



5 Ways Target Date Funds can
be Safer, SMARTer and Better |

- Defined benefit plans are gone so workers rely exclusively on their 401(k) plans
- The 401(k) default investment – a target date fund – is too risky. The typical 2010 fund lost 30% in 2008 and is expected to have excessive losses in 3 years out of 20.
- Losses in the TDF undermine worker morale and wellbeing, and can lead to demand for increased wages.
- **Only the trustees, with the advisor's help, can solve the problem, preferably before the next market crash.**
- One Fund has been protecting assets since 1997.
- The solution is Safer, SMARTer, Better.
- **The Prudent Choice**



Trustees and Their Advisors Have a Serious Problem

The 5 Ways



Patented Glidepath
Using Nobel Prize
Winning Innovations



Protect at the Target
Date



History of Protecting



Prudence Designed
for Fiduciaries

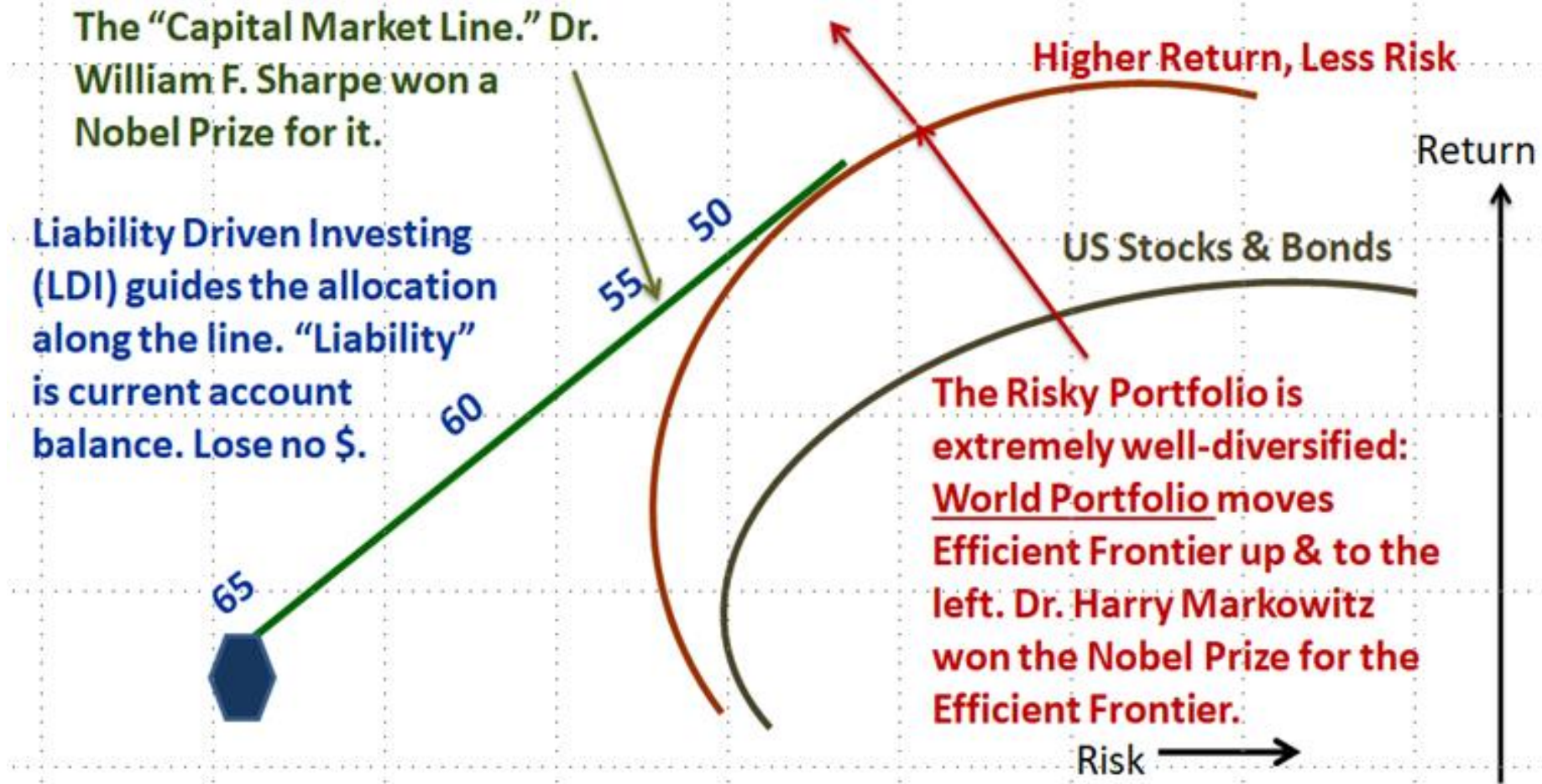


Win by Not Losing

Unique investment
structure using two
Nobel Prize-
winning disciplines



Patented Investment Structure



Patented product offering unique investment structure

uses two Nobel Prize-winning disciplines

emphasis on safety

protection objective





The only "to" fund
that **protects**
at target date

Safety First, Last & Always



Employer
401(k) is an asset, not a liability



Consultant
Safety triumphs popularity



Fiduciaries: Trustees & Consultant
Protection of beneficiary

The best fiduciary protection is beneficiary protection



The only “to” fund
that protects
at the target date



The **SMART**
choice for
protecting
assets
since 1997

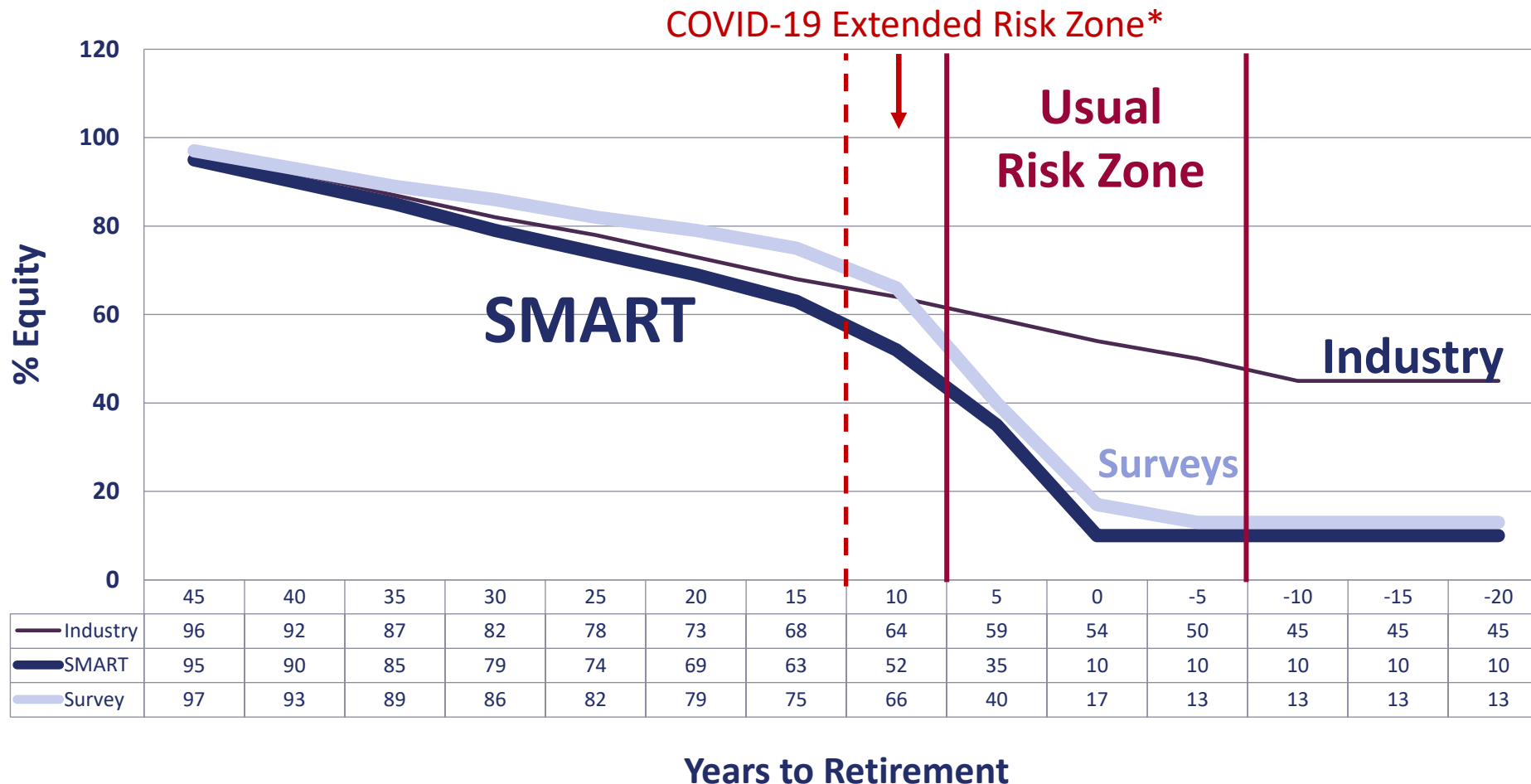


The Only Path To Safety

surveys show beneficiaries want safety



The SMART choice
for protecting assets
since 1997

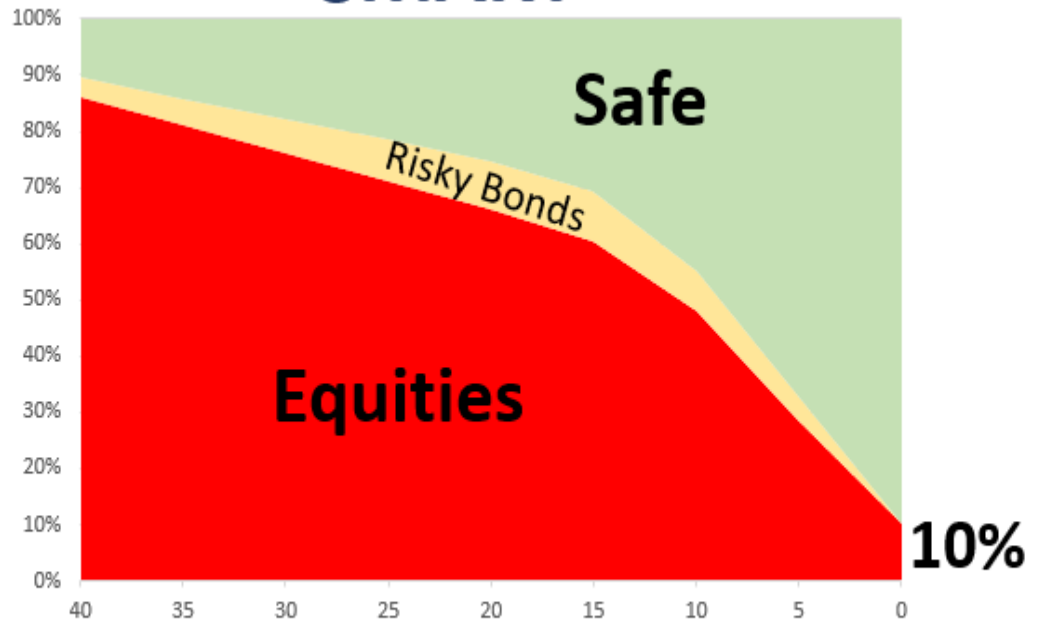


* The pandemic has forced some beneficiaries to take penalty-free early withdrawals, and some have been fired.

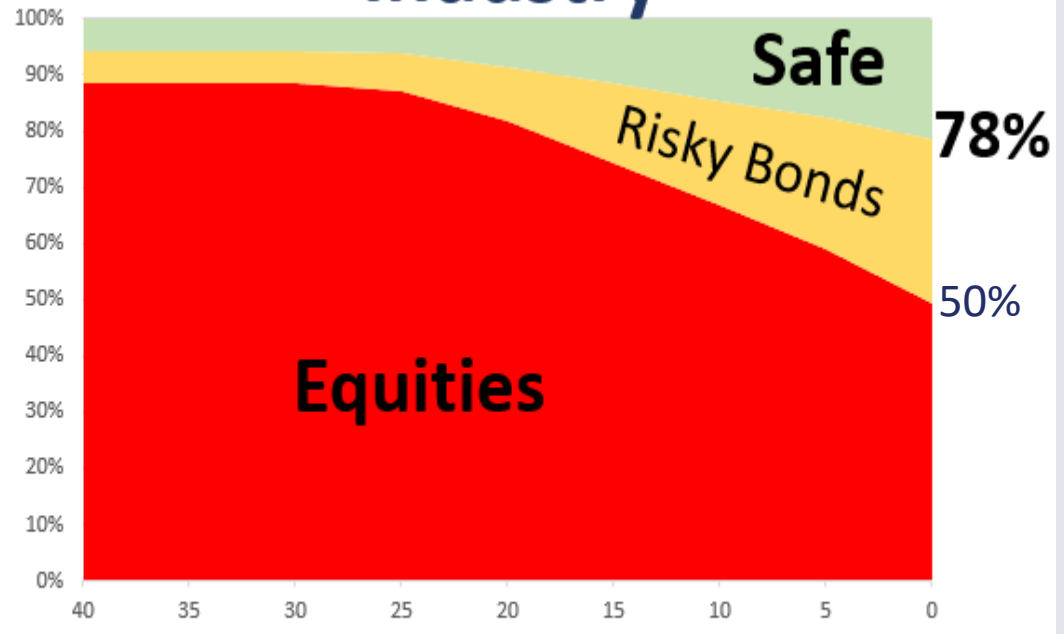


At Risk Assets

SMART



Industry



Years to Target Date

Source: PIMCO Glidepath Analyzer

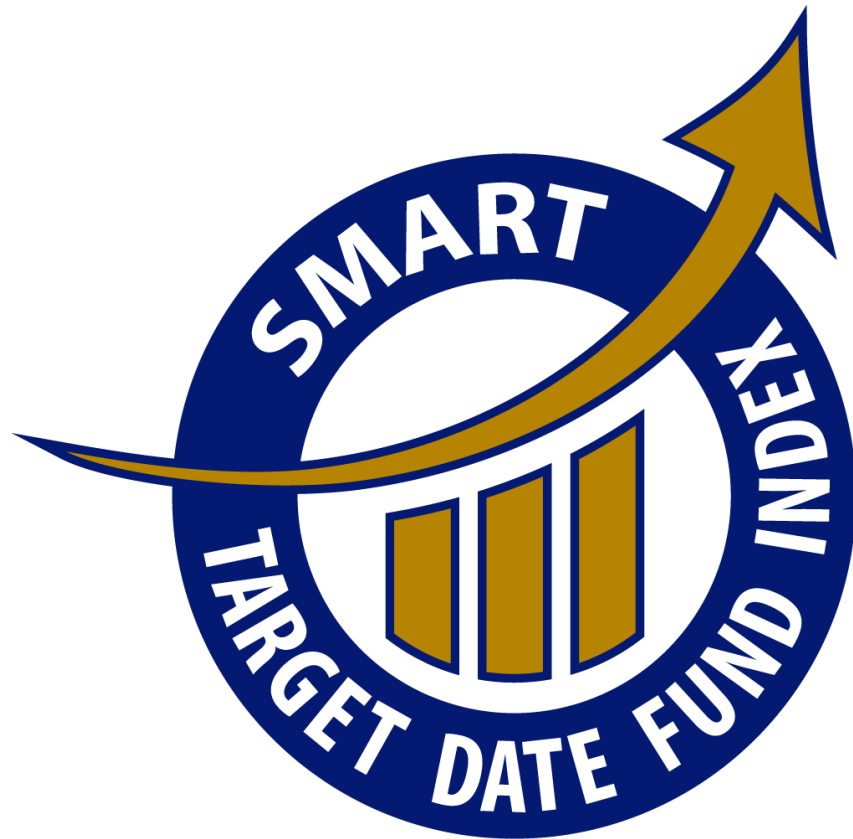
Industry is more than SEVEN (7) Times Risker than SMART

AT RISK ASSETS = Equities (Stocks, Real Estate, etc.) plus Risky Bonds with a maturity above 5 years



The SMART choice for protecting assets since 1997





Uniquely
prudent
performance
specifically
designed for
fiduciaries

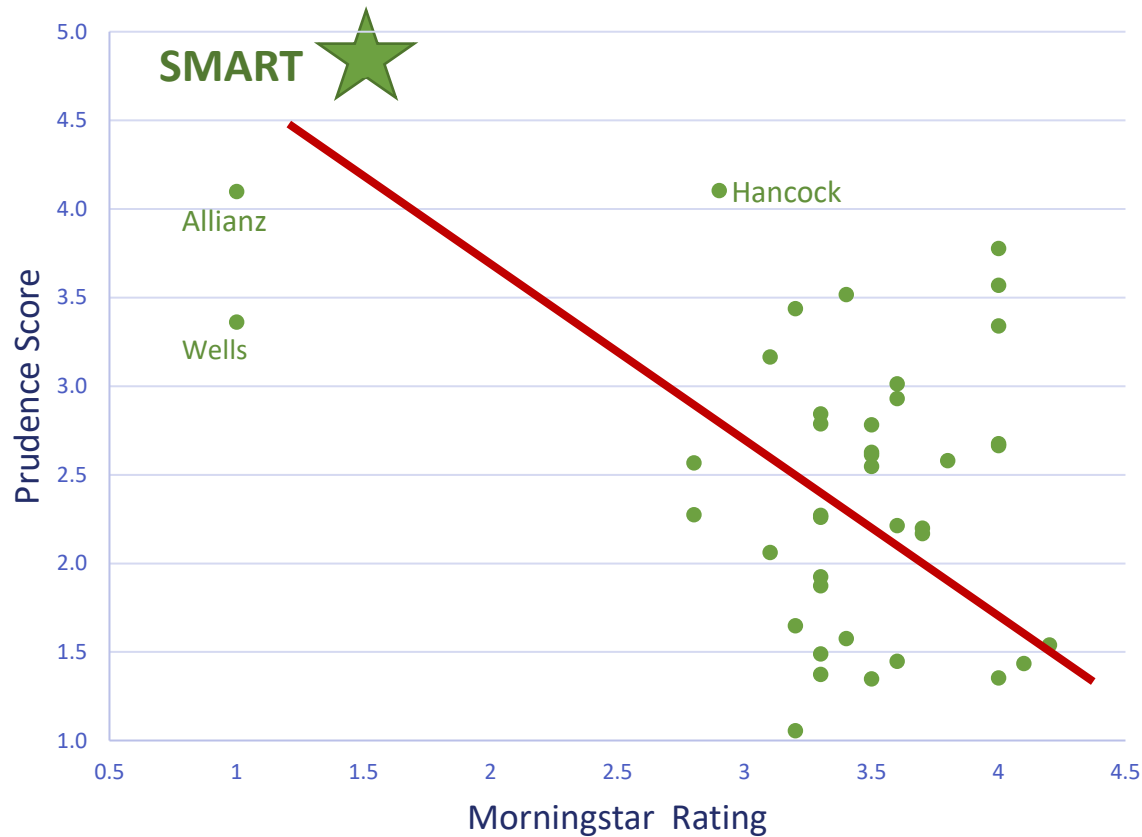
#1 in Prudence of 42 Funds

Prudence Score is based on (1) Protection at Target Date, (2) Diversification & (3) Fees

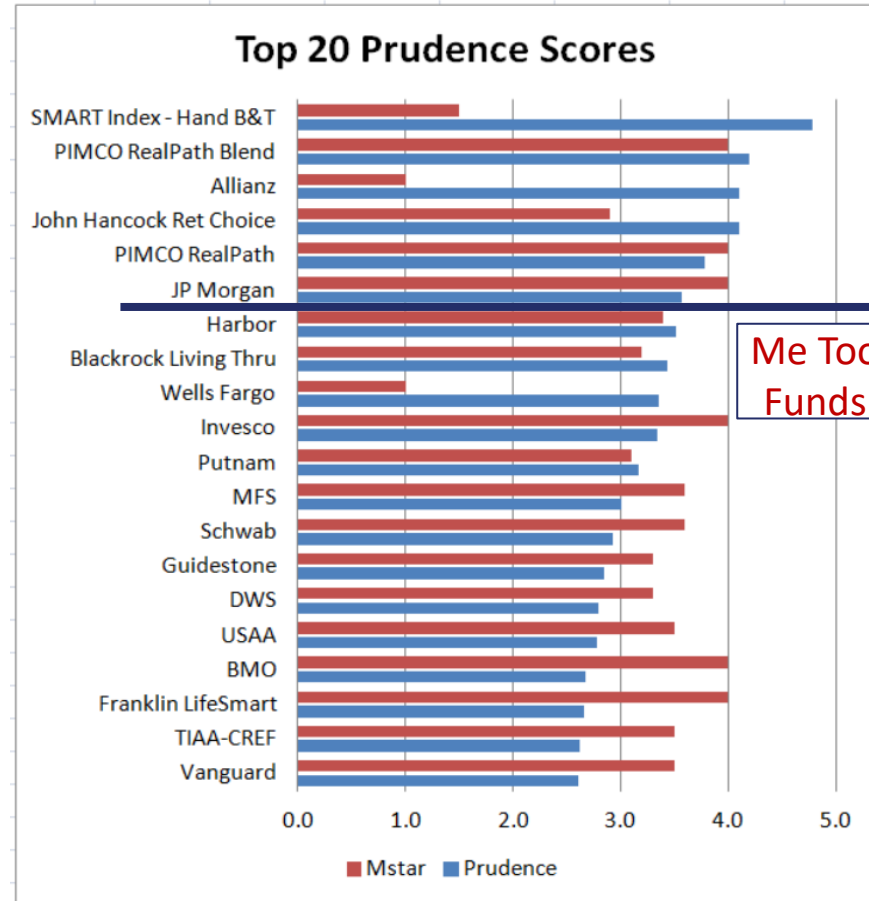


Uniquely prudent performance specifically designed for fiduciaries

Imprudence Earns High Morningstar Ratings



Top 20 Prudence Scores



Prudence scores calculated by Target Date Solutions. See [This Article](#) for details



Retirement
target date
2020
top performer



Target Date Fund Risk & Return

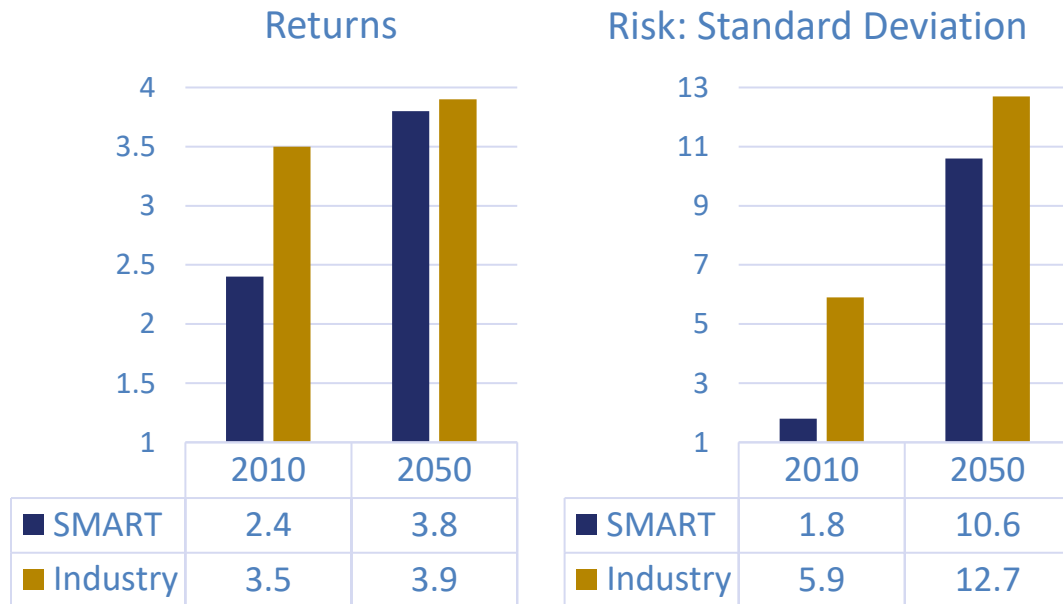
for 13+ years as of March 2020



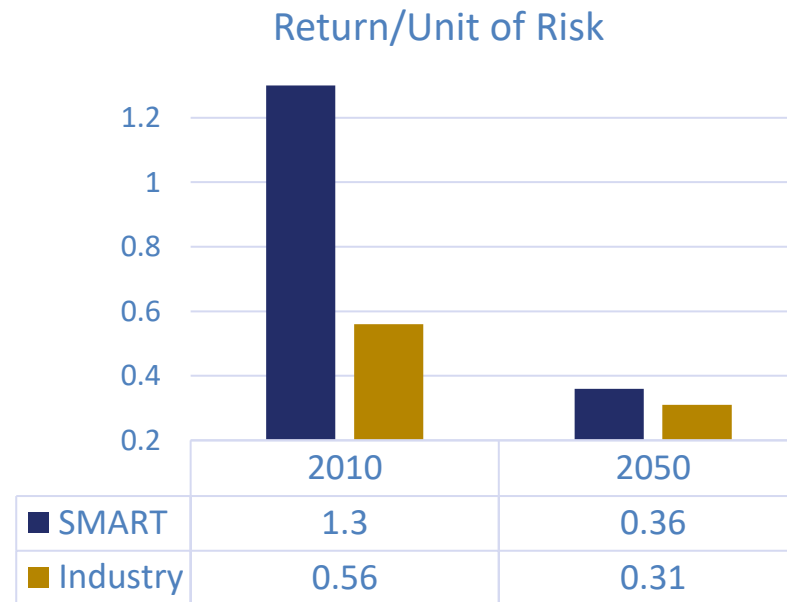
Retirement target date 2020 top performer

All SMART Funds are Best Performing in 2008, 2011, 2018 and 2020

Higher Returns for Higher Risk



SMART 2010 is Highest Return per Unit of Risk



A Shocking Period For Those Near Retirement

Returns for 2020 Retirees During Coronavirus Sell-Off

(Feb. 20, 2020 through March 20, 2020)

Actual Return % Commodities Allocation Fixed Income/Cash Equity

SMART TDF Index

JHancock Multi-Index Preservation

BlackRock LifePath Index

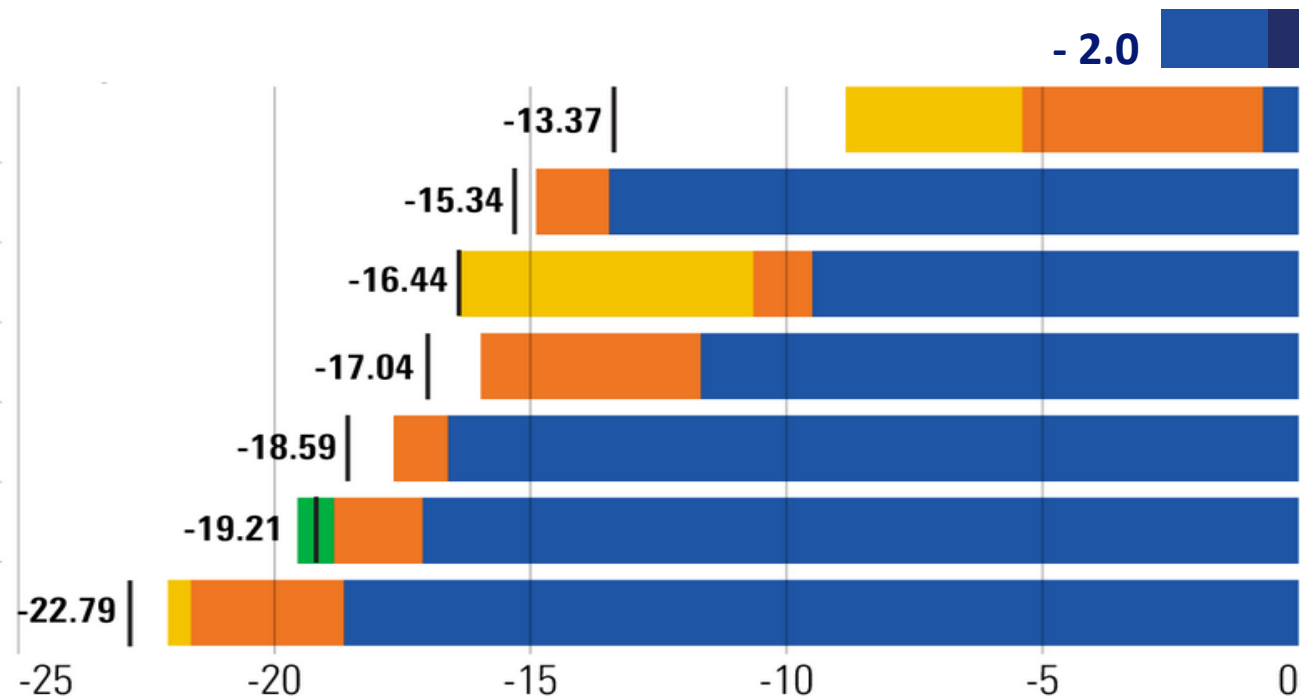
American Funds Target Date Retirement

JPMorgan SmartRetirement

Vanguard Target Retirement

Fidelity Freedom

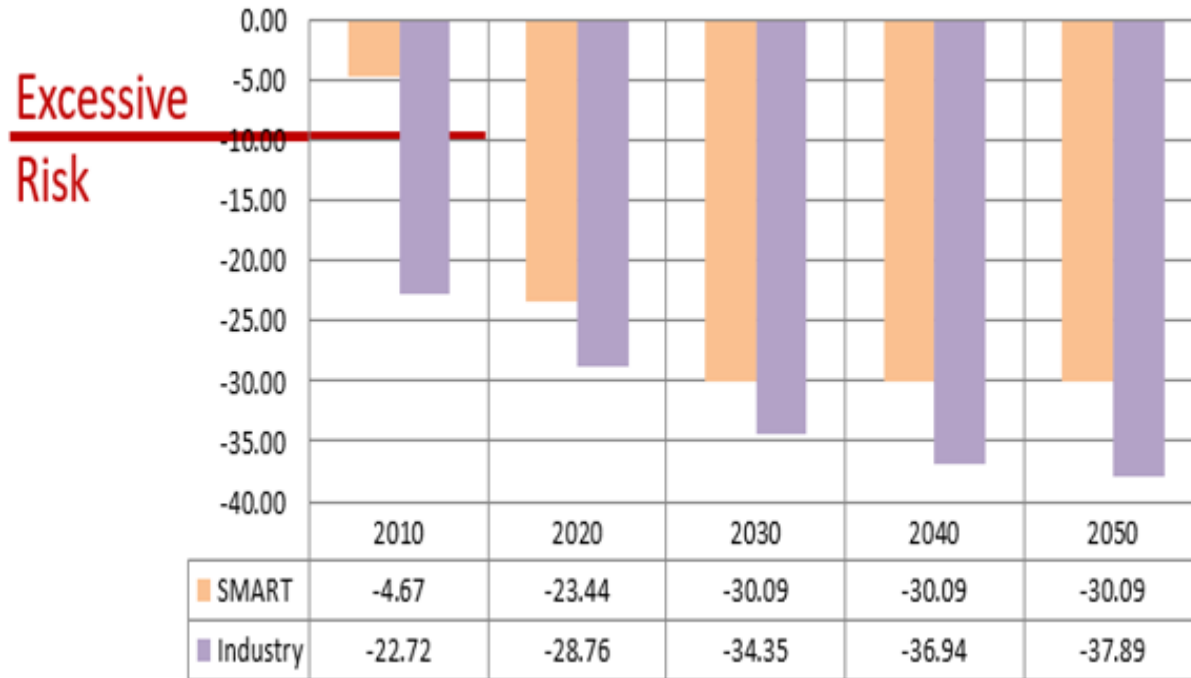
T. Rowe Price Retirement



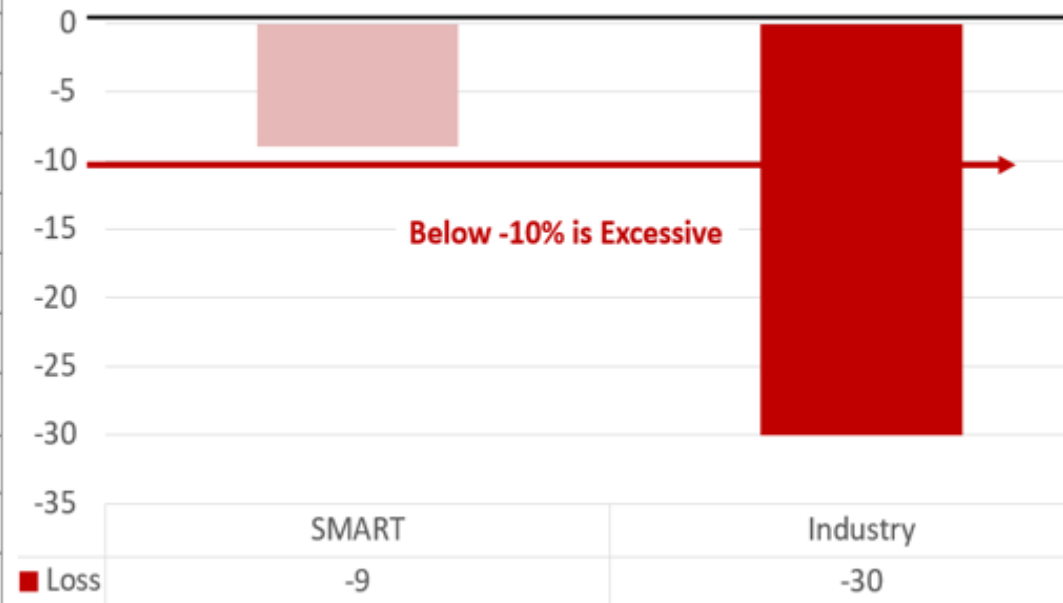
Source: Morningstar, Inc.

Let's Not Forget 2008

Target Date Fund Returns in 2008



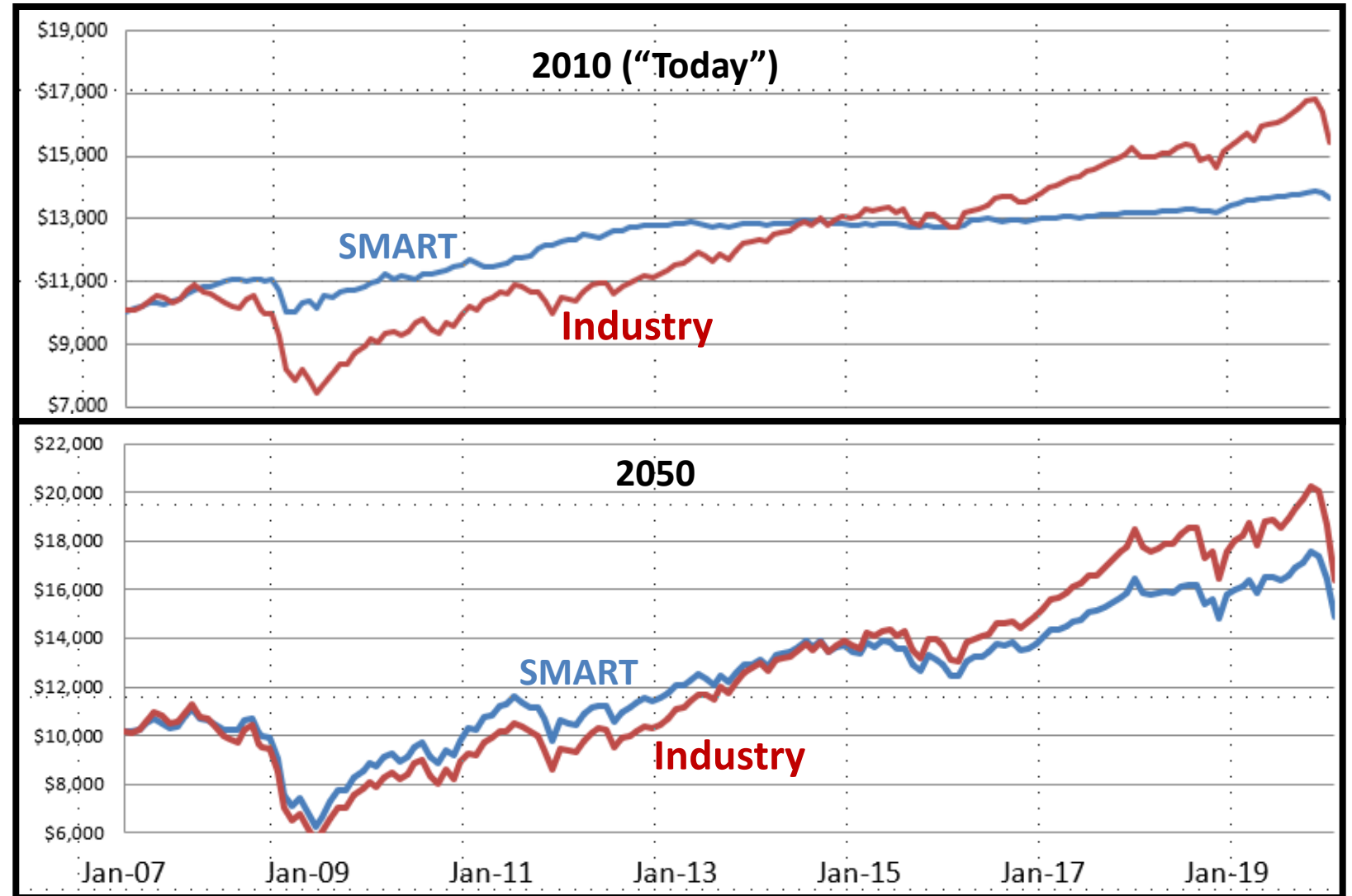
11/07-2/09 Losses in 2010 Funds for SMART and Industry



Winning Edge

win by not losing

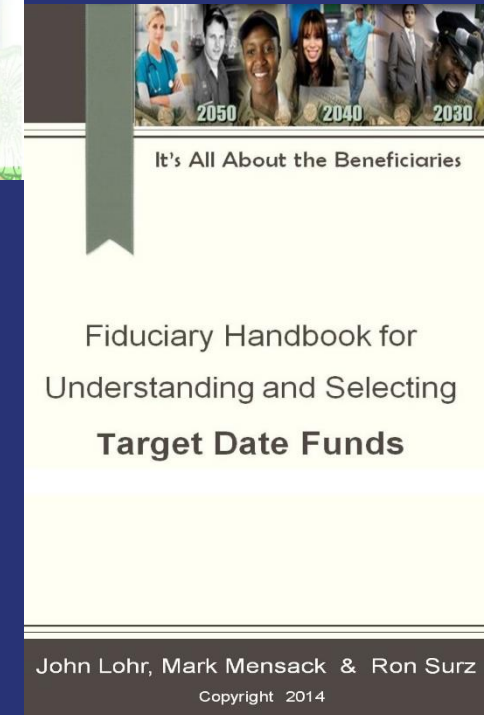
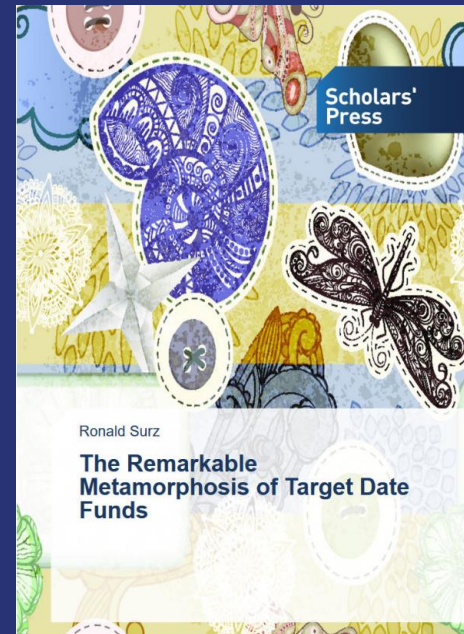
Growth of \$10,000 from 2007 to March 2020: **SMART** vs **Industry**



Books by SMART Designer

Available on Request

This book is on the reading list of the International Foundation of Employee Benefit Plans (IFEBP), sponsor of the Certified Employee Benefit Specialist (CEBS) designation





Questions? Let's Talk.

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