

The Practice

- Founded as Tsukazaki & Associates, LLC in 2004
- Currently serves over 90 Hawaii-based organizations in a wide range of fields with employee group sizes between 1 and 1800 (*over 75 401k plans*)
- Retirement assets Under Advisement >\$470 million as of June 2019

“Back Office”

- Affiliated with Commonwealth Financial Network, a Registered Investment Advisor and the largest privately held independent broker/dealer in the U.S. with approximately \$161 billion in account assets as of 12.31.18
- Commonwealth Financial Network® was founded to serve as the back office for investment professionals committed to providing unbiased financial guidance to their clients. CEFEX certified retirement consulting program.
- Unlike traditional Wall Street firms, Commonwealth does not produce or market any proprietary investment products, nor does it impose sales requirements on its affiliated advisors

Professional Associations

- National Association of Plan Advisors (NAPA) Founding Firm Partner
- Member (Peter), NAPA Government Affairs Committee since 2013

Recognition

- FT Times, Top 401(k) Advisers 2015, 2016, 2017, 2018*
- NAPA Top DC Advisor Firm 2017, 2018**
- NAPA Fly-In Qualifying Firm 2013, 2014, 2016, 2017, 2018***
- NAPA, Top 50 Plan Advisors Under 40 2015 Bradley Araki****
- *PLANADVISER* magazine - 2012, recognized as one of the top 60 teams in the country*****
- 401kWire – 2010, 2011, recognized as one of the 300 Most Influential Defined Contribution Advisors in the country*****



*2015, 2016,2017,2018; The Financial Times 401 Top Retirement Plan Advisors FT 401 aims to provide a list of elite professionals who specialize in advising US employers on their defined contribution plans. The advisers were assessed according to quantifiable data, using the following methodology. The Financial Times and Ignites Research, the FT's sister company, contacted large US brokerages, independent advisers and other wealth managers to identify qualified applicants. Our research partner, Broadridge Financial Solutions, provided data that helped to identify advisers specializing in serving companies sponsoring DC plans, including 401(k) plans and other DC accounts. Applicants were required to advise on at least \$75m in DC plan assets (an increase from last year's \$50m) and have at least 20 per cent of their client assets in DC plans. The qualifying advisers completed a questionnaire about the nature of their practice, and we added that information to our own research. The formula the FT uses to grade advisers is based on six broad factors and calculates a numeric score for each adviser. The factors were: DC assets under management (AUM). This signals experience and success in managing money in 401(k) programs and other DC plans. Growth rate in DC plan business. Measured by changes in both DC plan clients and assets, growth is a proxy for performance, client retention and ability to draw new clients. Specialization in the DC business. This is measured by what percentage of the overall assets managed by the adviser are in DC plans and how that concentration has changed. Experience advising on DC plans. This tracks years spent managing DC plan assets through different economic and market environments. Industry certifications. These show technical knowledge that is particularly important in the complicated DC plan industry. Compliance record. A string of client complaints can signal potential problems. Among the top factors in our scoring, DC plan assets accounted for roughly 50 to 60 per cent of each adviser's score on average. Another 15 to 25 per cent of the score derived from the growth in the adviser's DC business (as measured in both DC assets and number of DC plans being advised). This honor is not indicative of the advisor's future performance. Your experience may vary. Neither the advisors nor their parent firms pay a fee to the Financial Times in exchange for inclusion in the FT 401. For the full methodology, please visit FT.com.

**The 2018 NAPA Top DC Advisor Teams List is a compilation of individual advisor firms, or teams, solely ranked by DC (Defined Contribution) assets under advisement. Firms were asked to complete an application and provide information concerning their DC business to NAPA. 300 qualified firms were considered of which 255 (85% of candidates) were recognized. This award is not indicative of the future performance of the firm or its advisors. Your experience may vary. For more information, please visit: www.napa-net.org.

**The 2017 NAPA Top DC Advisor Firms List is a compilation of individual advisor firms, or teams, solely ranked by DC (Defined Contribution) assets under advisement. Firms were asked to complete an application and provide information concerning their DC business to NAPA. 325 qualified firms were considered of which 250 (77% of candidates) were recognized. This award is not indicative of the future performance of the firm or its advisors. Your experience may vary. For more information, please visit: www.napa-net.org.

***2013, 2014, 2016, 2017, 2018 NAPA DC Fly-In Forum, In order to participate in the delegates were required to be a NAPA member; to be responsible for \$100M+ in plan assets, manage 10+ plans and 2,000+ participants; and have at least five years of experience servicing retirement plans.

****The NAPA Top Retirement Plan Advisors Under 40 list includes plan advisors who have built a solid practice—either alone or as part of a team—and are established leaders ready to take their defined contribution (DC) and 401(k) plans to the next level. Nominations were solicited by NAPA members. Nominees were asked to complete an application and winners were chosen based on

criteria that include: current and new DC assets under management, DC plans for the past 12 and 24 months, DC/DB plan revenue. Votes were utilized to break ties, if applicable. The nominated advisor need not be a NAPA member. 217 advisors were considered for the award 50 (23 % of candidates) were recognized. This award is not indicative of the wealth manager's future performance. Your experience may vary. For more information, please visit: www.napa-net.org

****2012, Plan Adviser's Top 100 Retirement Plan Advisers. Nominations were solicited online from retirement plan advisors, their employers and broker/dealers, and plan sponsors, as well as from working partners of these advisors, including investment vendors, accountants and attorneys, and pension administrators—advisors who have attained the PLANSPONSOR Retirement Professional (PRP) designation receive an automatic nomination. To enter the awards process, nominees must complete a form providing various details of their practice, including the details displayed here. These lists are based solely on quantitative factors, while the PLANSPONSOR Retirement Plan Adviser and Adviser Team of the Year awards consider both qualitative and quantitative factors, including factors not considered in determining the most successful lists.

*****2010 401kWire. The list is based on nominations from the industry and the editorial staff. The final list was selected based on input from those advisors nominated for the list and an analysis of objective criteria, including the statistics about the advisors' practices gathered directly from the advisors.

*****2011 401kWire. The list is based on almost 3,000 nominations from the industry and our editorial staff. The final list was selected based on more than 120,000 reader votes as well as input from last year's Top 40 Advisors and from distributors working with the advisors and an analysis of objective criteria, including statistics about the advisors' practices gathered directly from the nominees.