



## Intuition Overview

- Founded in 1993
- Consistent ownership
- Annual revenues of \$42+ million
- Contract with 19 states
- 200+ employees with offices in Clearwater, Tallahassee, Jacksonville - Florida & Phoenix, Arizona



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## Intuition Overview

- Largest independent 529 Plan administrator
- Only company regulating Payday and Mortgage Loan industry
  - 18+ million loans annually
- PCI Compliant payment solutions
  - \$2+ billion dollars in payments, 30+ million transactions



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## Intuition College Savings Solutions

- 529 College Savings industry leader
- Pioneer in 529 plan management solutions
- 1st to enter the market in 1988
- Records manager for nine 529 plans / 1 million + accounts



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## Intuition ABL Solutions

- 1st in market
- 1st National Program Launch
- STABLE Account (Ohio) – 6/1/2016
- 1st State Program Launch
- ABL United (Florida) – 7/1/2016




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## Intuition ABL Solutions

- 1,500 + accounts
- 100% online environment
- Active ABL industry participant since January 2015 (SSA, NDI, Federal Reserve, Treasury, CSPN ABL Task Force)




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## Overview of Services

Services	IAS	State
Distribution		X
Marketing		X
Customer Service (Front-Office customer service)	X	
Record Keeping (Back Office)	X	
Enrollment	X	
Account Maintenance	X	

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## Overview of Services

Services	IAS	State
Contribution/Distribution Management	X	
Program Correspondence	X	
Statements & Tax Reporting	X	
Customer Web Portal Hosting and Development	X	
Marketing Web Portal Hosting and Development	X	X
Aggregation	X	

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## Overview of Services

Services	IAS	State
Reporting	X	
529 A Compliance & Plan Disclosure	X	
Investment Management *	X	X
Fund Accounting	X	X
Custody Trust Assets	X	X
Daily Unit Valuation / NAV Calculation	X	X

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## CapABLE™ Features

- Built a customized solution to support unique ABLE structure i.e. Beneficiary is the Account Owner (vs. modifying 529 relationship structure i.e. parent is the Account Owner)
- Online Environment Enrollment and Account Management
  - Higher quality and lower cost

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## CapABLE™ Features

- Transactional Structure Support
  - As program matures, flexibility to offer different cost structures (savings account vs. spending account)
- Online Banking Features
  - Facilitates record keeping/tracking of expenditures
  - Look and feel of online banking tool
- Integrated Gifting



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## CapABLE™ Features

- Dashboard-Driven Reporting
- Maximum Flexibility
  - ABLE will continue to diverge - CapABLE™ offers built-in flexibility to react quickly to regulatory changes
    - 14k contribution limit
    - Age of onset
    - Rollover 529 to 529A



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## AchievABLE™ Solution

- Complete Program Management Turn-Key Solution
- Rapid Launch
- No Up-front Cost
- Ability to market a unique ABLE Program
- Efficient Development of Plan Disclosure Documents
- Low Cost/High Feature Platform



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## Fee Structure

- No Up-Front Development/ Implementation Cost (using AchievABLE™)
- Cost-Sharing Model
  - CalABLE - Annual Support Fee Based on Program Growth (jointly established target)
  - Participant - Account Maintenance Fee
    - Reduced as account volume increases
    - Flexible based on usage (savings vs. spending)



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## Questions & Answers



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