



Defined contribution providers offer robust platforms of investment options to plan sponsors through you, the financial advisor. New regulations proposed by the Department of Labor may more clearly define your role as a fiduciary if you provide investment advice to plan sponsors. Mesirow Financial's Fiduciary Partnership service provides the tools necessary to appropriately select and monitor the many funds available to plan sponsors, enabling you to better serve your clients.

Mesirow Financial's Fiduciary Partnership service can help mitigate your fiduciary risk, while still embracing and empowering your role with plan sponsors.

Are You a Fiduciary?

The newly proposed definition of a fiduciary could bring more risk to your business. Mesirow Financial's Fiduciary Partnership service can help mitigate your fiduciary risk, while still embracing and empowering your role with plan sponsors.

How Can Mesirow Financial Support You?

- *Help you do it:*

The Elite List - a broad menu of approved funds across many asset classes on the defined contribution provider's platform for which Mesirow Financial takes fiduciary responsibility. If you are comfortable providing investment advice to plan sponsors, but still want to offload some fiduciary risk, the Elite List is most appropriate for you.

- *Do it for you:*

The Basic, Standard and Advanced Suggested Fund Lineups – plan-demographic-based lineups built by Mesirow Financial. If you are not comfortable choosing funds and providing investment advice to plan sponsors, the Suggested Fund Lineups are most appropriate for you.

- *Mesirow Financial empowers me:*

With either approach, you remain the key business contact for the plan sponsor.

What Does Mesirow Financial Provide with the Fiduciary Partnership Service?

- Mesirow Financial signs an advisory services agreement with the plan sponsor, clearly defining its role as a fiduciary.
- A rigorous quantitative and qualitative analysis of funds on the retirement provider's platform.
- The quarterly reporting package, including market commentary and a detailed, fund due-diligence report (the Mesirow Financial POLICE Report®). This report provides an added layer of independent fund due diligence and monitors the following issues:
 - 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 detailed in the agreement between Mesirow Financial and the plan sponsor, Mesirow Financial will perform and defend its duties and obligations with respect to investment option monitoring in compliance with ERISA. This agreement protects the sponsor from certain 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 manager 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.

*The specific legal protection offered by Mesirow Financial is governed by the agreement between Mesirow Financial and the plan sponsor. Nothing herein is intended to modify such agreement.

The information provided herein is for informational purposes only and should not be construed as a recommendation to purchase or sell any particular security or investment vehicle(s) offered by Mesirow Financial Investment Management, Inc. (MFIM) or affiliates of MFIM. The information contained herein has been obtained from sources believed to be reliable, but is not necessarily complete and its accuracy cannot be guaranteed. Any opinions expressed are subject to change without notice. MFIM has provided certain mutual fund information as contained on its Elite List referenced herein as a result of its qualitative research process. However, it is the responsibility of plan participants to select specific funds from this list, which meet the participant's investment objectives and risk tolerances, as Mesirow Financial has not selected these funds on the participant's behalf. It should not be assumed that any recommendations incorporated herein will be profitable or will equal past performance. Any direct or implied reference to performance is not a guarantee of results. Client returns will be reduced by advisory and management fees and other expenses that may be incurred in the management of an investment. MFIM does not provide tax or legal advice. MFIM's advisory fees are described in MFIM's Part II of the Form ADV.

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