Midwest Pension Conference
Minnesota Chapter

You're Invited to the
Midwest Pension Conference
30th Annual Fall Seminar

Wednesday, October 8, 2014
7:30 a.m. to 1:45 p.m.
Lafayette Club · Minnetonka Beach, MN

2800 Northview Road, Minnetonka Beach, Minnesota 55361 (952) 471-8493

Note: Registration Information is available on the final page of this invitation. If you are able to send a check in advance with your registration, that helps expedite the registration. Thank you!

Keynote Speaker (Lunch)

The Asking Formula

John Baker, Creator of The Asking Formula

As senior vice president and COO at American Express and Ameriprise Financial John taught thousands of people his unique, powerful process to ask more effectively… more confidently… more persuasively... for what they wanted. John teaches you how to ask for the outcomes you desire -- a sale, a referral, a promotion, a second date -- regardless of topic, audience or situation. His method applies to both your professional and personal life.

Breakout Sessions

1. Participant communication successes & failures: How to make a statement with your statements (and other communications)

Does your website deliver digital elegance? Do your videos use meaningful metaphors? Do your calls to action have traction? Join us for a look at examples of participant communication successes and failures as well as common challenges when communicating with participants. You'll leave this session with ideas and tips for making your communications more engaging and effective.

Speakers: ***Diana Dukich, AHC***
David Benbow, Milliman

2. Retirement income and a retiree's pay down strategy

New tools like auto enrollment, auto escalation, and target date funds have begun to address the issues of participant inertia, and lack of investment knowledge. But, unfortunately, when a person reaches retirement they often find themselves without knowledge, reliable resources or a strategy to adequately address the distribution or pay-down phase. We will analyze the trends, investment products and tools to help better understand and prepare your participants for a successful retirement.

Speakers: ***Todd Perala, BMO***
Doug Psick, Mutual of America

3. Best practices for plan sponsors

Susan and Deb will share their extensive experience in working with Plan Sponsors around fiduciary oversight and best practices. They will give us historical perspective on current practices while taking us forward to what Plan Sponsors can anticipate in the future. They will discuss how Plan Sponsors and Investment Committees can establish efficiencies and meaningful procedures for monitoring their plans to mitigate risk, encourage better participant outcomes, and manage excess staff involvement. They will encourage an interactive session that discusses how to use and leverage outside independent advisors and providers to provide support and fiduciary services, particularly as HR and Finance Departments become more streamlined.

Speakers: ***Susan Stiles, Stiles Financial***
Deb Rosenberg, Stiles Financial

4. Overview of simple nonqualified plan designs for taxable entities

Discover what a non-qualified plan can do to retain and reward your executives and top management. Learn the basics of non-qualified plan design and incorporating a strategy to benefit executives now and in retirement. We will discuss the primary uses of deferred compensation plans, trends, tax implications and the design principles aligned with 409A.

Speakers: ***Richard Kroll, The Principal Financial Group***
Darlene Laursen Medrano, Milliman
Stewart Nigg, Ernst & Young

5. The success of Target Date Funds

This session will be take a closer look at the success of target date funds and what is behind the different options. There is a variety of options to choose from with different investment strategies to back up those funds but how do fiduciaries know they have chosen the optimal fund for their demographics? What should fiduciaries be doing to protect themselves? Do participants fully understand how these funds work? The panelist will address these topics along with your questions on deciphering through all this data to provide optimal participant outcomes

Speaker: ***Brett Round, American Century Investments***
Dave Waters, Franklin Templeton Investments

6. Pros and Cons of using Exchange Traded Funds in retirement plans

What is an Exchange Traded Fund? Learn the pros and cons about these types of investments in today's environment of retirement plans.

Speaker: ***Lisa Dallas, Charles Schwab***

7. Retirement plan issues in mergers & acquisition

Pension plans can present a material liability for a buyer, and can have a significant impact on the value realized from a deal. In this session, we will discuss how to assess pension liabilities in due diligence, types of liabilities, and possibilities with dealing with these plans. We will also discuss additional non-U.S. considerations including types of defined benefit arrangements, typical non-U.S funding, and dealing with employee works councils/unions and pension regulators.

Speakers: ***Kelly Karger, Towers Watson***
Christopher Laux, Ernst & Young

Schedule of Events

7:30 to 8:15 a.m.	–	Registration/Continental Breakfast
8:15 to 8:30 a.m.	–	Welcome/Announcements
8:40 to 9:40 a.m.	–	Breakout Session #1
9:50 to 10:50 a.m.	–	Breakout Session #2
11:00 to Noon	–	Breakout Session #3
Noon to 1:45 p.m.	–	Buffet Lunch/Keynote Speaker

Cost (includes meals)

Midwest Pension Conference Members - $110
Non-Members - $150

Dress

Business casual

Directions from downtown Minneapolis

Drive West on I-394. At I-494, I-394 turns into Highway 12. Stay West on Highway 12 and go past Wayzata to County Road 15 West (1.5 miles past County Road 15 East). Drive West on County Road 15 about 5 miles along the north side of Lake Minnetonka to Westwood Road (approx. 1 mile after you cross the Arcola Bridge). The Lafayette Club sign is on the right, next to St. Martin's Church. Turn right onto Westwood Road, curve to the left behind the Church, and take the first right onto Northview Road (the club entrance). There will be a sign by the turn. As you drive into the Lafayette Club, the parking lot is on your left.

If you have any questions or need additional information, you may contact Darlene Laursen Medrano at darlene.laursen@milliman.com or (952) 820-2443 or (612) 414-3940.