



# News Release

Media Contact:

Susie Playman | CMO | BPAS  
315-292-6900 | [splayman@bpas.com](mailto:splayman@bpas.com)

## For Immediate Release

### BPAS Hires Midwest Wholesaler

**Utica, NY (August 22, 2017)** — BPAS, a leading national provider of retirement plan and fund administration, transfer agency, collective investment fund, and other institutional trust services, announced today that Mike Hahn has joined the firm as an External Wholesaler located in the Midwest. Hahn's focus will be on developing the Midwest market in partnership with financial intermediaries and advisors.

Hahn brings to BPAS a wealth of industry experience having served in Business Development at Security National Bank and in Sales at Billings and Company in both Iowa and Illinois. "I am excited to join the BPAS team," said Hahn. "I look forward to working with the team to further develop the Midwest region. I am very fortunate to be joining such a widely regarded, respected company."

Paul Neveu, President of BPAS Plan Administration & Recordkeeping Services added, "After an extensive search, we are pleased to have Mike Hahn join our firm. Considering Mike's background in the Bank Trust channel and his experience building retirement partnerships, he'll be an ideal match to the needs of our partners in the Midwest. We're excited about the hands-on role Mike will play working with RIAs and Corporate Trustees -- helping them in the sales and marketing process to build their retirement business with BPAS as their partner."

Through a structure implemented in 2016, BPAS services financial partners through a combined approach involving External Wholesalers and Sales Relationship Managers. This strategy delivers onsite assistance to bid and win plans, along with relationship management services to maintain successful books of business. Mike will be assigned an initial caseload of financial intermediary partners and will add new partnerships through his sales efforts.

Barry Kublin, BPAS CEO said, "The new fiduciary landscape and the demand for flexible, open architecture solutions are driving marketplace interest in platforms like BPAS across the nation. We view Mike's appointment as a sign of our commitment to delivering exceptional service and value to the Midwest market. We are fortunate to have found someone of Mike's caliber to fill this role."

### About BPAS

BPAS is a national provider of retirement plan and fund administration, transfer agency, collective investment funds, and other institutional trust services. We support 3,800 retirement plans, \$52 billion in trust assets, \$1 trillion in fund administration, and more than 400,000 participants. With our breadth of services, depth of creative talent, and financial resources, we are well positioned to help our clients solve all their benefit plan challenges without the need to engage multiple providers. One company. One call.

The BPAS family of services includes: Plan Administration & Recordkeeping, TPA, Actuarial & Pension, VEBA & HRA/HSA, Fiduciary, AutoRollovers & MyPlanLoan, Healthcare Consulting, Transfer Agency, Fund Administration, Trust, and Collective Investment Funds.

Specialty practices include: Auto Enrollment Plans, Multiple Employer Plans and Multiple Employer Trusts, Plans with Employer Securities, Puerto Rico Section 1081 plans, VEBA HRA plans, Cash Balance Plans, Collective Investment Funds, and Fund Administration.

BPAS subsidiaries include: Hand Benefits & Trust, NRS Trust Product Administration, Global Trust Company, and BPAS Trust Company of Puerto Rico.

As a solutions-oriented national practice, we are committed to “Solving Tomorrow’s Benefit Challenges Today.” Visit [bpas.com](http://bpas.com) for more information. For Advisors or Corporate Trustees seeking additional information, please send an email to [TrustSales@bpas.com](mailto:TrustSales@bpas.com) or call us at 866-401-5272.