

## Direct Retirement Solutions:

### *Managing Risk through Shared Fiduciary Responsibility*

Established in 2001, Direct Retirement Solutions (DRS), located in Albany, NY, manages retirement programs (401k, 403b, 457, defined benefit) – totaling more than \$260M. Our business is focused exclusively on retirement programs, not individual wealth management.

The most important thing you need to know is that **we will serve as an Investment Plan Fiduciary** with respect to the Plan investments chosen. As ERISA Plan Fiduciaries, we are always obligated to act in the best interests of your Plan participants by eliminating all conflicts of interest, never accepting commissions or other types of “hidden” payments, and providing full, transparent fee disclosures. In other words, **we sit on the same side of the table as our clients**, which is unique in our industry.

- We provide a detailed Investment Policy Statement (IPS), which serves as the road map for fund recommendations, as well as a benchmark for on-going monitoring.
- We provide a quarterly investment scorecard that monitors the performance of the Plan’s investments against the benchmarks outlined in the IPS.
- We have virtually no limitations when it comes to mutual funds. If it’s offered on the market, we can offer it to our clients. We always utilize the best funds available, as opposed to a menu dominated by one fund family.
- All funds are free of front-end loads, back-end loads, or annuity / mortality charges. This is a major advantage over most of our competitors.
- We provide real, institutional share class mutual funds – not separate accounts, sub-advised funds or variable annuities. All of our funds can be monitored in newspapers, financial publications, the internet, or through Morningstar®.
- We make sure your employees have access to the education and advice they need to make appropriate investment decisions, and will meet with them one-on-one.
- We can provide an “auto-pilot” investing solution with target-date retirement funds for those participants that do not want to worry about being “hands on” with their investments.
- If a mutual fund “shares” a portion of their expense ratio (or practices “revenue sharing”), we will capture these fees and pass them back to the Plan participants, which effectively reduces the overall expense ratio of the fund. We will never accept revenue sharing payments ourselves.