

# Expense Analyzer

Powered by Center for Fiduciary Management

## The Importance of Understanding Your Clients' Expense Structure

The one constant in the retirement plan industry is change. The various fee disclosure requirements currently under consideration by the U.S. government, when passed, would require 401(k) plan providers to disclose all fees associated with a plan. This way, workers saving for retirement can make more informed decisions about which plan is best for them. Currently, the varying level of fees is so complex that it is difficult for plan sponsors and fiduciaries to understand. In response to this, LPL Financial Retirement Partners has created the Expense Analyzer.

## The LPL Financial Expense Analyzer

LPL Financial Retirement Partners, in partnership with the Center for Fiduciary Management, is proud to introduce you to the LPL Financial Expense Analyzer. The LPL Financial Expense Analyzer is created with fee transparency in mind. Integrated with the LPL Financial Retirement Partners Tool Suite, the Expense Analyzer produces a Fee Analysis Report, which includes the following:

- **Fund Expense and Revenue Sharing Analysis** – A list of all fees at the fund level, including expense ratios, wrap fees and revenue sharing. The totals are displayed in both dollar amounts and basis points.
- **Summary Investment Expense/Revenue Sharing** – A summary of asset based fees, revenue sharing and wrap fees.
- **Fee Details** – A list of all parties getting paid by the plan and how much they are receiving for their services with an optional section for advisor commentary.
- **Client Fee Summary** – A balance calculation of revenue sharing to total plan fees.

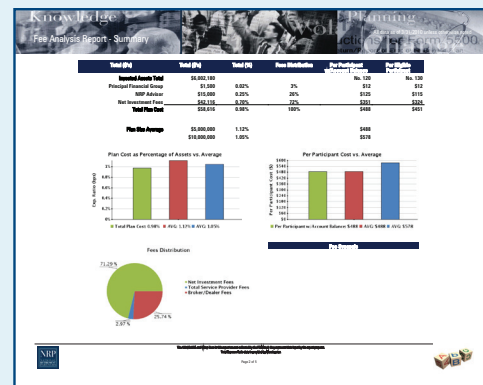
The LPL Financial Expense Analyzer also provides a one-page Fee Analysis Summary that is presentation ready. The summary is comprehensive and easy to read, so that you can sit down with your client and discuss the real costs of the plan.

## How It Works

The LPL Financial Expense Analyzer is fully integrated with the LPL Financial Investment Monitoring System, making the process simple. With just one additional click on the "fees" tab, input any additional fund data such as revenue sharing and wrap fees. The system will automatically import the fund list, assets and expense ratios, and a report will be generated in seconds. If you are new to the LPL Financial Investment Monitoring System the process is almost just as easy. First set up your client demographics and fund information, then proceed to the new "fees" tab as stated above. The LPL Financial Retirement Partners Expense Analyzer is a great way for you to assure your clients your concern that the fee structure is fair, competitive and most of all, transparent.

## How to Get Started

To learn more, please contact the Retirement Plan Consulting Group at (866) 383-4015, option 1. Or, email us at [lpfinancialretirementplans@lpl.com](mailto:lpfinancialretirementplans@lpl.com).



## Key Features

- Fully integrated with the LPL Financial Retirement Partners Tool Suite
- Efficient, one-time entry of additional fees
- Professional reporting available in seconds

## Benefits to Advisors

- Display that you are at the forefront of legislation changes
- Provide fee disclosure to your client before someone else does
- Help clearly define your value proposition

## Benefits to Employers

- Compare existing plan fees to the industry averages
- Easy-to-read format
- Know who, and how much, you are paying