

Retirement Insights, LLC is projecting accelerated corporate DC plan turnover in 2018. Due diligence reviews and RFP activity is greater than this time last year. “With tax reform passed and implementation of the DOL regulation mostly settled, sponsors and advisors will be taking more plans out to bid,” says Chris Bailey, VP at Retirement Insight. “Having just completed our **Market Monitor Report - Retirement Markets 2018**, we have concluded the higher level of plan switches will occur in the <\$25M space where we anticipate 7-9% switch rates.”

Meanwhile, the small employer market continues to be underserved. According to Chris, “We expect there will be more start-up activity, driven primarily by providers and advisors as they push down market. Plan penetration among small employers with fewer than 100 employees remains well below 20%.”