Midwest Pension Conference
Minnesota Chapter

You're Invited to the Midwest Pension Conference 31st Annual Fall Seminar

Thursday, September 24, 2015
7:30 a.m. to 1:30 p.m.
Lafayette Club · Minnetonka Beach, MN
2800 Northview Road, Minnetonka Beach, Minnesota 55361 (952) 471-8493

Register today for the Fall Seminar at www.midwestpensionconference.org
Looking for ASPPA continuing education credits? Each breakout session will provide 1 ASPPA credit.

Lunch Keynote Speaker: Peter Neuwirth

"What's Your Future Worth"

"Every significant decision people make is based on how it affects their future. But when it comes to figuring that out, most end up improvising along the way. Financial professional Peter Neuwirth, a Towers Watson retirement actuary from San Francisco will be here to discuss his book on an approach to decision- that makes use of "present value" as a way of simplifying and systematically evaluating all the outcomes that could arise from choosing one path over another. This approach is particularly effective for making decisions affecting our Financial Wellness, but it is far broader than that. In the book, Pete offers an accessible, step-by-step guide to using the powerful concept of present value, a concept that actuaries have been using for decades but is also one that anyone can use in their own life. The book is filled with relatable examples for making any type of decision, financial and otherwise, from the basic, such as whether to fix your old car or buy a new one, to the potentially life altering, such as choosing a medical treatment or a new career."

Schedule of Conference 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 ASPPA CE
9:50 to 10:50 a.m.	–	Breakout Session – 1 ASPPA CE
11:00 to Noon	–	Breakout Session – 1 ASPPA CE
Noon to 1:30 p.m.	–	Buffet Lunch/Keynote Speaker – Peter Neuwirth
1:30 -3:30 p.m.	–	(Optional) Boat Cruise on Lake Minnetonka – Drinks and appetizers

Cost (includes meals, a copy of Peter Neuwirth's book and Lake Minnetonka Boat Cruise)

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

Dress

Business casual

Directions and Parking Information

From downtown Minneapolis, drive west on I-394 about 16 miles, past Wayzata, to County Road 15 West. Drive west on County Road 15 about 5 miles along the north side of Lake Minnetonka to Westwood Road. The Lafayette Club sign is on the right, across from St. Martin's Church. Turn right onto Westwood Road, curve to the left behind the church, and take the second right onto Northview Road.

Parking is available at the LaFayette Club at no additional cost.

Questions? or looking for additional information, you may contact Darlene Laursen Medrano at darlene.laursen@milliman.com or (952) 820-2443 or (612) 414-3940.

Breakout Sessions

1. Financial Behavior - Application of Best Behavioral Practices in 401(k) Design: Progress and Opportunities

Presentation intended to provide retirement professionals with: a review of the 401(k) landscape and our 90-10-90 Plan Success Goals; an update on progress that has been made in the industry to improve plan participant outcomes, including actual case studies; behavioral strategies that can be used to facilitate further improvements in plan design and participant outcomes.

Speakers: ***Svetlana Gherzi, Allianz Global Investors***
Moderator: ***Matt Gulseth, Channel Financial***
Panelists: ***Kevin Skow, Milliman***
Sue Amundson, Mall of America

2. Fiduciary Definitions – Proposed DOL Regulation and Accompanying Prohibited Transaction Changes

"The DOL has re-proposed its controversial revisions to the definition of who is a fiduciary under ERISA. Along with this proposed regulation, the DOL has proposed new prohibited transaction class exemptions and amendments to existing ones. The DOL's proposed action will dramatically change the financial services industry. It will expand the list of individuals and entities viewed as fiduciaries based on providing investment advice. In addition, the proposed new prohibited transaction class exemptions and the amendments to existing prohibited transaction class exemptions will likely impact compensation and service models. Perhaps most controversially, it will impose new rules on investment advice delivered to IRA participants."

Speakers: ***Mike Voves, Dorsey Whitney***
Andrew Holly, Dorsey Whitney

3. Hot Topics in Retirement Plan Investments

Retirement plan fund arrays continue to evolve with new products and participant demands. We will discuss changes that plan sponsors are making to streamline their 401(k) lineups and help participants make better decisions. We will also talk about the impact of recent court cases and the importance of fiduciary processes and decision-making criteria.

Takeaways:

Understand current trends in structuring 401(k) fund arrays
Fiduciary considerations for fund choices
Potential investment impact of proposed legislation

Speaker: ***Deb Rosenberg, Stiles Financial***

4. DB Plan Update: Finding the Best Approach to Pension Risk Transfers

The landscape of defined benefit (DB) pension plans continues to evolve and pension risk transfers have become increasingly popular over the past few years. In this session we'll examine a unique framework for approaching the pension risk transfer decision process, including traps for the unwary. We'll also discuss how DB "hot topics" such as new mortality tables and cash balance plans fit into the pension risk puzzle.

Speakers: ***Alan Pitts, Channel Financial***
Mark Schulte, Van Iwaarden Associates

5. E-volving Your Electronic Communications

With ever-changing technology and an increase in participants' access to information online, electronic communications is an important and timely topic for employers sponsoring benefit plans. Employers are constantly challenged with how to keep up with the evolving mix of communication channels – across web, mobile and social media – to help engage and inform their employees.

Please join us in a discussion covering:

- Communications strategies to keep employees engaged and informed
- Legal framework applying to electronic distribution – from IRS, DOL, HHS
- Examples from our experience
- Anticipated guidance from the DOL, updating DOL Reg. §2520.104b-1(c)

Speakers: ***Diana Dukich, AHC***
Holly Fistler, Dorsey Whitney

6. Trends in Executive Pay

Our discussion will focus on the trends and regulatory environment around pay for performance with specific changes we have seen in compensation offerings and linkages to company performance. We will discuss methods for measuring performance, different metrics considered, and the overall impact to benchmarking executive pay.

Speakers: ***Christopher Laux, Ernst & Young***
Jason French, Ernst & Young

7. Private Health Exchanges Today

Private exchanges allow employers to offer a sustainable health benefit by combining defined contribution with a competitive insurance marketplace. This session will describe how private exchanges can be a win-win for employers and their retirees, and compare the private exchange value proposition for retirees to that of active workers.

Speaker: ***John Barkett, Towers Watson***

8. ESOP Update

Panel will discuss key topics: How ESOPs are being used today for succession planning and acquisitions. Regulatory issues unique to ESOPs including Department of Labor proposed regulation defining "fiduciary". Employee engagement and common compliance issues and challenges for ESOP administrators.

Speakers: ***Matt Schubring, Chartwell***
Jeffrey Cairns, Stinson Leonard Street LLP
Kevin Weise, Bremer Trust

Breakout Session Registration Form

Name ___________________________________ Member: ___Yes ___No

Company Name ___________________________ Phone Number _________________

E-Mail Address ____

Are you a __ Plan Sponsor __ Service Provider __ Consultant __ Lawyer __ Actuary ______ Other

Please rank the following topics in order of preference from 1 to 4, with 1 being your top choice. We will do our best to accommodate preferences on a first come, first serve basis. You will be assigned to three sessions during the day.

_____ 1. Financial Behavior: Application of Best Behavioral Practices in 401(k) Design

_____ 2. Fiduciary Definitions: Proposed DOL Regulation & Accompanying Prohibited Transaction Changes

_____ 3. Hot Topics in Retirement Plan Investments

_____ 4. DB Plan Update: Finding the Best Approach to Pension Risk Transfers

_____ 5. E-volving Your Electronic Communications

_____ 6. Trends in Executive Pay

_____ 7. Private Health Exchanges Today

_____ 8. ESOP Update

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Please make your top 4 selection online with your reservation.

If you would like to make your selection via a paper form, you may email this form directly to Darlene Laursen Medrano by Thursday, September 17, 2015.

E-Mail: **darlene.laursen@milliman.com**