

4/14 Membership Committee Call Agenda

1) Review proposed nomination process

- We reviewed the draft of the nomination process
- Changes have been made to the document based on our discussion
- Ann will present to TCG on the 4/19 TCG call

2) Nomination Update

Matt Slyter, TSC, Edina, MN- Ann

- Ann spoke to Matt and Gary Zurek on 4/14.
- Asked good questions and seem to be very interested
- Ann will follow up with Matt next week to get a final answer

Tom Tsaris, Nexus, Fresno, CA- Theresa and Trina

- Theresa and Trina had an exploratory conversation with Tom and Stephanie
- Tom has asked for more information but providing this to him is premature and will be subject to a signed NDA once they have formally expressed the desire to join
- No decision yet on whether to nominate

Mike Zahariades, RPA, Atlanta GA- Theresa and Ann

- Ann spoke to Mike and he seems interested
- Ann has no concerns with nominating this firm except for the fact that Mike mentioned he does some marketing in TN- Chattanooga to be specific. Mike seemed to think that he and Trina were not direct competitors. Trina will ask her salespeople about this.
- Theresa will do another exploratory call with Mike and will get more details about his TN sales footprint.
- Mike also does some sales in FL. Theresa will ask how that might impact him when we add a FL TPA firm.

Qualified Plan Consultants, Iowa- Mick Fouts

- **Will ask Joe to nominate him once we have finalized the nomination process**

MAP Retirement, Wisconsin, Chad Carroll

- **Will wait for Matt Slyter to come on board to ensure there is no competitive conflict**

Aimpoint, Mike Mulka- FL

- Nominated by Joe
- have salespeople in FL MI, NH, CT, GA, NY, PA, MD, KY, AI, TX- it seems he has sales people in many states. UPDATE_ they are not sales people. Titles are Client Experience Specialist, Retirement Plan Consultant, Compliance and Development Specialist and Business Development Director

AND

Pension Center of Florida, FL, Mason Clark

- Nominated by Jordan
- Joe Smith says he has a good reputation, tech forward

Will ask Joe and Jordan to do joint exploratory calls with both of them and decide who to nominate.

QRPS, N. Carolina, Forrest Knowles and MVP, NC, Mark Vaughan

- Forrest was recommended by Joe Smith, has salespeople, technologically friendly. We also talked about MVP in Cary, NC. They have attended NIPA conferences and are known by some committee members, who feel they might be a good fit.
- **Theresa will do exploratory conversations with both firms**

Other firms to consider

- Dunbar, Bender and Zapf, Pittsburgh, PA- Nick Zapf
- Associated Pension Consultants, Long Island, NY -Warren Simon (Potential issue- he is partners with Kaezad Setna who competes with Pat and Kim.)

General Observations

- We want to do this in a thoughtful manner. Even though we have a good list of potential members, we should not rush this.

