

Wealth Management™

THE MAGAZINE OF
WealthManagement.com.

Executive Forum and Industry Awards



A Guide To The 2017 Industry
Awards' Initiatives And Profiles



2017 WealthManagement.com Industry Awards Finalist: **IFG**

Initiative: Enhanced Servicing Capabilities to ERISA Retirement Plans

IFG recognizes an opportunity to provide customized services and solutions to an underserved market – the ERISA retirement plans marketplace. Smaller IBDs may not be able to offer a robust retirement services offering. While many of the larger broker-dealers have a formal retirement offering, they often find it challenging to staff the home office with employees experienced in the diverse needs of retirement plan advisors. Larger IBDs often have restrictive policies, procedures, and corporate requirements inhibiting advisors' ability to do business.

IFG's focus in the marketplace is in response to demands of retirement advisors who value the customer service that smaller IBDs afford them while providing the expertise required to operate this specialty line of business. Unique to most firms of IFG's size, IFG offers a platform to service existing retirement business resources to grow – all within a compliance infrastructure supported by an affiliation with one of the industry's premier ERISA attorneys. The offering:

- Full 3(21) and 3(38) fiduciary consulting services through the IFG corporate RIA.
- Comprehensive Plan Governance and sales resources with Web-based access.
- Practice management platform for servicing retirement plans, including prospecting tools, vendor RFPs, fund monitoring and screening, and an online fiduciary vault.
- In-house experts dedicated to marketing, operations, and compliance. • Events focused exclusively on ERISA content.
- Over 10 partners including product platforms, asset managers, and thought leadership providers.
- Discounted pricing across a variety of industry resources.

The impact:

- 2015 retirement assets up \$612,000,000, approximately 40% year over year.
- 2016 retirement assets up \$297,000, approximately 10% year over year.

- **Award Category:**
Broker/Dealers (Fewer Than 1,000 Advisors): Service
- **Initiative:**
Enhanced Servicing Capabilities to ERISA Retirement Plans



David A. Fischer
CMO, Managing Director

IFG serves the needs of independent financial advisors nationwide. Renowned for their first-class service, IFG specializes in individual wealth management and institutional retirement plan solutions. IFG's corporate office now supports more than 600 independent registered representatives across the country. IFG won acclaim in 2006 with their #1 rank on the San Diego Business Journal's Fastest-Growing Private Companies. IFG also achieved Inc. magazine's Honor Roll status for multiple consecutive mentions on their annual Inc.500|5000 list. Their notable success has been recognized in numerous industry publications. In 2017, IFG also scored the #1 ranking and a 9.6 out of 10 score in Wealth Management magazine's Independent Broker-Dealer Report Card for Overall Broker-Dealer Experience, as rated nationwide by their affiliated financial advisors in multiple categories.