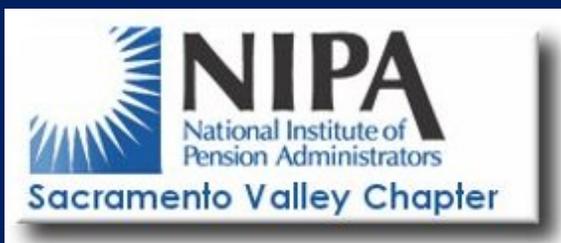


# CAPITAL FORUM ON PENSIONS

May 21, 2014

ARDEN HILLS RESORT & SPA, SACRAMENTO CA



# THANKS TO OUR SPONSORS

## Platinum

Crowe Horwath LLP

## Advisor Track

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Unified Trust Company

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American Funds

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ASC

Mass Mutual

JP Morgan

## Tote Bag

## Binders

Ferenczy + Paul

## Flashdrive

Gallina LLP

## Breakfast

Genovese, Burford & Brothers

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## **About the Conference**

The Capital Forum on Pensions provides an opportunity to discuss employee benefit issues with colleagues. The program focuses on exchanging information and educating attendees about current regulatory, legislative, and administrative issues. The conference will provide up to 7 hours of CE credit for ASPPA, AIF, AIFA, CFP, NIPA, ERPA, CLE, JBEA, CLE and CA & OR CPA'S.

## **Who Should Attend?**

The conference content will benefit a diverse group of pension professionals, including:

- Accountants
- Actuaries
- Attorneys
- Advisors
- Benefits Directors
- Consultants
- Human Resources Personnel
- Investment Professionals
- Plan Administrators
- Plan Sponsors
- Practitioners
- Third Party Administrators
- Trust Officers

## Conference Location

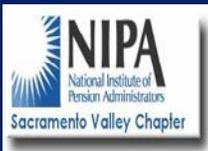
ARDEN HILLS SPA & RESORT  
1221 Arden Hills Lane  
Sacramento, CA 95864  
916-482-6111

## ACCOMODATIONS

Out of town attendees can stay at any hotels in the area. The Capital Forum on Pensions has a block of rooms at Larkspur Landing Sacramento for \$109 single or \$139 Double. Contact Robin at 916-646-1212

### 2014 CAPITAL FORUM ON PENSIONS CONFERENCE

JOINTLY SPONSORED BY WP&BC SACRAMENTO CHAPTER & NIPA SACRAMENTO CHAPTER



The National Institute of Pension Administrators (NIPA) is a national association representing the retirement and employee benefit plan administration profession. It was founded with the idea of bringing together professional benefit administrators and other interested parties to encourage greater dialogue, cooperation and educational opportunities. NIPA's goal is to improve the quality and efficiency of plan administration. The Sacramento Valley Chapter offers educational programs four times each year in addition to an introductory course to qualified plans for those just entering the industry or who have an interest in increasing their knowledge about qualified plans



The WP&BC is comprised of professionals whose experience lies in the dynamic and constantly-changing atmosphere of employee benefits. The **Sacramento Chapter** sponsors a minimum of four meetings each year on a variety of timely and practical benefits-related topics. WP&BC strives to create an environment where pension & benefits professionals can expand their knowledge, share their ideas and socialize with new and old colleagues, whether their expertise lie in plan design, investments, compliance, law, administration, insurance or auditing. Over the years, our Chapter has maintained a wealth of pension & benefits expertise in many fields of our trade and hope that our members may serve as resources for one another.

## Co-chairs

Kathy Cannon, QKA,QPA,ERPA, Benefit Resources, Inc.

Debbie Hightower, AIF®, Professional Management Consultants, Inc.

## Committee

Content: Dave Banathy, Bidwell Consulting, Lisa McGarger, CroweHorwath, Marcel Weiland, Chang Ruthenberg & Long

Venue: Kara Taylor-Seeman, Bidwell Consulting,

Finance: Brad Bartell, CroweHorwath, Crystal Ekanayake, Gallina LLP

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### **WEDNESDAY May 21, 2014**

7:30 a.m.-8:15a.m. Continental Breakfast /check in

8:30 a.m.-11:15 a.m.

#### **Derrin Watson Session**

**Two and ½ hours will be devoted to the following:** General current developments with Internal Revenue Service and Department of Labor and what's brewing on Capitol Hill. Understand Control Group rules and regulations from the author of "Who is the Employer?" Get the details on the Pension Protection Act documents that will be available at the time of this conference.

There will be a break for 15 minutes mid way through in the Sponsor's area.

#### **8:30 a.m.-11:15 a.m. CONCURRENT ADVISOR'S SESSION**

8:30 a.m.-9:45 a.m.

Understanding the Gap in Your Gap Analysis - Dr. Gregory Kasten CEO Unified Trust Company-Today some vendors are providing retirement income "gap" reports, yet in many cases the analysis is incorrect or misleading. By understanding what factors are needed for an actuarially sound report, advisors can add value by helping the plan sponsor implement a program to improve the retirement success outcomes of their employees. This session will help advisors better understand the factors needed for sound actuarial retirement income analysis; how to identify the ten most common mistakes in "off the shelf" gap reports; and develop dashboard reports for plan sponsors showing which actuarial metrics are in good shape, and what areas of the plan need focus and improvement.

9:45 a.m.-10:00 a.m. **Break in Sponsors Area**

10:00 a.m.-11:15 a.m.

Optimal Lifecycle Investing Strategies for 401(k) Plans, Getting Participants To and Through Retirement-David Blanchett of Morning star Investment Management. This presentation will explore optimal investment strategies for 401(k) plans, focusing on the unique needs of participants in both the accumulation and decumulation stages. The accumulation portion will overview the potential benefits of target-date, target-risk, and managed accounts as QDIAs as well as considerations surrounding the core menu to help get 401(k) participants "to" retirement. The decumulation portion will explore optimal retirement income strategies using both guaranteed and nonguaranteed options to help get participants "through" retirement.

**Workshops** 11:30-12:30

7 Deadly Sins of Administration- Ken Ruthenberg of Chang Ruthenberg & Long -This presentation takes a tongue-in-cheek look at the most common retirement plan document and administration day-to-day errors including plan document errors, eligibility violations and other worker classification problems, employer contribution mistakes, and abusive transactions

Cash Balance Plans 101 for Advisors- Neff McGhie of Sierra Pension- Come find out what all the hoopla is about cash balance plans. Neff will discuss the pros and cons of cash balance plans, show some examples of how they work, talk about interest rates that should be used, and why all your clients should want one!

Ethics- Ilene Ferenczy and Jim Paul of Ferenczy + Paul- Please join Jim and Ilene for a lively and practical discussion of ethical issues for retirement plan practitioners. What obligations do practitioners have when their fees have not been paid? How do you deal with conflicts of interest? When should you “paper the file”? This session will include case studies, and questions and audience participation are welcome!

### **Lunch on the Patio**

12:30 p.m. - 1:30 p.m.

### **General Session**

1:30p.m.-2:30 p.m.

Legal Aspects of offering 3(16) Fiduciary Plan Administration Services & 3(38) Fiduciary Investment Management Services with Ilene Ferenczy and Jim Paul of Ferenczy + Paul-Many TPAs and Investment Advisors are now offering fiduciary services as 3(16) Plan Administrators and 3(38) Investment Advisors. Come to this session to hear what Jim Paul and Ilene Ferenczy have to say about these arrangements, including the benefits and risks to Plan Sponsors and how TPAs and Investment Advisors may limit their liability, as well as practical steps that can be taken to limit liabilities. Jim and Ilene will also discuss how service agreements can be crafted to prevent taking on more liability than you may intend and how limitations can and should be communicated to Plan Sponsors.

2:30 p.m.-2:45p.m. **Break held in Sponsors Area**

### **Concurrent Workshops**

2:45 p.m.-3:45 p.m.

How to Avoid the “My Plan’s Been Disqualified” Blues – Marcel Weiland of Chang, Ruthenberg & Long- According to the former head of IRS Employee Plans Examinations, what is the key to limiting your exposure in an IRS audit? Internal controls. Learn how to establish procedures and controls that will enable you to increase compliance and decrease your audit exposure. Learn about the IRS Questionnaire Self Audit Tool, a self audit and internal control tool that the IRS produced based on its 2010 401(k) Questionnaire.

The Brave New World of Cash Balance Plans – Neff McGhie of Sierra Pension Now that the IRS has removed a large hurdle to implementing cash balance plans, it’s time to dig in and learn more about how they work. Neff will discuss the ins and outs, what makes them a defined benefit plan still, why you (and your client) can’t think of it as a super-profit sharing plan, and why you’ll only be setting up cash balance plans and not traditional plans any longer

Alternative Investments in Retirement Plans-Patrick Carter of JP Morgan. Alternative investments are increasingly prevalent in the portfolios of institutions and high net worth individuals. Is there a role for alternatives in defined contribution plans? What role do alternatives currently play in DC plans? This session will define the scope of alternative investments, look at the role alternatives currently play in defined contribution plans, discuss the pros and cons, and look at the future role alternatives may play in DC plans.

3:45 p.m.-4:00 p.m.      **Break in Sponsors Area**

**Final Session – DC Plan Panel Discussion**

4:00 p.m.- 5:00 p.m.

**Q&A with Neff McGhie; Ilene Ferenczy; Jim Paul; Ken Ruthenberg; Marcel Weiland and David Blanchett**

Pricing				
Member is either WPBC or NIPA current 2013-2014	Member Early Until April 18, 2014	Non-Member Early Until April 18, 2014	Member late Until May 16, 2014	Non-Member Late Until May 16, 2014
Single	\$199	\$275	\$299	\$375
Four or more same firm	20% discount	20% discount	10% discount	10% discount