

## 6/9 Membership Committee Call Minutes

### 1) Revised nomination process

- More than one person on the nomination call
- The other person can be AN ECO member or one of the members of the Membership Committee
- We also talked about the presentation of the new nominee and tightening up that process
- Before moving on, we will do a vote of all members if they want to move forward with the nomination. If there are any concerns, we want to address them before Ann sends out the NDA and does the formal call to the nominee.
- Ann will update the document to include this.

### 2) Nominations

#### a) Tom Tsaris, Nexus, Fresno, CA- Theresa and Trina

- Nomination Approved
- Tom's interview 6/14 TCG call
- Will ask if he would be ok with us adding a TPA in his secondary and tertiary territories

#### b) MAP Retirement, Wisconsin, Chad Carroll

- No overlap with Matt's territories
- Bob Carroll impact
- Joe to call Chad/Matt with Theresa and Pat sitting in on call
- Amy will look to see what MAP's presence is in MI and Joe can ask about this during the call.
- Need to find out if MAP plans to become a national TPA like Nova

#### c) Qualified Plan Consultants, Iowa- Mick Fouts

- Will ask Joe to nominate him once we see how MAP plays out

#### d) Dunbar, Bender and Zapf, Pittsburgh, PA- Nick Zapf

- Pat and Jordan have already spoken to Nick- need to remind them that ALL nominations must go through the Membership Committee
- Great firm with lots of plans BUT he seems to be questioning the ROI on joining
- Decision- we will wait until we admit more members before we consider nominating this firm
- NOTE: WE need to build a story about the ROI a member can expect to see if they join.

e) 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 decide between the two of them who they this the best nominee is. We will hold off until we see how things go with MAP and Mick Fouts

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.
- We need to figure out how to handle this. We don't want to do 2 calls and only nominate one.
- We can ask Lynn Roy about Mike
- Transamerica conference- let's see who is there,

Other firms to consider

- Associated Pension Consultants, Long Island, NY -Warren Simon (Potential issue- he is partners with Kaezad Setna who competes with Pat and Kim.)
- NO- Warren has a 3(16) with Kaezad and Tommy Horst ( direct competitor with Trina)
- Ann will call Bob Tonelli to get ideas about NY TPAs and Northern New England TPAs

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.