

PEP RALLY

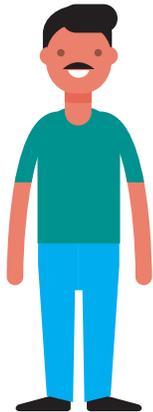
Identifying if a PEP may be a good fit for your practice

Financial advisors like you know that pooled employer plans, or PEPs, are an easy, affordable way for employers of all sizes to offer a retirement plan to their employees.

As a leader in the PEP market, Newport provides an array of options to meet the needs of our advisor partners and their clients. We offer holistic, integrated PEP solutions with flexible plan design, integrated 3(16) and more.

Similar to the clients you serve, not all advisor practices and needs are the same. Are you a national RIA with scale to build a proprietary PEP? Are you an advisor who may have a book with another provider and is looking to change? Do you work with a PEO or have association clients? Are you just looking for a turnkey retirement plan to offer your clients?

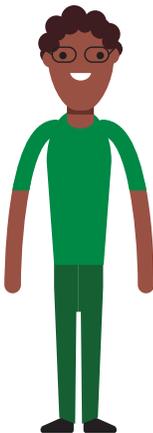
Newport offers a variety of PEP solutions and has identified some common business models that are especially good fits for a PEP.



MEET NAT

“Nat” represents a large national consulting firm. He’s looking to leverage the firm’s scale and build a proprietary PEP solution for his clients. Nat has multiple streams of income in place, as well as a number of clients for referral into the PEP. His firm also has multiple resources to support his clients—insurance/risk, HR, consulting, and more. Like many national consulting firms, Nat also has a defined 3(38) in place and strong relationships with private equity firms.

Business Model Benefit: Builds on established investment expertise as a 3(38) advisor and internal suite of resources when offering this more streamlined retirement plan option to clients who may be considering a single-employer 401(k).



INTRODUCING REGGIE

“Reggie” represents a regional consulting firm whose book of business is with another retirement plan provider. But the relationship isn’t a great one; he’s looking to possibly move his business to a new provider and offer a new solution. His current book of plans could be used to “seed” a natural pipeline into a PEP, and he may already have a solid referral network in place via tax, audit and accounting service relationships.

Business Model Benefit: Creates efficiency for the advisory firm via improved service, 3(38) advisory model, and a defined “product” easily understood across the organization.



SAY HELLO TO PATTY

“Patty” represents a regional consulting firm that has many Professional Employer Organizations (PEO) and associations as clients. Like similar firms, Patty’s PEO and association clients are looking to expand their membership services and a PEP can be a way to offer retirement services to member employers. This type of solution may be uniquely branded to Patty and to the association/PEO.

Business Model Benefit: Gives the PEO/association members a stronger sense of common identity by uniquely branding the PEP—which may promote increased engagement and encourage enrollment.



WELCOME ABOARD, PEPPA

“Peppa” represents a turnkey solution for advisors looking to offer their clients an easy, affordable retirement plan option with limited fiduciary and administrative responsibilities. Designed as a holistic solution with an outsourced 3(38), Peppa offers many benefits including simplified plan design, one 5500 and one audit. Peppa is supported by financial advisors like you, who play a key role in educating and consulting on the plan.

Business Model Benefit: Fits advisors without a PEP of their own who are looking to broaden their retirement business with a fully integrated end-to-end solution, offering them more time to grow their practice and consult on the plan as an expert.

READY TO (PEP) RALLY? CALL US TODAY

If your practice has something in common with that of Nat, Reggie, Patty and Peppa, it may benefit from offering a PEP to your clients. Newport can help you get started.

Contact us so we can learn more about how we can help in growing your retirement business with PEPs. Request a proposal or call to learn more about how to get started today.

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Newport Group, Inc. is a registered Pooled Plan Provider offering professionally-managed Pooled Employer Plans (PEPs). More information regarding Newport’s registration and available plans can be found using the search function at www.efast.dol.gov.