

PLI Fundamentals of Investment Adviser Regulation
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Institutional Advisory Services

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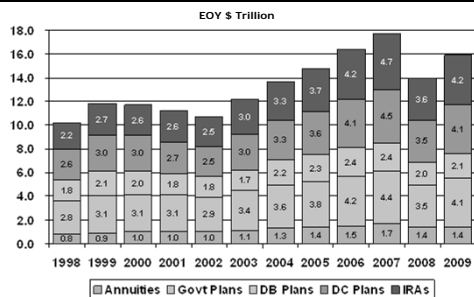


MFS Investment Management – Products Available

- ❑ Domestic retail mutual funds
- ❑ Variable insurance funds
 - Proprietary funds
 - Sub-advised; 3rd party primary adviser
- ❑ Institutional mutual fund
- ❑ Collective investment trust
- ❑ Limited liability company
- ❑ Manager of “wrap” accounts
- ❑ Institutional separate accounts

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U.S. Retirement Market



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Types of Plan Advisory Services

- Plan-level services
 - Defined benefit plans
 - Defined contribution plans
- Participant-level services
 - Defined benefit plans
 - Defined contribution plans
 - IRAs

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ERISA Considerations

- Applies to many employer-sponsored plans and to IRAs
- Investment advisers are often "fiduciaries"
- Fiduciary standards
 - General fiduciary duties
 - Prohibited transaction rules

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MFS Investment Management – Hot Topics in Institutional Advisory Arrangements

- Compliance with amended custody rule
 - What types of instruments are privately offered securities?
 - What types of instruments aren't securities or funds?
- Confidentiality
- Disclosing portfolio holdings to clients or third parties before publicly disclosing portfolio holdings
- Soft dollars
- Directed brokerage
- Standard of care
- Wrap business – Who trades? Where?

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ERISA – Hot Topics for Advisers

- Regulatory developments
 - Definition of “fiduciary”
 - PPA participant advice regulations
 - “Service provider” regulations/fee disclosure
- Advisory agreements
- Processes and controls
- Products
 - Year of the annuity?
 - Target date funds?

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