

THE CENTER FOR DUE DILIGENCE

Press Release

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CFDD 2011 Advisor Conference Illuminates The Path To The \$2 Trillion Nonprofit Retirement Plans Opportunity & How To Replace The Noncompetitive Products Offered To The Nation's Educators

August 2, 2011 – (Chicago, IL) – The Center for Due Diligence's Advisor Conference is the premier education and networking event for the retirement plans advisory industry. Consistent with the CFDD '11 theme, *Participant Advice, Retirement Income & New Growth Strategies*, a key component of the diverse agenda will focus on the opportunities offered by the nonprofit retirement plans market.

Nonprofit retirement plan assets are in excess of \$2 trillion, growing and the assets are in play. The plan and participant level opportunities are unprecedented, particularly the higher education market, but they have not been fully recognized by the advisor community. The window won't last, but no other retirement plans market segment can match the opportunity offered by the nonprofit market.

Sparked by audit deficiencies, nonprofit sponsors are seeking independent advisory assistance, but most advisors are not participating in the booming 403(b) plan market because they have not learned the vernacular. The consulting community has attempted to limit advisor access to companion plans while trade associations and product manufacturers are defending the status quo, including traditional multi-vendor products and distributors who are not registered to provide participant advice for a fee.

In addition to being difficult to manage, multi-vendor products with high expenses, surrender charges and excessive commissions preclude ERISA plan sponsors from living up to their fiduciary responsibility. They also deprive the nation's educators from a quality retirement. Recognizing the need for change and the urgency to act now, CFDD '11 will **provide advisors with the tools for tapping into the underserved nonprofit market** and help sponsors build an

ERISA friendly offering by replacing multi-vendor products with institutionally priced, open architecture, single vendor programs.

Specific sessions will illuminate the legal aspects applicable to 403(b) plans using financial products that do not comply with ERISA's fiduciary standards, contract issues and litigation. Given that a growing number of 403(b) sponsors are interested in converting to institutional programs, CFDD '11 will also **arm advisors with 403(b) takeover strategies**, including negative election, surrender charge management, vendor & sponsor subsidies and contract renegotiation.

Nonprofit DB plans are under far greater stress than private DB plans. In addition to RFP tips, CFDD '11 will show advisors **how to gain access to companion DB plan business**. To help advisors showcase their value and skills, various techniques will be discussed, including fee reductions, asset aggregation, hard freezes, soft freezes and the implementation of various interest and mortality tables.

The 403(b) market is evolving. Pioneering the advisor delivery of open architecture participant advice on a scalable and centralized basis, CFDD '11 will show advisors **how to tap into this major new trend and grow new higher margin business**. We will also show advisors **how to use vendor platforms as distribution channels and co-branded/marketing partners for plan level bids**.

For more information on the CFDD's October 17-19, 2011 Advisor Conference at the downtown Chicago Swissotel, click [HERE](#). For more information on nonprofit retirement plan opportunities, click [HERE](#).

About The CFDD

The Center for Due Diligence (CFDD) is an independent information and strategic services firm serving the retirement plans advisory industry. Formerly the premier provider of 401(k) program competitive analysis, the CFDD is now focused on providing unbiased resources, industry leading conferences, ERISA Advisor Evaluation services, participant advice research and internet broadcasting.

The CFDD's **Advisor Conference** is the premier educational and networking event targeting the retirement plans advisory industry. More accomplished retirement plan advisors attend the CFDD's advisor-centric conference than any other industry event.

The CFDD was instrumental in the development of the **ERISA Advisor Evaluator (EAE)**, an online RFP service to help plan sponsors evaluate advisors and professionalize the selection process. The CFDD also played a key role in the development of the [TIAA-CREF Advisor Network](#), a pre-approved open architecture network of RIAs and IARs designed to enhance participant outcomes by expanding access to independent advisors.

For more information about our services contact: **CFDD, PO Box 8, Western Springs, IL 60558**. We can be reached by phone at (630) 662-0284, by fax at (630) 662-0286 and by email at CFDD@TheCFDD.com. You may also visit our website homepage for more information at: <http://www.thecfdd.com> our 2011 Advisor Conference homepage at <http://www.thecfdd.com/CFDDconference2011> and *The CFDD Station* at: <http://www.bmbc.tv/stations.php?n=3>.

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