

Overcoming Retirement Plan Concerns

Employers may feel unsure about offering a retirement plan for their employees. Here are some ways to address the most common concerns.



1. Employees aren't interested.

By establishing a retirement plan, employers may have more success in attracting and retaining employees. Choosing a plan that includes support for financial wellness can help employers convey their commitment to building their employees' retirement readiness. Plus, employee-focused engagement and education features can help keep them informed and on track, promoting ongoing participation in the plan.



2. It's unclear what's involved with sponsoring a plan.

Ascensus can support employers every step of the way—from selecting the most helpful plan provisions, setting up the plan, and assisting with ongoing plan maintenance and employee education needs.



3. Retirement plans cost too much.

Not only are there cost-effective retirement plan options, but the tax savings often cover a portion of the costs. Employer contributions to the plan, as well as administrative expenses, are generally tax deductible for the employer. Additionally, employers that are implementing a new retirement plan could receive a federal tax credit.



4. There are too many fiduciary responsibilities.

There are services and solutions available through Ascensus that can take some of the pressure off plan sponsors and ease the stress of running a retirement plan. For example, employers can choose a plan with a 3(38) Investment Manager—who handles investment selection and monitoring—to simplify their plan responsibilities and protect themselves from compliance-related issues.

When talking to your clients about the benefits of starting a retirement plan, consider the variety of plan options from Ascensus. Ascensus offers customizable plan designs to fit the needs of businesses of all sizes. All plans also include unique features focused on improving participant outcomes, and require no minimums for plan assets or employee counts.

Contact us to discuss how we can best support your organization.



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