

# Offer employees a solution as personal as their retirement goals.



Morningstar's Managed Accounts service makes it easy for an individual to get a personal retirement strategy from experienced investment professionals. Users will receive savings rate and investment recommendations, ongoing account oversight, and easy-to-understand progress reports.



## It's convenient.

Signing up can be completed in minutes. Individuals can **call** Participant Services directly or go to their **online** retirement account and choose **Morningstar® Retirement Manager<sup>SM</sup>** under the **Learning Center**.



## It's personal.

This isn't a one-size-fits-all approach. By using personal data – such as desired retirement age and current savings – a truly tailored retirement strategy can be created.



## It's smart.

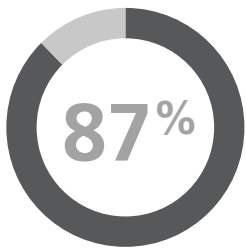
Investment Advice is provided by the investment professionals at Morningstar Investment Management LLC. They'll use their vast resources to help make decisions with your employees' best interests in mind.



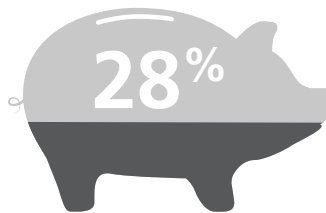
## It's prudent.

You've taken great care to approve an investment lineup that is well-suited for your plan. Take it to the next level. For participants using the Managed Accounts services, Morningstar Investment Management LLC can provide fiduciary support as the investment manager of those accounts.

## Real results



Most users increased their savings rates after receiving recommendations.<sup>1</sup>



Users increased their savings rates by nearly 28%.<sup>2</sup>



The majority of users have portfolios with more than six funds, indicating diversification in their investments.<sup>3</sup>

For Plan Sponsor Use Only.

For important information regarding the research statistic(s), and to download the full study, go to [http://corporate.morningstar.com/US/documents/ResearchPapers/Expert\\_Guidance.pdf](http://corporate.morningstar.com/US/documents/ResearchPapers/Expert_Guidance.pdf).

# How it works

## Q. How effective is the Morningstar Managed Accounts service?

Research shows that individuals who use Managed Accounts are more likely to have higher savings rates.<sup>1</sup> This can go a long way in helping more individuals retire on time and on target.

## Q. How much does it cost?

There is no cost for you. Fees are automatically deducted quarterly from the accounts of those who use the service. Users will be notified of this fee when they sign up and through disclosures sent at least annually.

## Q. What are the fund category requirements?

To help ensure a diversified mix of investment options are offered, plans must offer fund options that satisfy the following three requirements. Additional funds may be added.

1. One large blend fund OR one large value fund and large growth fund
2. One foreign large cap equity fund
3. One stable value fund OR one cash fund and one bond fund

## Q. How does rebalancing work?

Employee accounts are typically rebalanced on a quarterly basis as needed. An annual review is also completed with adjustments based on a participant's age and/or financial situation using personal information provided.

## Q. What other options are available?

Aside from Managed Accounts, there are several ways to offer access to Morningstar Investment Management LLC. The following resources are also available at no cost to you or your employees.

- Online decision making tools that provide general investment guidance and point-in-time recommendations
- The online Learning Center with education on investing

To learn more about Morningstar's Managed Accounts service, please contact your Client Service Team.

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\*David Blanchett. "Better Expected Retirement Outcomes with Managed Accounts." Morningstar Investment Management LLC. July 15, 2013.

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A total of 58,444 participants were included in Morningstar Investment Management's study based on available participant information and various filters and include those that used Morningstar® Retirement Manager<sup>SM</sup> Managed Accounts or Advice service between the dates of January 2006 and February 2014.

<sup>1</sup>The percentage of participants that increased their savings deferral rates is determined by comparing each participant's savings deferral rate prior to and after using the Morningstar Retirement Manager service. Participants who increased their savings deferral rate after using Morningstar Retirement Manager are included in this data point.

<sup>2</sup>The average increase in saving deferral rates is determined by analyzing each participant's savings deferral rate prior to using and after using the Morningstar Retirement Manager service. The result is the average across all participants included in the study.

<sup>3</sup>For purposes of this study, "do-it-yourself" participants (those mentioned as not previously using our advice and managed accounts service) are defined as those who have an allocation of 20% or less to an investment classified as an "allocation" (such as a target-date) fund by Morningstar, Inc. prior to using Morningstar Retirement Manager. The portfolio asset allocations held by participants prior to using Morningstar Retirement Manager were classified by investment type and those meeting the definition of a "do-it-yourself" investor's portfolio were analyzed to determine number of funds held in the portfolio.

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Morningstar Investment Management LLC investment recommendations are based on qualifying funds and do not include target-date funds, asset allocation models, or offerings that don't support the objectives of this service.

Morningstar® Retirement Manager<sup>SM</sup> is offered by Morningstar, Inc. and is intended for citizens or legal residents of the United States or its territories. The investment advice delivered through Morningstar Retirement Manager is provided by Morningstar Investment Management LLC, a registered investment adviser and subsidiary of Morningstar, Inc. The Morningstar name and logo are registered marks of Morningstar, Inc. Morningstar Investment Management and its affiliates are not affiliated with Ascensus and its affiliates.