

Beware of Hidden Costs

Take a closer look at your retirement plan



Typical TSAs provided by most insurance companies have annual fees ranging from 1% to 2% on assets to cover mortality, risk and money management expenses.

These high expenses, coupled with the often substandard investment returns associated with these plans, have a dramatic effect on total retirement income.

THE NON-PROFIT CLIENT SOLUTION

Principal Financial Group® provides the the highest quality retirement plan products and services while reducing your existing expenses.

Since 1963, our focus has been providing real retirement plan solutions to the non-profit community. Since then, we've become experts in the special needs and requirements of non-profit organizations.

Take steps now to make your retirement program work for you and your employees.

Our programs provide:

- Complete administrative and recordkeeping services
- Participant-level services, including on-site educational meetings
- Superior investment products, including the Custodial Guaranteed Fund, our fixed-income option
- Direct mutual fund arrangements with some of the premier fund houses in the country
- No front- or back-end loads or annuity fees

The End Result is clear

Your Pension Program could be costing your employees tens of thousands of dollars!

Group Pension Program			Individual Pension Program		
END OF YEAR	NET ASSET VALUE	ACCOUNT BALANCE	NET ASSET VALUE*	ACCOUNT BALANCE	% DIFFERENCE
0	10.00	\$12,000	10.00	\$12,000	0.00
1	11.00	25,200	10.88	25,050	-0.60
2	12.10	39,720	11.83	39,242	-1.20
3	13.31	55,692	12.86	54,676	-1.83
4	14.64	73,261	13.99	71,460	-2.46
5	16.11	92,587	15.21	89,712	-3.11
6	17.72	113,846	16.54	109,562	-3.76
7	19.49	137,231	17.99	131,149	-4.43
8	21.44	162,954	19.56	154,624	-5.11
9	23.58	191,249	21.27	180,154	-5.80
10	25.94	222,374	23.14	207,918	-6.50
11	28.53	256,611	25.16	238,110	-7.21
12	31.38	294,273	27.36	270,945	-7.93
13	34.52	335,700	29.76	306,653	-8.65
14	37.97	381,270	32.36	345,485	-9.39
15	41.77	431,397	35.19	387,715	-10.13
16	45.95	486,536	38.27	433,640	-10.87
17	50.54	547,190	41.62	483,583	-11.62
18	55.60	613,909	45.26	537,897	-12.38
19	61.16	687,300	49.22	596,963	-13.14
20	67.27	768,030	53.53	661,197	-13.91
21	74.00	856,833	58.21	731,052	-14.68
22	81.40	954,516	63.31	807,019	-15.45
23	89.54	1,061,968	68.85	889,633	-16.23
24	98.50	1,180,165	74.87	979,476	-17.01
25	108.35	1,310,181	81.42	1,077,180	-17.78
Estimated Life Annuity at Age 65		\$132,959		\$109,314	-17.78%

ASSUMPTIONS

1. Underlying investments earn 10% annually on both group and individual products.
2. Contributions of \$12,000 annually, made at the beginning of the year, commencing at age 40.

Net Asset Value reflects the reduction of the insurance company charges (1.25%) on the individual product.*