

Advertising Partner Application

Thank you for applying to advertise with The White Coat Investor. We pride ourselves on connecting our community with the good companies of the financial industry. If that's not your company, don't waste your time:) All partners must be approved before interacting with our community. Please fill out the application below.

Email *

communications@fostergrp.com

What is your name? *

Matt Moglestad

What is the name of your firm? *

Foster Group

What is the address of your firm? *

6601 Westown Parkway, Suite 100, West Des Moines, IA 50266

What is the best email for clients to contact you? *

communications@fostergrp.com

What is the best phone number for clients to contact you? *

5152269000

Please provide the link to your website. *

www.fostergrp.com

How many years has your firm has been in business? *

34

What designations do you have? Check all that apply.

- CFA
- CFP
- ChFC
- CLU
- CPA
- PFS
- EA
- MBA
- BS or MS in a related field
- MD or DO
- Other: CIMA, AIF

Have you had any events in the past that are reportable to regulatory agencies? *

- Yes
- No

Have you had any events in the past that are reportable to regulatory agencies?

Please describe the events that were reportable to regulatory agencies IN DETAIL. *

Lawsuits

Have any of your former clients sued you? *

- Yes
- No

Have any former clients sued you?

What was the outcome? Please explain IN DETAIL. *

Lawsuit Info

Are you currently involved in a lawsuit by a client or former client? *

- Yes
- No

Are you currently involved in a lawsuit by a client or former client?

Please describe the lawsuit with details. *

Application

What are you applying for today? *

- Financial Advisor Listing/Advertising
- Insurance Listing/Advertising
- Tax Strategist Listing/Advertising
- Real Estate Company Listing/Advertising
- Physician Mortgage Lender/Advertising
- Legal Services/Advertising
- Retirement Account Listing/Advertising
- Student Loan Services/Advertising
- Other

Retirement Account Listing/Advertising

How many years of financial experience do you have? *

Our firm has been in business for 34 years.

How many years of experience do you have with administering retirement accounts? *

Our firm has over administered retirement plans for over 27 years.

Please provide the link to your ADV2. *

<https://www.fostergrp.com/wp-content/uploads/2023/03/FosterGroupForm-ADVPart2A-3.15.23.pdf>

What services do you provide? Check all that apply. *

- Financial Planning
- Investment Management
- Retirement Account Administration

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

Our institutional team spends all of its time serving the specific needs of businesses and nonprofits. Specific to retirement account administration, it represents approximately 60% of our team's time with the other 40% focused on nonprofits, endowments, and foundations. Although this is how our team's time is split, one advisor is more focused on retirement plans and spends upwards of 90% of their time serving this type of client.

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

As of 1/1/2023, Foster Group has just over \$3 billion in assets under management and serves over 1,800 clients across 40 states. Here is the percentage of revenue of our business that comes from retirement account administration: Total Institutional: 6.20%. Retirement Plans: 2.30%. Nonprofits, endowments, and foundations: 3.90%

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

We added five retirement plans in 2022.

How many retirement plans are you currently administering? *

We currently administer 30 retirement plans.

What retirement accounts do you administer? Check all that apply.

- 401(k)/profit-sharing plan (small business)
- SIMPLE IRA
- SEP-IRA
- Solo 401(k)
- Self-directed solo 401(k)
- Self-directed IRA/Roth IRA
- Defined Benefit/Cash Balance Plan
- Health Savings Account
- Other:

Do you function as a 3(38) fiduciary? *

- Yes
- No

Do you function as a 3(21) fiduciary? *

- Yes
- No

Can you set-up a 401(k) plan with the following features? Check all that apply.

- Roth 401(k)
- After-Tax Contributions
- In-Service Withdrawals
- 401(k) Loans
- Brokerage Window (Schwab PCRA or Similar)
- Self-Directed/Checkbook Feature

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

We do not charge to do a study/proposal.

What is your typical set-up fee for a 401(k)/profit-sharing plan?

We do not charge a startup fee.

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

The annual cost varies depending on the size of plan. Here is our annual pricing schedule based on marginal dollars: .50% Up to \$2,000,000 | .25% \$2,000,001-\$5,000,000 | .20% \$5,000,001-10,000,000 | .15% \$10,000,001-\$20,000,000 | .10% \$20,000,000+ (Minimum annual fee of \$5,000 (\$1,250/quarter). For larger plans, we can also establish a flat fee arrangement.

What type of fee structure do you use? *

- Flat-Fee
- AUM Fee
- Simple

Retirement Account Listing Questions Continued

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

We do not charge a setup fee for defined benefit plans.

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

It is the same pricing structure as 401(k) plans. However, our advisor fee would be bundled for clients that have a defined contribution and defined benefit plan.

What distinguishes you from your competitors?

We want to be known as a company with a unique approach, one that stands out from the crowd by virtue of our client relationships, our personalized strategies, and a solid academic foundation that leads to real-world solutions and a lifetime of successful client experiences. We bring specialized experience and depth of understanding to working with organizations just like yours; we understand the specialized needs of retirement plans. We provide support from specialist advisors who provide customized advice. We are easy to work with, accessible, and independent of external factors (e.g., outside ownership). We apply processes to help you deliver on goals. We grow and evolve with your organization's needs; as your needs change, we rise to meet them. We compensate advisors independent from external factors (i.e., transparent fee only, all inclusive).

Please provide anything else that you would like WCI to take into consideration with regards to your application?

Here is a full list of our retirement plan services: <https://content.fostergrp.com/how-we-can-serve-you-company-retirement-plans/>

AUM Fee

What is the AUM fee? *

The annual cost varies depending on the size of plan. Here is our annual pricing schedule based on marginal dollars: .50% Up to \$2,000,000 | .25% \$2,000,001-\$5,000,000 | .20% \$5,000,001-10,000,000 | .15% \$10,000,001-\$20,000,000 | .10% \$20,000,000+ (Minimum annual fee of \$5,000 (\$1,250/quarter). For larger plans, we can also establish a flat fee arrangement.

Financial Advisory Listing/Advertising

How many years of financial experience do you have? *
