

A New Way to Grow Your Business, and Help Your Clients and Their Employees

Looking for new ways to grow your business and further strengthen relationships with clients? Consider Newport's Managed Account service.

Personalized advice provides retirement plan participants with a number of benefits, particularly during periods of uncertainty. However, offering this kind of help can be challenging—for both you and your qualified plan clients. Newport's Managed Account service makes it easy for you to offer your defined contribution plan clients a cost-effective scalable solution for personalized advice to their employees—critically important in times of market volatility. And best of all, our service was designed with our advisor partners in mind. We offer different options to best meet your business needs.

Good For Your Business

The Managed Account service can be added to your clients' plans without changing the plan's investment menu or impacting your fiduciary or consulting relationship. It's flexible, with different options to meet your needs. And it provides new ways to interact with your clients' employees. You can have the opportunity to focus on participants with larger balances, outside assets, financial planning needs, etc., while offering all participants advice at scale.



Newport offers multiple options to fit your business needs and preferences, and you can choose whether you wish to be compensated as part of the service.

And we have more options if your firm chooses to become the service’s 3(38) fiduciary, taking over some or all of the functions Newport performs.

<p>Option 1 Newport Turnkey Service</p>	<p>Newport performs all services as the 3(38) fiduciary for the service.</p>
<p>Option 2 Advisor Compensated Participant Support</p>	<p>Newport serves as the 3(38) fiduciary for the service with you as the plan’s advisor being compensated for participant enrollment and education support services.</p>
<p>Option 3 Semi-Custom Service</p>	<p>Your firm serves as the 3(38) fiduciary for the service with Newport fulfilling some fiduciary functions as your sub-advisor. Newport also supports the managed account platform, and performs certain participant support services.</p>

Good For Your Clients

Our Managed Account service is available to every client, no matter how big or small a plan. The service comes at no cost to the plan sponsor, and you can help your clients choose how best to use the service:

- Have employees subscribe on a voluntary basis.
- Use the Managed Account service as the plan’s QDIA for employees not making an election or being automatically enrolled. The service qualifies as a QDIA under DOL safe-harbor guidelines.
- Introduce the service with a “re-enrollment event” at the time the plan converts to Newport where all employee balances and investment elections are

automatically placed in a managed account unless they opt out of the service. This re-enrollment event can also qualify under a DOL safe-harbor provision.

66% of Large Plans offer Managed Accounts****

99% of Employers ranked Managed Accounts as effective****

94% of employers are satisfied with Managed Accounts**



The Managed Account service offers professional investment advice to every employee, making it easy for them to plan for retirement with confidence.

Through a simple, 5-10 minute online survey, an employee answers a few questions. The service then takes this information into consideration: everything from the employee's age, savings rate, health, education level, the impact of Social Security, future income growth, current plan account balance, and more. The employee can also include other financial and investment accounts, as well as a spouse's salary, rental income, or pension income.

The service then calculates a target retirement income and recommended retirement age, and provides a customized investment and saving strategy—their personalized retirement roadmap.

Once they've reviewed their roadmap, they can also subscribe to the service via the participant website. Each subscriber pays a small monthly fee. Under this subscription, we automatically implement their strategy and review the participant's account quarterly to monitor the strategy and make any investment allocation adjustments when needed.

And because we have fully integrated the Managed Account service with our recordkeeping services, the participant can explore, subscribe, and get information about their Managed Account through the Newport participant website.

Did you know that employees who aren't on track for retirement have seen a 33% increase in savings rates when using a managed account?*

The more information the employee provides, the more personalized the advice they receive.

Want to learn more?
Contact your Newport representative for more information on our Managed Account service.

**Source: The Impact of Managed Accounts on Participant Savings and Investment Decisions, Morningstar Research, January 22, 2019.*

****Source: 2019 Trends and Experience in Defined Contribution Plans, Alight.*

***Source: 2020 Defined Contribution Trends Survey, Callan Institute.*

The Managed Account service is a web-enabled financial advisory service offered to retirement plan participant accounts including employer-sponsored defined contribution accounts (401(k), 457, 403(b), and other participant directed plans). The service offered by Newport Group Consulting, LLC, a registered investment adviser and wholly owned subsidiary of Newport Group, Inc., allows plan participants to develop a strategy to help them reach investing and retirement goals by offering a personalized plan for saving and investing, forecasts for retirement income and wealth, and the creation and management of model portfolios using the designated investment alternatives offered in the employer-sponsored defined contribution plan. Please refer to the Newport Group Consulting, LLC Managed Account ADV Part 2 for detailed information regarding the Managed Account service and associated fees. The ADV Part 2 is available at newportgroup.com and at www.iard.com.

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