

Retirement Credential Comparison Chart SUMMARY

Designation	Professional Plan Consultant (PPC)	PLANSPONSOR Retirement Professional (PRP)
Sponsoring Organization Overview:		
Sponsoring Organization	Financial Service Standards, LLC	PLANSPONSOR Institute
Sponsor's website	www.financialservicestandards.com	www.plansponsorinstitute.com
Designation Overview:		
Financial Industry Focus	Qualified Plan Management and Service	Qualified Plan Management and Service
Target Audience	Retirement Sales and Service Professionals	Retirement Sales and Service Professionals
Topics covered in Program Curriculum	Basic education on ERISA legislation, plan management and plan participant issues, introduction to and practical application and use of a prudent process called The 401k Service Solution.	Basic education on plan design, plan management, and participant issues.
Initial Cost	\$1,850.00 Classroom / \$995 Online + designation dues	\$1,900.00
Initial Cost Includes	<ol style="list-style-type: none"> 1. Designation and Certificate 2. Training 3. Two complete binders of training tools (over 150 templates that can be customized for your business) 4. Designation Exam 5. Meals 6. Hotel in Pittsburgh 7. Exclusive subscription licensing rights access 8. CD of training program and all materials 9. Access to marketing materials (over 30 press releases, brochures, presentations, etc.) 10. Support Training provided for Designee administrative personnel 11. Marketing of PPC Designation to plan sponsors 12. PPC-only website with tips, coaching corner, and more 13. Listing on the 401k Service Solution website for Plan Sponsors 14. PPC Quarterly Newsletter 15. Email updates 16. Free CE programs 17. Free trials to outside resources (Fid Analytics, Larkspur) 	<ol style="list-style-type: none"> 1. Designation and Certificate 2. Training 3. Pre-class recorded Webinars 4. Two binders of study materials 5. Hardcover copy of How To Build A Successful 401(k) and Retirement Plan Advisory Business 6. Breakfast and lunch at the training facility 7. First year designation fee 8. Periodical subscriptions 9. Membership 10. Newsletter 11. Free educational Webinars 12. Discounted PLANSPONSOR industry events 13. Listing on PLANSPONSOR website and magazine 14. Marketing of designation to plan sponsors 15. Automatic nomination for annual PLANSPONSOR Retirement Plan Adviser of the Year award 16. Communication from PLANSPONSOR on industry trends and changes
Discounts offered	Yes	Yes
Prerequisites Overview:		
Experience	3 Years	5 Years
Code of Ethics	Yes	Yes
References	None required	Letter of reference attesting to qualifications
Pre-work	None	Self-study online coursework (2 90-minute presentations) with pre-tests
Other	None	None
Training Overview:		
Training Format	Classroom-based training and Online	Classroom-based training
Timeline for Completion of Program	2 days (16 hours) for classroom, 8 hours for online	4-8 weeks due to self-study pre-work
Outside CE Hours? (check website for specifics)	12 Hours	15 Hours
Ongoing Requirements:		
Annual CE Required	12 hours every 2 years	12 hours
Outside CE Accepted?	No	Yes
Annual Designation Fee	\$245/year	\$400/year

Retirement Credential Comparison Chart SUMMARY

Designation	Chartered Retirement Plans Specialist (CRPS)	Qualified Plan Financial Consultant (QPFC)
Sponsoring Organization Overview:		
Sponsoring Organization	College for Financial Planning	American Society of Pension Professionals & Actuaries (ASPPA)
Sponsor's website	www.cffp.edu	www.asppa.org
Designation Overview:		
Financial Industry Focus	Qualified Plan Design and Administration	Qualified Plan Management and Service
Target Audience	TPAs, Recordkeepers, Retirement Sales and Service Professionals	Retirement Sales and Service Professionals
Topics covered in Program Curriculum	Basic education on plan design, plan management, and participant issues.	Education centering around the financial advisors perspective and need for enhanced knowledge of plan design, plan management, investments and participant issues.
Initial Cost	\$680.00 - \$994.00	Approx \$2,000.00
Initial Cost Includes	<ol style="list-style-type: none"> 1. Designation and Certificate 2. Study material 3. Testing 4. Membership Alumni Association 5. Newsletter 	<ol style="list-style-type: none"> 1. Designation and Certificate 2. Study guides 3. Exams 4. One-year credential dues 5. Access to all ASPPA member privileges 6. Technical Newsletters, Publications and Correspondence 7. Legislative representation
Discounts offered	Yes	Yes
Prerequisites Overview:		
Experience	None required	2 years and securities/insurance licensing requirements
Code of Ethics	Yes	Yes
References	None required	Yes, for initial designation only.
Pre-work	None	None
Other	None	None
Training Overview:		
Training Format	Primarily print-self-study or web-based live classroom instruction	Online self-study only
Timeline for Completion of Program	Testing time: Up to 1 year	Approximately 1 1/2 years
Outside CE Hours? (check website for specifics)	Approx 45 Hours	Yes
Ongoing Requirements:		
Annual CE Required	None	40 hours every 2 years
Outside CE Accepted?	N/A	Yes
Annual Designation Fee	None	\$460 inclusive of all ASPPA Designations

Retirement Credential Comparison Chart SUMMARY

Designation	Qualified 401(k) Administrator (QKA)	Qualified Pension Administrator (QPA)
Sponsoring Organization Overview:		
Sponsoring Organization	American Society of Pension Professionals & Actuaries (ASPPA)	American Society of Pension Professionals & Actuaries (ASPPA)
Sponsor's website	www.asppa.org	www.asppa.org
Designation Overview:		
Financial Industry Focus	Qualified Plan Administration and Recordkeeping	Qualified Plan Administration and Recordkeeping
Target Audience	TPAs, Recordkeepers and Plan Management Professionals for 401(k) Plans	TPAs, Recordkeepers and Plan Management Professionals for all Qualified Plans.
Topics covered in Program Curriculum	Education centering around plan design, plan management and plan administration issues surrounding defined contribution plans, specifically 401(k)'s.	Advanced education on plan design and plan management and plan administration issues centering around both defined contribution and defined benefit plans.
Initial Cost	Approx \$2,100.00	Approx \$1,200.00 as add on to QKA
Initial Cost Includes	<ol style="list-style-type: none"> 1. Designation and Certificate 2. Study guides 3. Exams 4. One-year credential dues 5. Access to all ASPPA member privileges 6. Technical Newsletters, Publications and Correspondence 7. Legislative representation 	<ol style="list-style-type: none"> 1. Designation and Certificate 2. Study guides 3. Exams 4. One-year credential dues 5. Access to all ASPPA member privileges 6. Technical Newsletters, Publications and Correspondence 7. Legislative representation
Discounts offered	Yes	Yes
Prerequisites Overview:		
Experience	2 Years	2 Years
Code of Ethics	Yes	Yes
References	Yes, for initial designation only.	Yes, for initial designation only.
Pre-work	None	None
Other	None	None
Training Overview:		
Training Format	Online self-study only	Online self-study only
Timeline for Completion of Program	Approximately 1 1/2 years	Approximately 2 1/2 years
Outside CE Hours? (check website for specifics)	Yes	Yes
Ongoing Requirements:		
Annual CE Required	40 hours every 2 years	40 hours every 2 years
Outside CE Accepted?	Yes	Yes
Annual Designation Fee	\$460 inclusive of all ASPPA Designations	\$460 inclusive of all ASPPA Designations

Retirement Credential Comparison Chart SUMMARY

Designation	Certified Pension Consultant (CPC)	Accredited Investment Fiduciary (AIF)
Sponsoring Organization Overview:		
Sponsoring Organization	American Society of Pension Professionals & Actuaries (ASPPA)	Center for Fiduciary Studies
Sponsor's website	www.asppa.org	www.fi360.com
Designation Overview:		
Financial Industry Focus	Pension Administration and Consulting	Responsibilities of all Investment Fiduciaries
Target Audience	TPAs, Actuaries, Recordkeepers, Plan Management Professionals, Retirement Sales and Service Professionals and Retirement Consultants.	Investment Advisors, Stewards, Managers, Attorneys, and Accountants
Topics covered in Program Curriculum	Highly advanced education centering around plan design, plan management, extensive pension administration issues and consulting services.	The course instructs investment fiduciaries on how to fulfill their duties to a standard of care and provides the knowledge necessary to understand and implement a prudent investment process.
Initial Cost	Approx \$1,500.00 as add on to QPA	Classroom \$1950; Web-based \$995.00 +Designation dues
Initial Cost Includes	<ol style="list-style-type: none"> 1. Designation and Certificate 2. Study guides 3. Exams 4. One-year credential dues 5. Access to all ASPPA member privileges 6. Technical Newsletters, Publications and Correspondence 7. Legislative representation 	<ol style="list-style-type: none"> 1. Designation and Certificate 2. Electronic and hard copies of all training materials 3. USB drive loaded with pertinent electronic files, documents, and marketing materials 4. Prudent Practices for Investment Fiduciaries handbook series, associated SAFEs, CAFEs, and Legal Memorandums. 5. Complimentary 90-day subscription to the Fiduciary Analytics Gold Toolkit 6. Related industry texts 7. Fiduciary placemat and Key Concepts Reference Card 9. Marketing materials (press releases, brochure, presentations) 10. Email updates 11. Continental breakfast and lunch 12. Embroidered satchel 13. Ongoing support and services from the Center for Fiduciary Studies faculty and staff 14. Discounted pricing on products and services offered by FI360 15. Free CE programs
Discounts offered	Yes	Yes
Prerequisites Overview:		
Experience	3 Years	None required
Code of Ethics	Yes	Yes
References	Yes, for initial designation only.	None required
Pre-work	None	None
Other	None	None
Training Overview:		
Training Format	Online self-study only	Classroom or online self-study
Timeline for Completion of Program	Approximately 3 years	Classroom 2 days Web-based 10 – 12 hours
Outside CE Hours? (check website for specifics)	Yes	Approx 14 Hours-classroom, 7 for online
Ongoing Requirements:		
Annual CE Required	40 hours every 2 years	4 hours – increasing to 6 in 2008
Outside CE Accepted?	Yes	Yes, starting in 2008
Annual Designation Fee	\$460 inclusive of all ASPPA Designations	\$325/year

Retirement Credential Comparison Chart SUMMARY

Designation	Certified Employee Benefit Specialist (CEBS)	Retirement Plans Associate (RPA)
Sponsoring Organization Overview:		
Sponsoring Organization	Int'l Foundation of Education Benefit Plans & the Wharton School of the University of Pennsylvania	Int'l Foundation of Education Benefit Plans & the Wharton School of the University of Pennsylvania
Sponsor's website	www.cebs.org	www.cebs.org
Designation Overview:		
Financial Industry Focus	Employee Benefits and Compensation	Retirement Plans
Target Audience	TPAs, Benefit Consultants, Plan Sponsors, Healthcare Administrators, Government and Education, Retirement Sales and Service Professionals	TPAs, Benefit Consultants, Retirement Sales and Service Professionals
Topics covered in Program Curriculum	Education on plan design and plan management as well as plan administration issues and benefits administration (compensation/healthcare).	Education on plan design and plan management as well as investment planning.
Initial Cost	Approx \$4,100.00	Approx \$2,100.00
Initial Cost Includes	<ol style="list-style-type: none"> 1. Credential and Certificate 2. Registration fee 3. Study materials 4. Exams 5. Newsletter and one-year subscription to Benefits Quarterly 	<ol style="list-style-type: none"> 1. Credential and Certificate 2. Registration fee 3. Study materials 4. Exams 5. Newsletter and one-year subscription to Benefits Quarterly
Discounts offered	No	No
Prerequisites Overview:		
Experience	None required	None required
Code of Ethics	Yes, Professional Code of Conduct	Yes, Professional Code of Conduct
References	None required	None required
Pre-work	None	None
Other	None	None
Training Overview:		
Training Format	Designed for self-study, optional online and formal classes	Designed for self-study, optional online and formal classes
Timeline for Completion of Program	No time limit imposed, self-paced	No time limit imposed, self-paced
Outside CE Hours? (check website for specifics)	Approx 180 Hours	Approx 144 Hours
Ongoing Requirements:		
Annual CE Required	None	None
Outside CE Accepted?	N/A	N/A
Annual Designation Fee	None	None

Retirement Credential Comparison Chart SUMMARY

Designation	Certified Retirement Administrator (CRA)	Certified Retirement Counselor (CRC)
Sponsoring Organization Overview:		
Sponsoring Organization	International Foundation for Retirement Education	International Foundation for Retirement Education
Sponsor's website	www.infre.org	www.infre.org
Designation Overview:		
Financial Industry Focus	Qualified Plan Design and Administration	Employer Plans, Retirement Accumulation, Distribution Planning
Target Audience	The CRA is for managers and supervisors responsible for administering retirement plans and for financial industry professionals and consultants who design, set up, and manage retirement plans.	Retirement service and product providers, investment advisors and other retirement industry professionals, as well as human resource and employee benefit professionals who provide retirement education and guidance to employees
Topics covered in Program Curriculum	<ol style="list-style-type: none"> 1. Retirement Plan Design 2. Advanced Investments 3. Operations 4. Compliance, Reporting and Ethics 	<ol style="list-style-type: none"> 1. Fundamentals of Retirement Planning 2. Fundamentals of Investments 3. Fundamentals of Retirement Plan Design 4. Fundamentals of Retirement Income Management, Retirement Readiness, Counseling & Ethics
Initial Cost	\$695 + optional text books	\$695 + optional text books
Initial Cost Includes	<ol style="list-style-type: none"> 1. Enrollment 2. Study Materials for all four courses 3. Testing 4. 1st year certification fee 	<ol style="list-style-type: none"> 1. Enrollment 2. Study Materials for all four courses 3. Testing 4. 1st year certification fee
Discounts offered	Yes	Yes
Prerequisites Overview:		
Experience	Minimum of 3 yrs related professional experience within the previous 5 years	Minimum of 2 yrs related professional experience within the previous 5 years
Code of Ethics	Yes	Yes
References	Yes - 2 professional references	Yes - 2 professional references
Pre-work	None	None
Other	None	None
Training Overview:		
Training Format	Self-Study/Instructor-led review optional	Self-Study/Instructor-led review optional
Timeline for Completion of Program	Designed to be completed in 12 months/ allowed up to 4 years	Designed to be completed in 12 months/ allowed up to 4 years
Outside CE Hours? (check website for specifics)	Approx 80 Hours	Approx 90 Hours
Ongoing Requirements:		
Annual CE Required	15 hours (including 2 in ethics)	15 hours (including 2 in ethics)
Outside CE Accepted?	Yes - See website for details	Yes - See website for details
Annual Designation Fee	\$100/year	\$100/year