

## HIGHLIGHTS

### **May 2-5, 2004 - Revenue Sharing and Sales Opportunities for 401(k) Plans**

*Las Vegas, NV - National Institute of Pension Administrators*

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- EFFECT OF THE MUTUAL FUND SCANDAL
- SERVICES FOR WHICH FUNDS PAY
- SOURCES OF THE REVENUE
- EFFECT ON SHARE PRICING (INVESTMENT RETURNS)
- HOW MUCH REVENUE IS AVAILABLE
- RULES THAT COME INTO PLAY-ERISA
- RULES THAT COME INTO PLAY-SEC
- RECORDKEEPER LICENSING REQUIRED
- TRANSPARENCY ISSUES
- NETTLESOME ISSUES
- PRODUCT DESIGN IDEAS TO WIN MORE BUSINESS
  - SELL TOTAL COST
  - CONSIDER INSTITUTIONAL CLASS FUNDS
  - CONSIDER VERY LOW COST INDEX FUNDS
  - PROVIDE FEATURES MANY VENDORS AVOID
  - SELL FIDUCIARY LIABILITY MANAGEMENT