

5

FREE RESOURCES

Every Retirement Plan Adviser
Should Be Using

401**K** BEST PRACTICES.COM



“Building and managing a successful and compliant 401k practice takes a considerable amount of time, talent, effort, and resources.

The following five resources are some of my absolute favorite free tools available online to help you maximize your efforts.”



SHARON PIVIROTTO

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TOP 5 FREE RESOURCES

1

The Department of Labor's
Public 5500 Data

2

Brightscope

3

401khelpcenter.com

4

Deloitte's Annual 401(k)
Benchmarking Survey

5

fi360's Resources

DOL 5500 Data Prospecting Tool

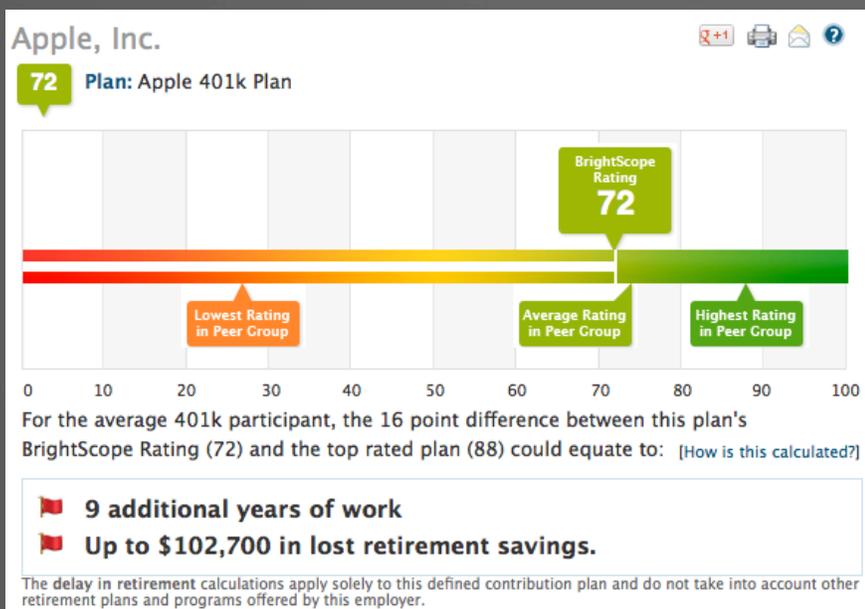
Prospecting is never easy; but you can increase your odds of successfully getting in the door or moving the conversation along if you know some basic plan information that can be found on the company's annual 5500 tax form. While there are many paid data sources you could turn to, I recommend going right to the source and visiting <http://www.efast.dol.gov> and pulling the most recent public data for FREE.

The screenshot shows the EFAST2 Filing Search page. At the top, there is a navigation bar with the United States Department of Labor logo and links for "Subscribe to Email Updates", "All DOL", "EBSA", and "Advanced Search". Below this is a search bar with a "Subscribe" button and a "Search" button. The main content area is titled "Form 5500/5500-SF Filing Search" and contains a detailed description of the search engine, instructions on how to use it, and a search form with fields for Plan Name, Sponsor Name, and Plan Administrator. A large green arrow points to the search bar with the text "Online Search".

Brightscope

Prospecting Tool

Another way to open doors and start conversations with prospects, is to go online to brightscope.com and print the “BrightScope Rating” for a particular company. This FREE rating tool is a great way to identify possible shortfalls in a plan that would allow you to provide needed services.



Identify Top Prospects

Screen plans for high fees, poor fund performance, and centers of influence. Develop campaigns in your CRM with fully exportable reports.



Win First Meetings

Engage plan sponsors by leveraging the visibility of BrightScope Ratings in the press and search engine results.



Close Business Faster

Create professional, prospect-friendly benchmarking reports before first meetings that highlight fee and investment analysis.

401khelpcenter.com

News and Trends

I've spent many, many hours researching specific topics relating to qualified plans online and can tell you that the website 401khelpcenter.com is my main source for information.

This website has done all of the work of finding and consolidating 401k articles. They also aggregate the latest published material on 401k trends, fiduciary issues, legislative action, court cases, opinion, rule changes, insights, surveys, studies, commentary and more and deliver a **summary to your inbox weekly—for FREE!** If you want to keep abreast of the latest developments—I'd highly recommend this free resource.



Deloitte's 401(k) Benchmarking Survey

Market Intelligence

Now in the twelfth year of publishing this survey, Deloitte does a phenomenal job of providing research on industry trends in the 401(k) space, allowing you to easily identify how your clients and prospects stack up. Plan sponsors also appreciate the perspective provided in this FREE report. Get a free copy on [Deloitte's website](#).

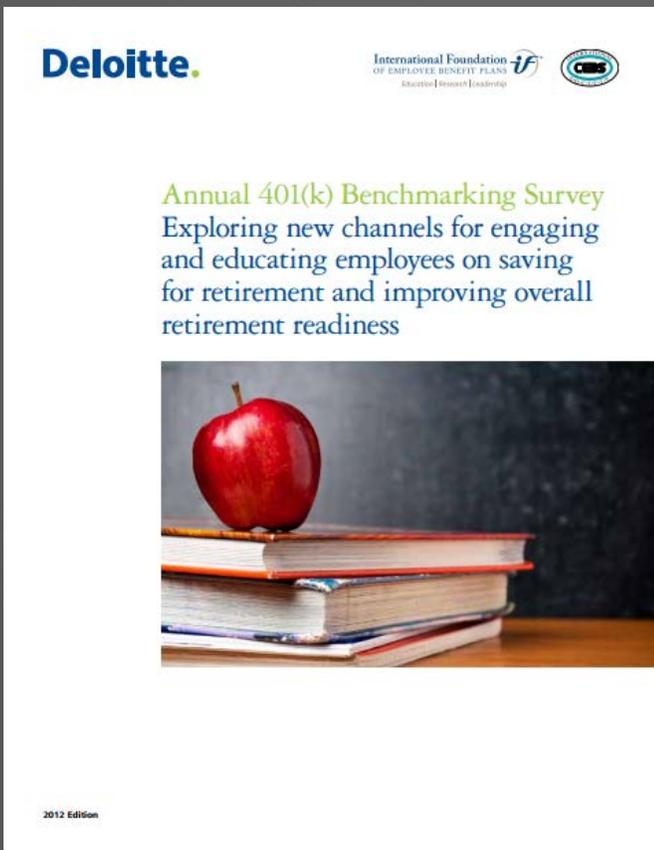


Image source: [deloitte.com](#)

fi360's Resources

Compliance Guidance and Documents

Without a doubt, if you're looking for compliance documents, [fi360.com](https://www.fi360.com) provides some of the best FREE downloadable documents, including the Prudent Practices handbook series, sample bylaws, sample meeting minutes, sample fiduciary acknowledgement letter, sample Investment Policy Statement, and more. (Find them on their Resource Page or run a quick Google search with the document name you're looking for followed by the term "fi360" and you'll likely pull up a template or two you can use!)

With extensive education, certification, software, and practice management offerings, fi360 is a one-stop shop equipped to provide individuals and organizations with the training, tools, and resources necessary to become more successful.



Get More FREE Resources

Get MORE resources, strategies & best practices for growing and protecting your 401k business at:

<http://www.401kbestpractices.com>

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