



2023 RPAG NATIONAL CONFERENCE

A high-angle photograph of a surfer riding a large, curling blue wave. The surfer is wearing a red shirt and dark shorts, and is positioned in the center of the wave's barrel. The water is a deep, vibrant blue, and the wave is breaking into white foam on the right side. The sky is a clear, bright blue.

The 95%

Jeffrey Elvander, CFA

Chief Investment Officer



The RPAG Scorecard

- **20+ years**
- **Proven process**
- **The RBSA advantage**

The Back Study

Skill vs. luck?

- **Measure the “Hit-Rate”**
- **Measure level of excess return**
- **Measure Score “stability”**

2023 Back Study results

LCV

- **Hit Rate: +17%**
- **XS return: +130%**
- **+32 bps excess return**
- **18% lower STD return range**

LCG

- **Hit Rate: +100%***
- **XS return: +38%**
- **+133 bps excess return**
- **25% lower STD return range**



Need to look at more than just performance.

In fact, 50% more.

Leveraging RPAG CITs

- **~30% fee advantage**
- **ERISA-level fiduciary oversight**
- **White-label design benefits and advantages**

Just launched!

Mid Cap Value II

- Allspring
- 10
- Balance-sheet focused
- > 30% savings

Small Cap Growth III

- Voya
- 10
- Quality biased growth
- > 28% savings

The Aggregator / Advisor
VS.
The Institutional Consultant

Top Priorities!?

The Aggregator/ Advisor

- **Greater personalization**
- **Financial Wellness/ AMA is the growth area**
- **AMA best delivery for retirement income**

The Institutional Consultant

- **Retirement Income**
- **Growth in evaluating Retirement income products**
- **TDF best delivery for retirement income**

\$1 Trillion

In approximate white label assets managed by institutional consultants

~80%

Are multi-manager with the focus on custom allocation services*

>80%

Of consultants recommend CIT's when savings is
1-3 bps vs. mutual fund



> \$50 Billion

In RPAG white label CIT's

~80%

Are multi-manager with the focus on custom allocation services*

>80%

Of consultants recommend CIT's when savings is
1-3 bps vs. mutual fund



> \$50 Billion

In RPAG white label CIT's

> 30%

Annualized 3-year growth rate for custom allocation services

> 80%

Of consultants recommend CIT's when savings is
1-3 bps vs. mutual fund



> \$50 Billion

In RPAG white label CIT's

> 30%

Annualized 3-year growth rate for custom allocation services

100%

RPAG CIT's with a savings over 1-3 bps vs. the mutual fund!





“Just tune in to what this place has got to offer, cause we may never be here again.”

- Sammy Hagar, Edward Van Halen,
Alex Van Halen, Michael Anthony

Thank you