



Investment Strategies

For Plan Providers

A plan sponsor's role comes with a heavy burden of accountability for the investment options that they offer to participants. Mesirow Financial's Fiduciary Partnership service can help make your plan sponsors' fiduciary duty more manageable. Through a customized, consultative approach, Mesirow Financial can provide a flexible fiduciary solution.

Through an extensive analysis of your platform's investment landscape, Mesirow Financial will identify investment options appropriate for retirement investing and act as a fiduciary to the plan.

Fiduciary Partnership Service Options

The first step toward meeting a plan sponsor's fiduciary obligation, is to understand the options offered under the Employee Retirement Income Security Act (ERISA). The level of fiduciary responsibility desired is a key element in determining which service is appropriate, and which shares or removes such obligation.

Mesirow Financial's Investment Strategies team is experienced in deciphering these requirements, and offers two types of fiduciary services for retirement providers to offer plan sponsors.

Investment Advisory Service Under Section 3(21) of ERISA

Mesirow Financial will:

- Assist plan sponsors in their fiduciary responsibilities with respect to investment selection and monitoring
- Create the Mesirow Financial Elite List that covers a broad menu of investment options in asset classes that are appropriate for long term retirement investing.

Investment Management Service Under Section 3(38) of ERISA

Mesirow Financial will:

- Assume full discretion for selecting, monitoring and (if necessary) replacing the investment options.
- Build multiple investment line-ups designed for varying plan demographics

The Mesirow Financial POLICE Report®

Each quarter, Mesirow Financial will monitor all investment options covered by the Fiduciary Partnership service both quantitatively and qualitatively. The Mesirow Financial POLICE Report® is a six category watch list, which monitors issues regarding:

Performance - ranks all funds versus their appropriate peers

Organization - tracks personnel and ownership changes

Legal - discloses lawsuits, settlements, or regulatory issues

Investment Policy - identifies changes in strategy and/or operations

Consistent Style - pinpoints all style issues based on historical returns

Expenses - compares fees to a peer group average to assess the competitiveness

Legal Protection

As clearly defined in the plan sponsor agreement, Mesirow Financial will perform its duties and obligations with respect to investment option selection and monitoring consistent with the standards of ERISA. This agreement protects the sponsor from third-party lawsuits arising from issues regarding investment option selection and monitoring.

Why use the Fiduciary Partnership Service?

Mesirow Financial:

- Defends all claims within the scope of its fiduciary duty on behalf of the plan sponsor
- Helps reduce client turnover, increase plan retention and new sales
- Is independent, diversified, well capitalized and properly insured for these services
- Utilizes the PrecisionAlpha® process, a proprietary quantitative manager selection methodology
- Conducts in-depth qualitative fund due diligence
- Delivers the Mesirow Financial POLICE Report®, a quarterly investment watch list
- Provides on going sales training and marketing support to drive a successful partnership

About Mesirow Financial

Mesirow Financial is a diversified financial services firm headquartered in Chicago. Founded in 1937, it is an independent, employee-owned firm with approximately 1,200 employees globally. With expertise in Investment Management, Global Markets, Insurance Services and Consulting, Mesirow Financial strives to meet the financial needs of institutions, public sector entities, corporations and individuals. For more information about Mesirow Financial, visit its website at mesirowfinancial.com.

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Printed in the U.S.A



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Innovative Solutions.