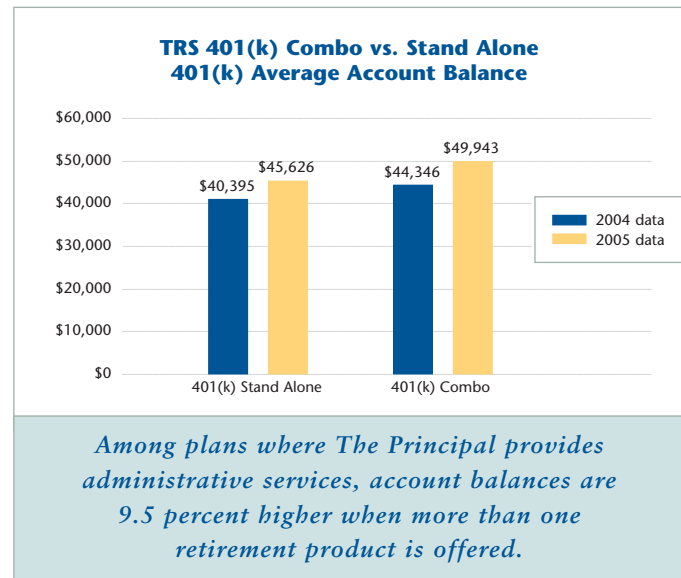
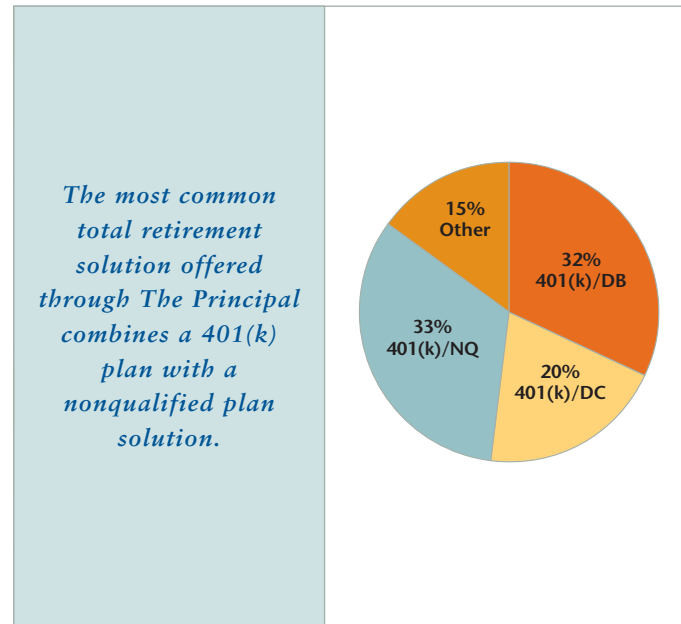


Total Retirement Approach

As employers seek ways to save time and money on retirement plan administration, they are **increasingly pursuing a total retirement solutions approach** — using the same service provider for multiple retirement plans. Well-coordinated service from a single provider can simplify employee benefit data management, speeds service to both employers and participants, and even eases compliance work.

Those advantages have made total retirement solutions one of the fastest-growing trends in retirement today. **At The Principal, the number of new total retirement solutions clients more than doubled between 2004 and 2005**, as did the amount of new total retirement solutions assets. The most common retirement product combination is 401(k) and nonqualified (NQ) plans, followed by 401(k) and defined benefit (DB) plans.

In addition to fewer administrative headaches, **employers who use a total retirement solutions approach typically enjoy higher employee salary deferral rates and account balances**. Among plans where The Principal provides administrative services, account balances are 9.5 percent higher when more than one retirement product is offered.



Total Retirement Solutions Fast Facts

In 2005, 39% of new assets involved more than one retirement plan.

The number of total retirement solutions plan sales and assets more than doubled.