HICKS NOTES

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February 2015 By Tom Hicks, Attorney At Law

SALES RESOURCES AND IDEAS FOR 2015

As we continue to provide sales tools and ideas to help you market and service retirement plans, this newsletter will provide you with specific links to additional data to help you get more plans.

Webinars on Demand
This link will take you to recordings of webinars we did last year. There is a basic sales webinar where I explain the process of using our website and what we see as market trends in our industry. In addition, we have one hour of Defined Contribution, Defined Benefit and Legal and Fiduciary issues. These are more educational in content and are perfect for refreshers on the latest laws and regulations in our industry. Simply click on the recording you wish to hear, sign in and sit back and enjoy the message. There are also booklets and slides accompanying each presentation that you can you use to help remember the important concepts discussed in each webinar.

Articles of Interest
Over the year, we have written Hicks Notes on a variety of subjects. These can be used to help sell you and your approach to financial planning services you may offer.

For example, in our February 2014 newsletter, we outline the roles of various advisors in retirement planning. This article can be sent to new prospects who may be confused on all the moving parts in a 401(k) plan. February 2014 Newsletter

In our May 2014 newsletter, we outline the Department of Labor expectations of Fiduciaries with respect to decisions made regarding the plan. This article is a great prospecting tool for the takeover of larger 401(k) plans. By helping Fiduciaries understand and helping them fulfill their duties, you bring added value to your new and existing clients. May 2014 Newsletter

In our September 2014 newsletter, we tackle the great Bundled vs. Unbundled debate. If you have prospects that are currently bundled with a payroll provider or investment company, this is a great article on the argument for unbundling. September 2014 Newsletter

If compliance is an issue, in our October 2014 newsletter we address what the IRS is looking for in an audit. This article would be helpful to bigger clients that may not be fully compliant in their document or other areas. It is a case study with a link to an actual IRS request for information. October 2014 Newsletter

These articles are short and sweet and outline the basic issues that affect each client in different ways. Feel free to forward these to clients and prospects as needed.

PPA Restatements
The clock is running for Defined Contribution/401(k) Restatements. They must be completed by April 30, 2016. While a year away seems like a long time, now is the time to address this issue. If made by May of this year, amendments could be made for the 2015 plan year to help better design the plan. Adding a safe harbor or a tiered benefit allocation to help the owners should be addressed. We offer competitive rates for a full redesign or new plan installations. Use this link to remind your clients that this needs to be done and they should not be overpaying their existing administrator for this work. PPA Information

Uni(k) and Solo Defined Benefit Plans
One person companies can take advantage of Defined Benefit plans and owner-only 401(k)s. While a SEP may be appropriate in many cases, by adding a DB plan we can get greater contributions. We have negotiated a special rate with our Actuary to capture this solo DB market. Owner-Only Defined Benefit Plans

For those making less than $212,000 and wanting a bigger contribution than 25% of their salary, a solo 401(k) is the simple, low cost solution. Check out the costs and advantages here. Owner-Only 401(k)

For basic information including fees, brochure and proposal requests, click here.

Mobile Website
We have provided marketing and technical resources for your use at your fingertips. Simply go to www.nhhicks.com on your mobile device and save to your home screen. It has plan overviews and explanations that you can email to your clients while talking to them; it will also give you quick access to our brochure, fee schedule and proposal requests as well as access to our main site. This is a tremendous tool to have while at a meeting with prospective clients because any basic question can be easily answered in real time. Check it out!

Legal and Technical Expertise
We are always available for emails, phone calls and meetings to help you in any way we can. As an attorney with over 25 years in this industry, there is nothing I haven't seen. Debbie Rath is available to provide your plan design alternatives, perform legal research, and answer technical and administrative questions as needed. Please do not hesitate to contact us:

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In conclusion, we have worked diligently all year to provide you with the resources to increase your business. Please feel free to use them in conjunction with your marketing and call us on anything you may need help on. We are here for you. Happy Hunting!