

# County of Amador 457(b) Plan

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# Important Information

**The County of Amador and your employees should consider the investment objectives, risks, and charges and expenses of the variable product and its underlying fund options, carefully before investing. The prospectuses/prospectus summaries/information booklets containing this and other information, can be obtained by contacting your local representative. Please read the information carefully before investing.**

Money taken from the annuity will be taxed as ordinary income in the year the money is distributed. Account values fluctuate with market conditions, and when surrendered the principal may be worth more or less than its original amount invested. An annuity does not provide any additional tax deferral benefit, as tax deferral is provided by the plan. Annuities may be subject to additional fees and expenses to which other tax-qualified funding vehicles may not be subject. However, an annuity does provide other features and benefits, such as lifetime income payments and death benefits, which may be valuable to you.

# Contents

ING's Experience and Commitment

Local Presence and Expertise

Innovative Participant Services

Proposal Overview – Fees and Expenses

Plan Sponsor Support and Administration

Smooth and Seamless Transition



# Connecting with participants ... *when, where, and how they want*

## Amador County Participants

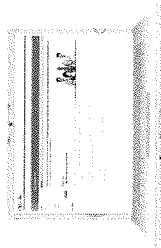
### Flexible Access

In-Person



On-site Meetings  
and Seminars

Online



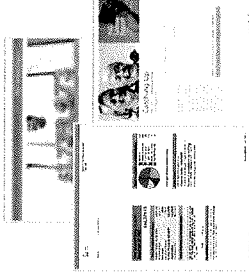
Innovative  
Web Tools

MC Participant Contact Center



Customer Service  
Associates

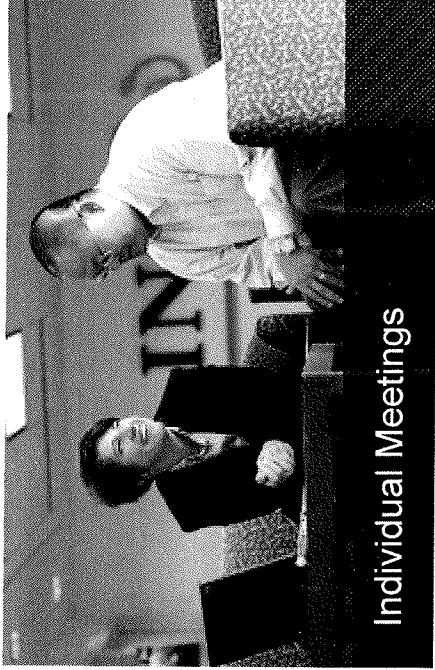
Print



Printed Materials

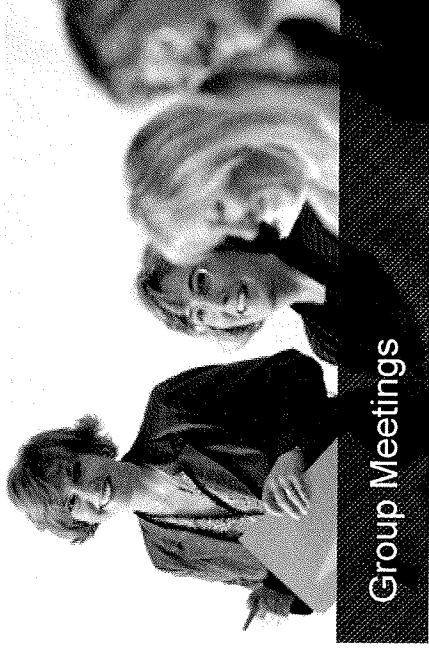


# A Day in the Life of Your Local Representative



Individual Meetings

- Personalized illustrations
- Annual account reviews
- Retiree counseling
- On-site service days



Group Meetings

- Inform and educate eligible employees
- Encourage ongoing account monitoring
- Financial and investment seminars
- Retirement planning seminars

Motivating your employees to save for their futures

# Employee Online Capabilities

## Learn

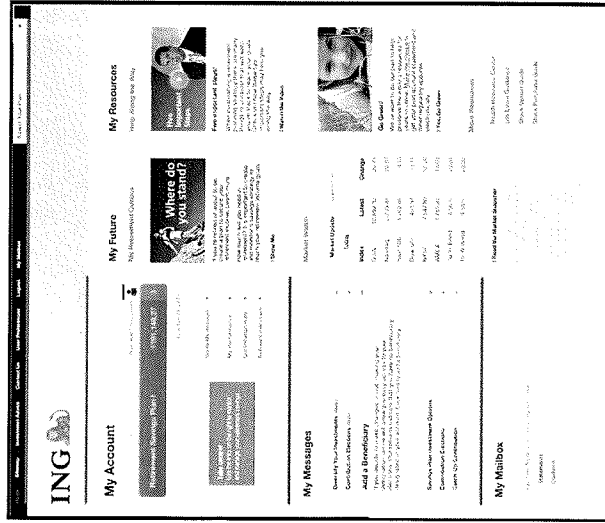
- Education library includes online seminars
- Financial tools and calculators
- My Retirement Outlook
- Investment options fact sheets and performance
- Plan highlights

## Enroll

- Enroll-By-Internet option

## Manage Account

- Account inquiry
- Transaction history
- Account statements
- Change investments
- Change contribution levels
- Designate and update beneficiaries
- Get advice
- Download information into Quicken
- Access forms







# Behavioral Finance • Shift to Mobile • Emerging Technologies

## Savings Innovation

### Participant Web

**ING In-C**

Welcome to Your Retirement Plan Online

**Account Summary**

Current Balance	<b>\$101,148.27</b>	Investment Allocation	6%
Current Balance	<b>\$1,100</b>	Investment Allocation	7.16%

**Balance History**

**Time for your next move**

### Mobile App

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### INGCompareMe Mobile

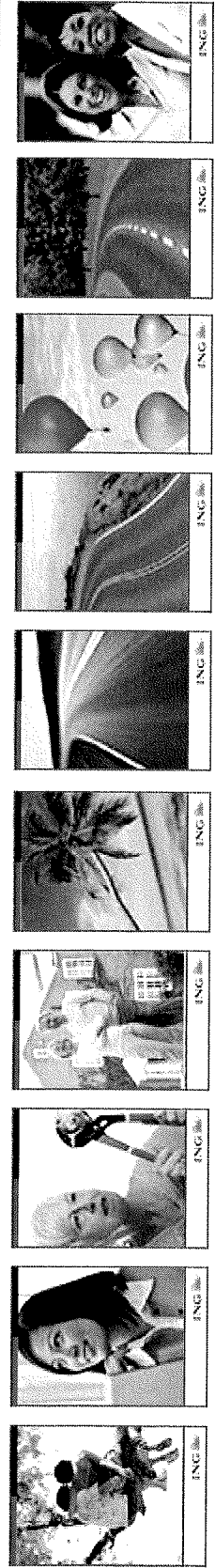


# Financial Education When You Want It



- Asset Allocation
- Budgeting
- Cracking the Nest Egg
- Estate Planning
- Investing: Destination Retirement
- Stay the Course
- Job Loss
- Retirement Readiness
- Rollover Concepts
- The Road to Your Retirement
- Retirement Planning for Women

Answering all of your questions, when it works for you



# Current vs. Proposed

## Current

- **0.75% to 1.25%** added to every fund expense
- Total fund fees range from **1.44% to 3.12%**
- Surrender charge period ranges from **7 to 15 years**
- Total accumulated surrender charge almost **\$200,000**

## Proposed

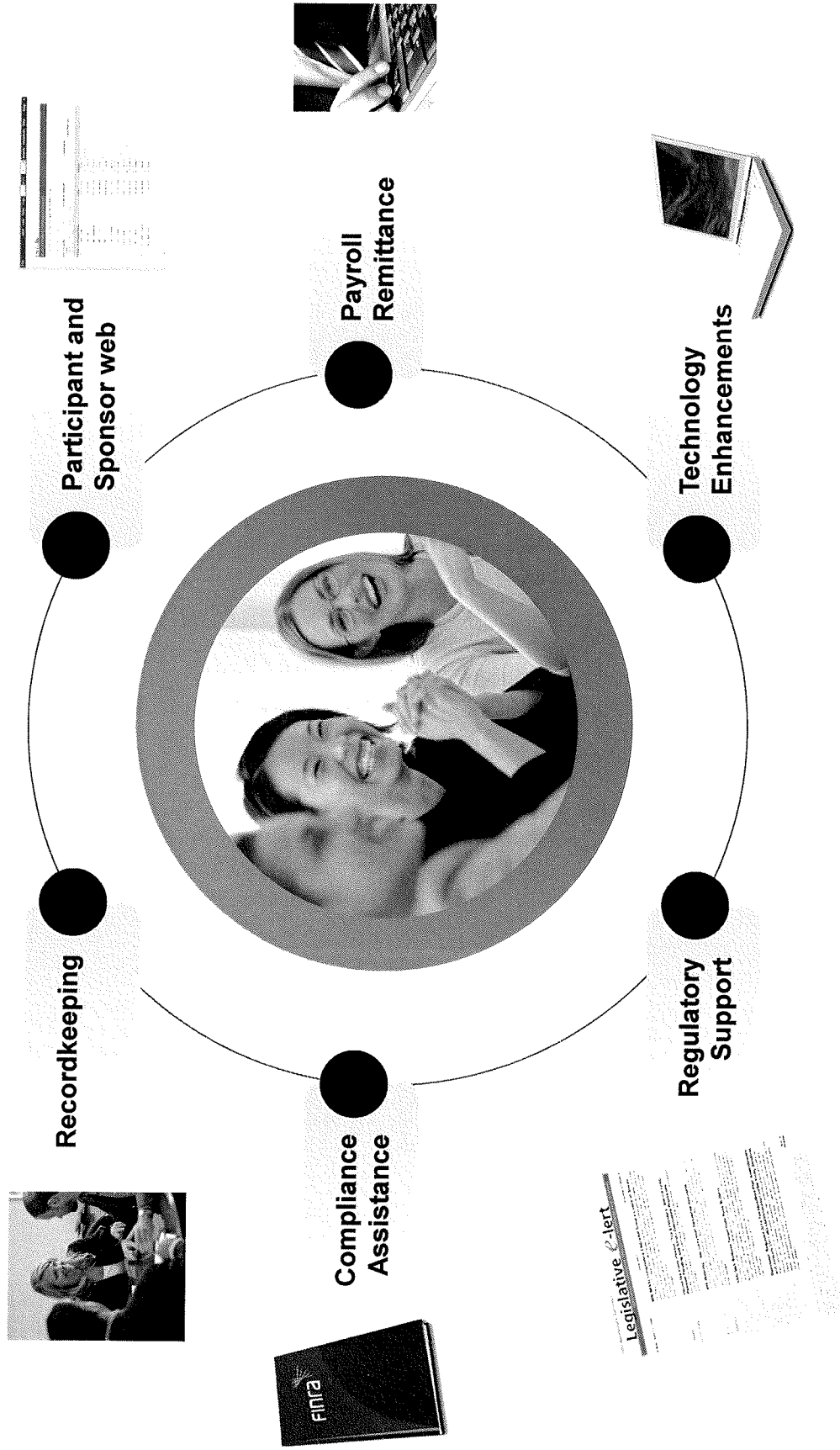
- **0.50%** – New fund add-on, reduced in year 6
- **1.00% to 1.67%** – New range of total fund expenses
- **No** surrender charge
- ING to **reimburse** surrender charge to all participants
- **Fund mapping** to like funds
- **TD Ameritrade self-directed brokerage account** – all publically traded funds at a maximum of \$25 per trade, many at \$0.00
- **Almost \$75,000** – Annual plan expense savings based on \$8,000,000 assets. Compounds to over **\$900,000** in 10 years!
- Local service representative

# Benefits of Exclusive Provider with ING

*Employee Perspective*

- Reduced plan expenses
- One 800 line
- Cohesive plan investment menu
- One internet site
- Roth 457 option
- One knowledgeable local dedicated plan representative
- One operations plan manager
- Coordinated meetings
- Eliminates confusion

# Simplify Your Role – Easier Administrative Functions





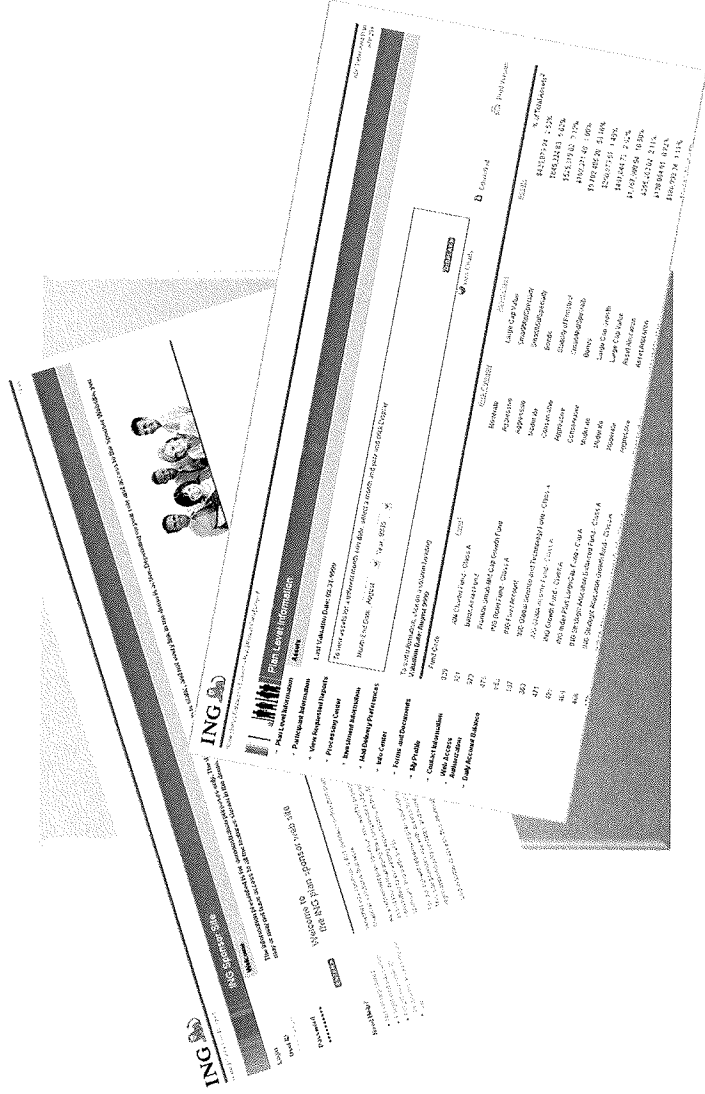
# Benefits of Exclusive Provider with ING

## *Employer Perspective*

- Leverage total plan assets for pricing/product purposes
- Simplified administrative, record keeping, payroll and reporting services
- Workload efficiencies realized by Staff
- Beneficiary maintenance, UE determinations and DRO Processing
- Transition experience from current providers
- The most experience in the transition to exclusive provider
- One point of contact
- Increased focus, awareness of plan through coordinated education
- Provider accountability

# Employer Web Capabilities and Reporting

- Plan Information
  - Plan activity summary & detail
  - Audit information
  - Plan highlights / handbook
- Daily Participant Information
  - Info center – Regulatory Updates
  - Forms and Documents
  - Enhanced Security Features
  - Contact Information
  - Participants Information
    - Participant Account Data/access
    - Lost Participants
    - Excessive Traders
    - Participant Address Report – Participants/mailling addresses
  - Transaction Reports
  - Participant Usage Reports

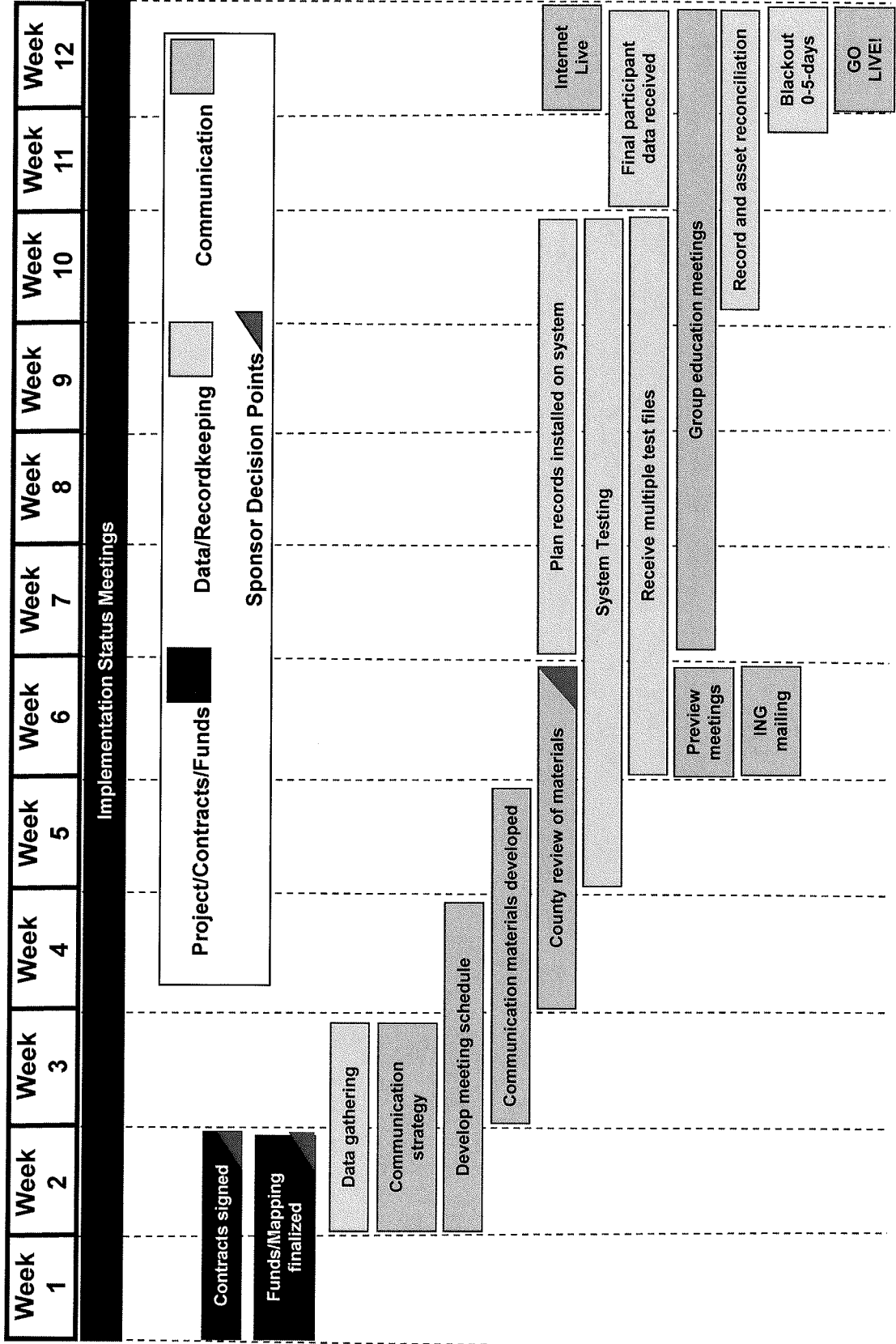


# Smooth and Seamless Transition

## Customized transition strategy and plan

- Dedicated and focused team with local contacts
- Experience with government transitions
  - Transitioned over \$12 billion in assets over the last 8 years
  - Experience with your current provider
- Partner with the County's payroll, HR, and benefits teams
- Simplified process for the County
- Minimized disruption for participants
- Comprehensive employee communication

# County of Amador Sample Transition Timeline



# Summary of ING Program

## Fees:

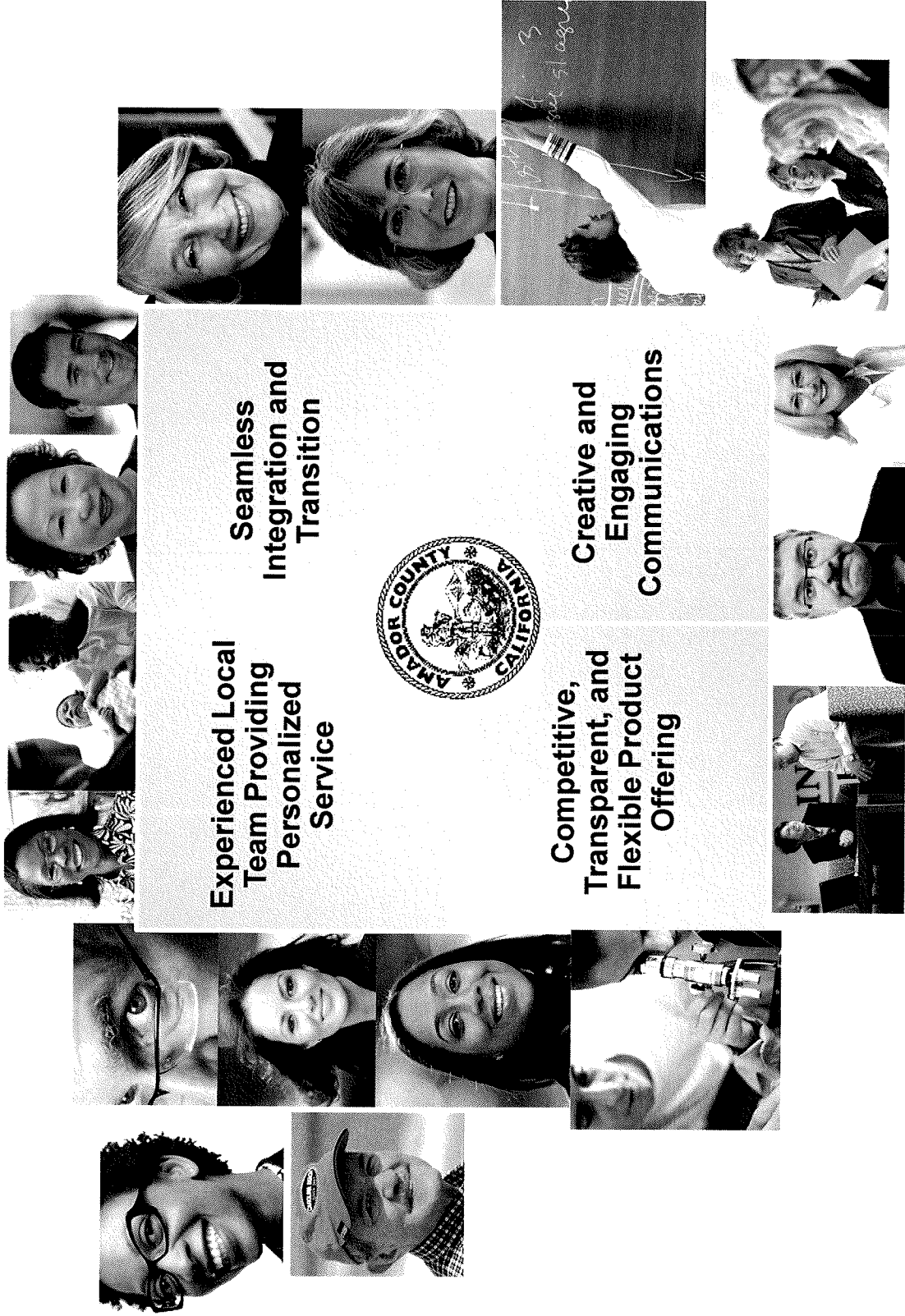
- **Flexible Low Cost Fund Menu**
  - Developed in consultation with Amador County
  - NO proprietary fund requirement
- **ING Fixed Plus III Account**
- **0.50% Daily Asset Charge reduced year 6 to a maximum of 0.40%**
- **No Annual Maintenance Fee**
- **No Deferred Sales Charge**

## Enhancements:

- **Fiduciary training, assistance and support**
- **Local ING Representative**
- **Online beneficiary maintenance**
- **Domestic Relation Order administration**
- **Loan program**
- **Roth option**
- **Self-directed brokerage**



# Why ING?




**Experienced Local Team Providing Personalized Service**

**Seamless Integration and Transition**

**Competitive, Transparent, and Flexible Product Offering**

**Creative and Engaging Communications**



Our promise to you...

**Your Future. Made easier.<sup>SM</sup>**

**ING**

