Partner Advisor Program

A white-glove retirement plan back-office service that helps advisors scale, diversify and defend their businesses

TWO WEST
MONEY SIMPLIFIED

Program Overview

Want to take your business to the next level? Consider this your invitation to join the Two West Partner Advisor Program.

Some advisors call us a retirement plan TAMP, some a back-office system, others a 3(38) and still others, a technology platform. Our response ...*Yes!*

The advisors we serve want to partner with a team of retirement plan specialists that helps them do what they do best: focus on new business while serving their current clients with best-in-class materials, products and services.

Leave the 'nitty gritty' to us

Our distinct advantage is our 'white-glove' service, which gives you access to the tools you need to compete along with a seasoned and dedicated Fiduciary Advisor with sales and service expertise who executes for you from sales and marketing support to fiduciary consulting.

Your dedicated Fiduciary Advisor's support team boasts more than 100 years of collective experience selling and serving retirement plan clients. You tell us when your next meeting is and what you need, and your Two West team goes to work for you to make it a success.

From generating paperwork to creating presentations and providing ERISA expertise, we've got you covered.

We also recognize our clients' desire for independence so they can build and elevate their own unique brands, which is why our suite of tools and materials can be white-labeled easily with no additional cost.

We help you find the best way to compete

Partner Advisors benefit from innovative solutions like GoalPath™, The Card Game, Fiduciary Risk Review and 401(k) & 403(b) Aggregation Solutions. We constantly collaborate with Partner Advisors and industry influencers to find the best ways to help them compete in the rapidly evolving retirement industry.

If you want to turbocharge your retirement plan business without investing precious time and resources then the Two West Partner Advisor Program is for you!

We are a collective alliance of independent Registered Investment Advisor (RIAs) firms focused on retirement plan fiduciary consulting

CEFEX Certified

$1.6B in Collective Alliance Assets

120+
Institutional Clients

20
Partner Advisors

Data as of 12/31/18

> Partnering with a proven system allows me to bring on more retirement plan business without costing me valuable time and money to build it myself.
>
> —*Two West Partner Advisor*

Helping Advisors Scale, Diversify and Defend Their Retirement Plan Businesses

Products & Services

Practice Management Services

- Overall Business Consulting
- Service Provider Negotiations & Management
- Client Service Agreements (CSAs)
- Aggregation Program Expertise (MEPs & MEAPs)
- Dedicated Fiduciary Advisor / Support Team
- Service Provider Benchmarking
- Online Advisor Resource Center (ARC) Access

Investment Management Services

- 3(38) Investment Manager Services (50+ Core Funds, Select List of Target Date Solutions)
- Quarterly Fund Guide & Training Video

Customer Experience

- BoardRoom Fiduciary Training Webinar Series
- BreakRoom Participant Webinars & Workshops
- Online Participant Meeting Scheduling

Fiduciary Support

- Compliance Oversight
- Investment Policy Statements
- On-Demand Client Ready Plan Reviews
- Meeting Minutes Portal
- Cloud-based Client Document Management

Sales & Marketing Support

- Sales Training, Materials & Presentations (Case Studies, Executive Summaries, Custom PowerPoints, Finals Decks)
- Fiduciary Risk Reviews
- Pipeline Management
- RFP Response & In-Market Sales Support
- Private Labeling
- 401(k) & 403(b) Aggregation Solutions

Administrative Support & Reporting

- Client Service Calendar
- Brightscope Reports
- Net Promoter Score Client Satisfaction Survey

Optional Services *(May result in additional costs)*

- CRM System
- Prospecting Campaigns
- Committee Charter Execution
- Marketing Department Resources
- Plan-level CEFEX Certification
- GoalPath™
- Financial Wellness Program
- Custom-built Fiduciary Benchmarks Reporting

FEES

$300
Monthly Subscription

10 bps per plan
(Reduced for Plans over $10M)

LEGAL AGREEMENTS

Easy-to-execute Agreement
between the Plan Sponsor, Partner Advisor & Two West

3(21) & 3(38) Agreements
Partner: 3(21) Advisor
Two West: 3(38) Investment Manager

PARTNER ADVISOR EXPECTATIONS

Prospect Generation
Prospect Meetings
Client Meetings (BoardRoom & BreakRoom)
Ongoing Training
Salesforce System Data Integrity (optional)

Helping Advisors Scale, Diversify and Defend Their Retirement Plan Businesses

Frequently Asked Questions

What do I get if I use your services?

You get everything we've used to build a book of over 100 plans and more than $1.6B in assets. Better yet, you won't spend time creating sales materials, or building finals presentations and client reviews. Tell us what you need and we will customize it for your prospect or client. There is no need for you to bear the expense and time to manage an internal support team. We specialize in fiduciary consulting and services such as 3(38) Investment Management, Investment Policy Statements, Committee Charters, Client Agreements, Fiduciary Training, RFP Response, Client Reviews and much more!

How do fees work?

Our fee is 10 bps per plan under $10M with reduced pricing for plans over $10M. You have complete discretion on your compensation for each plan. We help you set your fee to ensure our combined advisory fee meets industry standards. Our approach to pricing and service provider management typically reduces the overall fee to the client. Each Partner Advisor pays a monthly $300 program fee.

Can I use my own brand?

Of course. Our mission is to create a client experience that elevates your brand. You can highlight or downplay your association with Two West as much or as little as you like.

Why is everyone talking about Plan Aggregation?

Plan sponsors like to save time and money and reduce liability, and one of the most efficient ways to do that is through a plan aggregation program. Our program can be white-labeled for associations or offered to standalone plans looking to create staff efficiencies while transferring liability to industry experts.

Is Two West a TPA, Recordkeeper, or Custodian?

None of the above. We are an independent fiduciary advisor.

Does Two West provide training?

Your dedicated Fiduciary Advisor has expertise in every phase of retirement plan consulting and will help you with whatever you need. In addition to a personal coach, you'll have convenient 'anytime anywhere' access to our Advisor Resource Center (ARC) featuring training and content designed to help meet your day-to-day needs.

What is GoalPath™ ?

GoalPath is a holistic suite of financial wellness, planning and assets allocation tools, materials and resources that help participants achieve their target retirement income goals. GoalPath is a proprietary solution available to our Partner Advisors. There is an additional fee to add GoalPath to an individual plan. Usage restrictions may apply based on the availability of TD Ameritrade GoalPath CIFs on certain recordkeeping/custodial platforms.

How do I get started?

Step 1:

Contact us by email, phone or at http://meetme.go/Marko to set up a 30-minute introductory meeting.

Step 2:

Take a test drive. Send us information on a few of your current or prospective plans. All we need to showcase our work is the plan's 408(b)(2) disclosure and most recent plan statement. (We will provide a confidentiality agreement upon request.)

Step 3:

Demo our Advisor Resource Center (ARC) to experience how our services come to life.

Step 4:

Say "Yes" and we go to work for you!

Disclaimer: *The specific legal protection offered by Two West is governed by the agreement between Two West and the plan sponsor. Nothing herein is intended to modify such agreement.*

CONTACT US

Marko Ungashick, AIF®
Chief Executive Officer

marko@twowestadvisors.com

816-708-4707

Vern Cushenbery, CFA, CPA
Chief Financial Officer

vern@twowestadvisors.com

816-708-4710

Laura Rogers, MBA, AIF®
Senior Fiduciary Advisor

laura@twowestadvisors.com

816-708-4706

Two West Advisors | 9200 Ward Parkway, Suite 500 | Kansas City, MO 64114