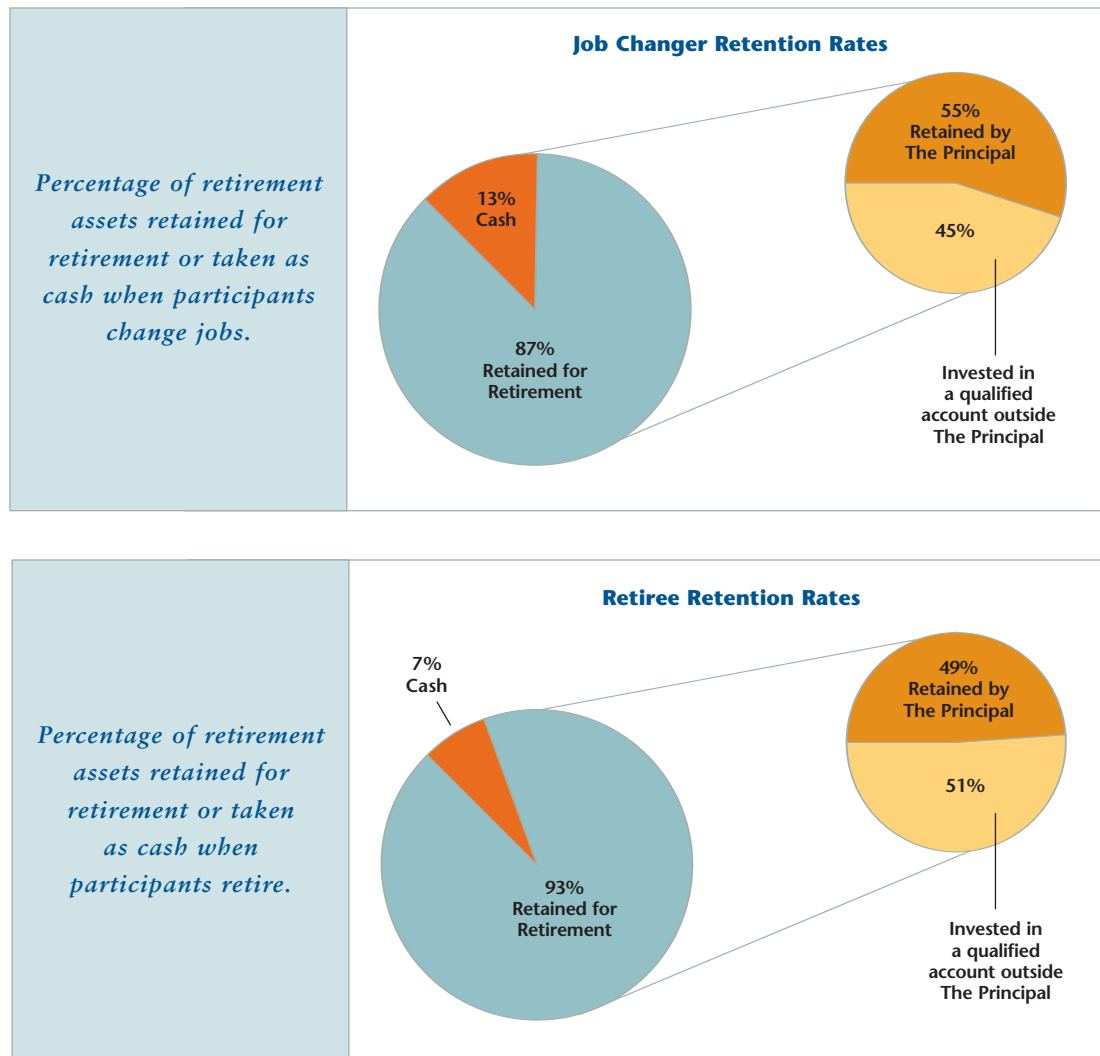


To Roll Over or Not to Roll Over?

When employees change jobs or retire, they're faced with a big decision — what to do with their retirement savings. The most common approach for both job changers and retirees is to leave the money invested in a qualified account. At The Principal, just 13 percent of job changers and less than 7 percent of retirees elect to cash out their retirement savings.

The percentage of retirement assets that remain with The Principal (either within the plan or in another product offered by The Principal) is 55 percent for job changers and 49 percent for retirees. In the industry as a whole, the average retention rate is 36 percent.⁶



⁶Cerulli Retirement Markets 2004