





401(k) Plan Advisory & Education Services for ESOPs

Employer Financial Services Team

Lebel & Harriman Retirement Advisors | October 2024

Securities offered through Valmark Securities, Inc. Member FINRA, SIPC. Investment Advisory Services offered through Valmark Advisers, Inc. a SEC Registered Investment Advisor 130 Springside Drive Suite 300 Akron, OH 44333-2431 Telephone: 800-765-5201

Lebel & Harriman, LLP and Lebel & Harriman Retirement Advisors are separate entities from Valmark Securities, Inc and Valmark Advisers, Inc

About Lebel & Harriman

Our Services



Employer Financial Services (EFS)

- Retirement Plans
 - 401(k) & 403(b) Plans
 - Governmental 457(b) Plans
 - Cash Balance Plans
- Executive Benefits
 - Non-Qualified Deferred Compensation
 - 457(f) & Non-Governmental 457(b)
 - Split-Dollar Life Insurance
- Business Succession Planning
 - Key Person Insurance
- Investment Management

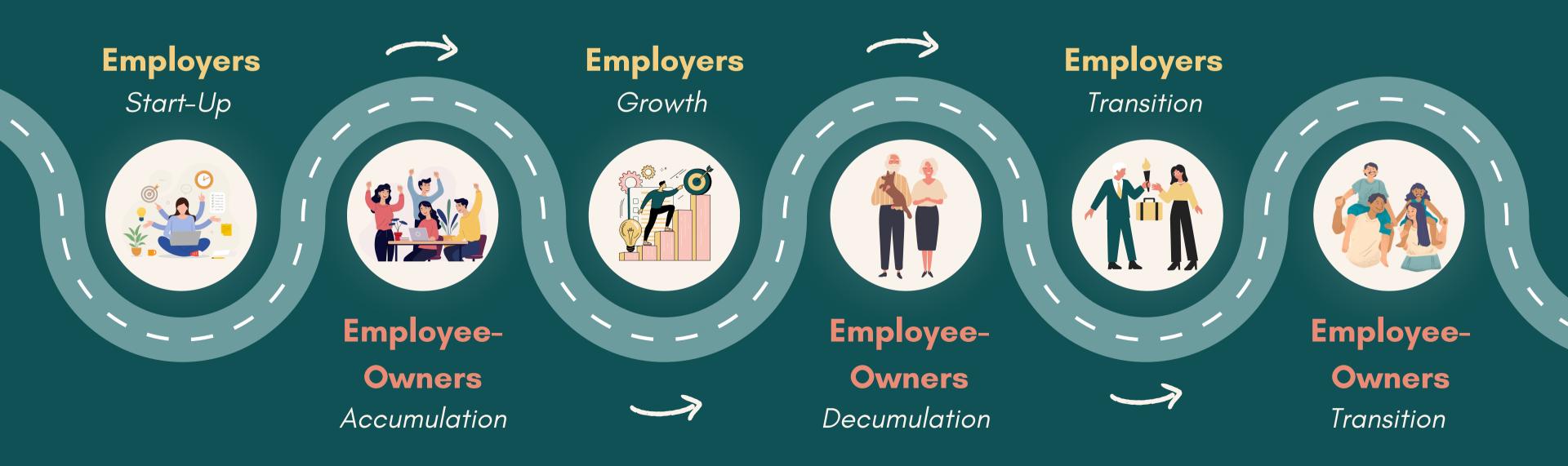
Personal Financial Services (PFS)

- Financial Planning
 - ARC Plan Accumulation Phase
 - RISK Plan Decumulation Phase
- Investment Management
 - Access Custom Models
 - TOPS Risk-Based ETF Portfolios
- Insurance
 - Life Insurance
 - Long-Term Care Insurance
 - Annuities
- Succession Planning

About Lebel & Harriman



At the Financial Intersection of Employers & Employee-Owners



Key Service Providers

ESOP / 401(k) Plan

Plan Sponsor

ABC Company



ABC Employee Stock
Ownership Plan

Commonality

Retirement Plans

401(k) Plan

401(k) Document

ABC 401(k) Plan

Employee Deferrals
Employer Contributions

Pretax or Roth

Multiple Investment Options
Valued Daily

Investment Committee

Fiduciary liability specific to 401(k) portion

SINCE 1918

ESOP Consultant

Trustee

Valuation Firm

Third-Party
Administrator

ESOP

No Employee Deferrals Employer Contributions Only

Pretax Only

Primarily Employer Stock Only
Valued Annually

ESOP Committee

Fiduciary liability specific to ESOP portion

401(k) Advisor

Recordkeeper

Third-Party
Administrator

Key Service Providers

KSOPs

Plan Sponsor

ABC Company

ESOP Consultant



KSOP Document

ABC Company
Employee Stock Ownership
401(k) Plan

Trustee

Valuation Firm

Third-Party
Administrator

ESOP

No Employee Deferrals Employer Contributions Only

Pretax or Roth

Primarily Employer Stock Only Valued Annually

ESOP Committee

Fiduciary liability specific to ESOP portion

Commonality

Retirement Plans In Plan Poth

In-Plan Roth Conversions

401(k) Plan

Employee Deferrals
Employer Contributions

Pretax or Roth

Multiple Investment Options
Valued Daily

Investment Committee

Fiduciary liability specific to 401(k) portion

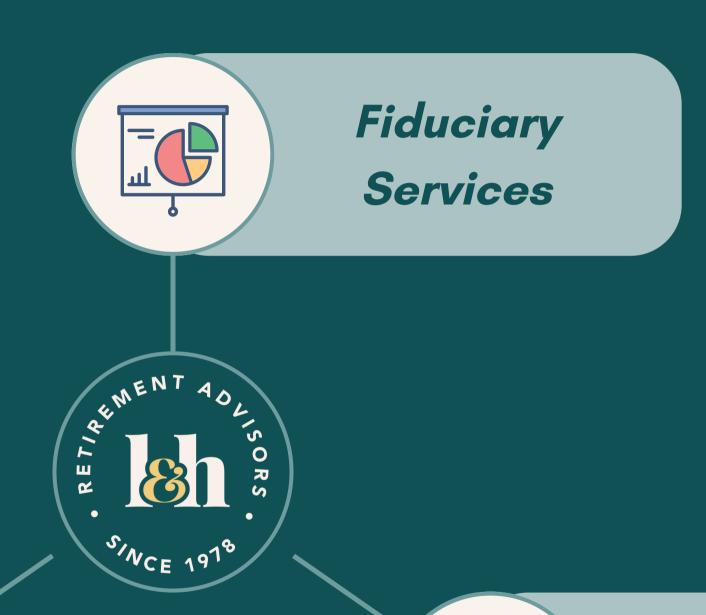
401(k) Advisor

Recordkeeper

Third-Party
Administrator

Retirement Plan Excellence

The L&H Approach



Coworker Education





Administrative Support

Meet the Lebel & Harriman

Employer Financial Services Team

JENNIFER BRETON, CPFA, AIFA

Retirement Plan Advisor, **Managing Partner**

LAURIE REED

Managing Director - Retirement Plans, Partner

MATT AREY, JD

Retirement Plan Advisor, Partner

NATE MOODY, CPFA

Retirement Plan Advisor, Partner









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Retirement Plan Advisor, **Retirement Counselor**

CONNOR LEONARD Retirement Plans Analyst













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**The NAPA Top DC Advisor Team list highlights the nation's leading retirement plan advisor firms. This list focuses on teams, broadly defined as being in a single physical location, and having at least \$100 million in DC assets under advisement. Applications for this award are vetted by a blue-ribbon panel of senior advisor industry experts based on a combination of quantitative and qualitative data submitted by the nominees, as well as a broker-check review. Lebel & Harriman Retirement Advisors did not pay a fee to be included on this ranking but does pay a fee to be a Firm Partner of NAPA. https://www.napa-net.org/napa-top-dc-advisor-teams-2024

**NAPA Firm Partners nominated candidates for this recognition, who were then asked to respond to a series of questions, both quantitative and qualitative, about their experience and practice. Those anonymized questionnaires were then reviewed by a blue-ribbon panel of judges who, over the course of several weeks, selected the women honored in three categories: Captains, All-Stars, and Rising Stars. Lebel & Harriman Retirement Advisors did not pay a fee to be included on this ranking but does pay a fee to be a Firm Partner of NAPA. https://www.napa-net.org/top-women-advisors-captains-2023

**The NAPA Top Retirement Plan Advisors Under 40 list is based on applications received from nominees designated by NAPA Broker-Dealer/RIA Firm Partners. Those applications are then vetted by a blue-ribbon panel of senior advisor industry experts based on a combination of quantitative and qualitative data submitted by the nominees, as well as a broker-check review. Lebel & Harriman Retirement Advisors did not pay a fee to be included on this ranking but does pay a fee to be a Firm Partner of NAPA. https://www.napa-net.org/2024-aces-top-100-retirement-plan-advisors-under-40

**The Jackson Lab is a client of Lebel & Harriman Retirement Advisors and was nominated for this award by Lebel & Harriman Retirement Advisors. The Jackson Laboratory won the 2023 Plan Sponsor of the Year award in the "Nonprofit Defined Contribution Plans \$300 Million and Greater" category. The annual Plan Sponsor of the Year award is presented by PLANSPONSOR magazine, a professional publication that focuses on retirement programs. The award recognizes retirement plan sponsors that show a commitment to their participants' financial health and retirement success. All nominees are asked to officially enter and complete an online form, supplying details about the plan's administration, participant statistics and data. Entries are judged both against other nominations in the category and on the basis of optimal practices specific to each plan sponsor's industry. https://www.plansponsor.com/awards/2023psoy/

- **https://www.planadviser.com/awards/2024-top-retirement-plan-advisers/
- **https://bestcompaniesgroup.com/best-places-to-work-in-maine/winners/
- **https://www.mainebiz.biz/event-honorees/2022-nextup-40-under-40-honorees