

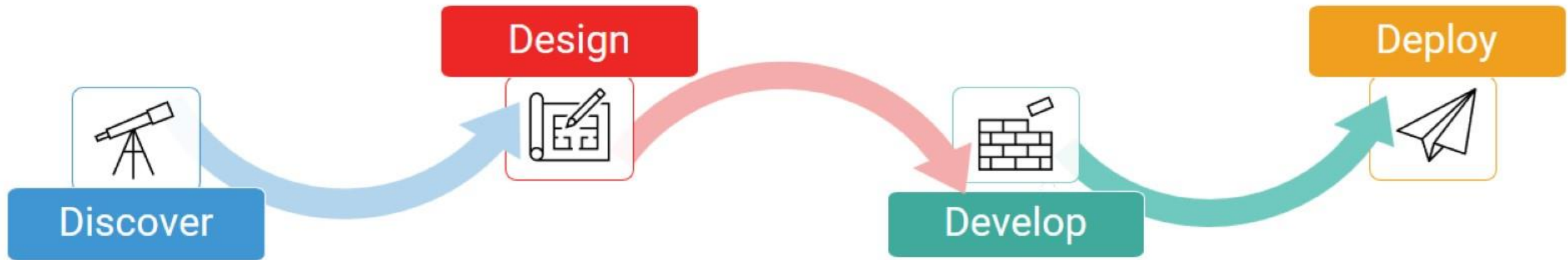
# INNOVATION UPDATE



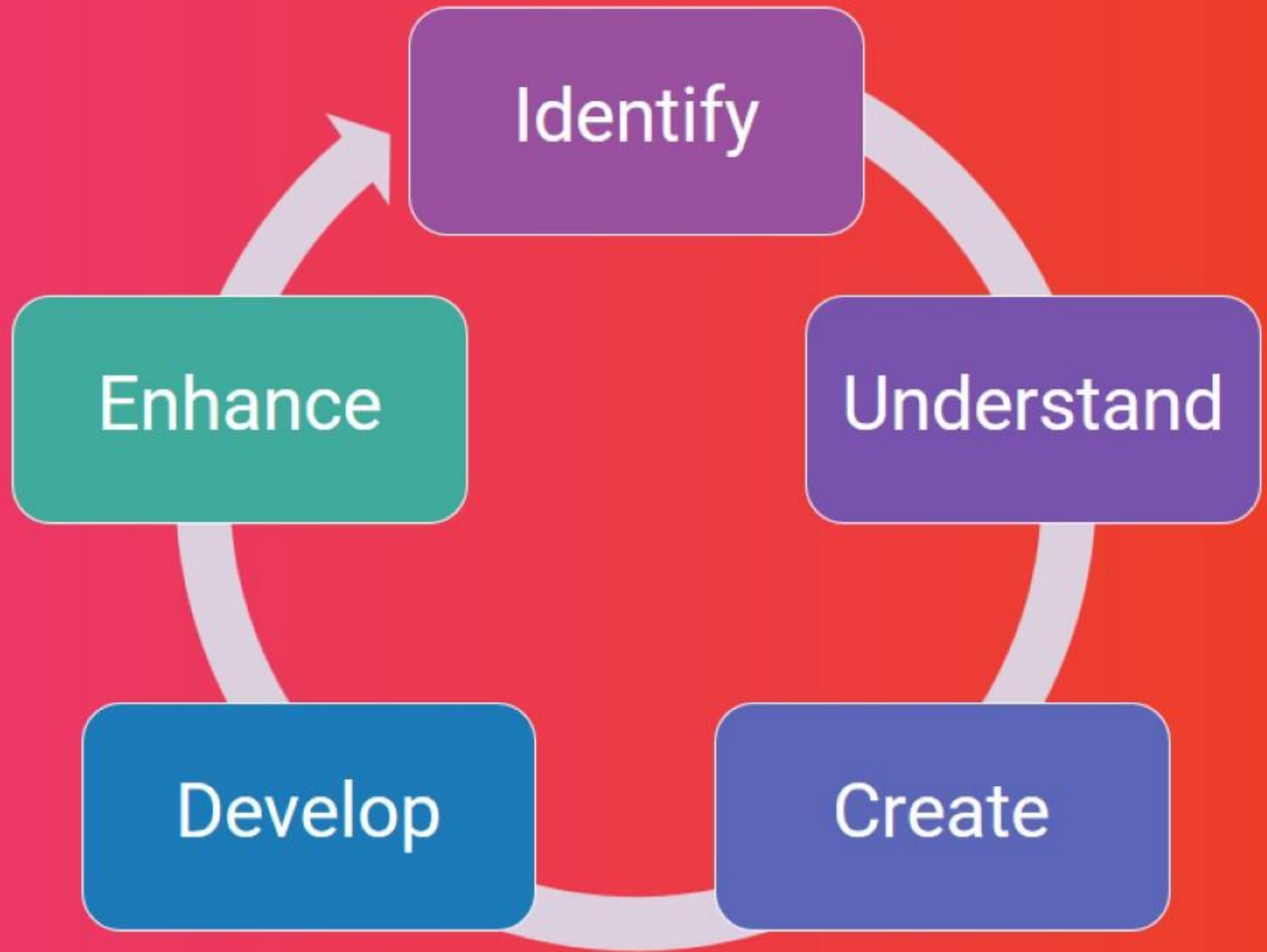
**JESSE TAYLOR**  
SVP, Business Development

# **FEEDBACK PROCESS**

# THE OLD WAY



# The RPAG Way





# 1 IDENTIFY

What's the issue?  
What's the impact?  
Who does it affect?

# SUPPORT

# 2 UNDERSTAND

What was the breakdown?  
What are the objectives?  
What are the obstacles?



**Julia  
Nayerman**



**Melissa  
Ottele**



**Michael  
Feldman**



**Shaline  
Vien**

# Systems Committee

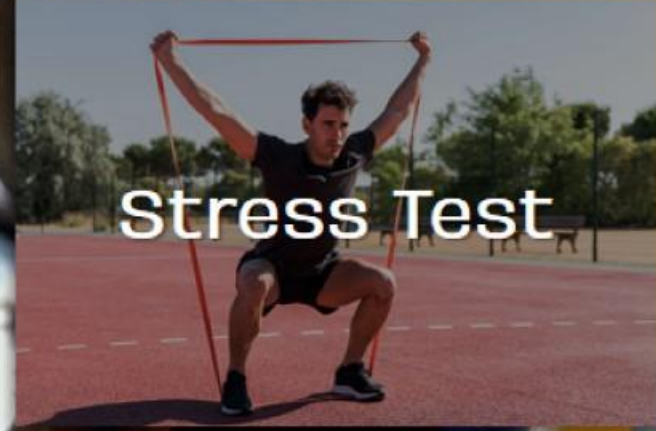


## 3 CREATE

Democratic process  
No bad ideas  
Bring a fresh perspective

# 4 DEVELOP

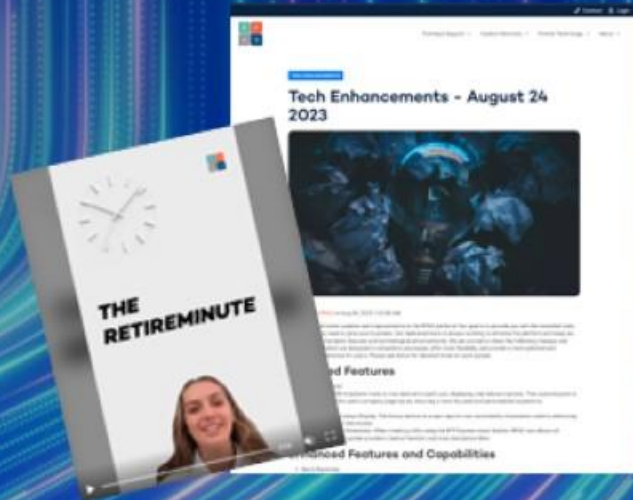
Put Ideas into action  
Create something new  
Filter ideas through brand lens





# 5 ENHANCE

Keep learning & evolving  
Listen to customers & team members  
Remove ego



**Nik  
Alexander**



**Da'Ron  
Jennings**



**Carlos  
Penaloza**



**Alexis  
Patenaude**



**Alec  
Melosini**



**Reese  
Wong**

**HIGHLIGHTS**

# Portal Enhancements

**28**

Deployments

**80k**

RC Docs

**250k**

Reports

**718**

Tickets

**20k**

Meeting  
Minutes

**500k**

Logins

# PAL

**80k**  
Plans

**110**  
Providers

**444**  
Files  
per month

**960k**  
Feeds  
per year

# Benchmarking Suite

## Plan Fees

## Provider Analysis

## RFP Express

### Prism Fee Benchmarking Analysis

PLAN INFO		BENCHMARK INFO	
Your Plan:	ABC Company	Universe:	2,278
Plan Assets:	\$5,000,000	Plan Asset Band:	\$3,500,000 to \$6,500,000
Total Participants:	50	Participant Band:	-

Your Plan	Prism™ Low	Prism™ Average	Prism™ High
<b>\$82,500</b> Total Cost	<b>\$45,000</b> Total Cost	<b>\$61,500</b> Total Cost	<b>\$88,500</b>
<b>\$27,500</b> Investments	<b>\$16,500</b> Investments	<b>\$21,000</b> Investments	
<b>\$40,000</b> Recordkeeping	<b>\$16,000</b> Recordkeeping	<b>\$26,500</b> Recordkeeping	
<b>\$1,650</b> Per Participant	<b>\$900</b> Per Participant	<b>\$1,230</b> Per Participant	

Plan Name: ABC Company 401(k) Savings Plan  
 Primary Location: Aliso Viejo, CA  
 Plan Type: 401(k), Traditional  
 Current Provider: ADP  
 Administration: Bundled  
 Total Plan Assets Value: \$1,500,000.00  
 Advisory Fees: \$10,250.00

Powered By **PLANFEES**

Annual Fees:	ADP	ADP (Rebid)	Competitive Avg	Empower Retirement	Principal	Voya
Recordkeeper Fees %	0.31%	0.26%	0.24%	0.24%	0.28%	0.20%
Recordkeeper Fees \$	\$7,802	\$6,534	\$6,083	\$6,083	\$7,096	\$5,069
Net Investment Exp. %	0.66%	0.66%	0.61%	0.59%	0.60%	0.63%
Net Investment Exp. \$	\$16,687	\$16,639	\$15,344	\$15,039	\$15,100	\$15,892
Advisory Fees %	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%
Advisory Fees \$	\$6,336	\$6,336	\$6,336	\$6,336	\$6,336	\$6,336
<b>Estimated Total Plan Cost %</b>	<b>1.22%</b>	<b>1.16%</b>	<b>1.10%</b>	<b>1.08%</b>	<b>1.13%</b>	<b>1.08%</b>
<b>Estimated Total Plan Cost \$</b>	<b>\$30,825</b>	<b>\$29,509</b>	<b>\$27,763</b>	<b>\$27,468</b>	<b>\$28,532</b>	<b>\$27,297</b>

### Provider Detail List

Provider	Recordkeeping	TPA/Administration	Investments	Advisory	Total
<input type="checkbox"/> VOYA Advised Plan Discount	\$ 5,850 (0.39%)	\$ 2,700 (0.18%)	\$ 5,250 (0.35%)		
<input checked="" type="checkbox"/> BUNAMARK Fast Track	\$ 11,850 (0.79%)	\$ 2,700 (0.18%)	\$ 7,650 (0.51%)		
<input type="checkbox"/> EMPOWER Empower Select	\$ 12,300 (0.82%)	\$ 4,500 (0.30%)	\$ 17,100 (1.14%)	\$ 10,200 (0.68%)	\$ 34,200 (2.30%)
<input type="checkbox"/> Fidelity Commission Based	\$ 6,750 (0.45%)	\$ 4,500 (0.30%)	\$ 1,750 (0.12%)	\$ 10,200 (0.68%)	\$ 34,200 (2.30%)

Quote by response: 30 January 2022

**Contact us for a Quote**  
(Guarantee response in 24 hours)

**GENERATE REPORT**

# PLANFEES

**85k**

PlanFees reports  
lifetime

**30k \***

PlanFees 2023

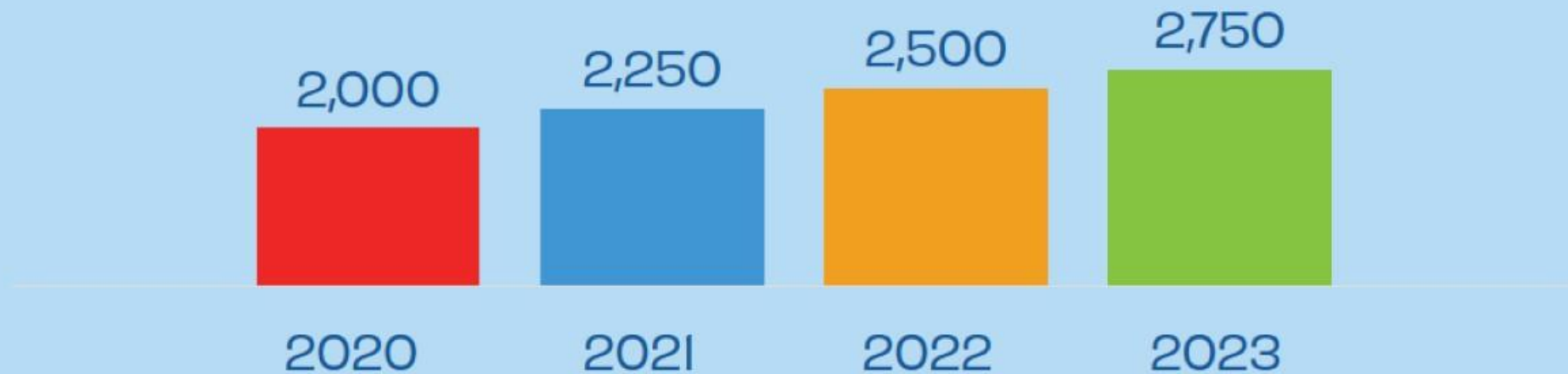


# PROVIDER ANALYSIS

**20k**  
Total B3

**90k**  
Bids

**\$3T**  
Lifetime



# RFP EXPRESS

**4,000**  
Quotes

**75%**  
Instant

**\$4.5B**  
Total





# Instant Quote



## Coming Soon



## Custom Quote



# RFP-X



## 100+ enhancements since launch

- Show Prism average
- Custom quotes data
- Tiered pricing for RK & TPA
- More data on quote page
- Edit advisor fees
- Lots of provider portal changes
- And much, much more!



# RFP-X (Coming Soon)



Start-up plans



PEP plans



Enhanced  
custom quotes



Open architecture  
pricing

**ENHANCEMENTS**

# 2022

ESG

Rollover Analyzer

CRM API

Cyber Security Report

Fund Lookup

**2023**

# Strategy Equivalent

## Scorecard

### Core Lineup

Active	Asset Class	Ticker ID	Style			Risk/Return			Peer Group		Qual	Score				
			Style	Style Dist	R <sup>2</sup>	Risk/Return	Up/Down	Info Ratio	Return Rank	Info Ratio Rank		2pt Max	Q4 2022	Q3 2022	Q2 2022	Q1 2022
													1	2	3	4
Large Cap Value II (MFS Value)	LCV	9183AD11										HS	10	10	10	10
Strategic Equivalent			1	1	1	1	1	1	1	1	2	10	10	10	10	
MFS Value RE	LCV	MDXX	16.6 85.3	3.1	97.7	17.9 7.8	96.0 96.1	0.33	33.0	33.0	0.43	LCV	LCV	LCV	LCV	
American Trust OFA U.S. Cap RI	SCB	F00002NCVQ										OTH	OTH	OTH	4	
PRACD Total Return Advn	CRF	PTRAX	1	1	1	0	0	0	1	1	2	7	7	7	10	
First American Prime Obligations D	MM	FPOIX	2.1 44.4	15.8	98.7	5.2 -6.2	97.9 101.6	-0.23	88.0	44.0	0.71	CRF	CRF	CRF	CRF	
Wise Duff & Phelps Gb RE Est Secs I	GRC	VG6X	1	1	1	1	1	1	1	1	2	10	10	10	10	
			20.0 93.4	7.7	96.0	19.3 3.3	112.3 96.6	1.5	8.0	3.0	1.10	GRC	GRC	GRC	GRC	

### Disclosure

The CIT is exclusively available to RPAG utilizes the same manager and strategy as the Scored fund equivalent, which is highlighted and shown below the CIT option. The Scored fund equivalent generally has a higher fee and is shown for CIT investment due diligence purposes only. Non-scoring funds will be assigned a letter. The letter definitions are: HS= fund does not have enough performance history to Score; SPC= fund is in a specialty category that does not Score; OTH= fund may no longer be active, not in database or available to Score. ACR# 542338 12/23

## Returns Analysis

Performance as of 12/31/2022

### Core Lineup

Active	Ticker ID	QTR	YTD	Annualized Returns				Since Inception	Share Class Inception	Strategy Inception	Expense Ratio	
				1 Year	3 Year	5 Year	10 Year				Class	Net
<b>U.S. Equity</b>												
<b>Large Cap Value</b>												
Large Cap Value II (Putnam LCV)	9183AC81	12.26	2.81	2.81	9.56	-	-	11.42	12/02/18	12/31/1992	0.29	0.29
SE - Putnam Large Cap Value RE	PEOSX	12.11	2.75	2.75	9.55	9.54	12.01	10.82	12/02/12	6/15/1977	0.54	0.54
Large Cap Value II (MFS Value)	9183AQ21	13.44	6.78	-	-	-	-	-1.14	4/18/2022	2/1/1989	0.43	0.43
SE - MFS Value RE	MDXX	13.60	6.90	6.90	7.10	7.04	11.26	6.19	5/1/2006	1/2/1996	0.44	0.43
Russell 1000 Value Index		12.42	7.54	7.54	8.96	8.87	10.29	-	-	-	-	-
<b>Large Cap Growth</b>												
Large Cap Growth IV II (American Century Ultra)	9116AC426	-	-	-	-	-	-	-	-	11/2/1981	-	0.34
SE - American Century Ultra RE	AULDX	0.20	32.23	32.23	7.96	11.44	14.40	13.31	7/26/2013	11/2/1981	0.90	0.88
Russell 1000 Growth Index		2.30	26.14	26.14	7.79	10.96	14.10	-	-	-	-	-
<b>Fixed Income</b>												
<b>Core Bond Income</b>												
PRACD Total Return Advn	PTRAX	1.71	14.30	14.30	-2.72	-0.23	0.96	0.98	9/8/1994	6/11/1987	0.71	0.71
BB Aggregate Bond		-1.87	-13.01	-13.01	-2.71	0.02	1.08	-	-	-	-	-

### Disclosure

SE = Strategy Equivalent.  
For use by Plan Sponsors or Institutional Investors Only; not intended for distribution to Retail Investors.  
Performance data quoted represents past performance and does not guarantee future results. The investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance may be lower or higher than the performance data quoted.  
The performance data quoted may not reflect the deduction of additional fees, if applicable. Additional fees would reduce the performance quoted.  
Performance data is subject to change without prior notice. Expenses shown reflect the fund's prospectus fee and OSHA expense ratio.  
Some funds, accounts, or share classes may not be available for investment. Performance history prior to inception (if applicable) reflects another share class or account reflecting the manager's historical performance record. Expenses for mutual funds reflect the fund's prospectus fee and OSHA expense ratio. In the case of Collective Investment Trust Funds, expenses generally reflect the CIT fund's fee and not the Trust agreement's Fund Inception Date - the date on which a fund commenced operations. Share Class Inception Date - the date on which a fund's share class was introduced.  
The CIT exclusively available to RPAG utilizes the same manager and strategy as the Scored fund equivalent, which is highlighted and shown below the CIT option. The Scored fund equivalent generally has a higher fee and is shown for CIT investment due diligence purposes only.  
Performance differences, if any, between the Scored fund equivalent and CIT may be the result of, but are not limited to, the pricing method of the fund's underlying securities, timing of cash flows including primary contributions and redemptions, and the timing allocation of fees within the underlying fund. ACR# 542338 02/23

Contact Advisor Training with any questions about this report or for the most current month-end performance at (847) 301-8859.

# Scorecard™

## Target Date Series

Asset Allocation	Asset Class	Risk Index	Allocation Score (Series Funds)		Selection Score (Underlying Funds)		Blended Score			
			# of Funds	Avg Score	# of Funds	Avg Score	Q1 2023	Q4 2022	Q3 2022	Q2 2022
Wilmington Trust T. Rowe Price Retirement 2005 Trust R1	AGG	85	13	7.3	24	7.9	8	9	-	-

## Allocation (Series Funds)

Asset Allocation	Asset Class	Ticker/	Style	Risk/Return			Peer Group		Qual	Score Components		Score	
				Volatility	Return	Alpha	# of Funds	Peer Avg		Allocation	Selection		
WT T. Rowe Price Retirement Date 2005 Trust R1	CON	97184J300								-	7.9	-	
Strategy Equivalent			1	1	1	0	0	0	1	1	2	7	
T. Rowe Price Retirement 2005 Trust (Class B)	MC	87280L200	9.2	44.5/55.5	97.8	9.2/4.0	97.3/97.5	-0.07	24	30	-	0.36	MC
WT T. Rowe Price Retirement Date 2010 Trust R1	CON	97184J706									-	7.9	-
Strategy Equivalent			1	1	1	0	0	0	1	1	2	7	
T. Rowe Price Retirement 2010 Trust (Class B)	MC	87280M208	9.9	49.0/51.1	98.2	9.9/4.3	96.8/97.0	-0.08	9	24	-	0.36	MC
WT T. Rowe Price Retirement Date 2015 Trust R1	CON	97184J862									-	7.9	-

**Custom Asset Class Mapping**



# SCORECARD WITH ONE CLICK

## 401(k) [View Plan](#)

Plan Type : 401(k)  
Recordkeeper : Provider  
TPA : TPA  
Contract No : 8675309

Assets  
**\$15,173,721**  
as of 07-31-2023

[Fund Lineup](#)

[Scorecard](#)

[Investment Review](#)

[Fee Benchmarking](#)

## Sample Plan #2 [View Plan](#)

Plan Type : 401(k)  
Recordkeeper : Provider  
Contract No :

Assets  
**\$0**  
as of 08-29-2023

[Fund Lineup](#)

[Scorecard](#)

[Investment Review](#)

[Fee Benchmarking](#)

## Sample Plan #3 [View Plan](#)

Plan Type : 401(k) - Profit Sharing  
Recordkeeper : Ascensus  
Contract No :

Assets  
**\$13,785,029**  
as of 07-19-2023

[Fund Lineup](#)

[Scorecard](#)

[Investment Review](#)

[Fee Benchmarking](#)

# Scorecard



View

Scorecard™

- Administration Fee Detail
- ESG Ratings Report
- Fee Summary
- Peer Group Analysis
- Plan Allocation by Investment Type
- Plan Dashboard - Summary
- Quarterly Report**
- Returns Analysis
- Score History
- Scorecard Scatter Chart
- Scorecard™
- Strategy Review
- Style Box - Short
- Style Box - Standard
- Total Cost Analysis

Quarter

Q2-2023

Include:

- Assets
- Analytical Data
- Strategy Review
- Strategy Equivalents



Close

# New "Quarterly Report"

# Simplified Fee "Card"

Fees Expanded Fees

As of Date: 05-01-2023

Weighted Investment Management Fees ⓘ

\$ % 0.48 %

TPA Fees

\$ % \$ 7,586.86

Total Fees

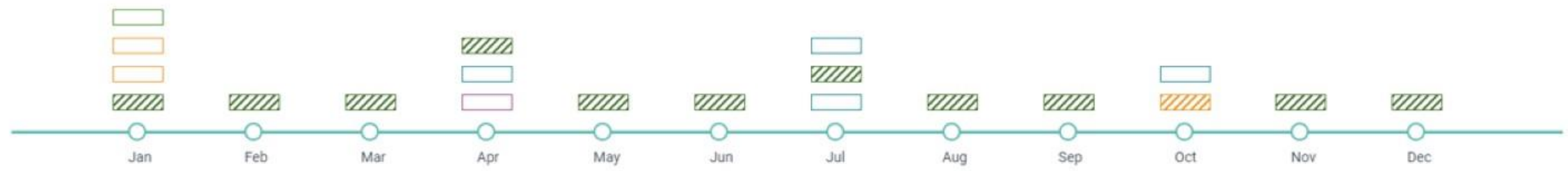
\$ % 0.85 %

Recordkeeping Fees

\$ % 0.2

Advisor Fees

\$ % 0.1



- Annual Goal Setting
- Total Retirement Review
- Investment Review
- Cash-Equivalent Review
- TDF Suitability Review
- Efficient Share Class Review
- Plan Design Analysis
- Fiduciary Compliance
- Plan Governance Review
- Participant Demographics
- Fee Comparisons
- Live-Bid RFP
- Newsletters and Memos
- WellCents Employer Reporting
- WellCents Employer Review

# Enhanced Service Plan

## Sample Client - Luke Service Plan 2024

Service	Target Month	Month Delivered	Service	Target Month	Month Delivered
Annual Goal Setting	January	-	Participant Demographics	July	-
Total Retirement Review	January	-	Fee Comparisons	October	-
Fiduciary Investment Review	April	-	Provider Analysis	October	-
Cash Equivalent Review	April	-	Employee Meeting	Upon Request	Upon Request
TDF Fit Analysis	April	-	Newsletters and Memos	Monthly	Monthly
Efficient Share Class Review	April	-	WellCents	January	-
Plan Design Analysis	July	-	WellCents Employer Review	January	-
Fiduciary Education & Best Practices	July	-	Participant Helpline	Ongoing	Ongoing
Plan Governance Review	July	-	Client Advocacy	Ongoing	Ongoing

# Custom Branding for Newsletters



**THE RETIREMENT TIMES**

JULY 2023

**CONNECTION TO FUTURE SELF IS KEY TO RETIREMENT READINESS**



The relationship we forge with our future selves can greatly impact how and when we make decisions in the present. Research conducted by social psychologist and neuroscientist using functional magnetic resonance imaging revealed that subjects with a stronger connection to their future selves were more likely to delay gratification and make more prudent financial choices. But how can plan sponsors help employees make the connection? The Consultant Financial Professionals Bureau has a "Future Self Test" with three self-guided exercises.

- 1. Letter from Your Future Self.** A letter is written from the present self to the future self (in 10 years), addressing aspirations, achievements, any potential regrets and words of advice. This personal exploration of where participants see themselves a decade down the line offers a platform to explore their deeply held hopes and dreams – and helps foster greater emotional connection to their future self.
- 2. Picture Your Future Self.** Participants are asked to vividly imagine and visually represent in pictures or symbols both their current and desired future self (e.g., home, activities and accomplishments) to more clearly appreciate the long-term consequences of present-day financial decisions. This visualization serves as a potent reminder of why it's important to make forward-looking financial choices today, given their personal/future impacts tomorrow. By painting a clear and vivid image of a desired future, participants will presumably be better motivated to do what's necessary to achieve it.
- 3. Conversation with Future Self.** This exercise involves roleplaying a discussion between the present and future self, prompting an open and honest dialogue about hopes, fears, aspirations and plans on the horizon. By doing so, participants address current concerns and hear advice from a trusted source – themselves. The process can offer clarity regarding the path they should take to secure their future happiness and financial well-being.



**Fiduciary Hot Topics**

Q2 2023



**WITHOUT CONGRESSIONAL ACTION THE SOCIAL SECURITY TRUST FUNDS WILL BE EXHAUSTED IN 2034**

- If current trends continue, the Social Security trust funds will be completely depleted in 2034. This is according to the most recent annual report published by the Trustees of Social Security. This is one year sooner than was projected in last year's report.
- While the media often portrays the situation as more dire than it is, if Congress does not effect changes before 2034, there will have to be a reduction in scheduled benefits. The only fixes are to increase payroll taxes, cut benefits or a combination of the two. Without a fix, it's estimated that other trust funds are scheduled Social Security will only have enough income to pay approximately 80 percent of scheduled benefits.
- Social Security has always been a "pay-as-you-go" system. It began in 1935 to help the system solvent. This gave rise to the retirement age limit which increased the expenditures and greatly increased payroll taxes.
- Following these changes for almost three decades, income received by Social Security needed benefits paid. As a result, the trust funds have accumulated \$2.8 trillion in assets. The cash flow outpaces what Social Security needs (covered by the full and general fund) to meet its current needs. As a result, the assets in the trust funds consist entirely of U.S. Treasury securities. The approach made sense as it allowed the government to make its financial needs without borrowing more from the public.
- As of the first week in 2023, benefits paid by Social Security exceeded income. If these deficits continue, the trust funds will be exhausted in 2034.
- Factors affecting Social Security's finances include an economic downturn, persistent inflation and weaker productivity growth. This is compounded by two demographic trends: the aging of the population due to declining birth rates and the wave of retirement. Approximately 13,000 baby boomers are retiring every day.
- The Trustees annual report includes 10-year projections for the system. Over that period, the Trustees estimate the potential for lower income and scheduled benefits will represent 1.2 percent of GDP.
- Many commentators have stated that the delay by Congress in making necessary reforms increases the deficit. This is not correct. The increasing deficits are an artifact of the 10-year projections. Each year another year is added to the 10-year projection period with a relatively large deficit.



**Build a Bright Retirement Future**



Clear, achievable, and meaningful goals can lay the foundation for success. Higher aspirations may have limited worth without a well-defined plan. Depending solely on past performance or arbitrary investment rules may carry risks when striving to achieve your financial goals.

Time is a critical factor in goal setting that can shape your financial objectives. With each day that goes by without financial contributions, the cost of meeting your goals may increase. Along your goal setting journey, you may encounter various obstacles.

**Time's Value:** The longer you have to grow your money, the better. Later time available could mean higher costs to achieve goals—known as "the cost of waiting."

**Risk vs. Time:** With ample time, money investors compounding interest, reducing the need for higher returns and associated risks. However, assuming greater risks to compensate for lost time may impact your financial goals.

**Inflation:** Over time, inflation erodes money's true value, undermining purchasing power. Accounting for inflation is crucial when calculating the cost of achieving your retirement objectives.

**Taxes:** Taxes are a reality that can impede progress toward goals. Proper planning and effective tools can help manage and reduce their impact.

**Life's Unpredictable Challenges:** Often arise, requiring frequent goal review and adjustment to stay on track and navigate uncertainties with resilience.

Goals and objectives may become the compass for your investment decisions, essentially acting as benchmarks that measure your investment strategy's performance. Focus on your objectives, not on market returns that you can't control. This way, you can protect yourself from following the crowd, which may be influenced by emotions like excitement or fear.

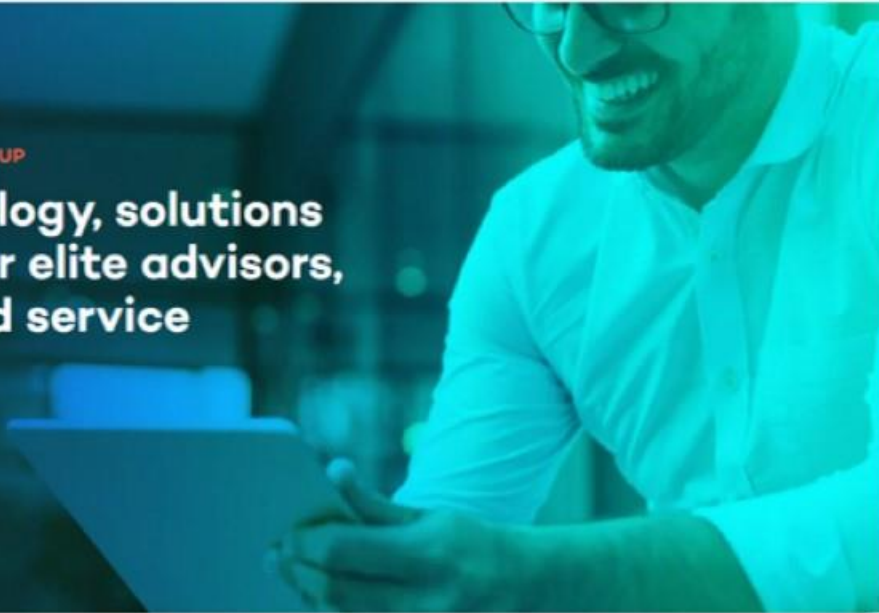
Remember, setting clear and meaningful goals is crucial in your pursuit of success. By understanding the impact of time, managing risks, accounting for inflation and taxes, and adapting to life's surprises, you can navigate the path to achieving



RETIREMENT PLAN ADVISORY GROUP

Premier technology, solutions and services for elite advisors, institutions and service providers.

JOIN RPAG



# Launched New Website



## RPAG Insights

From retirement plan advisors, broker-dealers to RIAs, RPAG will keep you up-to-date on the latest industry trends and technologies. We are helping our members to succeed by providing them with every advantage.

## Who We Serve



Elite Advisors



Institutions



Service Providers

At RPAG, we've succeeded in building the industry's leading retirement plan practice management platform. Designed for elite advisors and institutions, our goal is to create successful outcomes by protecting plan fiduciaries and engaging plan participants. Our efficient and scalable technology platform provides our members with actionable insights, allowing them to make data-driven decisions for their retirement plan clients.

Our compelling client deliverables, custom investment, and turnkey solutions give RPAG members a unique competitive advantage, while simultaneously surrounding them with world-class training and support.

Not only are RPAG members given a unique competitive advantage with our consulting client

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Tech Enhancements - August 24, 2023

Tech Enhancements

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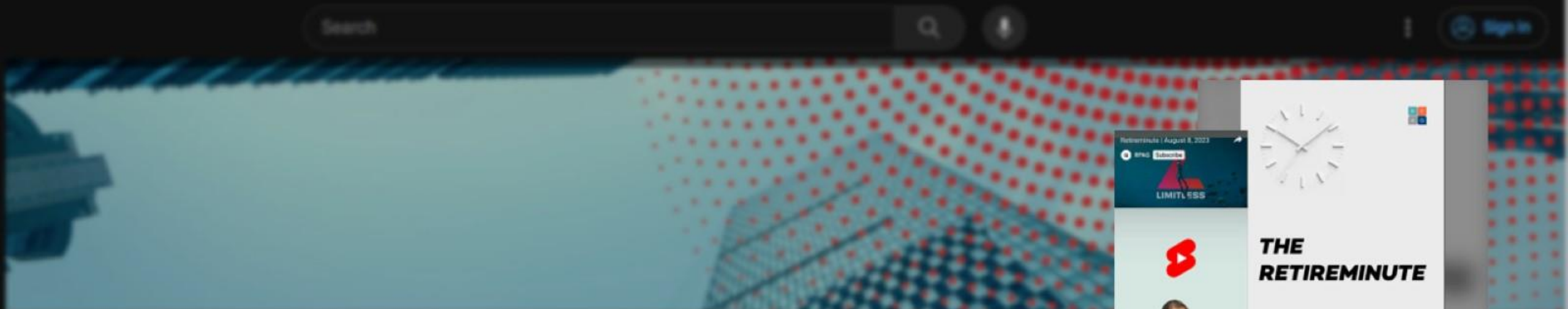
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**RPAG**

@rpag419 78 subscribers 165 videos

Welcome to RPAG's official YouTube channel! Our focus is on providing you with the latest news and insights on retirement planning.

[rpag.com/tv](http://rpag.com/tv), [youtube.com](https://www.youtube.com/channel/UC...), [linkedin.com](https://www.linkedin.com/company/rpag)

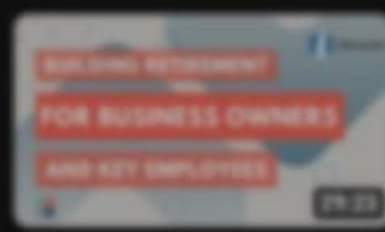
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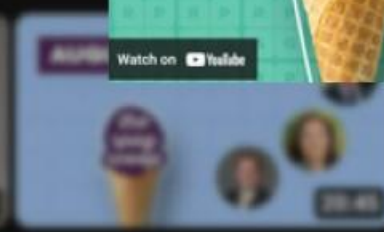
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Building Retirement for Business Owners and Key...  
19 views · 4 days ago



Master Fee Benchmarking with a Plan Fees School  
54 views · 12 days ago



August 2023 RPAG Scoop  
16 views · 2 weeks ago



Q3 2023 Fiduciary Hot Topics  
26 views · 2 weeks ago

July 2023 RPAG Scoop

**July 2023 Edition**




TRANSAMERICA T.Rowe

Watch on YouTube

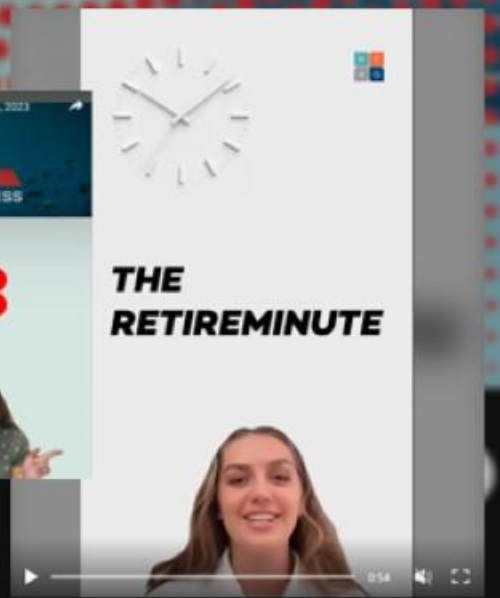
August 2023 RPAG Scoop

**AUGUST 7, 2023**






Watch on YouTube



# Venrollment

Presented by John Advisor

WELCOME TO OUR 401K

PLAN SPONSOR LOGO

ADVISOR MESSAGES

MEETINGS

EDUCATION

MILESTONES

Your Company 401K Plan

ADVISOR MESSAGES

MEETINGS

EDUCATION

MILESTONES

John Advisor

Mary Sue

Vanguard

3:28

Venrollment: Transforming Employee B...

VENROLLMENT  
TRANSFORMING  
EMPLOYEE  
BENEFITS  
COMMUNICATION

Watch on YouTube

venrollment



# Alliance Partners



Larkspur Executive



# ROADMAP

# ON THE HORIZON

Blueprint  
RPAG University  
FFP Revamp  
Financial Wellness Revamp





**2023 RPAG NATIONAL CONFERENCE**