Institutional Consulting Services

Consulting to Institutions

Is this program right for your organization?

Institutional Consulting Services is designed for entities that:

- ❖ Demand an experienced Financial Advisor who can provide comprehensive investment consulting.
- ❖ Require custom solutions developed using input from client focused processes.
- ❖ Want to stay apprised of their portfolio's progress through concise quarterly reports communicated by informed investment professionals.
- ❖ Appreciate a program that delivers actionable information enabling clients to identify any changes that could impact the ongoing risk and return of their portfolios.

Our Institutional Consulting Services program is designed to allow qualified Financial Advisors the opportunity to provide objective guidance to organizations when assets are held away from Wells Fargo Advisors. The Institutional Consulting Group was founded over 35 years ago to work in conjunction with financial advisors to help trustees, directors and investment committee members manage and meet their fiduciary responsibilities. We are guided by a set of core principles that include acting in the best interest of our institutional clients, providing objective investment recommendations tailored to each organization's needs and maintaining the highest levels of ethical and professional standards.

Types of Institutional Clients Served

Defined Benefit Plans | Defined Contribution Plans

Endowments | Foundations | Corporations

Typical Services Provided

- Asset Allocation Review
- Investment Policy Review
- Manager Search and Selection
- Ongoing Manager Due Diligence
- Performance Reporting
- Participant Education

Minimum account size: $10 million

The next step

To learn more about our Institutional Consulting Services talk to one of Wells Fargo Advisors' Senior Institutional Consultants.

Competitive Advantage

A key competitive distinction of Wells Fargo Advisors is our ability to combine the capabilities of a large national firm with a culture more akin to that of the regional firms from which it evolved. Central to that culture is a strong dedication to supporting the relationship of the firm’s financial advisors with their clients. Support of client relationships is evidenced in the Firm’s extensive service capabilities which include robust performance and analytics reports covering all investment options, and a deep analytical understanding from our research teams in their due diligence of investment options from both qualitative and quantitative perspectives. We also offer advice on plan option architecture for Defined Contribution plans and specialized knowledge and resources regarding plan fee benchmarking analysis.

Investment Philosophy

Wells Fargo Advisors specializes in guiding fiduciaries through the maze of difficult financial decisions that must be made daily. Since 1976, we have employed a fiducially sound process that has helped institutions:

- Develop sound, effective investment strategies in the face of rapidly changing global capital market environments.
- Hire competent, professional investment managers.
- Monitor the progress of assets relative to the risk adjusted goals.
- Recommend changes as clients evolve or goals change.

Our mission is to provide our Institutional clients with the most professional, unbiased and ethical consulting services designed to assist in the achievement of their specific financial goals. To be successful this mission must include absolute objectivity and integrity in the relationship that the Institutional Consulting Group has with clients.

We will monitor portfolio progress and investment environment changes and opportunities, and may suggest modifications that have historically added value while minimizing risk.

We believe that diversification provides investors with the best opportunity for long-term gain and principal preservation, downside protection and participation in fluctuating markets. While historical capital market trends reveal that asset and style classes fall in and out of favor, diversification, and focused investment strategies can optimize portfolio growth potential and minimize downside market risk to principal. Of course, diversification does not guarantee investment returns or eliminate risk of loss.

Scope of Services Offered

Investment Policy Review – Wells Fargo Advisors provides vast tools and resources enabling us to partner with clients to develop and maintain an Investment Policy that reflects its mission.

Asset Allocation Review – Wells Fargo Advisors provides unique, synergistic and proprietary tools to develop an optimal Asset Allocation that reflects the client's risk profile, spending needs and ability to capitalize on future economic trends. Institutional Consulting Services utilizes the proprietary work of the Wells Fargo Investment Institute, which develops their Capital Market Assumptions and provides strategic views on the economy and the capital markets.

Diversification Review - We will provide a diversification review designed to identify particular asset classes that we feel should be included in the Plan's list of investment options made available to the participants based on the investment policy statement provided by you. This information is based on modern portfolio theory and other general diversification philosophies. Based on our review, we may recommend to you additional asset classes to compliment the Plan's existing investment options.

Investment Manager Research & Recommendation – It is fairly common to find research that only provides quantitative information on managers. The true test of value added research rest with the degree of analysis performed on the qualitative issues. Our goal is to identify managers that are compatible with your needs and objectives. Manager selection and research is best measured by meeting the investment policy mandate of outperformance and successfully executing manager changes.

Performance Monitoring - Wells Fargo Advisors will aid the Institution in fulfilling its fiduciary obligations with timely, proprietary and insightful reports both on a quarterly and as-needed basis. Each quarter a performance report is prepared that provides the investment committee with information needed to fulfill its fiduciary duty to monitor investment performance relative to the objectives determined in the investment policy. We have specially designed our reports to answer key questions used to evaluate investment performance and investment policy compliance.

Plan Fees and Service Benchmarking - We will provide plan benchmarking reports that identify and compare specific plan-design elements such as: plan features; investment-related information; participant behaviors, plan oversight as well as plan-related fees with other plans in similar industries; and plan size and/or demographics. The benchmarking report may be comprehensive and include all elements or a summary of specific items and fees.

Scope of Services Offered

Service Provider Search and Review **-** We will request retirement plan proposals from a group of recordkeeping platforms based on stated goals, objectives and demographics of the plan, and subsequently prepare a report to summarize the results. The summary report is designed to provide comparison of the features, benefits, available investment options and fees of a specific record keeper product that can be analyzed in comparison to the stated criteria. This search and review process may be performed on an as-needed basis for the employer's fiduciary due diligence file or upon request to provide the employer information needed in making informed decisions on a product solution.

Plan Committee Services **–** We will provide summary reports and statistical updates to the Plan Committee. These may include: participation level and demographic reports; a review of goals and results of the Education Policy Statement; updates on participant meetings; and regulatory updates.

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