles they take?



#### **Client & Opportunity Profiles**

We are just 6 months into the PEP journey. What has been your experience in the types of plan opportunities that you are seeing?

What types of clients are these?

Is this prompting smaller businesses to enter the market?



#### Plan Advantages

As we start to see adoption of PEPs, what operational advantages can employers expect to see when joining a PEP over a stand-alone plan?



### **Cost Profiles**

One potential advantage of a PEP is reduced costs to the Employer and Plan Sponsor. However, the complexities would suggest they may be more expensive to support.

What are you seeing from the service providers?



#### Plan Sponsor Support

How can providers support adopting employers to help ensure they understand and fulfill their oversight requirements?

Be prepared to manage the plan in the future?



#### **Advisor Differentiation**

# How can advisors differentiate themselves in this market?



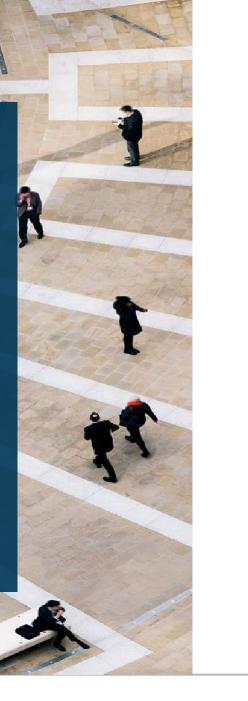
#### PEPs are not just for new plans?

Have you seen established plans convert to a PEP to change how they are currently offering a retirement program to their participants?



# Matrix Financial Solutions

We have a long history of providing independent custodial and trust services to the qualified and nonqualified employee benefit marketplace



Our **flexible approach** includes custodian, sub-custodian and directed trustee services alongside advisor education and tools that can help attract and retain valuable clients.

With our solution and **trusted network of 150+ Third-Party Administrators and Recordkeepers**, we can offer a solutions for every PEP opportunity.





# Q&A

# Thank You

#### Reach out to us to learn more:

**Retirement Advisor Sales** e-mail : <u>MatrixAdvisorSales@Broadridge.com</u>





Ready for Next

Communications Technology Data and Analytics

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