



To: CEO's & Human Resource Professionals

From: Cynthia L. Wallett, VP Member Relations & Administration  
Kimberly T. Ramberger, AVP Member Relations Officer

Date:

Subject: Bank-Owned Life Insurance (BOLI) and Executive/Director Benefit services

The PBA Services Corporation (PBASC) will continue to offer a comprehensive and thorough solution for Bank-Owned Life Insurance (BOLI) and Executive/Director Benefit services through David Shoemaker, **CPA/PFS, CFP®** and Equias Alliance, LLC.

Clark Consulting advisors have operated under an independent contractor model since 2008. In PA David Shoemaker and his staff have provided PBA members with consulting and advisory services while Clark Consulting primarily provided the recordkeeping and reporting functions. Recently Aegon/Clark announced their intent to wind down their provision of the recordkeeping and reporting functions leaving the consultants to find a new solution.

As a PBASC Select Vendor since 1991, with great diligence and expertise David Shoemaker found a solid solution. Equias Alliance is comprised of thirty-five experienced former independent consultants and technical support personnel.

This new relationship with will provide PBA Members:

- ✓ **Breadth and depth of experience** – a team of CPA's, attorneys, MBA's, CLU's, ChFC's plus many other designations who offer 350 years of combined industry experience and insight needed to design, implement and administer nonqualified deferred compensation plans and BOLI assets.
- ✓ **A comprehensive understanding of industry trends** – Equias Alliance's unique understanding of the industry has been forged from relationships with banks of all sizes, with consultants who specialize in the unique needs of banks in different segments of the market – over 700 bank clients nationwide.
- ✓ **Strong relationships with top-rated insurance carriers** - enabling Equias Alliance to influence products, pricing and terms to meet the unique needs of Pennsylvania banks.
- ✓ **Ongoing support and servicing** – dedicated resources provide timely, accurate documentation, regulatory compliance support and responsiveness to requests from auditors and examiners.
- ✓ **Best in class technology** – Equias Alliance has partnered with Andesa Services, Inc. to bring a \$20 million BOLI/benefit administration system to the marketplace

Take a moment to learn more about Equias Alliance's programs and services. If you have any questions or wish to discuss further, please call either of us at 717-255-6900 or return the enclosed Fax Response Form.



# Fax Response Form Equias Alliance

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Bank Name: \_\_\_\_\_ No. of Branches: \_\_\_\_\_

Bank Address: \_\_\_\_\_

\_\_\_\_\_

Tel.: \_\_\_\_\_ FAX: \_\_\_\_\_

E-mail: \_\_\_\_\_

I would like to learn more about the following:

- \_\_\_\_\_ Design of executive and director nonqualified benefit plans
- \_\_\_\_\_ Bank-owned life insurance (BOLI)
- \_\_\_\_\_ Review and Risk Assessment of existing BOLI and nonqualified benefit plans
- \_\_\_\_\_ Administration of BOLI and nonqualified benefit plans

**Fax response form to:**  
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