

# Your partner in retirement planning

Raymond James Institutional Fiduciary Solutions provides sophisticated investment support for employers and retirement plan sponsors.

As an employer and sponsor of a retirement plan, your company shoulders a great many responsibilities. Among them: listening to the needs of your employees and selecting the appropriate service provider(s), determining the optimal plan design provisions, choosing and monitoring investments, keeping up with legislative changes, ensuring your plan is administered properly, and educating and informing plan participants – all at a reasonable cost. While these responsibilities are required as a fiduciary, ideally they also will result in a plan that makes it easier for your employees to reach their retirement dreams, while helping you recruit and retain valuable associates.

## EXTENSIVE SUPPORT

To reduce fiduciary exposure from claims related to investment selection and monitoring decisions, plan sponsors have the option to hire a third-party 3(38) investment manager. However, the plan sponsor must select an investment manager prudently – taking into account the manager’s qualifications and all other relevant factors.

The Raymond James 3(38) Retirement Plan Solution is a comprehensive investment strategy exclusively designed for ERISA 401(k) plans to meet the plan’s many fiduciary obligations to its participants. Under an advisory agreement, Raymond James has full discretion over the plan investments and accepts full liability for the plan’s investment selection by implementing a prudent four-step process.

FIDUCIARY OWNERSHIP			
Governance Structure	3(21)	3(38) Retirement Plan	
Process   Responsibilities	Plan Sponsor	Plan Sponsor	Raymond James
<b>Step One   Understand</b>			
Objectives / Plan Design	✓	✓	
Investment & Governance Structure*	✓	✓	✓
Cost Structure	✓	✓	✓
Investment Policy Review & Development	✓		✓
<b>Step Two   Design</b>			
Asset Classes	✓		✓
Investment Menu	✓		✓
QDIA – Qualified Default Investment Alternative	✓		✓
<b>Step Three   Implement</b>			
Investment Search & Selection	✓		✓
Research & Due Diligence	✓		✓
Investment Termination & Replacement	✓		✓
Communication of Plan Changes to Participants	✓		✓
<b>Step Four   Manage</b>			
Market Overview	✓		✓
Investment Monitoring & Reporting	✓		✓
Recordkeeper Monitoring	✓		✓
Supervisory Oversight	✓		✓
Annual Participant Notifications	✓		✓

\*The fiduciary who appoints the investment manager also has the responsibility to monitor its performance.

## THE RAYMOND JAMES ADVANTAGE

By choosing the Raymond James 3(38) Retirement Plan Solution, you and your participants experience the following benefits:



### PARTNERSHIP

A reliable relationship between your trusted advisor, Raymond James, and a select Recordkeeper.



### LIABILITY PROTECTION

Raymond James assumes full liability for the plan's investment selection.



### DIVERSIFICATION

Both passive and active investment choices are offered across a variety of styles and asset classes.



### THOUGHT LEADERSHIP

Access to institutional investment managers and industry experts' best ideas.



### COST SAVINGS

The use of low cost Collective Investment Trusts (CITs) and the ability for a more flexible fee structure.



### ACCESS

To fiduciary products and services that were only previously available to the largest institutional plans.



### PRUDENT PROCESS

Each step of the investment process is performed with a fiduciary level of prudent care.



### CUSTOMIZATION

Each participant can select investments from a menu of active funds or flexible target date options that offer three different risk pathways per desired target date.



### TIME WELL SAVED

Increase productivity by utilizing Raymond James to conduct manager searches, due diligence, monitoring and replacing plan investments while you focus on what's most important – your employees!

## ADDITIONAL SERVICES

In addition to the 3(38) responsibilities and benefits, we can also provide the following additional services:

- Communication and education for participants
- Evaluation and recommendation of:
  - Recordkeepers
  - Investment platforms
  - Administrative platforms

**RAYMOND JAMES®**

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