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# **About RPAG**

A national alliance that provides premier technology and resources for retirement plan professionals.

### **RPAG At-a-Glance**

RPAG's size and scale provides its members with resources to apply their deep knowledge, creative thinking and industry experience to help deliver a tailored solution.

\$1.25T
IN ASSETS UNDER
INFLUENCE

120K
RETIREMENT
PLANS SERVED

10M
PARTICIPANTS
ENGAGED

2,000+

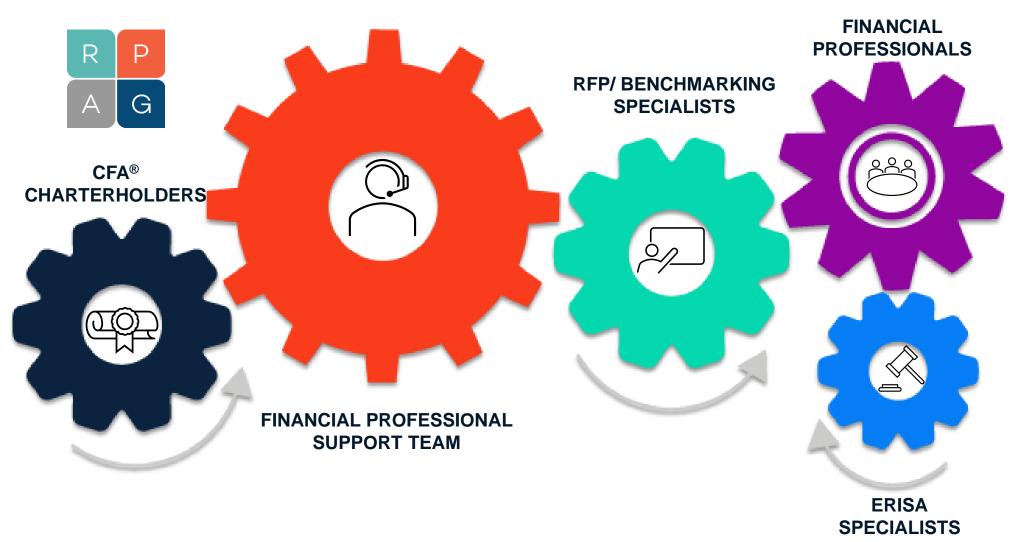
RPAG
FINANCIAL
PROFESSIONALS





## **Depth & Breadth**

As a member of RPAG, we are backed by an extensive team of retirement plan experts. We leverage the RPAG platform to work closely with our clients, becoming strategic partners in the trenches, thinking about their business as much as they do.



### Who We Are

Driven by robust technology, systems and services, RPAG financial professionals have a unique ability to help create successful retirement plan outcomes for plan sponsors and participants alike.





# **About Us**

Helping create successful retirement plan outcomes for plan sponsors and plan participants.

# Mission Statement

Add your company mission statement or overview



### **Retirement Services**



### TARGET DATE FUND CONSULTING

Comprehensive and ongoing fiduciary guidance, training and support to mitigate potential liabilities.



#### **FEE BENCHMARKING**

RFP driven process to ensure apple-toapple comparisons and to help maximize a plan's negotiating leverage



#### **INVESTMENT ANALYSIS**

Proprietary fund ranking system that aims to enhance outcomes, manage risks and reduce fiduciary exposure



# TARGET DATE FUND CONSULTING

Advanced risk-based suitability process to identify a "best-fit" target date fund series that is right for your plan



#### **COURAGEOUS PLAN DESIGN**

Plan design assessments that strive to increase an employer's benefits return on investment (ROI) while striving to enhance participant retirement outcomes



#### **EMPLOYEE ENGAGEMENT**

Highly customized plan participant content structured to help optimize outcomes and increase financial wellness

# **Representative List of Clients**



# **Plan Sponsor Concerns**

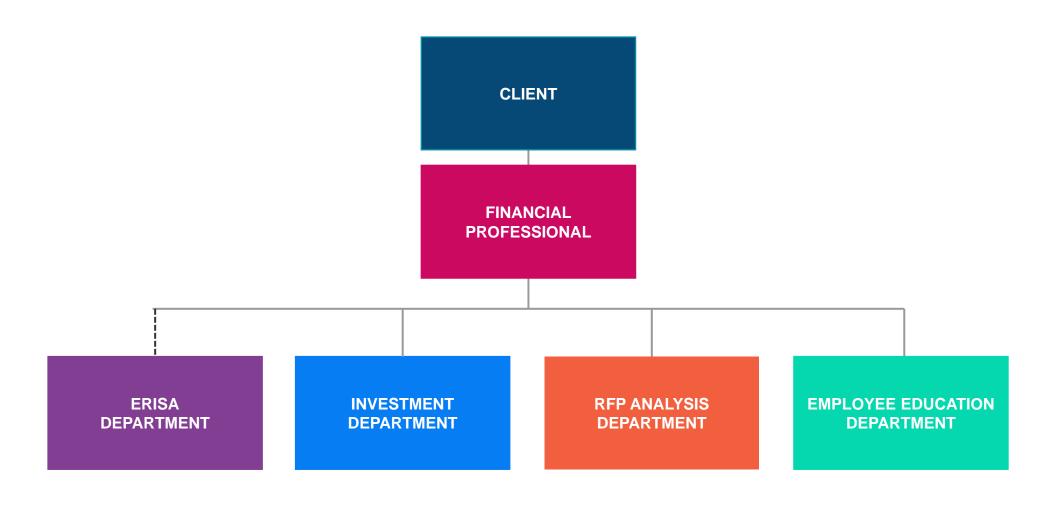
You face a variety of concerns with regards to your retirement plan. We work with you to address any number of issues that may be on your mind.

- Complying with retirement plan regulations
- Adhering to fiduciary responsibilities
- Paying reasonable fees
- Offering competitive funds
- Preparing participants to retire when you need them to retire



# **Service Structure**

### **Service Structure**





### **Service Plan**

At the start of each relationship, we set **goals and objectives** via a written **service plan**. We then track the timing and frequency of each service delivered and post all deliverables on our secure plan sponsor portal.

SERVICE	DESCRIPTION	SCHEDULED DELIVERY MONTH	MONTH DELIVERED
Fiduciary Investment Review	Market Review, Investment Policy Statement, Scorecard Methodology, Scorecard and Considerations	February June September December	February 13 June 7
Fiduciary Fitness Review	Fiduciary education modules, documentation modules, fiduciary best practices and administrative compliance review	June	June 7
PLANavigator	Plan design analysis and best practices analysis	June	June 7
Provider Analysis	Cost review, analysis of incumbent provider costs, services and investments compared to bidding service providers  Last presented MM/YYYY   Scheduled for MM/YYYYY	2020	
Participant Outcomes	Group employee education meetings Individual employee education meetings	Throughout Year	March September November
Newsletters, Memos, Webinars	Client newsletters for retirement committee Employee memos for plan participants	Monthly	
Client Advocacy	Additional consultative services and support	Ongoing	
Other Service Meetings	TBD		



# **Typical Implementation Tasks**

TOPIC	DETAIL	TARGET MONTH	MEETING DATE/TIME
Provider Evaluation	<ul> <li>Initial fact-finding meeting to map out plan parameters, complexity, service requirements and unique needs for recordkeeping benchmarking study</li> <li>Service providers to be included in the study are also selected</li> </ul>	TBD	
Fiduciary Compliance	<ul> <li>Perform fiduciary gap analysis to prioritize areas of focus</li> <li>Review / create plan governance documents, e.g., board resolution adopting a retirement plan committee, committee member acceptances to acknowledge member's appointment and fiduciary status, committee charter outlining the composition, scope of responsibilities and authority delegated to a plan's committee, investment policy statement outlining the fiduciary responsibilities of the committee</li> <li>Map out fiduciary training calendar for the next 12 months</li> </ul>	TBD	
Investment Options	<ul> <li>Investment structure review</li> <li>Fee structure review</li> <li>Evaluation of existing investment lineup and alternative fund considerations</li> <li>Qualified Default Investment Alternative (QDIA) suitability analysis and selection</li> <li>Cash alternatives review</li> </ul>	TBD	
Provider Evaluation	<ul> <li>Review results of recordkeeping benchmarking study</li> <li>If applicable, negotiate changes to provider compensation and service commitments</li> <li>If applicable, assist in the selection, coordination and review of service provider finalist presentations</li> </ul>	TBD	
Fiduciary Compliance	Approve amended / created plan governance items	TBD	
Investment Options	If applicable, approve changes to investment options and/or fee structure	TBD	
Provider Evaluation	Complete service provider agreements	TBD	
Employee Communication	Meeting to map out a communications plan to inform participants of applicable changes	TBD	



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# **Fiduciary Support**

# **Fiduciary Diagnostic**

Action Items	Reference Materials	Supporting Documents	Fiduciary Briefcase	Comments
		Documenting Fiduciaries, Consultants and Service Providers	Yes	
Output to a cold Marchael Education	Education Modulos 4 and 0	Investment Committee Charter	Yes	
Selecting and Monitoring Fiduciaries	Education Modules 1 and 2	Resolutions to Establish Committee	Yes	
		Acceptance of Designation/Appointment	Yes	
Identifying and Monitoring Parties in Interest	Education Modules 1 and 2	Documenting Parties in Interest	Yes	
		Selecting and Monitoring Plan Consultants, Selecting and Monitoring Service Providers and Selecting and Monitoring Auditors	Yes	
Selecting and Monitoring Service Providers	Education Modules 3 and 7	Annual Fee Benchmarking	Yes	
		B3 Provider Analysis	Yes	
		408(b)(2) Checklist and 408(b)(2) Disclosures	Yes	
		Compensation Disclosure	Yes	
		Annual Fee Benchmarking	Yes	
Understanding and Documenting Fees and Expenses	Education Modules 5, 7 and 19	B3 Provider Analysis	Yes	
		Annual 404a-5 Disclosure	Yes	
	Education Modules 4 and 17	Investment Policy Statement	Yes	
Selecting and Monitoring Plan Investments		Investment Scorecard	Yes	
		Target Date Fund Selection Workbook	Yes N/A	
CANAL CANAL CANAL CONTRACT CON		§404(a) and §404(c) Checklist	Yes	
§404(a) and §404(c) Compliance	Education Module 6	§404(c) Notice and Policy Statement	Yes	
Maintaining a Fiduciary File	Education Module 8	Organizing Your Fiduciary File Checklist	Yes	
Investing in Employer Securities	Education Module 16	§404(c) Notice and Policy Statement Addendum	Yes N/A	
Minimizing Risk: Fidelity Bond and Fiduciary Insurance	Education Module 2	Fidelity Copy of Bond	Yes	
willimizing Risk. Fidelity Bond and Fiduciary insurance	Education Module 2	Fiduciary Insurance Copy of Policy	Yes	
Claims and Appeal Procedures	Education Module 9 & 20	Documentation of Claims and Appeals (actual events)	Yes	
		Plan Design Summary	Yes	
		ACAs Notice	Yes N/A	
		QACAs Notice	Yes N/A	
Plan Domographic and Document Povious	Education Module 18	EACAs Notice	Yes N/A	
Plan Demographic and Document Review	Luucation Module 10	Initial QDIA Notice	Yes N/A	
		Annual QDIA Notice	Yes N/A	
		Safe Harbor Notice	Yes N/A	
		Summary Annual Report	Yes	
Prohibited Transactions and Plan Solutions	Education Modules 10, 11 and 15	Due Diligence	Yes N/A	
M&A and Control Groups	Education Modules 12, 13 and 14	Due Diligence	Yes N/A	



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# **Fiduciary Education Modules**

Our Fiduciary Education Modules provide resources to inform and educate committee members regarding ERISA's fiduciary requirements.

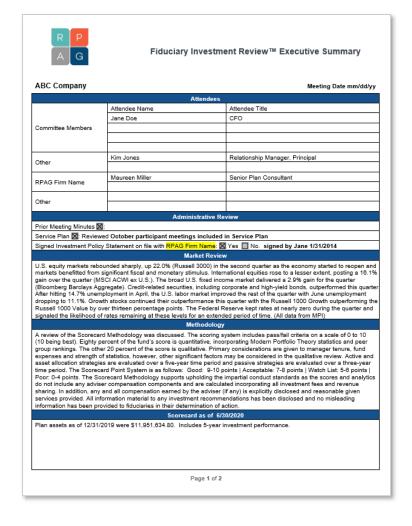
Claims & Appeals Procedures	Fees & Expenses	Participant Experience Plan Termination	
Controlled Groups	Fiduciary Liabilities		
Disclosure & Notice Requirements	Fiduciary Responsibilities	Prohibited Transactions	
Elective Contributions	Maintaining Your Fiduciary File	Selecting Investments	
Employer Securities	Mergers & Acquisitions	Selecting Service Providers	
ERISA Section 404(c) Compliance	Missed Contributions	TDF Selection	
Fee Levelization	Missing Participants		



### **Documentation**

Proper documentation is a must for plan fiduciaries. Our best practices will help make sure your *i's* are dotted and your *t's* are crossed.

- Investment committee charter
- Investment policy statement
- Investment monitoring reports
- Fee benchmarking reports
- Fiduciary compliance checklist
- Fiduciary file checklist
- Required notices and disclosures
- Meeting minutes





# **ERISA Guidance & Support**

Navigating today's ever-changing and increasingly complex legal and fiduciary compliance landscape can be...well...a nightmare. Our goal is to help you sleep better at night with our in-house ERISA guidance.

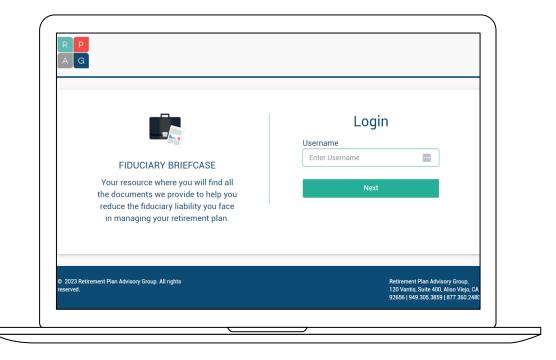
- In-house, former practicing ERISA attorneys
- Regulatory and legislative changes
- Relevant litigation developments
- IRS and DOL audits
- Annual audit assistance
- Client advocacy



# **Fiduciary Briefcase**

Secure your peace of mind knowing that your important fiduciary documents are accessible around the clock through our dependable online storage solution.

- Plan documents
- Committee charter
- Investment policy statement
- Meeting minutes
- Investment monitoring reports
- Fee benchmarking studies
- Required disclosures and notices
- Participant education materials



# **Investment Analysis**

## **Investment Due Diligence Snapshot**

PEOPLE	As Chief Investment Officer, Jeffrey Elvander heads RPAG's investment practice and is responsible for overseeing the Investment Team.
PROCESS	Process incorporates a proprietary, quantitative fund Scorecard and a thorough qualitative review by our Investment Committee to identify skillful managers
SCOPE	Leverage over \$1.25 trillion <sup>1</sup> in assets under advisement to gain access to key investment personnel

#### KEY DIFFERENTIATORS

#### Process incorporates:

- 1. Separate scoring methods for actively managed, passively managed and asset allocation portfolios
- 2. A significant qualitative review process by our investment team
- 3. Custom style benchmarks and peer group universes for actively managed and passively managed portfolios to ensure accurate comparisons
- 4. Custom benchmark indexes and risk-based peer groups for all TDF-vintages (2025, 2030, etc.) to ensure accurate comparisons
- 5. Rolling 5-year peer group rankings over the last 10 years to confirm the reliability / consistency of fund results during different market cycles

## Institutional-Level Due Diligence



### STANDARD METRICS

- Average returns
- Broad benchmarks
- Broad peer groups
- Broad style analysis
- Alpha
- Beta
- Standard deviation



### **RPAG METRICS**

- Rolling returns
- Custom benchmarks
- Custom peer groups
- Style drift
- Information ratio
- Upside capture ratio
- Downside capture ratio

# **Institutional-Level Due Diligence**









**IN-DEPTH QUANTITATIVE ANALYSIS** 

**DEEP QUALITATIVE ANALYSIS** 

**CFA® CHARTERHOLDER-LED INVESTMENT TEAM REVIEW** 

**PLAN LIABILITIES REVIEW** 



### **Investment Search Process**

flexPATH Strategies' manager selection process is grounded in quantitative and qualitative due diligence. The flexPATH Investment Committee first screens the entire fund universe utilizing the proprietary RPAG Scorecard System. A further quantitative screen is implemented that emphasizes information ratio consistency. Next, the team conducts extensive qualitative due diligence with these top- scoring managers including conference calls and site visits. This leads to a short list of managers the team has a high conviction in, at which point fee negotiations begin to take place.

		Con Con	Small	Small Int'l	Intl.	Fixed	Fixed Income <sup>1</sup>		
Manager Search Stage	Screening Criteria	Cap Value¹ I III	Cap Growth¹ III IV	Cap Value <sup>1</sup>	Cap Growth <sup>1</sup>	Large Value¹	Large Growth¹	Core	Core Plus
Universe	All scored active funds in asset class	3,199	3,935	926	1,592	4,469	1,052	2,293	1,666
Quantitative/Score Screen	Funds scoring 9 or 10	276	215	117	133	956	372	460	743
Investment Strategy Review	Unique strategies; removing duplicate share classes	80	61	33	31	132	75	134	189
Quantitative/Strength Review	Information ratio consistency	20	18	20	22	54	42	99	42
Manager Call/Visit	Qualitative review with portfolio manager(s)	16	13	8	14	8	7	8	8
Investment Committee Focus List	Highest conviction	5	5	5	3	6	7		8
Selected flexPATH Manager(s)	Fee negotiation and fit with total portfolio	2	2	1	1	1	1	1	1
Average Universe Expense <sup>2</sup>		0.94%	1.00%	1.20%	1.22%	1.13%	0.96%	0.76%	0.76%
Mutual Fund Equivalent Expense		0.55% 0.44%	0.52% 0.58%	0.65%	0.81%	0.51%	0.70%	0.35%	0.39%
Final Vehicle Expense		0.24% 0.30%	0.25% 0.27%	0.35%	0.48%	0.24%	0.39%	0.16%	0.20%
Fee Savings³		56% 32%	52% 53%	46%	41%	53%	44%	54%	49%

For illustrative purposes only. Actual data may vary. Expense data is as 6/30/2023.

Categorized by the RPAG Scorecard System.

Numbers from MPI.

Compared to lowest cost share class of mutual fund equivalent for each investment option.



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### **Exclusive CITs Offered to RPAG**

CIT Name <sup>5,7</sup>	Strategy	Subadvisor	Score <sup>1,6</sup>	Expense Ratio	CIT Ticker	CUSIP	Mutual Fund Equivalent	Savings <sup>2</sup>
Large Cap ∀alue Fund	Putnam LC∀	Putnam	10	0.29%	WTLRNX	97183K357	PEQSX	47%
Large Cap ∀alue II Fund	MFS Value	<b>₩FS</b>	10	0.43%	WLCAAX	97183W187	MEIKX	-
Large Cap ∀alue III Fund	JPM US Value	J.P.Morgan	10	0.40%	TBD	97184E194	VGINX	9%
Large Cap Growth Fund	ClearBridge LCG	ClearBridge Investments	6	0.29%	WLCGRX	97182V214	LSITX	54%
Large Cap Growth II Fund	JPMorgan LCG	J.P.Morgan asset management	10	0.39%	WLCGBX	97183C371	JLGMX	13%
Large Cap Growth III Fund	AB Large Cap Growth	ALLIANCE BERNSTEIN	8	0.32%	WLGABX	97184D741	APGZX	38%
Large Cap Growth IV Fund	American Century Ultra	American Century Investments	9	0.34%	TBD	97184E392	AULDX	41%
Mid Cap ∀alue Fund	American Century MC∨	American Century Investments	7	0.47%	WAAAGX	97182P142	AMDVX	25%
Mid Cap ∀alue II Fund	Allspring Special MCV	Allspring	10	TBD	TBD	TBD	WFPRX	TBD
Mid Cap Growth Fund	BlackRock MCG	BlackRock	5	0.50%	WMCAUX	97182E519	BMGKX	29%
Mid Cap Growth II Fund	Janus Enterprise	Janus Henderson	9	0.48%	TBD	97184K133	JDMNX	27%
Small Cap Value Fund	Columbia SCV	COLUMBIA THREADNEEDLE	8	0.45%	WTLRPX	97181N262	-	-
Small Cap Value II Fund	American Century SCV	American Century Investments	10	0.59%	WSCABX	97182E436	ASVDX	20%
Small Cap Value III Fund	PIMCO RAE US Small	PIMCO	10	0.41%	TBD	97184J367	PMJIX	18%
Small Cap Growth Fund	NB Small Cap Growth	NEUBERGER BERMAN	10	0.58%	WTLROX	97181N338	NSRSX	28%
Small Cap Growth II Fund	AB Small Cap Growth	ALLIANCESTRUSTER	10	0.64%	WSGFBX	97182E212	QUAZX	16%
Small Cap Growth III Fund	Voya Small Cap Growth	VOVA.	10	0.58%	TBD	97184L206	VLNPX	32%
International Stock Fund	PIMCO RAE Int'I	PIMCO	7	0.37%	WTIXNX	97182U406	PPYIX	28%
International Growth II Fund	MFS Int'l Growth	AMFS.	10	0.48%	WAAADX	97183C710	MGRDX	31%
International Equity Fund	Int'l Capital Appreciation	♠ Fidelity	9	0.46%	WAAAIX	97183C322	FAPCX	29%
GG EuroPacific Growth Trust	American Funds EuroPac	CAPITAL AMERICAN GROUP FUNCS	8	0.41%	TBD	97184J268	RERGX	13%
Emerging Markets Fund	Invesco Developing Mkts	<b>▲</b> Invesco	5	0.65%	WEMABX	97183C173	ODVIX	23%
Emerging Markets II Fund	BlackRock Emerging Mkts	BlackRock.	10	0.62%	TBD	97184L487	MKDCX	24%
Core Bond Fund	Lord Abbett Total Return	2 LOAD ASSETT"	10	0.25%	WCBFRX	97183J533	LTRHX	29%
Core Plus Bond Fund	PGIM Total Return	Prudential	9	0.27%	WTLRQX	97182D560	PTRQX	27%
Core Plus Bond II Fund	Western Core Plus Bond	WesternAsset	8	0.28%	WCBAFX	97184B851	WAPSX	33%
Balanced Sustainable Fund	Pioneer Balanced ESG	Amundi Pioneer	10	0.32%	TBD	97183C629	PCBKX	51%
Stable Value	Strategy	Subadvisor		diting ate <sup>4</sup>	Expense Ratio	Liquidity Provisions <sup>3</sup>	CUSIP	Savings <sup>3</sup>
Stable ∀alue Fund	Putnam Stable Value	🐽 ၉ပုံငှာခုက္		34%	0.31%	Flexible	97183\/494	14%
Cash Balance	Return Target	Sco	re <sup>1,6</sup>	Share	e Class	Expense Ratio		CUSIP
Cash Balance	3 – 5%	9.	.6	F	₹1	0.26%		97182D172

<sup>1.</sup> As of 6/30/2023



<sup>2.</sup> Compared to lowest cost share class of mutual fund equivalent for each option.

<sup>3.</sup> Larger plan sponsor directed withdrawals require 60-days written notice and may be subject to a 12-month deferral Gray Row: Closed Fund. Existing plans may continue holding the fund and accepting new contributions. Yellow Rows: Subadvisor changes are targeting for April. Small Cap Growth manager Victory RS being replaced by Neuberger Berman and Large Cap Growth II manager T. Rowe Price being replaced by JPMorgan.

<sup>4.</sup> Gross crediting rate as of 6/30/2023 and may change intra-quarter at month-end.

<sup>5.</sup> Please see CIT Overview for quarterly commentaries on all CITs.

The CIT exclusively available to RPAG utilizes the same manager and strategy as the Scored fund equivalent, which is highlighted in blue 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. The average score includes Strategy Equivalent scores where utilized.

<sup>7.</sup> Data reflects R1 share class.

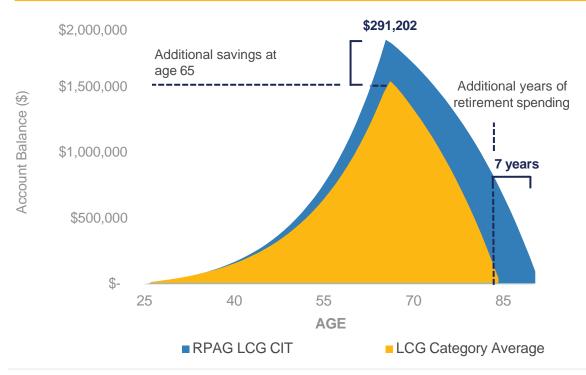
Effective April 28, 2023, Great Gray Trust Company, LLC, a Nevada-chartered non-depository trust company, assumed the collective fund business of Wilmington Trust, N.A., and replaced it as trustee to the collective investment funds.

## Why It Matters?

#### A Decrease in Expenses Can Improve Outcomes

In the hypothetical example below, the effect of a fund's expense on a participant's account balance over time is being examined. Specifically the cost of the RPAG exclusive CIT is compared to the category average fund expense. Performance is excluded as a variable factor and an 8.0% investment rate of return is assumed for the Large Cap Growth (LCG) category before expenses.

#### Impact of Fund's Expense on a Participant's Account Balance Over Time



Scenario Assumptions					
	LCG Category Average	RPAG LCG CIT <sup>1</sup>	Difference		
Expense Ratio <sup>2</sup>	1.00%	0.29%	-0.71%		
Net Returns Before 65	7.00%	7.71%	0.71%		
Account Balance at 65	\$1,566,536	\$1,857,738	\$291,202		

#### **Demographic Assumptions**

Starting Balance	\$0	Starting Salary	\$40,000	Annual Contribution Rate	10%
Starting Age	25	Annual Salary Growth Rate	3%	Retirement Age	65

This is a hypothetical illustration and does not represent an actual investment. There is no guarantee similar results can be achieved. If fees had been reflected, the return would have been less 1. Exclusive share class offered through Wilmington Trust.



# **Comparing CITs and Mutual Funds**

#### **How Do CITs Stack Up?**

CITs mimic the appealing attributes of mutual funds, while simultaneously offering the added benefit of pricing flexibility.

#### **Characteristics of Mutual Funds and CITs**

Mutual Funds	Key Common Attributes	CITs				
Open to retail investors	<ul><li>Pooled vehicle</li></ul>	<ul><li>For qualified plans only</li></ul>				
<ul> <li>Follow rules of the Investment Company Act of 1940</li> </ul>	■ Daily Valued	■ Bank regulated				
<ul><li>ERISA doesn't apply</li></ul>	■ NSCC¹ traded	<ul><li>Held to ERISA standards</li></ul>				
No pricing flexibility	<ul> <li>Participant fact sheets</li> </ul>	<ul><li>Pricing flexibility</li></ul>				
	<ul><li>Fund documentation</li></ul>					

For illustrative purposes only. There can be no assurance that any investment attributes will apply to any particular CIT or similar investment product or service.

Source: The Coalition of Collective Investment Trusts and AB https://www.alliancebernstein.com/sites/library/Instrumentation/OldAreNewAgain.pdf



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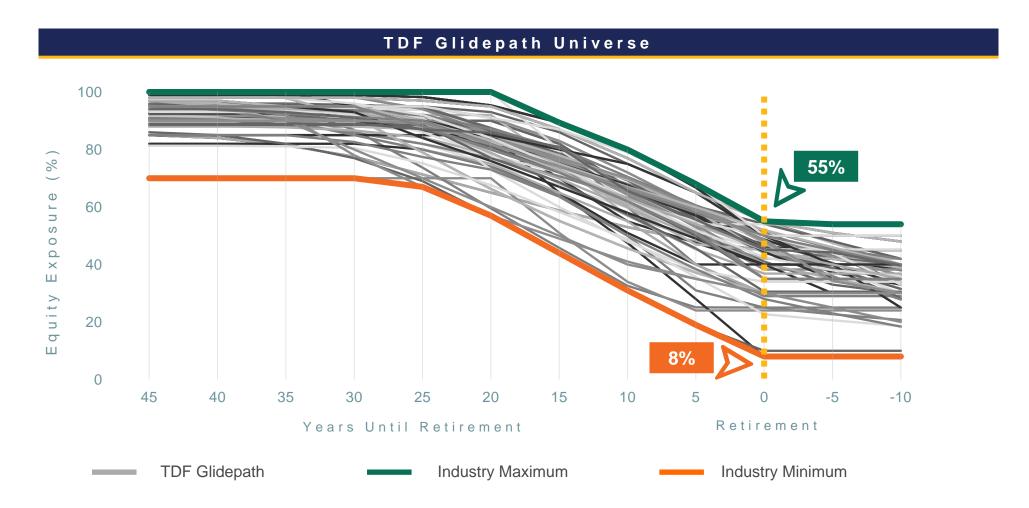
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<sup>1.</sup> National Securities Clearing Corporation

### TDF Risk Categories and Drawdowns – Global Financial Crisis

TDF equity allocations at retirement can vary by as much as 48%.

TDFs have never been more widely available or more diverse.



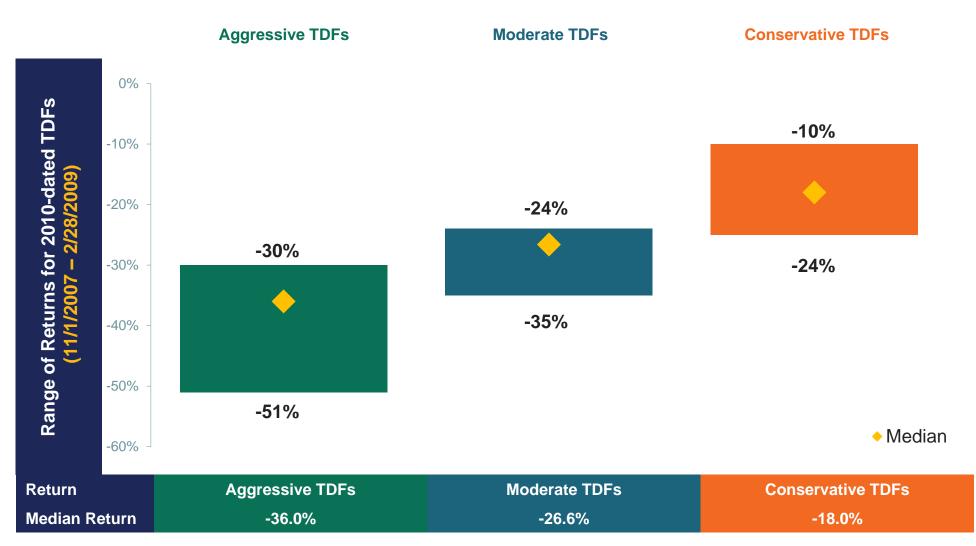
For illustrative purposes only. The multiple lines represent various TDF glidepath options available within the market place.

Define Contribution Trends Survey, Callan Investments Institute, 2021 report. Past performance is not indicative of future results.



### TDF Risk Categories and Drawdowns – Global Financial Crisis

Differences in glidepath risk posture can lead to extreme differences in returns for participants.



Source: Morningstar Direct, as of 30 June 2019.

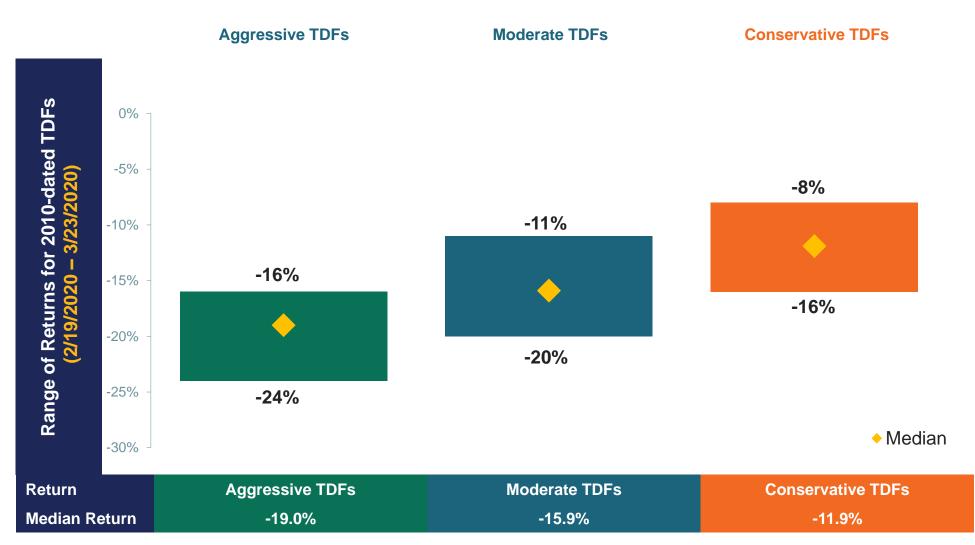
Conservative, Moderate and Aggressive TDFs are classified utilizing the TDF Risk Index

Past performance is no guarantee of future results. Indexes are unmanaged and one cannot invest directly in an index.



### TDF Risk Categories and Drawdowns – COVID Pandemic

Differences in glidepath risk posture can lead to extreme differences in returns for participants.



Source: Morningstar Direct, as of 30 April 2020.

Conservative, Moderate and Aggressive TDFs are classified utilizing the TDF Risk Index

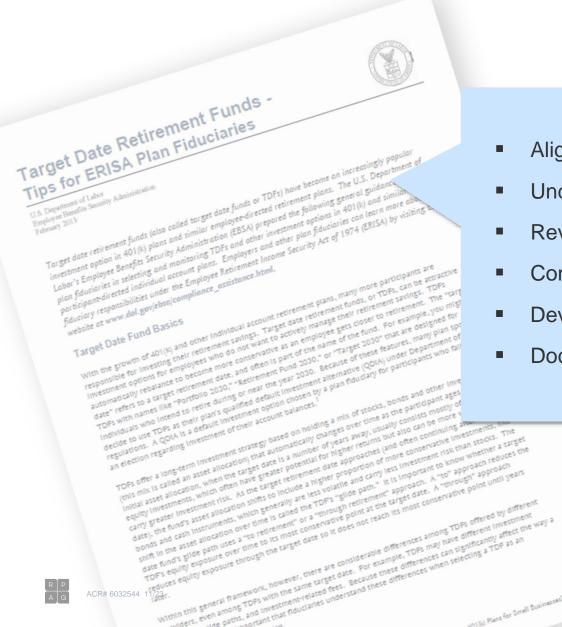
Past performance is no guarantee of future results. Indexes are unmanaged and one cannot invest directly in an index.



# **DOL Guidance – Target Date Fund Tips**

In response to the growing popularity of Target Date Funds (TDFs) and general lack of understanding on the part of fiduciaries, the Department of Labor issued specific guidance regarding TDF selection and monitoring.

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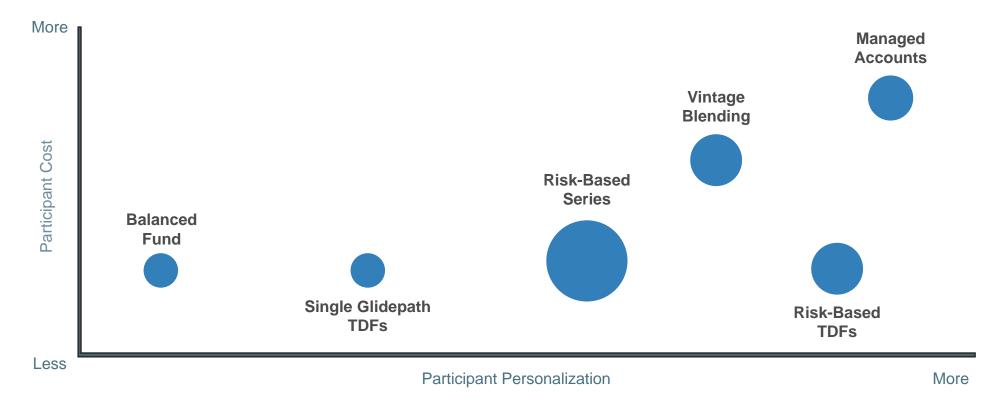
- Align TDF and participant characteristics
- Understand underlying investments
- Review fees and investment expenses
- Consider custom or non-proprietary options
- Develop effective employee communications
- Document the process

The full fact sheet is available at https://www.dol.gov/sites/dolgov/files/EBSA/about-ebsa/ouractivities/resource-center/fact-sheets/target-date-retirement-funds.pdf

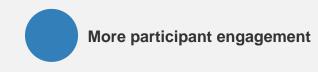
### Value of Customization

Morningstar quantifies the value of a more personalized portfolio in terms of the additional expense it is worth. flexPATH offers participants a simple way to customize their TDF portfolio beyond their target retirement date at no additional cost.

- A 10% equity fit improvement (moving up or down one glidepath) is worth 12.5 bps additional cost.
- A 20% equity fit improvement (two glidepaths) is worth 35 bps.



Less participant engagement



Source: Morningstar; Stop Guessing: Using Participant Data to Select the Optimal QDIA

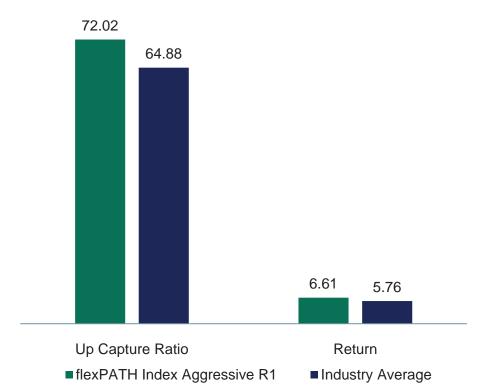


# Risk/Return Snapshot – 5 Year

#### **Aggressive Investor Objectives**

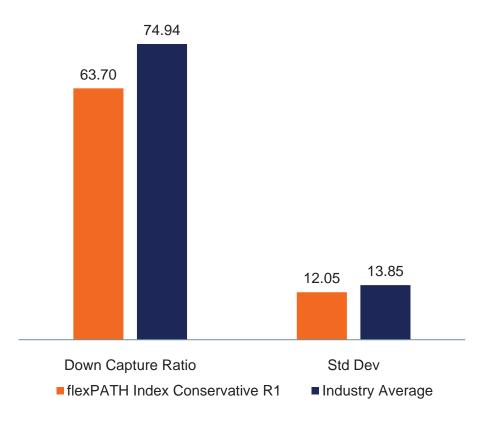
### Higher risk tolerance

- Seeking to maximize return vs. minimize risk
- Seeking to take full advantage of up markets



#### **Conservative Investor Objectives**

- Lower risk tolerance
- Seeking to minimize risk vs. maximize return
- Seeking to protect in down markets



Source: Morningstar Direct.

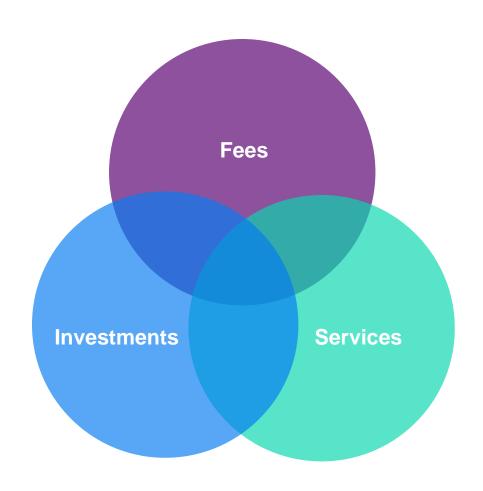
Data is for the period beginning 1/1/2018 and ending 6/30/2023 and represents the average of all dates along the glidepath (ex. 2055, 2045, 3025, 2025, Retirement). Capture ratios are relative to the S&P 500 TR USD. Peer group is comprised of the Morningstar Category Target-Date 2055, 2045, 2035, 2025, 2015.



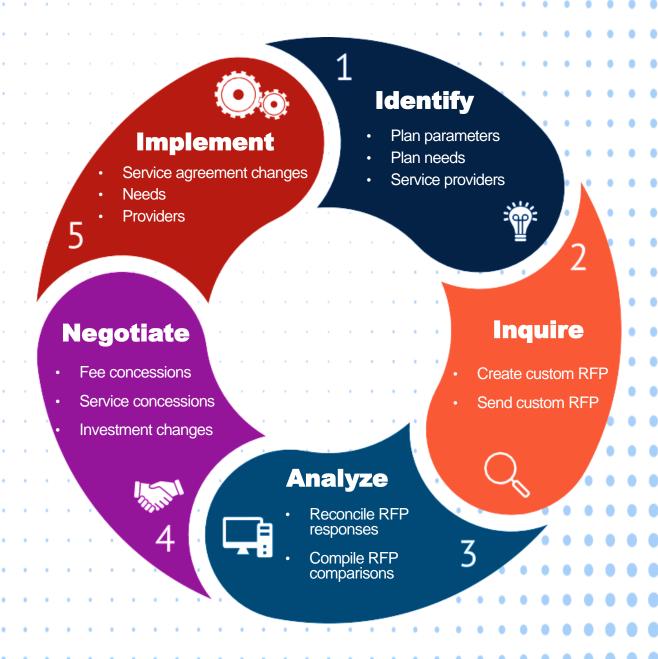
# Provider Benchmarking

## **Benchmarking**

Meaningful benchmarking of a provider's services requires equal emphasis on the cost and quality aspects of provider services

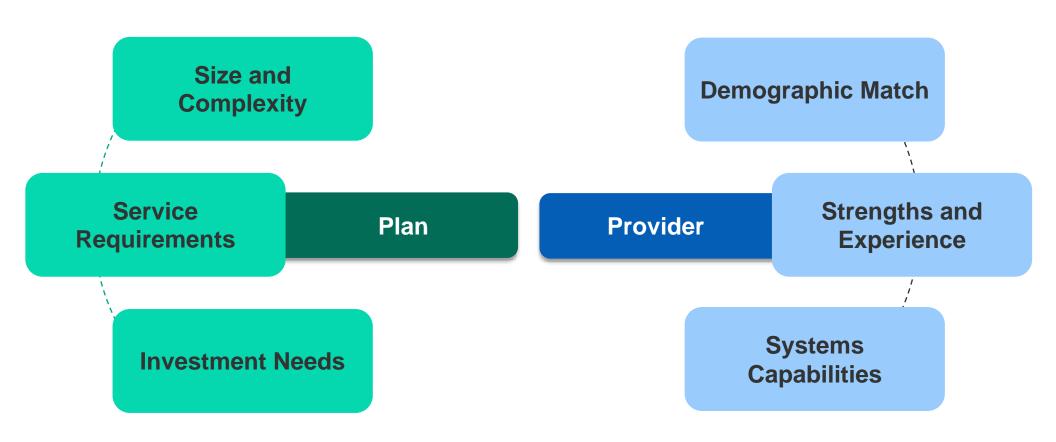


## **Provider Analysis Process**



### **Plan and Provider Considerations**

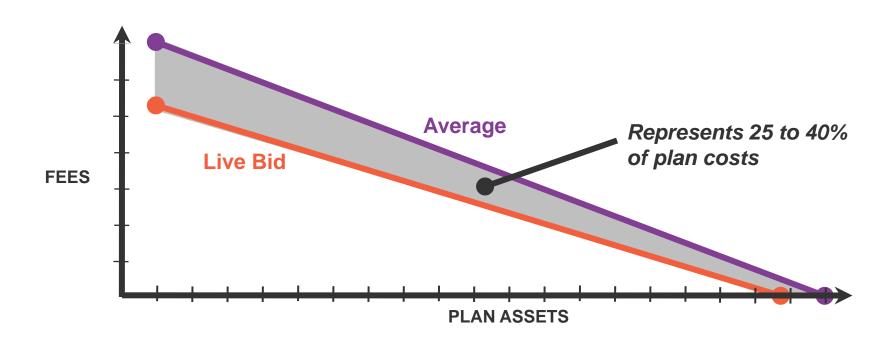
Our RFP approach helps ensure that apple-to-apple comparisons are used throughout the benchmarking process.



## **Benchmarking Approaches**

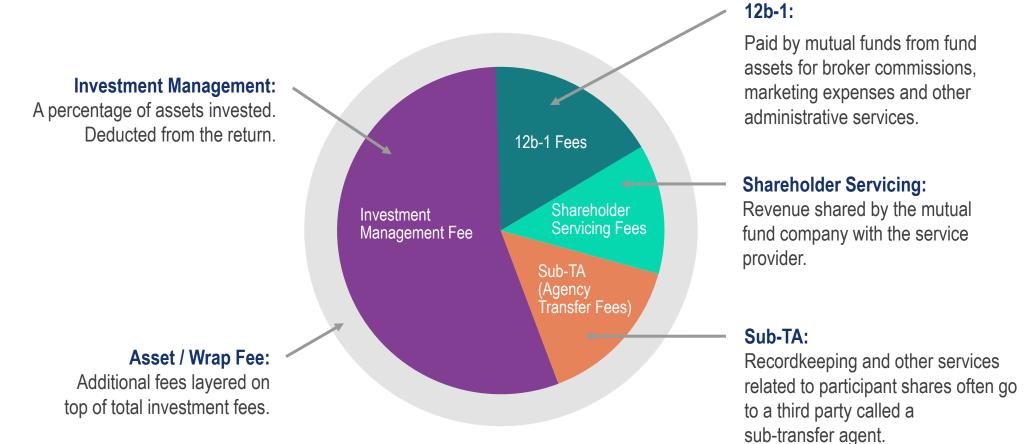
Average-fee benchmarking is based on average plan design and average demographics.

Live-bid benchmarking is based on *your* plan design and *your* demographics.





#### **Breakdown of Investment Fees**



The above listed fees may not apply to all investments. Check the prospectus or fact sheet to determine what fees are being charged.

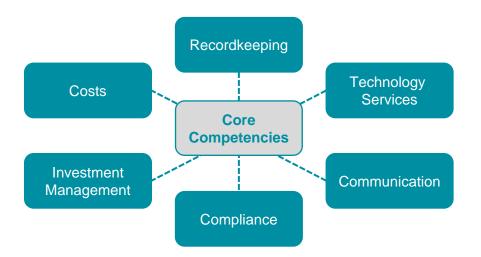


### Fee Benchmarking or Provider Search

# Fee Benchmarking Continuous due diligence

Potential negotiated outcomes

- Lower fees
- Enhanced investment lineup
- Enhanced services



# Provider Search Considering new provider

- Expanded list of providers
- Additional qualitative analysis
- Finalist presentations
- Site visits



## **Provider Analysis Process**

Phase 1 Phase 2 Phase 3 Phase 4 Phase 4	; <b>)</b>
Initial discussion and selection of service providers Information gathering RFP questionnaire sent to qualified service providers  Inoviders  Initial analysis created  RFP questionnaires received Initial analysis created  Initial analysis presented Semi-finalist service providers selected  Final presentation of RFP analysis Finalist service providers selected  Final analysis Final presentation of RFP analysis Finalist service providers selected  Final analysis Final presentation of RFP analysis Finalist service providers selected  Final decomade  Implement Presentations by finalists conversion process  Final presentation of RFP analysis Finalist service providers selected  Final decomade  Implement Presentations by finalists conversion process	ntation vith ervice

## **Plan Conversion Process**

Investment Menu Construction  Determine fund transition approach  *Like fund mapping Investment structure review QDIA/TDF suitability review Cash alternatives review  Communication Campaign  Required notices  *Sarbanes Oxley  *Fee disclosure  *QDIA notice Announcement letters Enrollments kits Additional announcements  *Additional announcements  Payroll cycle Census data Payroll codes Test files  Choose timing of education In person or webinar Locations Who provides the education?  *Provider  *Advisor  *Combo					
transition approach  *Like fund mapping  *QDIA/TDF mapping Investment structure review  QDIA/TDF suitability review  Cash alternatives  *Sarbanes Oxley  *Sarbanes Oxley  *Fee disclosure *QDIA notice Announcement letters  Enrollments kits Additional announcements  *Census data Payroll codes Test files  Census data Payroll codes Test files  *Census data Payroll codes Test files  Additional announcements  *Provider *Advisor *Combo		Plan Design		Payroll	_
	transition approach  •Like fund mapping •QDIA/TDF mapping Investment structure review Fee structure review QDIA/TDF suitability review Cash alternatives	comparison of old plan documents and the new plan document Make decisions on plan features:  •Eligibility  •Vesting  •Matching	•Sarbanes Oxley •Fee disclosure •QDIA notice Announcement letters Enrollments kits Additional	Census data Payroll codes	education In person or webinar Locations Who provides the education? •Provider •Advisor



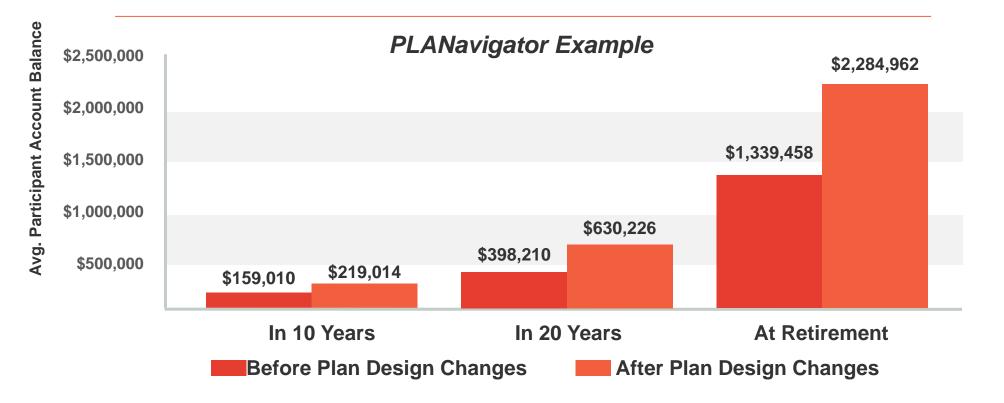
# Courageous Plan Design<sup>™</sup>

## Plan Design

Enormous resources are used to encourage employees to participate in their employer's retirement plan. Yet three decades after the debut of defined contribution, in our experience employees still contribute too little to their plan or not at all, leaving them ill-prepared for retirement. Why?

We believe the problem isn't education, access or, as some claim, a "broken" system. We describe it in one word, inertia. In our opinion employees struggle to act in their own best interests even when they know it could improve their financial future. That's why employers should ensure that it takes less effort to succeed at saving for retirement than to fail.

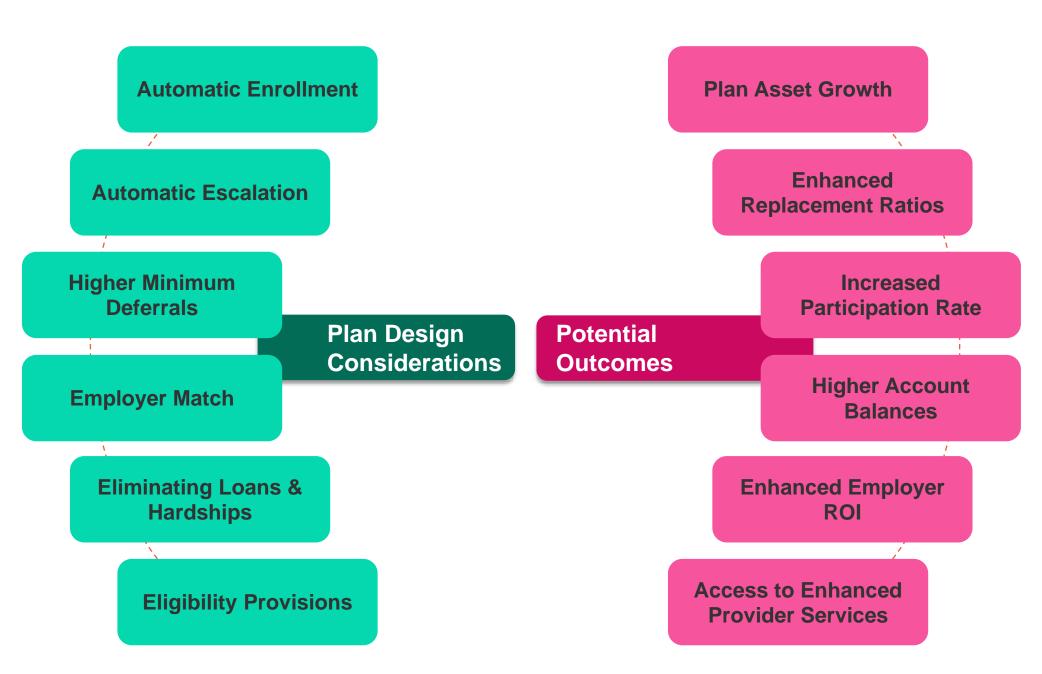
Our retirement plan advisors use our proprietary PLANavigator system and work with you to implement plan design elements that aims to drive employee participation and engagement to help ensure that employees are being steered in a desired direction... towards the path to successful retirement outcomes.



PLANavigator example is purely hypothetical and not based on any specific client data



## **Courageous Plan Design**



## **Employee Engagement**

#### **Education Suite**

We provide a wide array of resources designed to engage employees, deliver essential plan information and provide solutions that can lead to successful outcomes.

## In-Person Education

Group workshops 1-on-1 sessions Combo sessions

# Virtual Education

Recorded videos Brainshark videos Financial games

#### Retirement Help Center

1-800 helpline Licensed advisors Personalized guidance

# Financial Wellness

Holistic planning Engaging technology



#### **Communication Service Levels**

Different levels of support to match your employees' unique financial education needs.

Level 1

Coordinate recordkeeper resources

Level 2

Group retirement education meetings with our Employee Education Specialists

Level 3

Level 2 + one-on-one individual meetings

Level 4

Holistic **Financial Wellness Programs** with our Financial Education Specialists

### **Custom Communications**

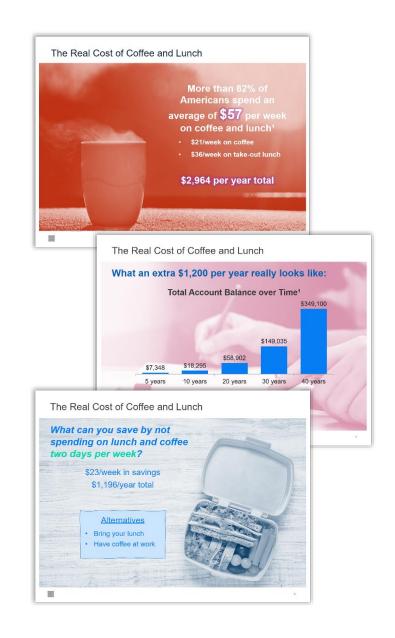
We will build a customized campaign for your unique company culture that will complement your plan design.



### **Easy-to-Understand Financial Basics**

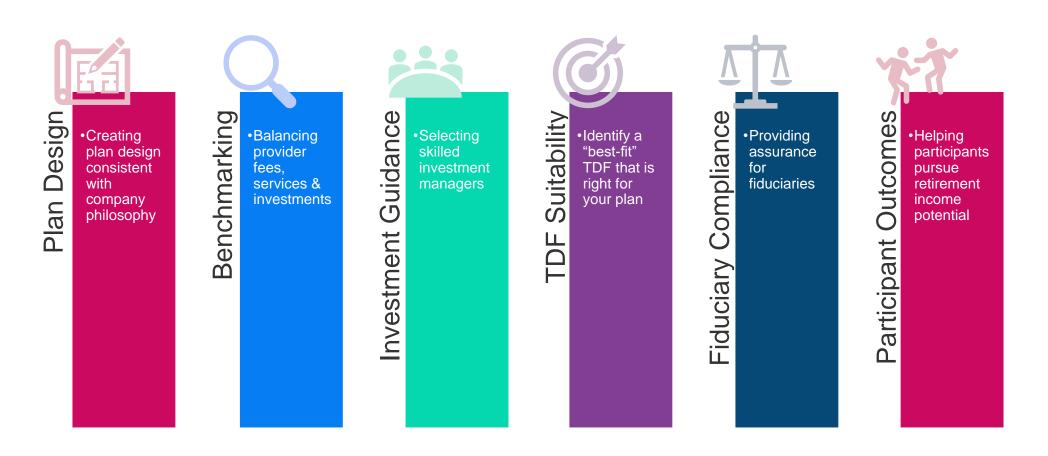
Our dedicated team of Financial Education Specialists provide simple, yet practical and easy-to-apply financial basics to participants. We go beyond plan-only education with engaging and diverse topics.

- Mutual Funds
- Retirement Plan Basics
- Diversification & Asset Allocation
- Smart Budgeting
- Traditional 401(k) vs. Roth



# Summary

## **Service Model Overview**



### **Disclosures**

#### Index Definitions:

- US Aggregate Index. The Barclays US Aggregate Bond Index is a broad-based flagship benchmark that measures the investment grade, US dollar-denominated, fixed-rate taxable bond market. The index includes Treasuries, government-related and corporate securities, MBS (agency fixed-rate and hybrid ARM pass-throughs), ABS and CMBS (agency and non-agency). Provided the necessary inclusion rules are met, US Aggregate eligible securities also contribute to the multi-currency Global Aggregate Index and the US Universal Index, which includes high yield and emerging markets debt. The US Aggregate Index was created in 1986 with history backfilled to January 1, 1976.
- **S&P 500.** The S&P 500® is widely regarded as the best single gauge of large-cap U.S. equities. There is over USD 7.8 trillion benchmarked to the index, with index assets comprising approximately USD 2.2 trillion of this total. The index includes 500 leading companies and captures approximately 80% coverage of available market capitalization.
- Dow Jones US Completion Total Stock Market Index. To represent all U.S. equity issues with readily available prices, excluding components of the S&P 500. To be included in the index, a security must be the primary equity issue of a U.S. company. Excluded are bulletin-board issues, because in general they do not have consistently readily available prices. The index is weighted by float-adjusted market capitalization. The Dow Jones U.S. Completion Total Stock Market Index was first calculated on January 30, 1987.
- MSCI ACWI Ex USA IMI. The MSCI ACWI ex USA Investable Market Index (IMI) captures large, mid and small cap representation across 22 of 23 Developed Markets (DM) countries (excluding the United States) and 23 Emerging Markets (EM) countries\*. With 6,056 constituents, the index covers approximately 99% of the global equity opportunity set outside the US.
- FTSE EPRA/NAREIT Developed Index. The FTSE EPRA/NAREIT Developed Index is designed to track the performance of listed real estate companies and REITS worldwide. By making the index constituents free-float adjusted,
- liquidity, size and revenue screened, the series is suitable for use as the basis for investment products, such as derivatives and Exchange Traded Funds (ETFs).
- US Tips. The Barclays US Government Inflation-Linked Bond Index measures the performance of the US Treasury Inflation Protected Securities ("TIPS") market. The index includes TIPS with one or more years remaining maturity with total outstanding issue size of \$500m or more.
- History for the TIPS index goes back to the inception of the market (1997) and returns are available in local currency and in most major currencies hedged or un-hedged. Sub indices are available by maturity. The TIPS index is the
- largest component of World Government inflation-linked index and is widely to benchmark the asset class.
- Bloomberg Commodities Index. The index is made up of 22 exchange-traded futures on physical commodities. » The index currently represents 20 commodities, which are weighted to account for economic significance and market liquidity. » Weighting restrictions on individual commodities and commodity groups promote diversification.
- Russell 1000 Index. The Russell 1000 Index measures the performance of the large-cap segment of the U.S. equity universe. It is a subset of the Russell 3000® Index and includes approximately 1000 of the largest securities based on
- a combination of their market cap and current index membership. The Russell 1000 represents approximately 92% of the U.S. market. The Russell 1000 Index is constructed to provide a comprehensive and unbiased barometer for the large-cap segment and is completely reconstituted annually to ensure new and growing equities are reflected.
- Russell 2000 Index. The Russell 2000 Index measures the performance of the small-cap segment of the U.S. equity universe. The Russell 2000 Index is a subset of the Russell 3000® Index representing approximately 10% of the total market capitalization of that index. It includes approximately 2000 of the smallest securities based on a combination of their market cap and current index membership. The Russell 2000 is constructed to provide a comprehensive and unbiased small-cap barometer and is completely reconstituted annually to ensure larger stocks do not distort the performance and characteristics of the true small-cap opportunity set.
- U.S. Large Cap Stocks. Primarily large capitalization companies.
- U.S. Mid/Small Cap Stocks. Primarily small and mid capitalization
- companies. International Stocks. Primarily foreign companies.
- · U.S. Bonds. A government bond that offers a fixed rate of interest over a fixed period of time.
- U.S. Inflation-linked Bonds. Securities designed to help protect investors from inflation.
- Global Real Estate. Investments that seek to track an index related to the purchase of global real estate investment trusts (a company that owns or finances income-producing real estate).
- · Commodities. Basic goods used in commerce that are interchangeable with other commodities of the same type.

Investing involves risk, including possible loss of principal. The funds are not FDIC insured and there is no bank guarantee. The principal value of the funds is not guaranteed at any time including at and after the target date. Asset allocation models and diversification do not promise any level of performance or guarantee against loss of principal. Investment in the funds is subject to the risks of the underlying funds.

flexPATH Strategies are Collective Investment Trusts available only to qualified plans and governmental 457(b) plans. They are not mutual funds and are not registered with the Securities and Exchange Commission.

Wilmington Trust Retirement and Institutional Services Company serves as Trustee and is responsible for maintaining and administering the funds.

Investment Advisory Services offered through flexPATH Strategies, LLC.

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No representation regarding the suitability of these instruments and strategies for a particular investor or plan participant is made. Separately managed account and bank collective fund guidelines and strategies may differ and may involve different asset classes and different degrees and types of risks. Eligible plans should consider whether an investment in one or more of the Funds satisfies the diversification requirements and prudence requirements of ERISA and/or other applicable law and regulations thereunder applied to the plans' own circumstances and should inform themselves as to any other applicable legal requirements, and taxation and exchange control regulations in the countries of their sponsors' or participants' citizenship, residence or domicile which might be relevant.

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aid in the investment decision making process. Any decision to invest in a fund should be made in consultation with qualified tax, legal or investment professional advice.

The performance data used in this material represents past performance. Past performance does not guarantee future results. Investing involves risk, including the possible loss of principal. Past performance does not guarantee future results. Asset allocation alone cannot eliminate the risk of fluctuating prices and uncertain returns. There is no guarantee that a diversified portfolio will outperform a non-diversified portfolio in any given market environment. No investment strategy, such as asset allocation, can guarantee a profit or protect against a loss. Actual client results will vary based on investment selection, timing, and market conditions. It is not possible to invest directly in an index.

A mutual fund's investment return and principal value will fluctuate. Upon redemption, shares may be worth more or less than their original cost.

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A collective investment trust fund (CIT) is a pooled investment vehicle that is exempt from SEC registration as an investment company under Section 3(c)(11) of the Investment Company Act of 1940 and maintained by a bank or trust company for the collective investment of qualified retirement plans. CITs are authorized by the Office of the Comptroller of the Currency (OCC) and are also known as "A2" funds, referring to the section in OCC rules that defines them. The Fund is not a mutual fund and not subject to the same registration requirements and restrictions as mutual funds. These funds are NOT FDIC insured, NOT an obligation or a deposit, and involve investment risk, including possible loss of principal.

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The target date is the approximate date when investors plan to start withdrawing their money. Generally, the asset allocation of each fund will change on an annual basis with the asset allocation becoming more conservative as the fund nears the target retirement date.

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## **DOL Tips**

#### What to Remember When Choosing Target Date Funds

**Establish a process for comparing and selecting TDFs**. In general, plan fiduciaries should engage in an objective process to obtain information that will enable them to evaluate the prudence of any investment option made available under the plan. For example, in selecting a TDF you should consider prospectus information, such as information about performance (investment returns) and investment fees and expenses. You should consider how well the TDF's characteristics align with eligible employees' ages and likely retirement dates. It also may be helpful for plan fiduciaries to discuss with their prospective TDF providers the possible significance of other characteristics of the participant population, such as participation in a traditional defined benefit pension plan offered by the employer, salary levels, turnover rates, contribution rates and withdrawal patterns.

**Establish a process for the periodic review of selected TDFs.** Plan fiduciaries are required to periodically review the plan's investment options to ensure that they should continue to be offered. At a minimum, the review process should include examining whether there have been any significant changes in the information fiduciaries considered when the option was selected or last reviewed. For instance, if a TDF's investment strategy or management team changes significantly, or if the fund's manager is not effectively carrying out the fund's stated investment strategy, then it may be necessary to consider replacing the fund. Similarly, if your plan's objectives in offering a TDF change, you should consider replacing the fund.

Understand the fund's investments – the allocation in different asset classes (stocks, bonds, cash), individual investments, and how these will change over time. Have you looked at the fund's prospectus or offering materials? Do you understand the principal strategies and risks of the fund, or of any underlying asset classes or investments that may be held by the TDF? Make sure you understand the fund's glide path, including when the fund will reach its most conservative asset allocation and whether that will occur at or after the target date. Some funds keep a sizeable investment in more volatile assets, like stocks, even as they pass their "target" retirement dates. Since these funds continue to invest in stock, your employees' retirement savings may continue to have some investment risk after they retire. These

funds are generally for employees who don't expect to withdraw all of their 401(k)-account savings immediately upon retirement but would rather make periodic withdrawals over the span of their retirement years. Other TDFs are concentrated in more conservative and less volatile investments at the target date, assuming that employees will want to cash out of the plan on the day they retire. If the employees don't understand the fund's glide path assumptions when they invest, they may be surprised later if it turns out not to be a good fit for them.

Review the fund's fees and investment expenses. TDF costs can vary significantly, both in the amount and types of fees. Small differences in investment fees and costs can have a serious impact on reducing long term retirement savings. 2 Do you understand the fees and expenses, including any sales loads, for the TDF? If the TDF invests in other funds, did you consider the fees and expenses for both the TDF and the underlying funds? If the expense ratios of the individual component funds are

substantially less than the overall TDF, you should ask what services and expenses make up the difference. Added expenses may be for asset allocation, rebalancing and access to special investments that can smooth returns in uncertain markets, and may be worth it, but it is important to ask. 2 A difference of just one percentage point in fees (1.5% as compared with 0.5%) over 35 years dramatically affects overall returns. If a worker with a 401(k)-account balance of \$25,000 averages a seven percent return, the worker will have \$227,000 at retirement with the lower fee and \$163,000 with the higher fee, assuming no further contributions. U.S. Department of Labor, Employee Benefits Security Administration, A Look At 401(k) Plan Fees, at http://www.dol.gov/ebsa/publications/401k employee.html.

Inquire about whether a custom or non-proprietary target date fund would be a better fit for your plan. Some TDF vendors may offer a pre-packaged product which uses only the vendor's proprietary funds as the TDF component investments. Alternatively, a "custom" TDF may offer advantages to your plan participants by giving you the ability to incorporate the plan's existing core funds in the TDF. Nonproprietary TDFs could also offer advantages by including component funds that are managed by fund managers other than the TDF provider itself, thus diversifying participants' exposure to one investment provider. There are some costs and administrative tasks involved in creating a custom or nonproprietary TDF, and they may not be right for every plan, but you should ask your investment provider whether it offers them.

## **DOL Tips**

Develop effective employee communications. Have you planned for the employees to receive appropriate information about TDFs in general, as a retirement investment option, and about individual TDFs available in the plan? Just as it is important for the plan fiduciary to understand TDF basics when choosing a TDF investment option for the plan, employees who are responsible for investing their individual accounts need information too. Disclosures required by law also must be considered. The Department published a final rule that, starting for most plans in August 2012, requires that participants in 401(k)-type individual account retirement plans receive greater information about the fees and expenses associated with their plans, including specific fee and expense information about TDFs and other investment options available under their plans. The Department of Labor is also working on regulations to improve the disclosures that must be made to participants specifically about TDFs. For example, in addition to general information about TDFs, the proposed regulations call for disclosures to include an explanation that an investment in a TDF is not guaranteed and that participants can lose money in the fund, including at and after the target date. Check EBSA's website for updates on regulatory disclosure requirements.

Take advantage of available sources of information to evaluate the TDF and recommendations you received regarding the TDF selection. While TDFs are relatively new investment options, there are an increasing number of commercially available sources for information and services to assist plan fiduciaries in their decision-making and review process.

**Document the process.** Plan fiduciaries should document the selection and review process, including how they reached decisions about individual investment options.

#### Related Information

#### From the Department of Labor:

- Investor Bulletin: Target Date Retirement Funds
- A Look at 401(k) Plan Fees
- Meeting Your Fiduciary Responsibilities
- Understanding Retirement Plan Fees and Expenses
- Understanding Your Retirement Plan Fees
- Selecting and Monitoring Pension Consultants Tips for Plan Fiduciaries

#### From the SEC:

- Beginners' Guide to Asset Allocation, Diversification, and Rebalancing
- Invest Wisely: An Introduction to Mutual Funds
- Mutual Fund Fees and Expenses

#### From the Financial Industry Regulatory Authority (FINRA):

Fund Analyzer



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An investor should carefully consider the investment objectives, risks, charges and expenses carefully before investing. Go to the investment company's website for a prospectus that contains this and other information. The prospectus should be read carefully before investing.

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All investments involve varying levels and types of risks. These risks can be associated with the specific investment, or with the marketplace as a whole. Loss of principal is possible.

The target date is the approximate date when investors plan on withdrawing their money. Generally, the asset allocation of each fund will change on an annual basis with the asset allocation becoming more conservative was the fund nears target retirement date. The principal value of the funds is not guaranteed at any time including at and after the target date.

Mutual funds are sold by prospectus only. Before investing, investors should carefully consider the investment objectives, risks, charges and expenses of a mutual fund. The fund prospectus provides this and other important information. Please contact your representative or the Company to obtain a prospectus. Please read the prospectus carefully before investing or sending money.

The RPAG Scorecard System is a ranking of funds in approximately 30 asset classes to identify skillful managers utilizing quantitative and qualitative factors. Scores range from 1 to 10.

[SECURITIES DISCLOSURE]



