



2023 RPAG NATIONAL CONFERENCE



All Aboard The RFP Express!



Luke Vandermillen Jr.

Sr. Associate, Business Development

67,114

of Proposals Requested through RPAG

70,371

of Benchmark Reports through RPAG

51%

Plan Sponsors Actively Looking to Change Recordkeepers¹

1 According to 2023 Fidelity Plan Sponsor Survey



Fee Benchmarking Best Practices



ERISA States

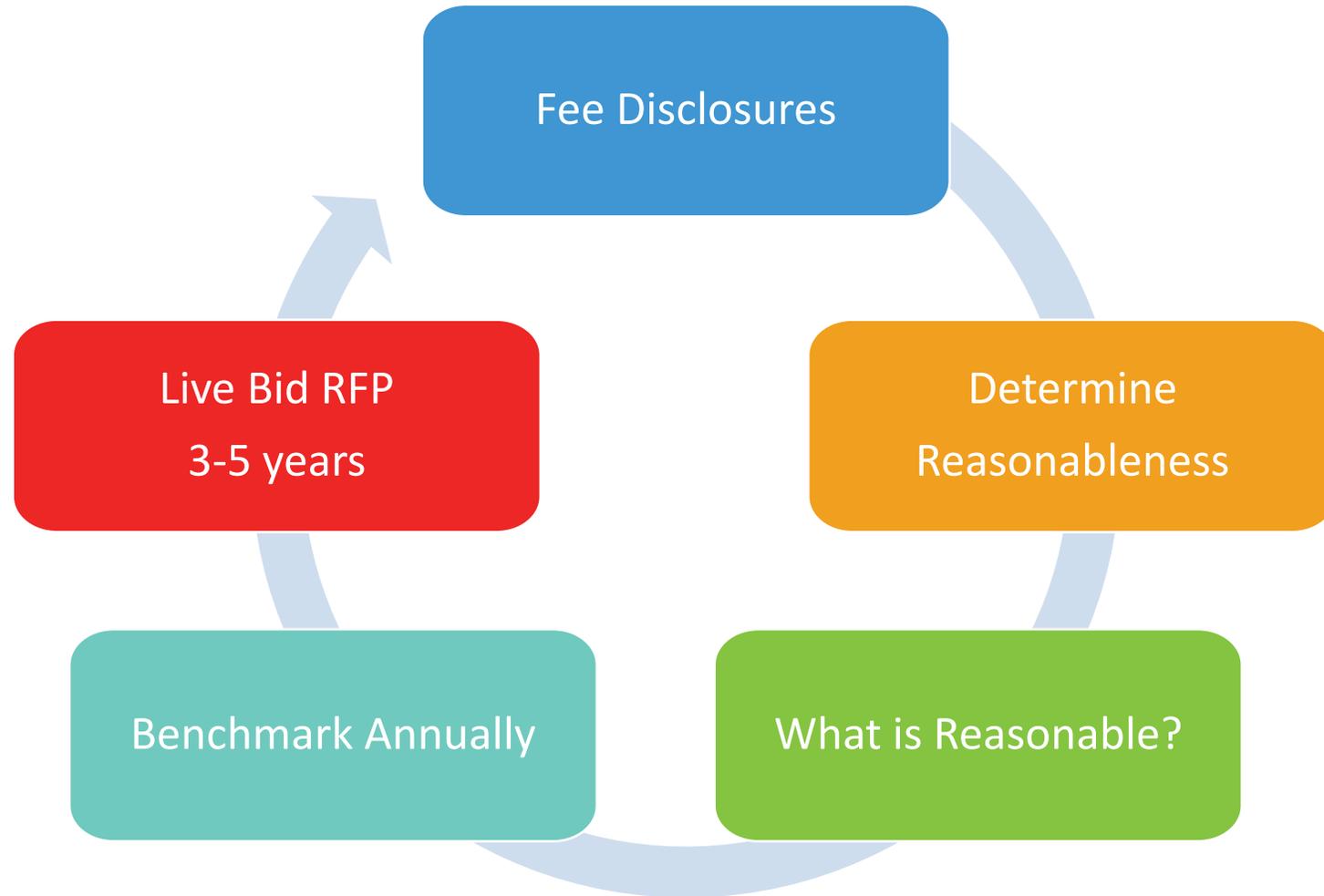
- Determine available services
- Provider's assumed responsibility
- Evaluate fee of any services
- Monitor the level and quality of the services and investments



Best Practices

- Establish and follow a prudent process
- Understand and document fees
- Conduct regular benchmarking of fees, services and investments
- Be aware of opportunities to renegotiate costs

Creating a Process



Important Considerations

How much does it cost?

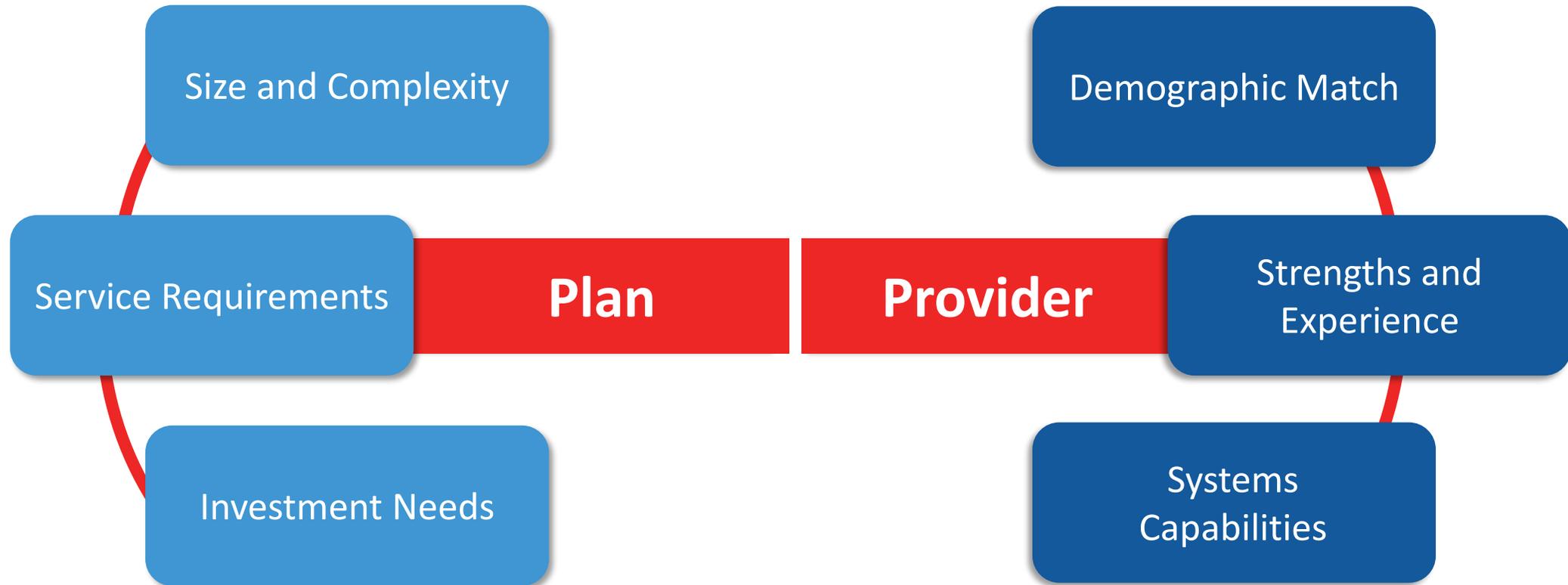
Who is going to pay?

How are they going to pay?

What model is best for you?



Finding the Perfect Match

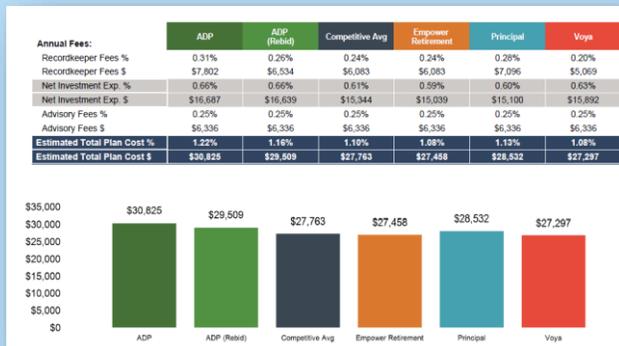


Resources



Provider Analysis

Industry Leading Live-Bid RFPs



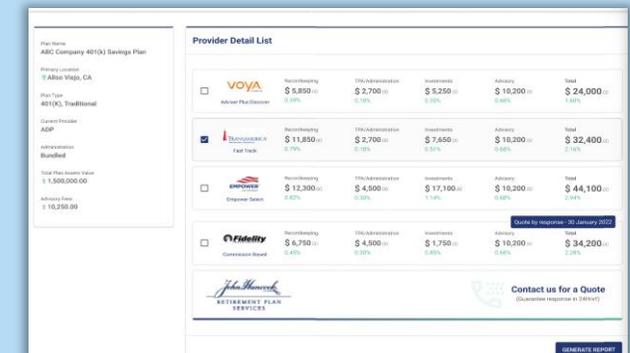
Prism & Prism365

Innovative Annual Fee Benchmark



RFP Express

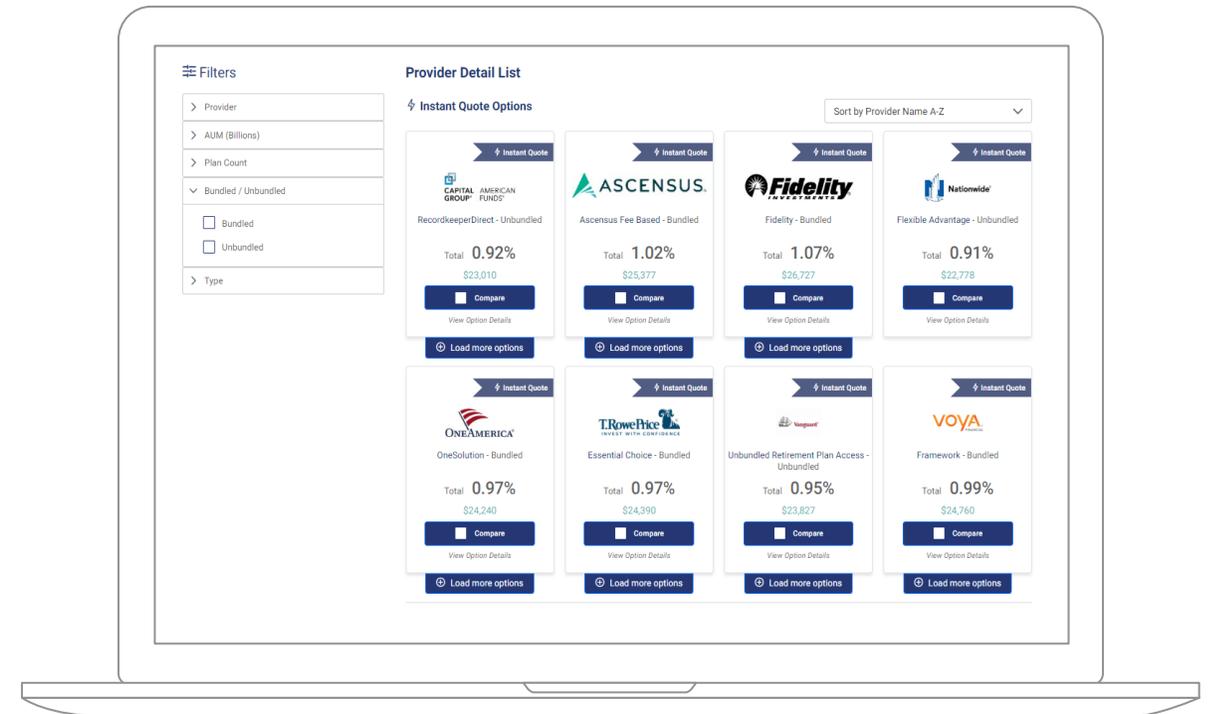
Instant Quotes & Proposals





RFP Express

- Ease and timing of PlanFees, apples-to-apples format of Provider Analysis
- Instant or Custom Quotes from top providers
- Easy to present fee, investment, and service comparison report
- 5-minute to 2-day turnaround
- Powerful sales resource, or provide RFP to smaller clients
- **New Features:**
 - Open Architecture Quotes
 - Start-up Plans



The Challenge

*How Can Advisors Capitalize on this Opportunity to Win
New Business
Using Fee Analysis?*



The Panel



Basam M. Malik

C(k)P[®], CPFA[®]

Principal | Retirement Plan Advisor



Larry Witzel

CFP[®], CLU[®], AIF[®]

President

Thank you