

# Application for Retirement Account Listing/Advertising with The White Coat Investor

Note to potential advertisers: This application becomes part of a listing on our recommendation page so as you fill it out expect it to be available to readers.

## Personal and Firm Information

Your Name: Stephen Dix

Name of Firm: Wellington Retirement Solutions, Inc.

Address of Firm: 14325 Willard Road, Suite 104, Chantilly, VA 20151

Best email for clients to contact you: [sdix@wrs401k.com](mailto:sdix@wrs401k.com)

Best phone # for clients to contact you: (800) 203-2670 ext. 5555

Insert link to your website: [www.wrs401k.com](http://www.wrs401k.com)

Insert link to your ADV2 if applicable: <https://www.wrs401k.com/wp-content/uploads/2019/11/WCSADV.pdf>

Years of financial experience: 30

Years of administering retirement accounts: 30

Years your firm has been in business: 30

Which of the following designations do you hold (Check all that apply):

CFA

CFP

MBA

X BS or MS in finance related field

Other (please list): ERPA, QKA, QPC

Have you had any events in the past that are reportable to regulatory agencies? If so, please attach explanation.

No.

Have any of your former clients sued you? What was the outcome? Please attach explanation.

No.

Are you currently involved in a lawsuit by a client or former client? Please attach explanation.

No.

Which services do you provide besides retirement account administration:

X Financial Planning

X Investment Management

Other services (please list):

What percentage of your time do you spend on retirement account administration:

90%

What approximate percentage of the revenue of your business comes from retirement account administration:

90%

How many retirement plans have you set up in the last year?

25

How many retirement plans are you current administering?

300

What retirement accounts do you administer (check all that apply):

X 401(k)/profit-sharing plan (small business)

X SIMPLE IRA

X SEP-IRA

X Solo 401(k)

X Self-directed solo 401(k)

X Self-directed IRA/Roth IRA

Defined Benefit/Cash Balance Plan

Health Savings Account

Other (please list):

Do you function as a 3(38) fiduciary?

YES

Do you function as a 3(21) fiduciary?

No

What types of mutual funds do you usually place into your plans:

Through Charles Schwab & Co., Inc., Wellington allows all mutual funds. As a 3(38) Investment Manager, we provide a Core List (DIA) of low-cost Index Mutual Funds, with expense ratios as low as 0.02% (SWPPX, SWTSX). We can also customize the core list to include ETFs.

Can you set-up a 401(k) plan with the following features? (Yes/No)

X Roth 401(k)

X After-tax contributions

X In-service withdrawals

X 401(k) loans

X Brokerage window (Schwab PCRA or similar)

Self-directed/Checkbook feature

## Fee Structure

What do you charge to do a study/proposal for a small business or practice:

\$500.00 for a brand new 401(k) Plan; \$750.00 for a Plan being transferred to Wellington from another provider.

What is the typical annual cost for a 401(k)/profit-sharing plan:

\$995.00 + \$25.00 per participant with an account balance. (Minimum annual fee of \$1,250.00)

Is your annual fee a simple, flat-fee or an AUM fee. If an AUM fee, what is it?

Wellington AUM fee encompasses investment advisory for participants and Plan Sponsors, fiduciary liability for the Plan Sponsor, and Recordkeeping services. The typical fee is 0.25%.

What is the typical set-up fee for a defined benefit plan:

N/A. Wellington does not administer Defined Benefit or Cash Balance Plans, although we do coordinate with a third-party to provide those services. Setup fees vary.

What is the typical annual fee for a defined benefit plan. If an AUM fee, what is it?:

N/A. Wellington does not administer Defined Benefit or Cash Balance Plans, although we do coordinate with a third-party to provide those services. Annual fees vary.

What distinguishes you from your competitors?

Wellington offers turn-key solutions to provide small businesses with a 401(k) Plan that has all the features of the largest 401(k) Plans in the country. Pairing our Plan with Charles Schwab & Co., Inc. as the Custodian of Assets, we offer a wealth of various investment options including extremely low-cost mutual funds.

Our Plan Participant and Administrator portal allows Plan Sponsors to manage their retirement Plan in one place.

Wellington's Point-of-Contact & Team approach to client service means that you get to speak with a live representative when you call our offices, instead of sifting through a phone tree in an attempt to reach someone.

Wellington stands as a 3(38) Fiduciary which can reduce plan sponsor liability. We offer personal investment advice for all plan participants.

What else should potential clients know about you?

Wellington's associates value the relationships they build with our clients. The vast majority of the retirement plans we establish stay with us through the lifespan of the business. Those employees then continue their relationship with a Wellington advisor through their retirement. The low-costs attract clients to Wellington, but it is the client service & relationships that allow us to keep our clients "from hire through retire."

