LPL RETIREMENT PLAN PROFESSIONALS

Tools to Help Promote Plan Success

For plan sponsor use only – not for use with participants or the general public.

CNB
INVESTMENT & PLANNING SERVICES
We're right here.

ADDRESSING THE CHALLENGE

Like most plan sponsors, you have many demanding challenges competing for your attention. LPL financial professionals work with retirement plans every day, and they can help save you time, effort and worry. LPL financial professionals bring the experience and tools that deliver value, seek to improve participant outcomes, and help you manage your fiduciary risks.

When you partner with an LPL financial professional, we work together to create a tailored plan configuration, aiming to help you provide the best possible fit for your employees.

Investment Due Diligence and Oversight — Tool Suite Capabilities

Essential Tools for Fiduciary Best Practices

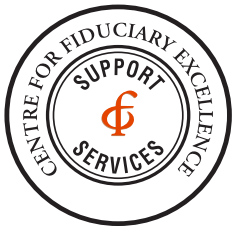
Fiduciary Monitoring System	Efficiently monitor your investment lineup with an automated tool that notifies you of changes in performance or other factors using easy-to-understand filters and "pass/fail" criteria. ▪ Receive quarterly investment reports using LPL's proprietary 12-factor methodology. ▪ Quickly assess plan investments using scorecards that help ensure they are meeting the requirements of your investment policy statement (IPS). ▪ Document your analysis and any actions you take arising from your review. ▪ Schedule formal investment reviews based on your desired timetable.
Retirement Plan Health Check	Receive professional reporting on your plan's health and value, using key plan attributes in comparison to a relevant peer group. Attributes may include age-based group deferral rates, average account balances, portfolio diversification by age group and in total, aggregate plan performance and more.
Industry Reports	▪ Compare how your plan stacks up to industry averages, with detailed reports covering the annual PLANSPONSOR Defined Contribution Study of more than 5,000 plan sponsors. ▪ Assess apples-to-apples plan design, participation rates, employer match, fees and more.
Investment Policy Statement	▪ Address your fiduciary responsibility to specify in writing the plan's goals, priorities and investment preferences. ▪ Document the procedures by which the plan will make changes to its investment lineup, services and policies.

Fiduciary Vault	Store all plan-related forms and documents in a centralized location, including plan reviews, meeting notes, announcements and more.
RFP Director	▪ Benchmark or re-price your current plan fees and services to help make sure you're receiving the best value. ▪ Conduct an RFP process that is automated yet customized to your specific needs. ▪ Compare services and capabilities of multiple recordkeepers and providers, side-by-side and all on one page, to make informed and objective service-level decisions for your plans.
Plan Advice Manager (PAM)	▪ Your financial professional can use PAM to create an individual investment policy statement (IPS) for your plan, setting its fund parameters and fiduciary status under ERISA 3(21) or 3(38). ▪ Automatically evaluate your plan lineup, "watch list" and "replacement funds" to efficiently determine whether to replace or add funds.

Enhanced Fiduciary Capabilities

Pension Resource Institute	▪ Access accurate and up-to-date fiduciary education and governance resources. ▪ Stay abreast of regulatory developments, navigate your fiduciary responsibilities and develop prudent fiduciary processes.
Investment Due Diligence	▪ Receive timely research reports and analysis from the LPL Financial Research Team and Morningstar's premium coverage of more than 400,000 investments. ▪ Keep current on your plan's fund lineup with scorecards, an expense ratio analyzer and market commentary.
Fee Comparison and Analysis Evaluation	Review total plan fees, including those for investment management, recordkeeping and advisory/consulting services, as well as plan benefits and features.
Fund Lineup Comparison	Rate up to five service provider portfolios for fees and performance, demonstrating relative strengths and weaknesses of fund options.

The LPL Retirement Partners Tool Suite has been certified by the Centre for Fiduciary Excellence (CEFEX) for Investment Support Services. CEFEX is an independent global assessment and certification organization that works closely with investment fiduciaries and industry experts to provide comprehensive assessment programs that improve risk management for institutional and retail investors. CEFEX certification helps determine the trustworthiness of investment fiduciaries.[1]



[1] Scope of certification limited to provision of LPL Financial Retirement Partners Tool Suite when used in conjunction with the LPL 12-point scoring methodology: Fiduciary Monitoring System, Plan Advice Manager, Expense Analyzer, Fiduciary Vault, Retirement Plan HealthCheck, Fee Comparison and Analysis Tool, Fund Line-up Comparison Tool and RFP Director.

LPL Financial Strategic Market Solution

With any company-sponsored retirement plan, employers serve two roles: plan sponsor and plan fiduciary. Getting trusted help from a qualified retirement specialist can help alleviate much of the burden of fiduciary responsibility, but until recently, that help was only available to large plans. We created the turnkey LPL Financial Strategic Market Solution to help ensure that you and your financial professional can be fully confident in addressing your fiduciary duties. The Strategic Market Solution offers:

3(38) Investment Fiduciary Service	LPL Financial will share fiduciary responsibility for the plan's investments, helping reduce your investment fiduciary responsibility and legal liability under ERISA. As the 3(38) fiduciary, LPL will: ▪ Act with discretionary authority over plan investment selection and monitoring; ▪ Accept ERISA 3(38) fiduciary responsibility for investment related decisions; and ▪ Provide a centrally managed Investment Policy Statement (IPS).
Advanced Record Keeper Features	Make the most of the following advanced features, designed to optimize the administration of your plan: ▪ Multiple plan-enrollment options, including online and mobile; ▪ Consultative enrollment kit that educates and guides employees through the enrollment process; ▪ Easy-to-navigate, mobile-optimized site offering online tools that allow employees to set goals, track progress and compare against peers; and ▪ Educational materials including newsletters, online presentations, videos and booklets that address important, timely topics for every stage of financial life.
Investment Due Diligence	Benefit from a multi-faceted approach to both initial and ongoing due diligence. Through a five-step process powered by LPL Research, we seek strong managers, sound strategies and performance through a variety of market scenarios.

Additional Fiduciary Support Services

Plan Reporting Services

Plan Reporting Services (PRS) supports financial professional efforts to enhance brokerage plan support and manage potential conflicts of interest. PRS includes the following:

Standardized Investment Policy Statement (IPS)	Ensure that your plan's IPS is consistent with ERISA requirements and kept current with LPL's standardized IPS.
Centralized Investment Due Diligence	Gain efficiencies from LPL's robust research and analysis of managers and strategies.
Documentation	Capture, archive and easily search decisions made related to fiduciary duties under your plan.

Participant Resources

Help your employees better manage their finances and prepare for retirement with the following tools:

Wellness Assessment	Get periodic reports from your financial professional summarizing the assessments for your employee population. This report will itell you how your plan participants are doing overall, demographics and suggestions on financial education topics that may be of benefit to your employees.
Worksite Financial Solutions Website https://worksite.lpl.com	Simplify retirement planning by educating participants about their options through different life stages. The website offers robust online financial tools, including calculators, videos, articles and tutorials, to help them make better financial decisions throughout their careers.
Participant Consulting Advice Program (PCAP)	Provide your employees with personalized, objective advice and investment support through PCAP. When your plan is enrolled in PCAP, your employees will receive the following services for a low per-participant fee: ▪ Guidance on clearly and accurately defining their financial goals ▪ Informed investment recommendations ▪ Portfolio construction advice tailored from all the investment options available under the plan ▪ Compliant education on IRA rollovers, including pros and cons of taking such distributions
Individual Participant Advice Program (IPA)	Offer participants ongoing, fee-based advice on a fully discretionary basis. Employees who enroll in IPA receive the following benefits: ▪ Personalized and objective investment advice through third-party discretionary account management ▪ Recommendations of specific changes to each employee's investment mix, investment selection and contribution rates ▪ Regular updates on progress toward retirement income goals, account balances and investment performance ▪ Individual employee concerns addressed, including investments outside the plan
Support Communications	Boost plan engagement and action by leveraging our comprehensive library of support communications, including: ▪ Educational flyers that address a specific financial concern or planning tip ▪ Quarterly newsletters, giving employees tools and techniques to make small but meaningful changes to their behavior that may help contribute to successful outcomes over time
Educational Workshops	Delivers ongoing financial planning help to employees by asking your financial professional to schedule compelling seminars on the need for planning, debt management, marriage and money, and much more.

Financial Professional Resources

LPL Financial Retirement Partners invests significantly in financial professional education and training each year, in an effort to ensure that plan sponsors and their participants continue to receive quality plan and investment advice.

Industry Updates and Best Practices	Have confidence in knowing that we keep our financial professionals current on regulatory updates and fiduciary best practices.
Newsletters	Sign up to receive our quarterly Plan Sponsor Outlook newsletter, a valuable resource on current issues for plan sponsors and administrators.
Practice Management Tools	Financial professionals have access to a robust suite of tools to help them improve the back-office efficiency and productivity of their practices — so that they can focus more time and attention advising you, the client.
Consulting Resources	LPL Retirement Partners' experienced consulting teams are on hand to provide our financial professionals with in-depth guidance and support to help advance their practices.

LPL RETIREMENT FINANCIAL PROFESSIONALS LEAD THE WAY[2]

By working with an LPL financial professional, you can help put your employees on the path toward achieving a secure retirement.

Financial professionals who work with LPL are leading the way toward retirement readiness for pre-retirees and new generations of employees. Their success comes from your plan's success. Combining professional dedication, cutting-edge tools and high-impact education with a commitment to service, LPL retirement professionals can help you set a clear direction toward retirement for your valued employees.

more than
7,100
financial professionals with plans

36,443 plans

AUA **$134B**

40
Home office employees dedicated to LPL Retirement Partners

LPL plan financial professionals are represented in all 50 states.

49 Financial professionals recognized as *Financial Times* Top 401 Retirement Plan Advisors[3]

17 NAPA Top Women Advisors[4]

LPL Corporate Snapshot

As of December 31, 2019

Advisory and Brokerage Assets (billions)	$764
Advisory Assets (billions)	$366
Financial Professionals	16,464
Employees	4,343

- LPL is one of the fastest growing RIA custodians and the nation's largest independent broker dealer*

* Based on total revenues, Financial Planning magazine June 1996-2019

[2] All data as of 12/2019 except as noted.
[3] 2019 *Financial Times* Top 401 Retirement Plan Advisors: financial professionals managing at least $75 million in defined contribution (DC) plan assets and for whom DC plans represent at least 20% of total AUM. Selected based on eight broad factors, including DC plan AUM, DC specialization, growth in DC plan assets and number of plans, average participation rate in advised plans, years of experience, industry certifications and compliance record.
[4] 2019 NAPA Top Women Advisors are nominated and voted on by industry peers and selected by a NAPA panel of judges based on information about their practice, experience and accomplishments as provided by nominees.

ABOUT LPL FINANCIAL

LPL Financial is a leader in the retail financial advice market, the nation's largest independent broker-dealer* and one of the largest independent broker/dealers to retirement plan professionals. LPL delivers an integrated technology platform, the expertise of retirement industry professionals, and the tools and investment management resources that helps enable retirement plan professionals to build and grow thriving practices. Supported by the strength and commitment of LPL, financial professionals can position themselves with confidence as a discretionary or non-discretionary investment fiduciary to clients, offering objective guidance on investment options and the opportunity to increase their marketing reach and strategically grow their practices.

*Based on total revenues, Financial Planning magazine June 1996-2019.

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This material was prepared by LPL Financial, LLC.

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