

Taking the next “PEP”

A Guide to Adviser’s Operational Competencies

**Presented by Phil Scott,
Strategic Capital Advisors**



Phil Scott

*Founder,
Strategic Capital Advisers*

- 29 years of experience in the retirement plan industry
- 12 years as an Adviser, Retirement Director at CitiStreet
- 15 years of experience working with Multiple Employer Plans onboarding and employee education.
- Responsible for Plan Education workshop curriculum for plan participants
- Extensive background in plan merger/acquisition procedures involving Multiple Employer Plans

Navigators become MEP/PEP experts!





Loading the PEP-Train Adopters

Customizing the Adopter's Car Requires Leadership!

Adopters “building the foundation”

- Explain Outsourcing – Sponsor, Admin, Trustee
- Introduce Service Providers, Fiduciary Experts
- Review Accounting items – plan audit, Form 5500 filings
- Answer all questions regarding costs to both the employer and the employee
- Understand and promote Safe Harbor options



Loading the PEP-Train Participants

The PEP-Train is Boarded and Ready for Departure!

Participants “All Aboard”!

- Assigned Adviser to each Adopter
- Group Presentations to introduce new Plan
- Provide one-on-one Guided Enrollment assistance
- Help Participants navigate website, tools, resources
- Assist with Plan Merger and Rollover Questions
- Recognize those Participants who are self sufficient
- Additional guidance for newly acquired Participants
- Expect to answer question “why are we making a change”
- Become a “blackout expert” for transitioning Plans



Participant Education Services

Participant Engagement is Crucial in Building PEP Assets!

Participant Education

- Engage with Participants for reviews, retirement planning
- Understand the resources available at Recordkeeper
- Assist Participants with Plan Merger Questions and Rollovers
- Annual Adopter workshop to satisfy 404(c) requirements
- Additional PEP-level workshops available quarterly
- Virtual workshop teams available at Recordkeeper
- Integrate messaging at PEP level with each Adopter
- Adviser becomes “go to” resource for Participants
- Participants may also want to engage Adviser on a Retail basis



Constant Contact

PEP Operations Team Must Be Cohesive!

Constant contact between all PEP team members

- Plan Administration Team
- 3(16) Plan Administrator/Pooled Plan Provider (“P3”)
- Branding “Nexus” Team
- Recordkeeper
- Advisers serving Participants
- Adopting employers
- Plan Committee may be best practice for some PEPs



Thank You

Phil Scott



937.342.0795



Philip.Scott@SCAOhio.com



www.myscaretirement.com



Phil Scott

President, Strategic Capital Advisers

Office 937.342.0795

Cellphone 937.604.6316

Philip.Scott@SCAOhio.com



www.myscaretirement.com

Copyright (c) 2020, Strategic Capital Advisers. All Rights Reserved.