WPBC Western Pension & Benefits Council Sacramento

NIPA National Institute of Pension Administrators Sacramento Valley Chapter

WPBC CFOP Conference Agenda

Wednesday, May 16, 2018

7:30 am to 8:15 am	Continental Breakfast/Check in
8:30 am to 10:15 am	General Legislative Update on Tax Reform, IRS and DOL Developments by Brian Furgala
10:15 am to 10:30 am	Break
10:00 am to 12:15 pm	Compensation Issues and Ethics
12:30 pm to 1:30 pm	Lunch on the Patio
1:30 pm to 2:30 pm	Workshops • CalSavers: If You Don't Have a Retirement Plan, One Will Be Provided For You with Gary Allen, Scott E. Galbreath and Aaron Karr • Retirement Plans from a Sales Perspective with Zach Carstensen and Eric Sharp
2:30 pm to 2:45 pm	Break
2:45 pm to 3:45 pm	Workshops • Cash Balance Pre-Approved Plan Documents with Mike Preston • Panel Discussion - Breaking Down the Mechanics of a Retirement Plan with Matt Beaulieu, Henry Giano and Eric Sharp
3:45 pm to 4:00 pm	Break
4:00 pm to 5:00 pm	DC & DB: Ask the Experts Panel with Brian Furgula, Gary Allen, Scott E. Galbreath, Mike Preston, and Eric Sharp

*Details about sessions and workshops are provided on the following pages.

Session and Workshop Details

GENERAL LEGISLATIVE UPDATE

Brian Furgala, Esq., CPC, QPA, Wolters Kluwer's FTWilliams

Retirement Plan Administration – Keeping Current

Have you heard about the last update? Your initial thought is probably, "Which one?" It is hard to keep track of all that is going on in the retirement plan world. This live presentation keeps you informed on critical, up-to-the-minute information on our industry.

Topics include tax reform, disaster relief tax provisions, pre-approved documents, EPCRS user fees, loan guidance, RMD notification, mortality table final regs, PBGC audits, cash balance benefit formulas, fiduciary rule status and church plan litigation. Guidance on these topics as well as updates on other statutory, regulatory and legal decisions over the last 12 months will be covered.

WHAT'S LOVE (OR ETHICS) GOT TO DO WITH IT?

Brian Furgala, Esq., CPC, QPA, Wolters Kluwer's FTWilliams

Ugh! Another ethics presentation to fulfill my required continuing education. That's what you're thinking. But how about when you apply those ethical standards to real life situations in retirement plan administration? How would you respond? How would the person next to you respond? This live presentation takes a refreshing look at ethics through case studies and how ethical dilemmas pop up in all types of retirement plan administration matters.

STRAIGHT OUTTA COMPENSATION

Brian Furgala, Esq., CPC, QPA, Wolters Kluwer's FTWilliams

Does the plan's compensation definition need to be complicated? No. Do plan sponsors like to make it complicated? Maybe. This live presentation offers a primer on why the compensation definition is important to all facets of plan administration.

Can a plan have different definitions for contribution limits, allocation purposes and testing? Yes. Would I want to do that? Never. Will a plan sponsor ask me if it's possible? Likely. Be ready to answer the plan sponsor's questions along with understanding exclusions and post-severance compensation.

CALSAVERS: IF YOU DON'T HAVE A RETIREMENT PLAN, ONE WILL BE PROVIDED FOR YOU

Gary Allen, Prudent Investor Advisors, LLC

Aaron Karr, CRPS, APA, QKA, Board Member of WP&BC

Scott E. Galbreath, J.D., LL.M. (Tax), Murphy Austin Adams Schoenfeld, LLP

This panel will cover the status of CalSavers, the mandatory payroll deduction IRA program under California's Secure Choice law. They will also review the law's history, the program's advantages and disadvantages, as well as the legal and practical issues surrounding the program, which is expected to be implemented January 1, 2019.

RETIREMENT PLANS FROM A SALES PERSPECTIVE

Eric J. Sharp, CRPS, QPFC, AIF, VP Sales & Marketing, PenSys, Inc.

Zachary Carstensen, Regional VP, John Hancock Retirement Plan Services

Whether you are an Advisor, CPA, Attorney or TPA you will want to sit in on this presentation to see exactly what happens when you put a sales perspective to selling retirement plans. Learn how you can grow your retirement practice by developing strategies to optimize the Retirement Solution for your clients. This session will include reviews of SEP IRA, SIMPLE IRA, Profit Sharing, 401(k) and Cash Balance Pension Plans.

WHAT IS NEW IN THE WORLD OF PRE-APPROVED CASH BALANCE PLANS?

Mike Preston, Preston Actuarial Services, Inc.

We expect that the next amendment and restatement cycle for pre-approved defined benefit plans will be in full swing by the time this session is presented. For the first time, the IRS will allow cash balance plans into the program. Practitioners will learn what design alternatives the IRS has allowed in pre-approved cash balance plans. More importantly, practitioners will learn what design alternatives are *not* available in pre-approved cash balance plans.

PANEL DISCUSSION - BREAKING DOWN THE MECHANICS OF A RETIREMENT PLAN

Eric J. Sharp, CRPS, QPFC, AIF, VP Sales & Marketing, PenSys, Inc., Henry Giano, Empower Retirement Services, and Matt Beaulieu, Franklin Templeton

This panel discussion will include what is trending in today's retirement plan market that will affect your business - what you need to know and how it works from a plan design, administration, and recordkeeping point of view, as well as a discussion of share classes and revenue sharing.

DC & DB: ASK THE EXPERTS PANEL

Brian Furgala, Gary Allen, Scott E. Galbreath, Mike Preston, and Eric Sharp will be present to answer questions and discuss current events.