



JLT EB INVESTMENT SOLUTIONS
ARE YOU CLEAR ON HOW TRANSPARENT YOUR
FIDUCIARY MANAGEMENT (FM) PROVIDER IS BEING
WITH YOU?

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WELCOME YOUR PRESENTER TODAY.....



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ARE YOU CLEAR ON HOW TRANSPARENT
YOUR FIDUCIARY MANAGEMENT (FM)
PROVIDER IS BEING WITH YOU?

1 DO YOU KNOW WHERE YOUR FM FEES ARE GOING?



Bulk buying discounts

2 DO YOU RECEIVE ANY BULK
BUYING DISCOUNTS
NEGOTIATED?


Performance fees

The background is a blurred office scene with a person's hands using a tablet. A laptop is open to the left, and a pair of glasses and a mouse are on the desk. A semi-transparent white box contains the main text.

3 ARE YOUR PERFORMANCE FEES FAIR AND EQUITABLE?

The background of the slide is a close-up, shallow depth-of-field photograph. In the upper left, a portion of a white calculator with dark blue keys is visible. In the lower right, a black pen with silver accents lies diagonally across a document. The document is filled with various numbers, some in black and some in red, arranged in columns, suggesting a financial or accounting report. The overall color palette is light blue and white, with the calculator and pen providing contrast.

4 DO YOU KNOW
WHETHER YOU ARE
PAYING TOO MUCH?

The background of the slide features a target with several blue arrows hitting the bullseye. The target is on the left, and the arrows are on the right, all in shades of blue and white.

5 HOW DO YOU MEASURE
THE SUCCESS OF YOUR
FM PROVIDER?

A close-up photograph of a laptop keyboard and a tablet. The tablet screen displays a financial chart with a white line graph and a blue area chart. The line graph shows a fluctuating upward trend from approximately 380 in late 2011 to over 500 in early 2012. The area chart below it shows a steady increase from 50m to 100m. The x-axis is labeled with dates from Nov 2 11 to Sep 4 12. The y-axis has labels from 360 to 580. A semi-transparent white box with a blue number '6' is overlaid on the left side of the chart.

6

WHAT REPORTS DO
YOU GET FROM YOUR
FM PROVIDER?

Comparing FM providers

7 HOW DO YOU COMPARE PERFORMANCE AGAINST OTHER FM PROVIDERS?

8

ARE YOU AWARE OF THE
POTENTIAL CONFLICTS?



Diversification

A close-up, low-angle shot of a person's hand resting on the trackpad of a silver laptop. The laptop is open, and the screen displays a blurred bar chart with red and blue bars. In the background, there is a vase of purple flowers and a bright light source creating a lens flare effect.

9 ARE YOU PAYING TO BE OVER DIVERSIFIED?

Challenging FM providers

10

DO YOU CHALLENGE
YOUR FM PROVIDER?



CONTACT INFORMATION



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