



SCDCP Managed Account Test Drive

Participants are in need of solutions

Solutions for saving

- 45% of participants aren't saving for retirement because they don't know how much they'll need¹

Solutions for investing

- Less than half of participants understand the investment options in their plan or how much to contribute¹

Solutions for spend down strategy

- For a 65 year old couple, there is a 70% chance one of them will live to age 90².

¹ BlackRock Annual Retirement Survey. 2013

² Annuity 2000 Mortality Table; Society of Actuaries. Figures assume a person is in good health

Empower Retirement Advisory Services

Can help

The challenge

- How much should I contribute?
- What should I invest in?
- How do I create a strategy for withdrawing my money?

PARTICIPANTS

- Participant education
- Addressing financial insecurity
- Providing in-retirement support

**ADVISOR
PLAN SPONSOR**

Our Solution

- Clear steps to meet retirement goals
- Recommended and automatically implemented strategies
- Projections and strategies for retirement income
- Participant retirement readiness
- Aggregate plan reporting
- Spend down strategies



Value of Managed Account service

- Risk-appropriate diversification **personalized** to participant's unique circumstances
- Ongoing **professional portfolio management** based on industry leading investment philosophies and principles
 - Fiduciary with a focus on long-term, prudent investing strategies for participants
 - Seeks to optimize investment return and risk tradeoff
 - Utilizes available fund options
- **Customizable goal-oriented retirement planning** with specific recommendations to meet unique goals
- **Retirement income solutions** for retirees and near retirees
- Multi-channel delivery with dedicated team of **Investment Advisor Representatives** available for consultation and retirement readiness review and assessment



The impact of professional help

After receiving advice from investment professionals:

- A 25-year old participant may potentially realize almost **54% more retirement income**¹
- **87% of people increase saving rates**¹
- Participants **increased their deferral rates by 28%**¹
- There is a **92.6% chance** of a 25-year old **having more wealth at retirement**¹

¹ Morningstar. The Impact of Expert Guidance on Participant Savings and Investment Behaviors. 2014.

Empower Retirement Advisory Services (Advisory Services) Enrollment Experience



- During Plan Enrollment

- Paper enrollment – Managed Account service included as investment option

- As an Existing Plan Participant

- Web - Incorporation of Advisory Services offering in participant web experience

- Paper – stand alone form

- Phone – Retirement Readiness review and personalization process followed by opportunity to enroll in the Managed Account service over the phone

- There is no guarantee that participation in any of the advisory services will result in a profit or that the account will outperform a self-managed portfolio invested without assistance.



Participant Account Personalization

- Participants can personalize their retirement planning strategy by updating their goals and adding outside account information via:



Personal Financial Profile Form – included in Welcome Kit and Annual Review



Plan website – through the Advisory Services Tile



AAG Education Center – call and speak with an Investment Adviser Representative

Personal Financial Profile Form

Participant Name: _____ User ID: _____
 Plan ID: _____

If you have had lifestyle changes or have additional financial information to share with us, please complete this form so we can further customize your investment portfolio by:

- Returning it in the enclosed postage-paid envelope
- Contacting an Advised Assets Group, LLC (AAG) representative at (800) xxx-xxxx
- Visiting your Plan's Web Site at www.xxx.com

Personal Profile Review ¹	On File	Updated Information
Account Balance	xxx	_____
Date of Birth	xxx	_____
Your Annual Salary	xxx	_____
Gender:	xx	_____
State of Residence	xx	_____
Number of Dependents	xx	_____
Marital Status	xx	_____
Target Retirement Age	xx	_____
Your Spouse's Information ²	On File	Updated Information
Name:	xx	_____
Date of Birth:	xx	_____
Gender:	xx	_____
Annual Income:	xx	_____

Outside Account Information:

The following is information that you have provided about other assets and/or investments outside of your Managed Account. AAG does not manage these assets, but we use this information to assemble your Managed Account Portfolio.

Social Security Benefit
 Included in Analysis? Yes _____

Advisory Services

Introduction

Step 1: Information > Personal and Income

Review the information we have obtained about you from our record keeping sources. The required fields are all we need to give you a strategy. You can add information to further customize your strategy.

General Information

Participant Spouse/Partner

Name* [SURNAME SURNAME] _____

Date of Birth*(MM/DD/YYYY) [12/18/1953] _____

Retirement Age* [55] _____

Gender* [Male] _____

US State* [None] _____

Dependents [2] _____

Life Expectancy Age* [52] _____

Bequest* [0.00] _____

Income

Annual Salary (pretax \$)* [50,000.00] _____

Annual Desired Retirement Income (post-tax \$)* [1%] [100.00] _____

Save Exit Back Next

Enrollment Status
Guidance



Managed Account Participant Communication

Get Me Started

The Welcome Kit

- Clarifies participant goals
- Assesses where the participant is today
- Gets the ball rolling

Keep Me on Track for the Retirement I Want:

The Quarterly Account Review

- Looks at the impact of recent trends on chosen investment options
- Adjusts, reallocates, and rebalances the account to the assigned model portfolio, if necessary
- Participant receives transaction confirmation on changes made to his/her account

ADVISED ASSETS GROUP

Personal Financial Profile Form

User ID: _____
Plan ID: _____

Participant Name _____
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Social Security Benefit: _____

Included in Analysis? Yes

Defined Benefit (Pension) Information	Start Age	Annual Amount	
Joe Participant Pension	65	\$10,000	
Account	Owner	Account Type	Account Balance
Joe Participant IRA	Joe Participant	IRA	xxx

Welcome

Joe Participant
123 Main Street
Anywhere, TN 99999

Making the Most of Your Plan Name Retirement

Dear Joe Participant:

Congratulations! Your Plan Name Retirement Plan has been set up to help you reach your retirement goals. Great-West Retirement Service, a wholly owned subsidiary of Great-West Life & Annuity, is your advisor, working together to deliver to you the Managed Account, a custom portfolio, monitoring your account, and making adjustments as needed. The year AAG has been monitoring, rebalancing and tracking your account against your retirement goals.

However, you still play a vital role in keeping your retirement on track when you stay informed of your account status and Annual Review you'll receive each year -- will show you how. We call these decisions your "Retirement Planning To-Do List."

Your Annual Retirement Planning To-Do List

- 1 Review your Annual Income Projection.**
Are your retirement plans on track? We have included signs and charts on the following pages to show you. Included will be recommendations on changes you could make that may help you reach your retirement goals.
- 2 Review your Savings Strategy.**
You may need to alter the amount you set aside from each paycheck in order to reach your retirement goals.
- 3 Update Your Personal Financial Profile.**
The more you tell us about your finances, the better our recommendations. Please complete and return your **Personal Financial Profile** form using the enclosed prepaid envelope.

Watch for the Signs...

GO

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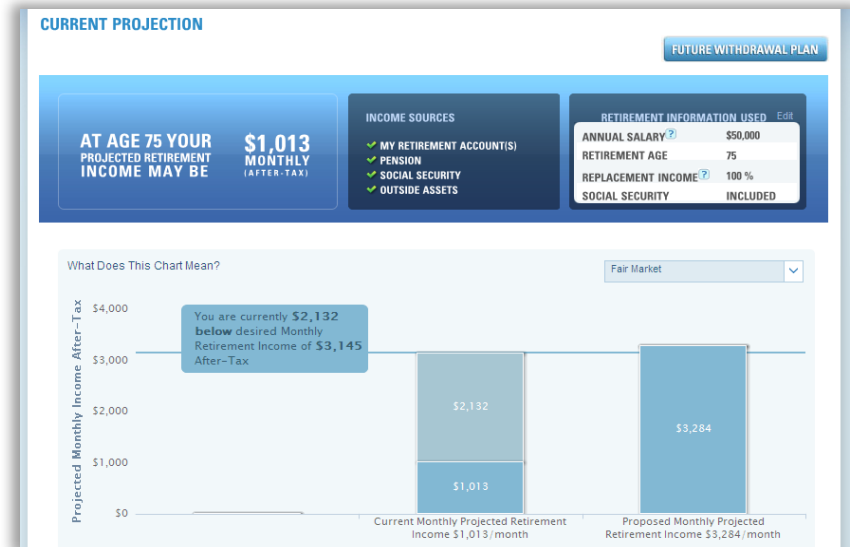
Managed account guidance and advice services are offered by Advised Assets Group, LLC (AAG), a federally registered investment advisor. AAG is an affiliate of FSCOM, LLC, and Great-West Life & Annuity Insurance Company, White Plains, New York. Great-West Life & Annuity Insurance Company is not licensed to conduct business in New York. Insurance products and related services are sold in New York by its subsidiary, First Great-West Life & Annuity Insurance Company. Other products and services may be sold in New York by its subsidiary, FSCOM, LLC. Our Power Behind You® is a registered service mark of Advised Assets Group, LLC. All rights reserved.
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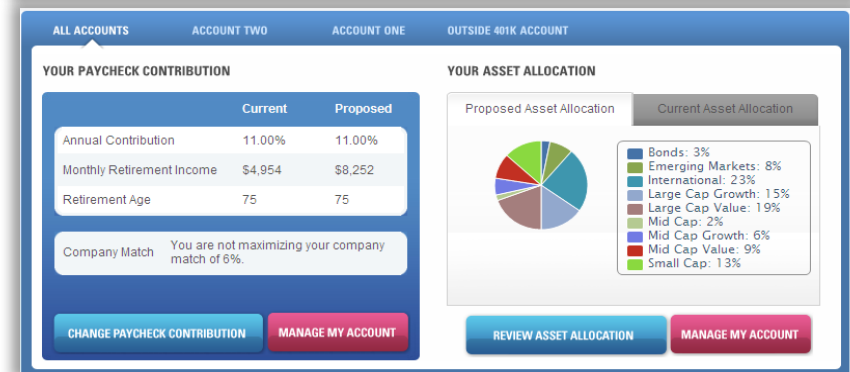
Retirement Income Control Panel

The Retirement Income Control Panel Breaks Down a Participant's Income Picture to:

- To provide monthly income projections
- To obtain proposed strategies & an option to have their account professionally managed
- To understand future withdrawal streams



FOR ILLUSTRATIVE PURPOSES ONLY



FOR ILLUSTRATIVE PURPOSES ONLY

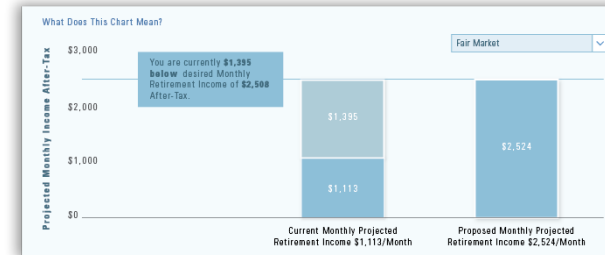


Retirement Income Control Panel

Participant Specific Insight

Personalized

Participants monthly income projection is based on their contributions, balance, retirement age and portfolio allocation.



FOR ILLUSTRATIVE PURPOSES ONLY

	Current	Proposed
Annual Contribution	6.00%	14.00%
Monthly Retirement Income	\$2,684	\$3,253
Retirement Age	65	65

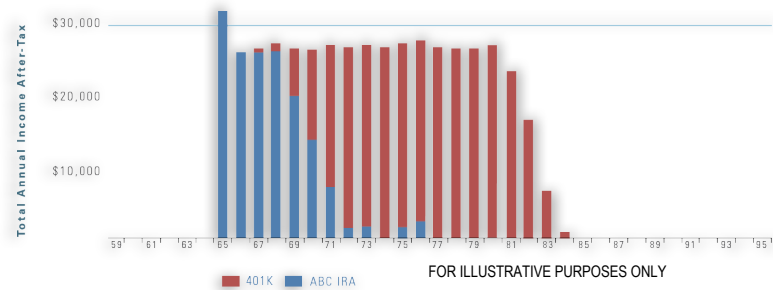
FOR ILLUSTRATIVE PURPOSES ONLY

Actionable

Participants are provided one-click access to online transactions like contribution and asset allocation changes.

Measurable

Participants get a real-time view of their potential to improve their spend-down projection as they increase their savings and adjust their portfolio allocations.



FOR ILLUSTRATIVE PURPOSES ONLY



Advisory Services participant pricing

Online Investment Guidance – No fee

Online Investment Advice – No fee

Managed Account Service – Asset-based fees as shown in table below

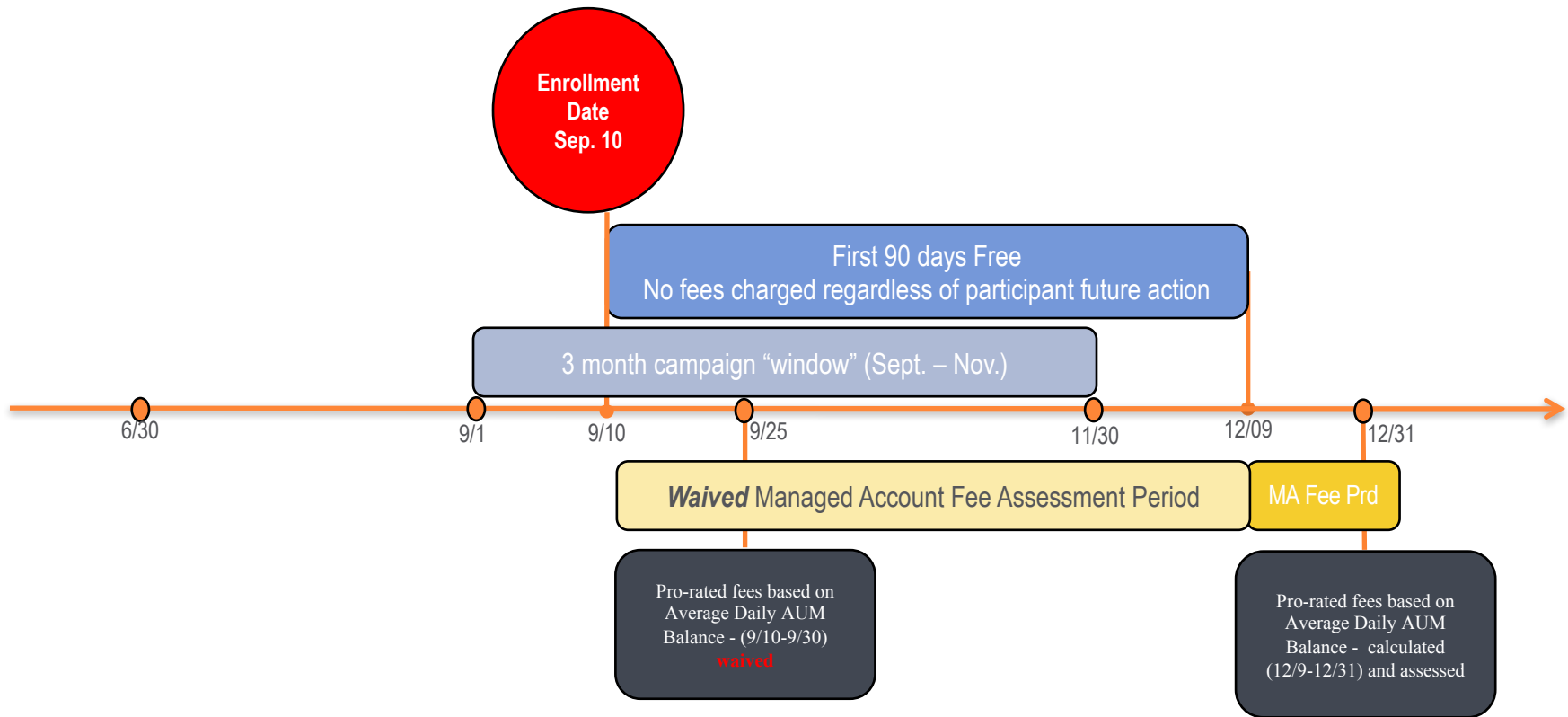
PARTICIPANT MANAGED ACCOUNT BALANCE	OPT-IN ANNUAL FEE
Amounts Under \$100,000	0.45%
Next \$150,000	0.35%
Next \$150,000	0.25%
Amounts over \$400,000	0.15%



Managed Accounts Test Drive Offer

- When a participant enrolls between September 1st, 2016 and November 30th, 2016, their first 90 days in the Managed Account Service will be at no cost to them.
- On the 91st day following a participants enrollment, unless they opt to cancel the service before that day, fees will automatically be assessed each quarter that the participant remain in the service. Managed Account fees will be calculated based on an average daily balance and actual number of days in the service.

Voluntary Enrollment **First 90 Days Free** – *SCDCP*



Applies only to ppts that enroll during the campaign window.

Participants enrolled prior to the campaign window will be assessed quarterly fees based on the current balance at 9/25. Beginning 10/1, fees will be assessed on the Average Daily AUM Balance



Disclosures:

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Summary & Questions



EMPOWER

RETIREMENT™