

Providing comprehensive services for a vital pension plan.

People driven. Outcome focused.®



Pension plan sponsors face intensifying challenges.

Increasing Costs

The Internal Revenue Service's (IRS) mortality table has changed, resulting in a 4%-5% increase in benefit obligations.¹ Plus, the Pension Benefit Guaranty Corporation premium is expected to increase in the future.²

Accounting Rule Changes

Keeping up with constant changes can put a burden on your credit union. A recent example includes new accounting rule changes issued by FASB changing how defined benefit costs are presented in financial statements.³

Market Volatility

Interest rate changes and lower expected returns from investments lay the groundwork for an unsteady future.⁴ That means increased volatility in your pension plan.

Managing these challenges is essential for maintaining your highly valued defined benefit plan.

With CUNA Mutual Retirement Solutions, you get all the resources you need to manage these challenges.

Our comprehensive pension solution helps you maintain your pension plan in an increasingly complex environment. It features everything you need to offer your plan, all under one roof, including investment expertise, actuarial consulting and administrative services. CUNA Mutual Retirement Solutions is *the* trusted provider of credit union pensions.

We lead the credit union market servicing nearly 80% of all credit union defined benefit plans.⁵

With CUNA Mutual Retirement Solutions, you'll get everything you need to offer your pension plan.

Investment Expertise

Every credit union is different—that's why we customize the investment expertise, co-fiduciary protection and strategy for your plan's portfolio.

Plan customization

We offer an **Institutional Program** that allows you to design an investment portfolio to meet your credit union's specific needs with the expert advice from CUNA Mutual Fiduciary Consultants.

Or, if you prefer a more turnkey solution, our **Trustee Program** allows you to delegate portfolio management to an experienced Board of Trustees who work with advice from leading investment consultants at Mercer Investment Consulting.

Innovative investment strategies

We are introducing innovative solutions to credit unions.

Liability-Driven Investing (LDI), for example, can help you mitigate the impact of interest rate volatility.

Not sure what you need? We'll work with you to determine the investment strategy mix of index and actively managed funds that best fits your credit union.

Actuarial Consulting

With CUNA Mutual Retirement Solutions, you have direct access to actuaries who can optimize your plan design and funding strategy.

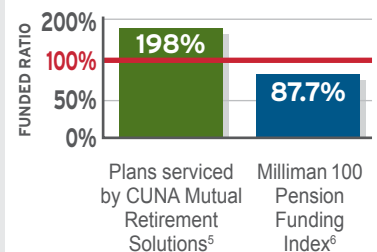
Plan design

We'll help you decide between a traditional pension and a **cash balance plan**, a hybrid option that helps you accurately budget for the expense of a pension.

Funding strategy

Our actuaries can help you leverage your tax-exempt status and take advantage of contribution strategies to help reduce costs. That's because they are experienced and knowledgeable about the unique opportunities available specifically to credit unions. How experienced? **The average funding of pension plans serviced by CUNA Mutual Retirement Solutions is 198% with 93% of all plans funded 100% or more.**

Pension Funding Comparison



The average funded ratio of plans serviced by CUNA Mutual Retirement Solutions exceeds industry standards like the Milliman 100 Pension Funding Index.

Administration

Our solution makes managing a pension plan easy with an experienced and dedicated team. Independent advisors can lack the experience and knowledge that we have. Our specialists have an average of **17 years experience** exclusively focused on retirement plans. Plus, you won't have to go through brokers or other middlemen. You'll work directly with our specialists, no matter the size of your plan.

To learn more about how CUNA Mutual Retirement Solutions can help you manage your pension plan, visit cunamutual.com/retirement or call a CUNA Mutual Group sales representative at **800.356.2644**.



P.O. Box 391 | 5910 Mineral Point Road | Madison, WI 53701-0391 | cunamutual.com

¹ "Updated mortality tables for DB plan lump-sum payments starting in 2018", Retirement Town Hall, Oct. 17, 2017. ² "PBGC Announces 2018 Premium Rates", Cheiron, 2017. ³ "FASB changes presentation of defined benefit costs", Journal of Accountancy, March 10, 2017. ⁴ "Why Market Returns May Be Lower and Global Diversification May Be More Important in the Future", Charles Schwab, March 6, 2018. ⁵ Internal Data. ⁶ "Milliman analysis: February's funded status improves as higher discount rates overcome asset investment losses", Milliman 100 Pension Funding Index, March 2018

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