



THE **WAGNER**
L A W G R O U P

ADVISOR SEARCH CONSULTING

Those responsible for ERISA governed retirement plans are obligated to be experts in many areas including the selection, monitoring, and termination of plan investments. Often, companies do not have this internal expertise and must look elsewhere for assistance in the form of an investment advisor. The selection of an advisor is subject to ERISA's stringent fiduciary duties and must be made in the best interest of the plan participants. Our Advisor Search Consulting is a three phase process that ensures all of ERISA's requirements are met.

1

Phase One - Analysis of Plan Needs

All decision makers are surveyed to identify the necessary services to be provided and the desired qualities of the advisor. The universe of advisors is narrowed using this information resulting in the development of a Request for Proposal (RFP) that will be sent to possible candidates. Candidates can include advisors pre-screened by us and/or those requested by you.

2

Phase Two - RFP to Candidates

Candidates receive the RFP electronically and are asked to provide documents such as a sample investment monitoring report. Responses are analyzed and two to four finalist advisors are identified.

3

Phase Three - Selection from Finalists

The finalist advisors receive an additional RFP electronically and are asked for more in-depth information and for additional documents such as copies of applicable insurance policies. Some (or rarely all) of the finalists are asked to make an in-person presentation to the decision makers. We act as a fiduciary in recommending a finalist for selection. We assist in the negotiation and execution of the service agreement.

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The Wagner Law Group is a nationally recognized practice in the areas of ERISA and employee benefits, estate planning, employment, labor and human resources and investment management. Established in 1996, The Wagner Law Group is dedicated to the highest standards of integrity, excellence and thought leadership and is considered to be amongst the nation's premier ERISA and employee benefits law firms. The firm has eight offices across the country, providing unparalleled legal advice to its clients, including large, small and nonprofit corporations as well as individuals and government entities worldwide. The Wagner Law Group's 34 attorneys, senior benefits consultant and five paralegals combine many years of experience in their fields of practice with a variety of backgrounds. Nine of the attorneys are AV-rated by Martindale-Hubbell and seven are Fellows of the American College of Employee Benefits Counsel, an invitation-only organization of nationally recognized employee benefits lawyers. The Wagner Law Group is certified as a woman-owned and operated business by the Women's Business Enterprise National Council.

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