



# 10 Reasons You Should **NOT** Take the PPC™ Certification Program

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- 1** Don Settina is growing his retirement plan business and wants to take over your plans (and currently has a key advantage over many of you if you haven't earned the PPC™ certification).
- 2** 245 other PPC designees would rather you NOT get certified so they can go after your plans with the 401k Service Solution™ documented compliance process as ammo.
- 3** The IRS would not have any fun if **everyone** had a prudent, documented process in place.
- 4** Many participants are relying on lawsuits against plan fiduciaries and their advisors to fund their retirement -- forget putting away 10% of pay!
- 5** If your plans don't have a Fiduciary Risk Management Kit with all the plan decisions fully documented, Don Settina would be happy to give them one as they sign the advisor change form on the dotted line.
- 6** Business building concepts, business coaching, and sales ideas are NOT something you'd be interested in.
- 7** You have an extra \$65,000/year to spend on a marketing person to develop a process to service your 401k plans efficiently (rather than attend the 401k Service Training Program™ and borrow and customize ours for about \$1,000/year).
- 8** You're an analytic looking for technical DC administration concepts so ERISA compliance and Fiduciary Responsibility would not resonate with you and your clients.
- 9** You already belong to a network of retirement plan specialists that share business building ideas, marketing strategies, seminar ideas, and best practices.
- 10** You are not looking to grow your retirement plan business or solidify existing relationships. You're looking to golf more and downsize your office.

### **Accredited Training. Professional Certification. Business-Building Tools.**

If you think you may want to step outside the box and see how the PPC credential and the training provided in the 401k Service Training Program can help you, please visit our [website](#) to learn more.



**Don't delay -- Our September program is just around the corner. Learn how to get your plans PPC Protected. Find out more about The 401k Service Training Program, the valued PPC Credential, and the Tools that only PPCs have access to.**

Visit our website at [401kservicetraining.com](http://401kservicetraining.com) or call (412) 977-9304.