



Partner Program



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— Joe Halwax, Managing Director, Institutional Investment Services, Wespath

# Partnering for prosperity: Wespath bolsters client missions with Ren



[Wespath Institutional Investments \(Wespath\)](#) is a nonprofit subsidiary of Wespath Benefits and Investments, a general agency of The United Methodist Church. The organization provides comprehensive investment solutions for United Methodist-related institutional investors, including foundations, endowments, higher education institutions, and healthcare organizations. Its mission is to guide clients on the path to achieving their financial goals via access to globally diversified investment programs.

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Wespath recognized that its efforts to grow hinged on solving the challenges of sophisticated clients that had a desire to expand and compete with the best 501(c) nonprofits. Subaccounting was one such challenge. Joe Halwax, Managing Director, Institutional Investment Services at Wespath explains, “We were offering a basic level subaccounting solution to some clients, but we knew it wasn’t our core business competency. While we could deliver a solution, it wasn’t optimal.”

As nonprofits usually pass the task of generating and providing subaccounting tracking and reporting to the financial organizations that manage their investments, Wespath realized they needed a technology partner to be able to meet this need for current and prospective clients. Halwax notes, “We couldn’t underestimate the impact of this operational challenge on our clients. We knew an expansive subaccounting solution was imperative, particularly for nonprofits.”



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## Client Story



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Based on both its due diligence and recommendations from multiple clients (the United Methodist Foundation of West Virginia, among others), Wespath selected Ren to [partner](#) in offering an advanced subaccounting solution to Wespath's nonprofit clients. Ren's integrated systems allow clients to create efficiencies, reduce errors, and streamline processes. According to Halwax, "Ren understood our clientele and did a great job of listening to what their needs were, including recognizing how valuable it was for them to own their own data."

Wespath clients who utilize Ren's subaccounting solution receive secure online access to their accounts, as well as their client and donor subaccounts. Here they can see real-time performance and asset information — including daily net asset value (NAV) calculations — that allow for better planned giving and portfolio control. "I'm excited that Wespath can now deliver a robust subaccounting solution for our nonprofit clients that streamlines subaccount transactions, including contributions, withdrawals, and distributions. By eliminating many of the manual processes typically required to service subaccounts, clients are also able to reduce much of their operational risk" Halwax explains.

Looking back on the partnership between Wespath and Ren, Halwax observes, "It's been a real relationship, as opposed to the traditional vendor/client dynamic. There's a vested interest in mutual success for both Wespath and our mission-based clients." Halwax concludes, "Success for us is relentlessly addressing the needs of our clients, enhancing our services wherever possible to offer a compelling investment solution. Our client's success is our success – we will continue to focus on providing the best products and services to grow and serve our clients' faith-based missions."



"It's rewarding to realize that our partnership with Wespath helps bring unparalleled benefits to its clients. The combination of Ren's comprehensive philanthropic solutions and Wespath's integrated values-based investment options helps clients foster growth, resilience, and purpose amidst uncertainty."

— Kelly Palmer, SVP Strategic Partnerships, Ren



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