



People and **technology** at **your service**.

30 Years of retirement industry **leadership**
and **innovation**.

We make it
simple.

nextlevel IRA[™]

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Streamline and **simplify**
distribution processing administration.

We'll help you find the **best-fit solution** for your business →

Distributions

→ Fast, efficient retirement plan distributions

IRA Solutions

→ Safe Harbor-compliant Automatic Rollover IRA solutions

Trust Resolution Services

→ Uncashed checks

PenChecks. Your **go-to experts**.

#1

Leader in
outsourced
benefit payment
distributions

30

Years of payment
processing
experience and
industry innovation

125K+

Plans
supported

1000+

TPAs and record
keepers served

Largest and most **trusted independent provider**
of pension distribution services in the U.S.

Other PenChecks Solutions

Simplify your business.

1099-R Only

- 1099-R Only for Rollovers by another custodian

Participant Search Service

- Built into many of our services, but available as a standalone service

Death Audit

- Built into our Recurring Benefit Service but available as a stand-alone service

World-class solutions that help you **focus on your business.**

PenChecks IRA Service Options

We offer **ultimate flexibility**.

Enhanced

- Send 30-day mandatory distribution notice on behalf of Plan Sponsor
- Participant processes election with TPA or Rker, non-responsive participants are moved into a Safe-Harbour IRA

Premier

- PenChecks ultimate turnkey solution
- Send mandatory distribution notice, pay out responding participants, and establish Safe-Harbour IRAs for those that do not respond
- Participants process elections with PenChecks

All service levels available for both **ongoing** and **terminating** plans.

Plan Terminations

Turnkey end-to-end distribution processing solution

→ How we help

We become your back office, handling the entire participant outreach process and distribution process – **beginning to end process.**

Solution Highlights

- Includes mailing of benefit election packets, access to benefit election portal, processing of forms including paper, and PenChecks call center for participants
- ACH and Wire account authentication included
- Ability for advisory firms to capture IRA rollovers right through the benefit election process
- Full online visibility to Recordkeeper of all distributions
- Automatically establish Safe-Harbour IRAs for those that do not respond
- Save time and money by reducing administrative workload

nextlevel IRA™

Provides advisors a retention strategy to capture **leaking revenue** from their retirement plan as well as a long-term **prospecting pipeline** for their wealth management business without adding an **administrative burden**.





How Big Is the Opportunity?

As of 2023, approximately 55.5 million U.S. households, representing **42.2% of all households**, owned IRAs. ¹

As of Q3 of 2024, the average IRA account balance across all age groups was **\$129,200**, an 18% increase from the previous year. ²

Total Rollover Market: **\$845B, 5.19M** Accounts ³

54% of Advisor-Intermediated Rollovers go to Existing Advisor Relationship. ³

85-90% of Smaller Balances (**sub \$210K**) go to Direct Providers. ³

What solution do you have to help capture this opportunity?

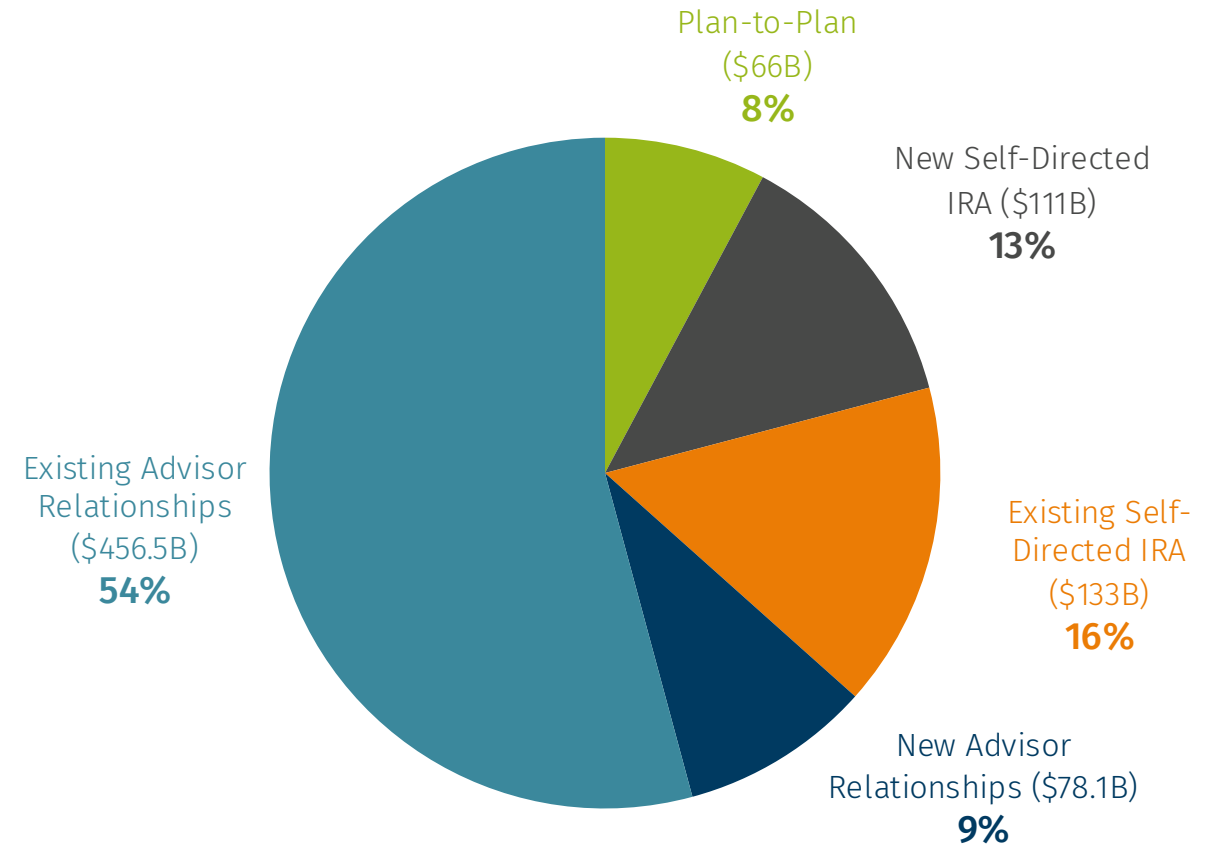


Rollovers are won by Existing Relationships

Total Rollover Market: \$845B across 5.19M accounts

- Advisor-Intermediated Rollovers
 - Assets: \$535B
 - 63.3% of Total Rollover Assets
 - Average Balance: \$210.2K
 - **New Advisor Relationships:** \$78.1B
 - 17.4% of Advisor-Intermediated Rollovers
 - **Existing Advisor Relationships:** \$456.5B
 - 85.4% of Advisor-Intermediated Rollovers
- Self-Directed IRA Rollovers
 - Assets: \$244B
 - 28.9% of Total Rollover Assets
 - Accounts: 37%
 - Average Balance: \$125.8K 3

The Breakdown of the Rollover Market (\$845B)



These insights highlight the importance of **strong advisor relationships** to help secure rollovers, preserve plan assets, and develop lasting wealth clients.

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An **Innovative** Retirement Savings Solution Designed to **Help** Advisors Solve Two Critical Challenges in a **Scalable** and **Efficient** Way

- Retain More Assets
- Convert Leakage into Wealth Management Growth
- Advisor ACT Portal – Powered by iJoin



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Retain More Assets

- Provides advisors a retention strategy and revenue model for terminated participants with balances between \$7,000 and their wealth management minimum.
- Solves for the historic administrative and compliance challenges with rollovers.
- Allows advisors to maintain or grow associated revenue without diluting their retirement plan business.

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Convert Leakage into Wealth Management Growth

- Provides advisors new wealth management opportunities by collecting external assets and providing comprehensive account data for prospecting.
- Empowers advisors to monitor balances and transition clients from small balance accounts to full-service wealth management clients as their assets grow.

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- Advisors can use the Advisor ACT Portal to identify, and target terminated participants in real-time based on all account information provided.
- Identify prospective wealth clients for targeted outreach.
- Create automated education campaigns to account holders based on targeted criteria.

nextlevel IRA™

The traditional IRA solution from PenChecks Trust® that provides an efficient, seamless transition from an employer retirement plan to a customized IRA account tailored to the account holder's retirement income goals.

→ Partnership

providing the ability to grow your assets, turn leakage into loyalty, diversify your client base –
all with an automated and personalized Invest4U™ client experience

Solution Highlights

- Grow your assets under management by capturing Rollover IRA accounts directly from your retirement plan portfolio.
- Scale your business by leveraging the **Invest4U™** personalized investment solution that provides proactive monitoring, automated rebalancing, and custom investment strategies empowering clients and strengthening relationships.
- Identify new opportunities for growth by preventing the outflow of retirement assets while developing a pipeline for future prospective wealth management clients.
- Choose your own fund lineup or use one of the standard offerings.
- Seamless onboarding experience, automate tasks, simplify operations and easily document rollover recommendations.
- Easily identify, facilitate, and capture rollovers directly from your 401(k) plans irrespective of the recordkeeper.
- Built in tools to document the IRA rollover recommendation.
- Create automated email campaigns tailored to your business

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→ Individuals

Using a goal-based investment approach, NextLevel IRA helps individuals identify their income needs at retirement. **Investments rebalance as individuals' life changes, and they get closer to retirement through the Invest4U™ Personalized Investment Solution.**

Solution Highlights

- Option to elect the **Invest4U™** personalized investment solution, where a personalized investment strategy selects and manages the account holder's investments based on their retirement income goals.
- Automated quarterly rebalancing tailored to their individual goals, eliminating the need for self-management and ongoing allocation adjustments.
- NextLevel IRA includes a wide range of investment choices, on-demand reporting, and a personalized client experience.
- Just 57% of younger workers (18-29) have any retirement savings and only 24% feel on track for retirement.⁴
- NextLevel IRA account setup takes as little as 5 minutes once application process is complete.
- Service and Support Contact NextLevelIRA@PenChecks.com

4. Board of Governors of the Federal Reserve System. (2023). *Economic Well-Being of U.S. Households in 2022*. Retrieved from [Federal Reserve](https://www.federalreserve.gov/econres/bankofamerica/economic-well-being-of-u-s-households-in-2022).



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Questions?

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