



## Build your retirement business with Vanguard Retirement Plan Access™

Are you overwhelmed by administrative challenges that prevent you from taking steps to help grow your business and demonstrate your value? With increasing competition, it's crucial that you find the right solutions sooner rather than later so that your advisory practice can stand out in today's crowded market.

Put an ineffective approach behind you and start aligning your practice with a world-class recordkeeping provider—Vanguard Retirement Plan Access (VRPA).

According to a Cerulli report, more than 80% of plan sponsors work with at least one intermediary to help manage their retirement plan benefits package.<sup>1</sup>

**By partnering with VRPA, you'll bring efficiency to the management of your client's plan and tap into resources that will help build your retirement business.**

### A relationship with Vanguard Retirement Plan Access includes:

- ▶ Dedicated resources to support the growth of your brand and practice.
- ▶ A transparent pricing model and the flexibility to customize investment lineups.
- ▶ Valuable opportunities for networking and referrals.
- ▶ A plan provider that inspires 98% client retention.

**98%**

CLIENT RETENTION<sup>2</sup>

### Set your advisory fees based on the services rendered

Whether it's a fixed price or basis points, our automated fee service collects and remits fees according to your payment instructions. Plan sponsors also have the ability

to choose whether they pay the fees, have the fees paid by participants, or a combination.

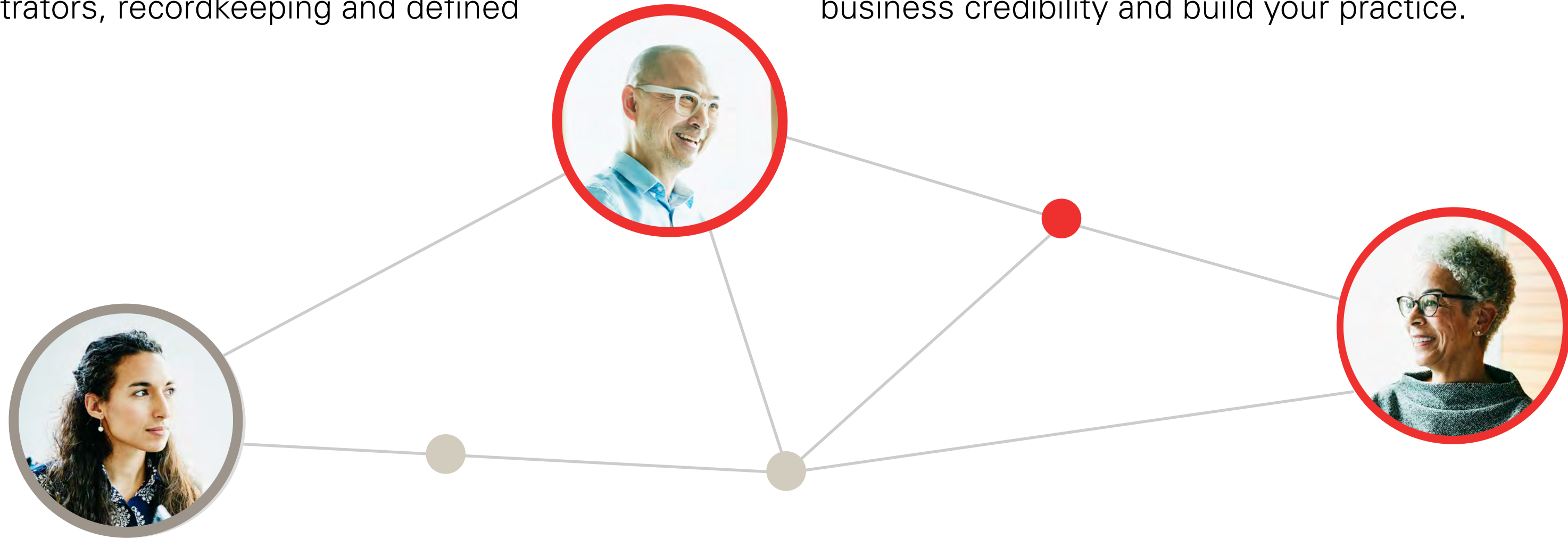
<sup>1</sup> Source: *The Cerulli Report—U.S. Retirement Markets 2019: Looking Toward Holistic Solutions for Participants and Plan Sponsors*, Cerulli Associates.

<sup>2</sup> Source: Ascensus, Onboarding Client Satisfaction Survey, as of June 30, 2020. Excludes plan terminations and mergers and acquisitions.

## Vanguard Retirement Plan Access can be your centers of influence (COIs) coach

COIs are mutually beneficial relationships that drive growth and lend efficiency to your retirement business. VRPA can help you make valuable connections with third-party administrators, recordkeeping and defined

contribution investment-only wholesalers, certified public accountants, benefits brokers, payroll wholesalers, and many other professionals. From there, you can boost your business credibility and build your practice.



## Make investment choices from a flexible lineup

You can construct your client's plan through nonproprietary funds or Vanguard's array of low-cost funds, including:

- ▶ Vanguard Target Retirement Funds.
- ▶ Vanguard broad-market index funds.
- ▶ Vanguard money market fund.
- ▶ Vanguard ETFs®.<sup>3</sup>
- ▶ Stable value funds.
- ▶ Vanguard active funds.
- ▶ Approximately 12,000 non-Vanguard funds.
- ▶ Company stock.
- ▶ Self-directed brokerage accounts through TD Ameritrade.<sup>4</sup>

## Give your client access to participant education opportunities

VRPA's education program provides clarity for participants and plan sponsors through online planning tools, quarterly webinars, a retirement outlook tool that provides

participants with a snapshot of savings progress, and education resources for both you and the plan sponsor to use.

## We give plan sponsors the support they need

Through your relationship with VRPA, your client gains access to:

- ▶ Premier recordkeeping services.
- ▶ Real-time compliance testing via the web.<sup>5</sup>
- ▶ Tax-form preparation assistance.
- ▶ Trustee services.<sup>5</sup>
- ▶ An enhanced participant education experience.
- ▶ One of the largest ERISA legal teams in the country.
- ▶ An experienced client service team.

<sup>3</sup> Vanguard ETFs will be available in our 401(k) offer through Ascensus with a 3 p.m., Eastern time, transaction cutoff; \$.02 per-share commission; and no intraday trading.

<sup>4</sup> Self-directed brokerage services are provided by TD Ameritrade. TD Ameritrade is not affiliated with Vanguard Marketing Corporation, The Vanguard Group, Inc., or any of its affiliates.

<sup>5</sup> Not applicable to 403(b) plans.

## Service fees

### BUNDLED ANNUAL SERVICE FEE

The bundled program includes both recordkeeping and plan administration.

Number of participants	Pricing
Up to 15	\$3,825
16–50	\$3,825 + \$75 per participant above 15
51–100	\$6,450 + \$70 per participant above 50
101–500	\$9,950 + \$65 per participant above 100
501–1K	\$35,950 + \$60 per participant above 500
>1K	\$65,950 + \$55 per participant above 1,000
Additional bundled pricing	
One-time conversion fee	\$1,500*
One-time start-up fee	\$1,000*

### UNBUNDLED ANNUAL SERVICE FEE

The unbundled program allows your client to engage a third-party administrator to manage plan administration while Vanguard continues to offer recordkeeping services.

Number of participants	Pricing
Up to 15	\$2,750
16–50	\$2,750 + \$70 per participant above 15
51–100	\$5,200 + \$65 per participant above 50
101–500	\$8,450 + \$60 per participant above 100
501–1K	\$32,450 + \$55 per participant above 500
>1K	\$59,950 + \$50 per participant above 1,000
Additional bundled pricing	
One-time conversion fee	\$850*
One-time start-up fee	\$500*

\* Fees are reduced by half at 150–299 participants and eliminated at 300 or more participants.

Actual plan fees may vary, depending on the services ultimately selected. Fees not reflected in the fee schedules above include plan installation and setup fees, participant-incurred transaction fees for using certain services (for example, distributions and loans), and fees for ancillary services that may be used (for example, self-directed brokerage accounts, stock unitization fee, contributions submitted via check or wire, etc., and conversion fee). Complete pricing information is available upon request. Pricing is subject to change.

## We are committed to your success

Look to Vanguard to stay current on industry trends, to develop products and services that help meet the needs of both you and your clients, and to partner with expert resources to deliver value-added services.

**For more information or to request a plan proposal, call Vanguard at 888-684-4015.**

### We deliver best-in-class service!

*PLANSponsor Best in Class  
DC Providers (Small Market)*

Source: PLANSponsor. Results are from their 2020 Defined Contribution Survey, addressing participant services, sponsor services, service teams and support, plan administration, and investment and fees. January, 2021.



100 Vanguard Boulevard  
Malvern, PA 19355

**For more information about Vanguard funds, visit [institutional.vanguard.com](http://institutional.vanguard.com) to obtain a prospectus or, if available, a summary prospectus. Investment objectives, risks, charges, expenses, and other important information about a fund are contained in the prospectus; read and consider it carefully before investing.**

All investing is subject to risk, including the possible loss of the money you invest.

*Trading of Vanguard ETFs<sup>®</sup> within participant retirement accounts for Vanguard Retirement Plan Access<sup>™</sup> will differ from how ETFs generally trade within a retail brokerage account, where investors can buy and sell shares of an ETF at market prices that change throughout the day. Ascensus uses the following method for processing trades of Vanguard ETFs in a participant account:*

- *Participants can submit and confirm transactions to buy or sell shares of ETFs and all other investments in the plan, including mutual funds, during the day until 3 p.m., Eastern time (or one hour before the market close time when there is an early market close).*
- *Trades may only be submitted once per day.*
- *Individual participant ETF buy trades will be aggregated with all other ETF buy trades submitted to Ascensus for that day. Likewise, individual participant ETF sell trades will be aggregated with all other ETF sell trades submitted to Ascensus for that day.*
- *A participant's ETF trade will be processed using an "average share price" for the day that the participant's trade is submitted. The average share price for an ETF is based on the average price of the aggregate buy and sell trades submitted through Ascensus on that day for that ETF for all plans serviced by Ascensus. Therefore, participants will not receive the intraday market prices for the purchase or sale of shares of an ETF. In addition, the closing market price of an ETF, which will be used to value participant ETF holdings, may differ from the average share price.*
- *The following transaction costs are also factored into the average share price: brokerage commissions, which are estimated to be \$0.015 per ETF share traded by Ascensus, and securities transaction fees on the sale of ETF shares.*

Investments in Target Retirement Funds are subject to the risks of their underlying funds. The year in the fund name refers to the approximate year (the target date) when an investor in the fund would retire and leave the workforce. The fund will gradually shift its emphasis from more aggressive investments to more conservative ones based on its target date. An investment in a Target Retirement Fund is not guaranteed at any time, including on or after the target date.

Diversification does not ensure a profit or protect against a loss.

For more information on the securities transaction fees, please visit <http://www.sec.gov/answers/sec31.htm>

The commissions and fees listed here are estimates only and are provided as of the date of this document. The commissions and fees associated with ETF trades are subject to change without notice. Other fees and commissions may also apply from time to time.

The market value of participant accounts could fluctuate daily based upon the market value prices of the investments participants choose to invest in.

If you have any questions about any of the above information, please contact Ascensus at 800-345-6363.

*Retirement plan recordkeeping and administrative services are provided by The Vanguard Group, Inc. (VGI). VGI has entered into an agreement with Ascensus, Inc., to provide certain plan recordkeeping and administrative services on its behalf. Ascensus is not affiliated with Vanguard Marketing Corporation, The Vanguard Group, Inc., or any of its affiliates.*

Ascensus is a registered trademark of Ascensus, Inc.

U.S. Patent Nos. 6,879,964; 7,337,138; 7,720,749; 7,925,573; 8,090,646; 8,417,623, and 8,626,636.