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BRAD FERGUSON

Vice President
Institutions

EDUCATION



Shippensburg University

2000 BSBA in Finance

LICENSES



Series 65

EXPERIENCE



15+ years

TARGET AUDIENCE



- Companies with retirement plans containing between \$10 million and \$500 million in total assets.
- Retirement platform providers seeking to provide enterprise-level fiduciary services to their retirement plan sponsor clients.

OUR PRODUCTS



Comprehensive retirement plan advisory services including:

- Fiduciary risk management
- Vendor evaluations/searches
- Fee negotiations
- Employee education
- Institutional platform fiduciary solutions

ASK ME ABOUT



- Investments
- Benchmarking
- Public speaking
- Fiduciary services

MY SPECIALTY:

As Vice President of Institutions for SWBC's Retirement Plan Services division, I am able to speak from my experience in a variety of retirement plan roles on topics ranging from participant enrollment meetings to complex fee structures. I thoroughly enjoy speaking in public and helping plan sponsors and participants tackle a highly nuanced benefit.

MY EXPERIENCE HAS LED ME TO DEVELOP PRESENTATIONS LIKE:

- Sorting Through the Noise—Making Retirement Plan Vendor Calls Productive (**vendor benchmarking and risk management**)
- New Regulations—How They Affect You and What's Next (**retirement plan regulatory update**)
- Covering the Bases—Agreements, Practice Standards, and Minutes (**retirement plan committee education**)
- Investment Reviews—Effective Solutions for Universal Challenges (**investment review education**)
- What to Expect When You're Requesting (**RFP education**)
- A Case Study in Conducting an Investment Advisor RFP (**RFP education**)
- From the Outside Looking In (**retirement plan risk management**)
- What if...? Connecting the Dots Between Retirement Plan Questions, Answers, and Implications (**general retirement plan sponsor education**)

SKILLS/EXPERTISE:

- Service provider evaluations
- Plan success
- Participant outcomes
- Fiduciary risk management
- Custom platform fiduciary solutions