

Wye Trust
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Company retirement plans

In addition to our trust and investment services for affluent families, we also serve as trustee for the qualified retirement plans of private companies. Providing a retirement plan is important for successful companies that hope to retain their best employees. There are important tax advantages, which come with a variety of complex rules and requirements.

We can help business owners sort through their options, which include:

- SEP IRAs
- SIMPLE IRAs
- Profit-Sharing Plans
- Age-Weighted Profit-Sharing Plans
- New Comparability Profit-Sharing Plans
- 401(k) Profit-Sharing Plans (including single-person-business option)
- Safe Harbor 401(k) Profit-Sharing Plans
- Money Purchase Plans
- Defined Benefit Pension Plans

Don't worry about plan details, just be alert for business owners who are thinking of starting a retirement plan, or who are not satisfied with their current plan manager.

Profile

- Young successful company.
- Owners looking to defer income.
- Concern: Employee turnover is too high.

How a retirement plan addresses these problems

- Owners can save on a tax-deductible, tax-deferred basis.
- Employees appreciate having tax-deferred savings options.

Your transition question to make the referral

“Did you know that we have a division that handles company retirement plans? I'd be pleased to arrange for you to meet with them.”

Whatever the answer, we can be a valuable resource for this company.

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