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| graphic_SalesExchange_552x150.jpg  **NEW CONTENT**  [**BKS Webinar Replay: Retirement Plan Fee Disclosure Regulations Poised For Implementation**](https://www.gosavo.com/SalesExchange/Post/Post.aspx?id=9577116&view=)The Department of Labor has been working on regulations designed to provide qualified retirement plan sponsors and participants much clearer and more comprehensive disclosure of the fees and expenses related to their plans. These regulations generally are effective the first part of 2012.  Watch this Business Knowledge Series webinar replay as experts discuss how and when these regulations will impact qualified retirement plans.  [**WM News Article: Overview of 2012 Changes to Retirement Plans**](http://savo.bankcorp.com/savo/?returnurl=/SalesExchange/Post/Post.aspx?id=9426316&view=)Even though lawmakers may shy away from passing major laws in an election year, 2012 will bring changes to 401(k)s and other retirement plans. This MarketWatch article provides a good summary of these changes, including fee disclosure, lifetime-income options and fiduciary investment advice. The article also offers insights on new products and other trends.  [**WM Success Stories: Persistence & Internal Partnering Pays**](http://savo.bankcorp.com/savo/?returnurl=/SalesExchange/Post/Post.aspx?id=9448860&view=)  Congratulations to Dan Motruba and Julian LaMure for over a year’s worth of work to obtain a new $2,000,000 fixed income account. Your hard work and persistent partnership led to a valuable new client relationship with Associated Wealth Management.  [**WM Success Story: Partnering. When 529 = $2,000,000 plus**](http://savo.bankcorp.com/savo/?returnurl=/SalesExchange/Post/Post.aspx?id=9245454&view=&srlid=9943863&srisprm=False&sritidx=4&srpgidx=1&srpgsz=50)  It all started with a simple question, "How can ***we*** help?” A simple 529 plan inquiry leads to investable assets totaling $2,000,000 plus.  **IMPORTANT UPDATE**  Please be aware that during January, Wealth Management Marketing materials will be removed from the Marketing department section on Associated Central. The content will now be available on Sales*Exhange* only. |  | **There’s** **No** **Practice** **Like** **A Best** **Practice**  Don’t forget to  submit yours.  It’s as easy as  clicking  [HERE](http://savo.bankcorp.com/savo/?returnurl=/SalesExchange/Post/Create.aspx?postType=1533).  **We Want To Hear From You**   * Feedback is valuable to us. Your comments, questions, and/or suggestions will   help us enhance Sales*Exchange* to  serve you better!  Click [HERE](http://savo.bankcorp.com/savo/?returnurl=/SalesExchange/Post/Create.aspx?postType=1540)  to share your thoughts.  **Success Stories**  Share your story.  Click [HERE](http://savo.bankcorp.com/savo/?returnurl=/SalesExchange/Post/Create.aspx?postType=1534) |