



Creating a resilient practice for a post-pandemic world

It's time to make your business more efficient—and resilient

“ Right now, it’s not just about 401(k)s. Our conversations with advisors are about business management and strategy. ”
— External Consultant



Consolidate your retirement plan recordkeepers into a core group to drive efficiency

Partner and develop relationships with recordkeepers that measure the utilization and effectiveness of the retirement plan, including income replacement ratios

Create value for clients with creative forms of communication—newsletters, webinars, and social media—on timely topics

Steps to operational efficiency

STEP 1 Answer these 10 questions

- 1 How many recordkeepers do you have?
- 2 Are they all equally high quality?
- 3 Are they driving efficiency for my business?
- 4 What is their history and philosophy with retirement plans?
- 5 What is the quality of service and support?
- 6 Do they have deep retirement plan experience?
- 7 Do you work with a consistent service team?
- 8 How do they handle problem resolution?
- 9 Do they supply actionable thought leadership?
- 10 How did they react to the crisis and the CARES Act?

STEP 2 Consolidate recordkeepers

Work with a consolidated number of recordkeepers and build deep relationships with senior-level management and investment professionals

STEP 3 Maintain an optimized partner list

Have enough variety to meet the needs of specific clients, while making your business manageable

and recession-proof

Looking for more resources you can use to help make your business more efficient and resilient?

Visit our website or contact your T. Rowe Price representative
troweprice.com/ToolsforProfessionals
800-831-1370

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