

# Services for Consultants and Recordkeepers

A Platform that Allows Consultants and Recordkeepers to Offer a Best-in-Class Customized Target-Date Solution

### 1. DC Plans Have Entered a New Paradigm

Defined contribution (DC) plans are rapidly becoming primary retirement-savings vehicles. To adapt, plan sponsors must improve their default options, use automation to harness participant inertia, and streamline investment menus.



#### 2. Broad Appeal for Target-Date Funds

Target-date funds are designed as a simple choice for Accidental investors, who see investing as a task. But the fund's effectiveness also appeals to Active investors, who enjoy investing.

Source: AllianceBernstein Research: March 2009. Survey of 1,070 individuals eligible to participate in a 401(k) plan



# 3. Choosing a High-Quality Target-Date Fund Is Critical

The Pension Protection Act (PPA) encouraged plan sponsors to implement a qualified default investment alternative, such as a target-date fund. This places great responsibility on consultants to guide their clients to an appropriate target-date solution.

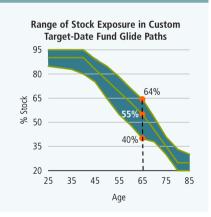


Forecasts may not be realized. This assumes that all new employees are defaulted into an asset-allocation option such as a target-date retirement portfolio, and that 80% of these employees stay with it; 10% annual turnover in employees; and 10% annual shift of other employees' assets into the asset-allocation portfolio. Source: Data from Cerulli Associates, modeled by AllianceBernstein

## 4. Customization: A Better Investment Solution

Our platform allows for the creation of a plan-specific asset-allocation glide path based on any number of considerations—from income-replacement targets to participant behavior.

As of February 28, 2010 Representative AllianceBernstein clients. Source: AllianceBernstein



# 5. Effective Design That Can Enhance Fiduciary Strength

Our platform allows consultants to create a mix of active or passive managers and daily-valued vehicles, including existing DC or DB managers. Plans can change components seamlessly at any time. These features can help fiduciaries meet their obligations. Note: this is a fictional company used for illustration only.



### 6. The Support of Award-Winning Communications

Our award-winning\* approach helps plan sponsors explain target-date funds to employees. We can help integrate target-date content into existing plan communications, as well as plan transition material.

\*2007 and 2008 Pension & Investments annual communications award for plan sponsors and providers

# DC Industry Recognition Simply Effective® Communications Selected for best practices in delivering creative and effective education

Received content recognition for being: "Comprehensive but not overwhelming" and "The easiest to read of any"

#### What Are Target-Date Funds?

Target-date funds automatically adjust to participants' changing needs over time, and appeal to participants with very different investing attitudes. We support them with an award-winning communication approach.\*

A fund's target date is the approximate year you expect to retire and start withdrawing from your account. Funds farthest from their target dates are nearly all-equity to emphasize growth potential; their asset mix grows more conservative as investors move toward—and into—retirement.

Investments in target-date funds are not guaranteed against loss of principal—your account value may be more or less than the amount you invested—including at the target date. Investing in target-date funds does not guarantee sufficient retirement income.

\*2007 and 2008 Pension & Investments annual communications award for plan sponsors and providers

#### A Word About Risk:

Market Risk: The market values of the portfolio's holdings rise and fall from day to day, so investments may lose value. Interest Rate Risk: Fixed-income securities may lose value if interest rates rise or fall—long-term securities tend to rise and fall more than short-term securities. Allocation Risk: Allocating to different types of assets may have a large impact on returns if one of these asset classes significantly underperforms the others. Foreign (Non-US) Risk: Investing in non-US securities may be more volatile because of political, regulatory, market and economic uncertainties associated with such securities. These risks are magnified in securities of emerging or developing markets. Capitalization Size Risk (Small/Mid): Small- and mid-cap stocks are often more volatile than large-cap stocks—smaller companies generally face higher risks due to their limited product lines, markets and financial resources.

#### Note to All Readers:

The information contained herein reflects, as of the date hereof, the views of AllianceBernstein L.P. (or its applicable affiliate providing this publication) ("AllianceBernstein") and sources believed by AllianceBernstein to be reliable. No representation or warranty is made concerning the accuracy of any data compiled herein. In addition, there can be no guarantee that any projection, forecast or opinion in these materials will be realized. Past performance is neither indicative of, nor a guarantee of, future results. Accounts that permit investment practices such as leverage, short sales and derivatives are subject to an increased risk of investment loss and potentially higher performance volatility. The value of investments can fall as well as rise and you may not get back the original amount invested.

The views expressed herein may change at any time subsequent to the date of issue hereof. These materials are provided for informational purposes only, and under no circumstances may any information contained herein be construed as investment advice. AllianceBernstein does not provide tax, legal or accounting advice. The information contained herein does not take into account your particular investment objectives, financial situation or needs, and you should, in considering this material, discuss your individual circumstances with professionals in those areas before making any decisions. Any information contained herein may not be construed as any sales or marketing materials in respect of, or an offer or solicitation for the purchase or sale of, any financial instrument, product or service sponsored or provided by AllianceBernstein L.P. or any affiliate or agent thereof. This document is not an advertisement and is not intended for public use or additional distribution.

AllianceBernstein® and the AB logo are registered trademarks and service marks used by permission of the owner, AllianceBernstein L.P.

17053 SKU