



David Wade

President and CEO, 401kDirect Inc./Wade Group

David Wade is a credentialed pension/investment consultant with over three decades of specialized experience in advising retirement and 401(k) plan clients.

EXPERIENCE:

David's consulting activities are focused on assisting benefit professionals to acquire new business and improve service to existing clients. Dave developed 401kDIRECT's special system of collecting the mutual fund rebates and commissions normally paid to service providers and recapturing them for the Plan Sponsor. The recapture of rebates resulted in reduction of up to 50% or more in client out of pocket administrative costs that maximizes retirement plan asset values. He also provides specialized advisory services including a 401(k) fee analysis program that reveals the hidden fees in a 401(k) plan and employee benefit communication systems.

Wade has consulted to 401(k) Plans with over one billion dollars in assets and was an early user of open architecture fund selection and transparent pricing for 401(k) Plans.

Dave is especially skilled in the analysis of insurance company and mutual fund retirement plan contracts, with particular experience in discerning fee structures and mutual fund revenue sharing allowances and rebates paid to 401(k) providers. He is adept at relating complex subject matter to legal, and accounting professionals.

Prior to founding 401kDIRECT in 1984, Wade served as President of the University Group, a financial services company, where he was responsible for the management of all branch offices. Previously he was President and CEO of USLIFE Financial Services.

ORGANIZATIONS / ACTIVITIES:

Dave is a member of the Society of Financial Service Professionals (SFSP), National Institute of Pension Administrators (NIPA), Investment Management Consultants Association (IMCA), and American Society of Pension Professionals (ASPPA). He has appeared as a speaker for a number of professional and charitable organizations, and served on the 401(k) committee for the ICIMC. David is past President of the SFSP Chapter.

