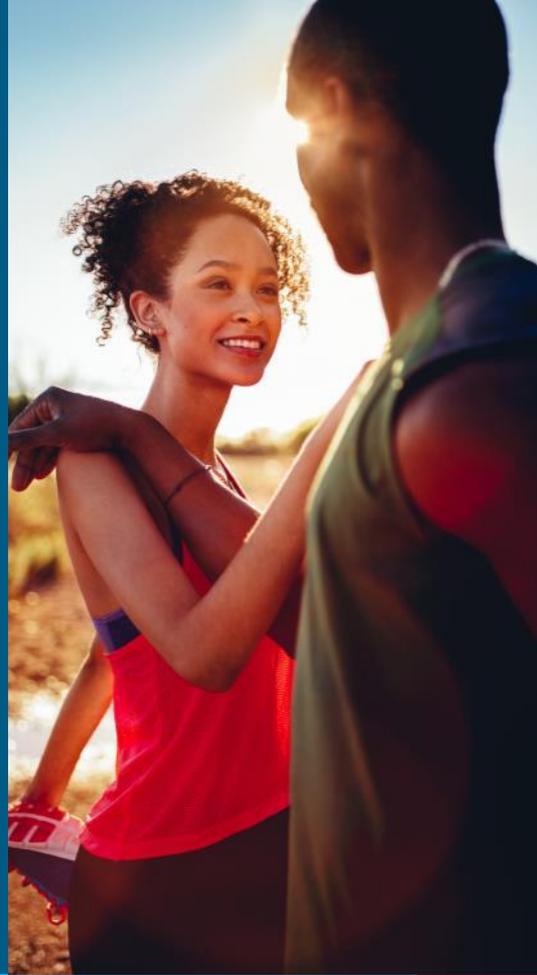


# Millennials

Preparing for a  
brighter tomorrow



FUTUREFIT® FINANCIAL WELLNESS SERIES

Jonathan Costanza  
Financial Advisor

**VALIC**®  
An **AIG** company

# Agenda

- 1** What's in a name?

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- 2** Millennials

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- 3** Savings attitude

---

- 4** Investment approach

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- 5** Retirement outlook

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- 6** Preparing for the unexpected

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- 7** Enrolling in your workplace retirement plan

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- 8** Where to go from here?

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What's in a name?

# What's in a name?

## Defining generations



G.I. Generation

Silent Generation

Boomers

Gen X

Gen Millennials

Born

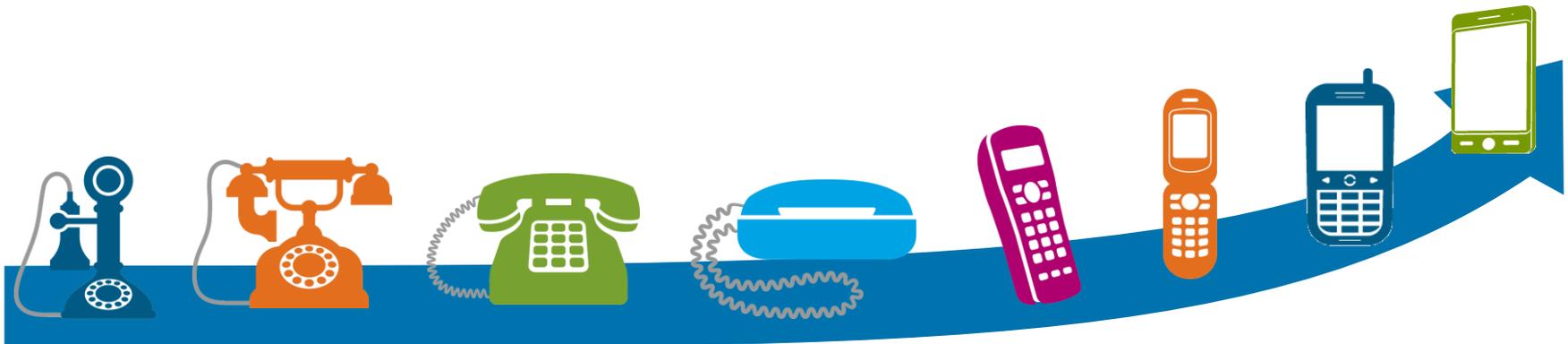
before 1936

1937 – 1945

1946 – 1964

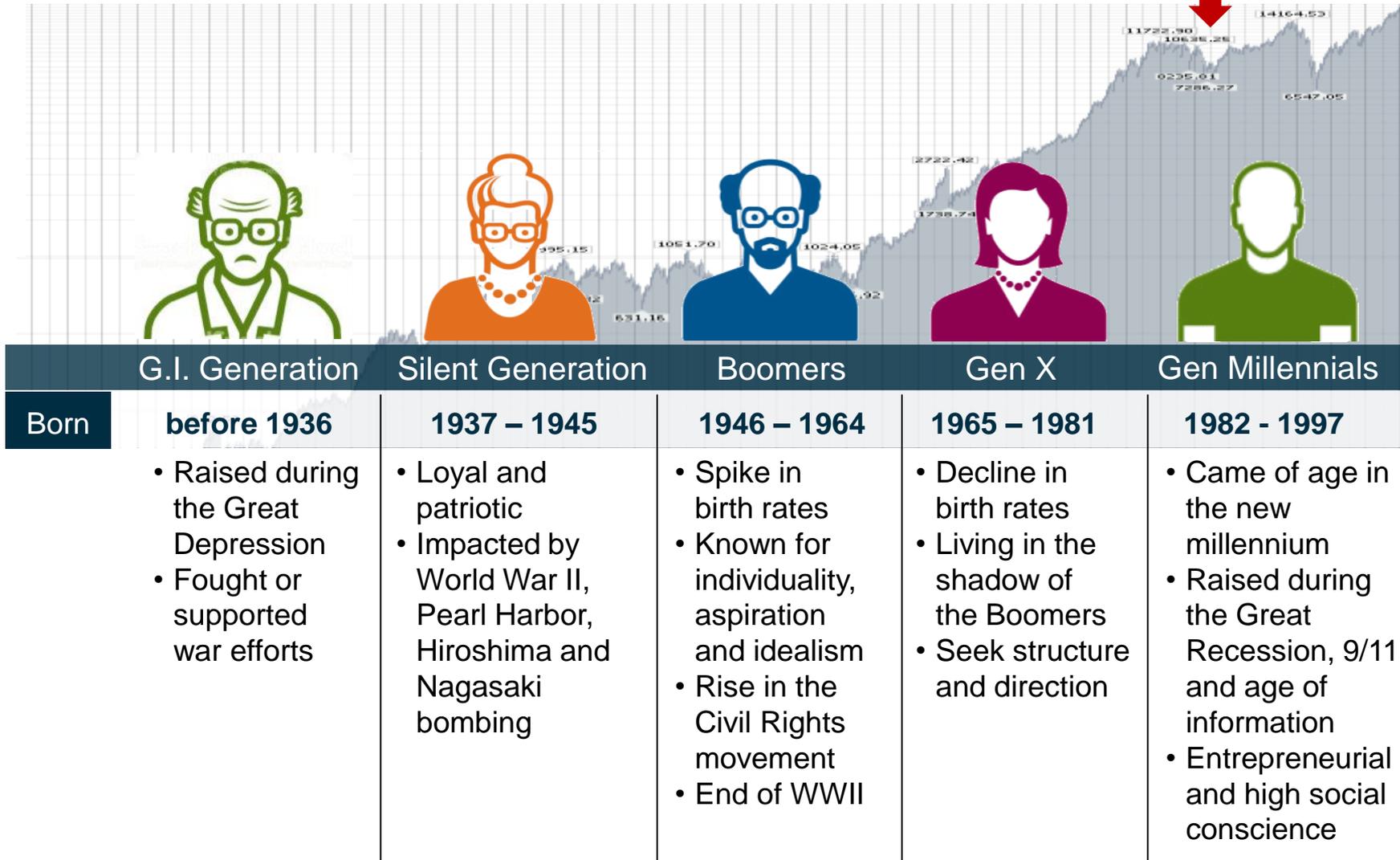
1965 – 1981

1982 - 1997



# What's in a name?

The Great Recession



Millennials

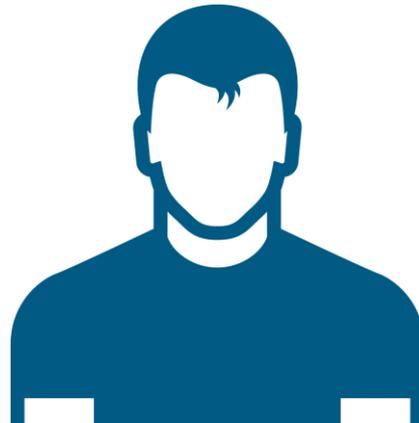
## Other names for Millennials

**((Echo Boomers))**

**Net  
Generation**

**Boomerang  
Generation**

**Peter Pan  
Generation**



**The New  
“Lost Generation”**

# Text to Participate

***To: XXXXXX***  
***User Name***



What are some of the stereotypes you have heard about Millennials saving for retirement?

## The truth about the Millennial generation

### Diversity

#### Most diverse generation

- **44.2%** are non-white<sup>1</sup>

### Information

#### Avid researchers

- **82%** get most of their news from online sources
- **65%** research topics interested in or pursuing hobbies online<sup>5</sup>

### Beliefs

#### Non-traditionalists

- **55%** describe themselves as Democrats<sup>2</sup>
- **35%** are unaffiliated with any religion<sup>3</sup>

### Marriage

#### Want commitment

- Only **40%** are married<sup>6</sup>

### Education

#### Best educated

- **21%** of men and **27%** of women have a four-year college degree by the age of 33<sup>4</sup>

### Attitude

#### Most optimistic

- **49%** think America's best years are ahead<sup>7</sup>

Sources: <sup>1</sup>Millennials Outnumber Baby Boomers and are Far More Diverse, Census Bureau Reports. U.S. Census Bureau. Release Number CB15-113. June 21, 2015.

<sup>2</sup>A wider partisan and ideological gap between younger, older generations. Pew Research Center. March 20, 2017.

<sup>3</sup>Millennials increasingly are driving growths of 'nones'. Pew Research Center. May 12, 2015.

<sup>4</sup>How Millennials today compare with their grandparents 50 years ago. Pew Research Center. March 19, 2015.

<sup>5</sup>How Millennials Get News: Inside the Habits of America's First Digital Generation. American Press Institute. March 16, 2015.

<sup>6</sup>Young Americans are Killing Marriage. Bloomberg.com. April 4, 2017.

<sup>7</sup>Millennials in Adulthood. Pew Research, Social & Demographic Trends. March 7, 2014.

Savings attitude

## What's your attitude toward saving?

Millennials are considered better savers than their predecessors



82% of Millennials say the Great Recession taught them to save now to weather future economic uncertainty<sup>1</sup>



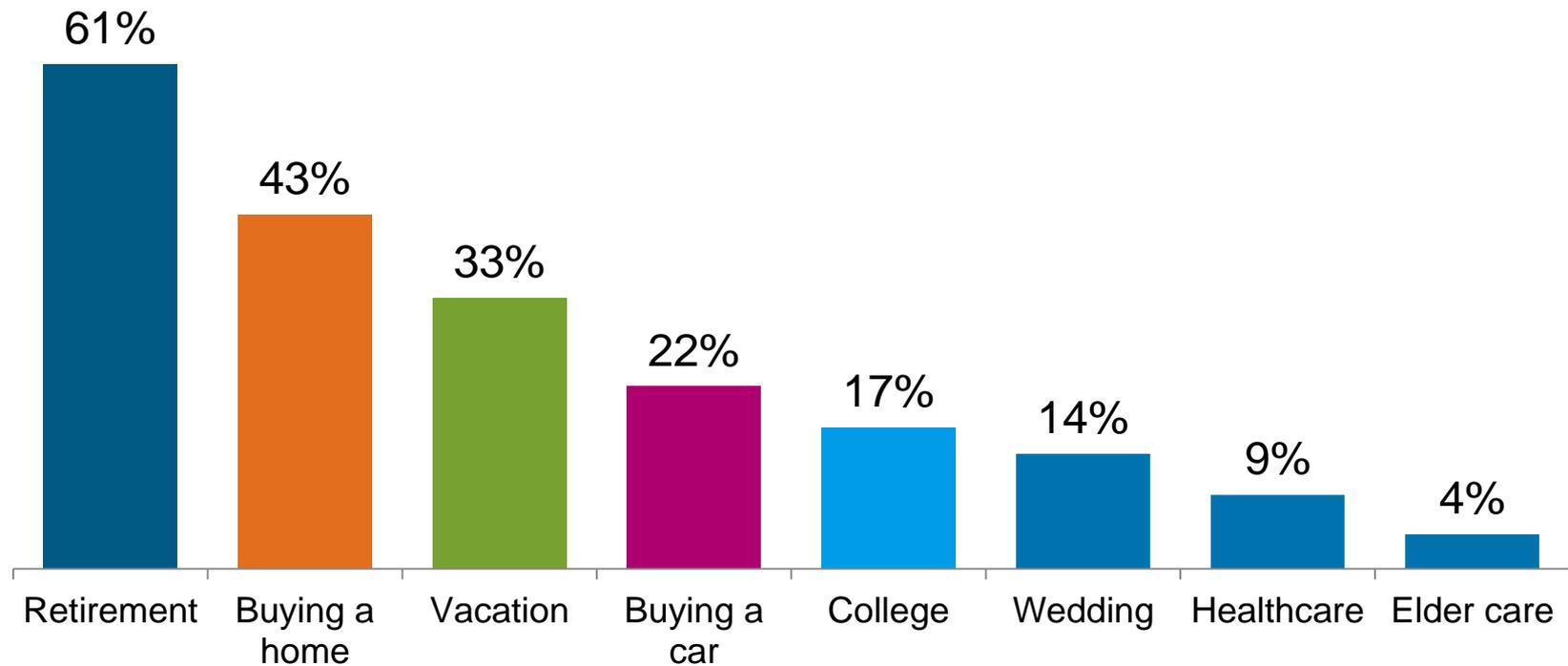
50% of Millennials have enough in savings to cover three months worth of expenses in case of an emergency<sup>2</sup>

Sources: <sup>1</sup>Millennials are Still Spooked by the 2008 Financial Crisis. BusinessInsider.com. June 1, 2017.

<sup>2</sup>Millennials are Quietly Becoming Better Savers than Baby Boomers. Time.com. June 20, 2017.

Are you confident you are saving enough to live comfortably in retirement?

### What are Millennials saving for?



Source: Wall Street to Millennials: Don't fear the stock market. USA Today. April 26, 2017.

## Set savings goals



### Short-term

- Emergency fund
- Tuition payment
- Travel



### Mid-term

- Buying a car
- Buying a house
- Starting a business



### Long-term

- Child's college education
- Retirement
- Legacy

# Conquer your debt

## Student loans

The average student loan debt for class of 2017 graduates was **\$39,400<sup>1</sup>**



Contact your lender for qualification requirements or visit the U.S. Consumer Financial Protection Bureau for more information: [www.consumerfinance.gov/paying-for-college/repay-student-debt](http://www.consumerfinance.gov/paying-for-college/repay-student-debt).

## Conquer your debt

### Credit cards

**\$5,808** is the average credit card debt for Millennials\*

#### Building credit with a credit card

- Pay more than the minimum
- Pay off the credit card with the highest interest first
- Negotiate a lower interest rate
- Transfer balance to a lower interest card
- Use savings to pay off credit card debt

#### Building credit without a credit card

- Make installment loan payments on time
- Put at least one household or utility bill in your name
- Get a secured credit card

# Savings attitude

## Create a budget

**VALIC** SAYING · INVESTING · PLANNING

**Budget worksheet**  
A guideline to help establish your budget

**Essential living expenses**  
Nondiscretionary expenses to be paid through a general income or savings source.

Category	Monthly Expense	Annual Expense	Year(s) Beginning & End	Growth Rate
Federal income taxes				
State income taxes				
Rent/mortgage				
Utilities				
Life insurance premiums				
Mortgage pay./rental pay.				
Homeowners association dues				
Auto loans				
Auto lease pay.				
Home insurance				
Auto insurance				
Medical/ LTC insurance				
Property maintenance				
Landscaping				
Utilities				
Cable/Internet				
Trash				
Water				
Energy				
Gas				
Telephone/Internet				
Other debt service				
Food groceries				
Food dining out				
Auto gas				
Auto maintenance				
Childcare				
Charitable contributions				
Discretionary				
Other nondebt loans				
Medical/ dental expenses				
Other expenses				
Other expenses				
TOTAL				

1 of 2

	Jan	Feb	Mar
<b>INCOME</b>			
Salary	\$ 2,800	\$ 2,800	\$ 2,800
Investment gains	\$ 0	\$ 0	\$ 0
Bonus	\$ 175	\$ 225	\$ 95
Tips	\$ 350	\$ 500	\$ 275
<b>TOTAL</b>	<b>\$ 3,325</b>	<b>\$ 3,525</b>	<b>\$ 3,170</b>
<b>EXPENSES</b>			
Rent/mortgage	\$ 1,200	\$ 1,200	\$ 1,200
Car payment	\$ 375	\$ 375	\$ 375
Insurance	\$ 150	\$ 150	\$ 150
Student loan	\$ 200	\$ 200	\$ 200
Credit card	\$ 125	\$ 125	\$ 125
Savings	\$ 50	\$ 50	\$ 50
Groceries	\$ 150	\$ 225	\$ 175
Utilities	\$ 325	\$ 250	\$ 275
Entertainment	\$ 100	\$ 275	\$ 150
Personal/misc.	\$ 150	\$ 210	\$ 175
<b>TOTAL</b>	<b>\$ 2,825</b>	<b>\$ 3,060</b>	<b>\$ 2,875</b>
<b>BALANCE (INCOME - EXPENSES)</b>	<b>\$ 500</b>	<b>\$ 465</b>	<b>\$ 295</b>

Fixed

Variable

## Make saving easier



# Investment approach

## Millennials' thoughts on investing

85%<sup>1</sup>



Identify themselves as being conservative

60%<sup>2</sup>



Believe that making socially responsible investments is important

33%<sup>1</sup>



Invest in stocks

33%<sup>3</sup>



Believe that cash is the best long-term investment

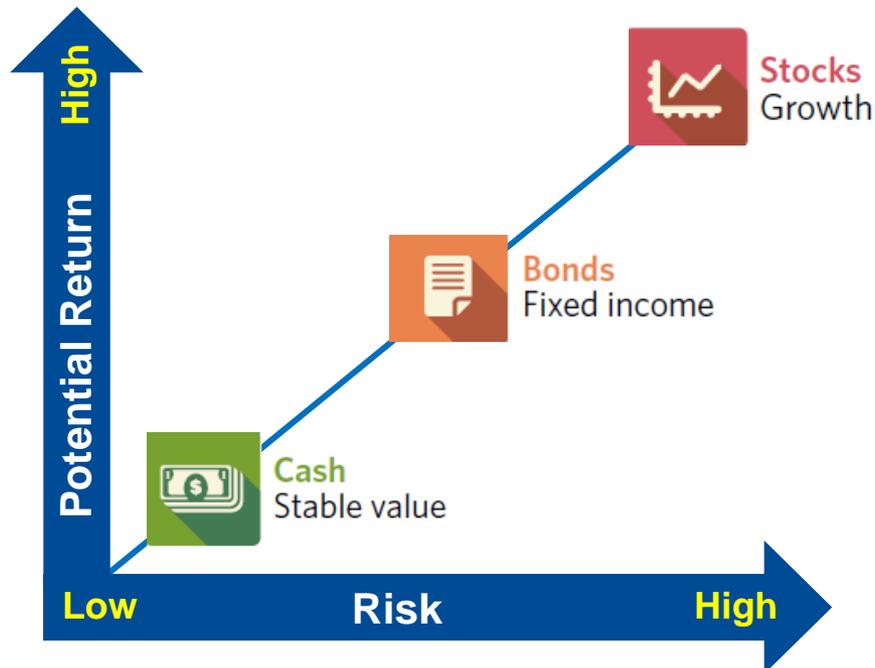
Source: <sup>1</sup>Helping Millennials Embrace Investment Risk. ThinkAdvisor.com. November 16, 2017.

<sup>2</sup>This is what Millennials care about when they invest. Marketwatch.com. September 11, 2018.

<sup>3</sup>Why aren't Millennials investing? They're spooked by the recession. latimes.com, July 25, 2018.

## Investment options

Asset classes



Theoretical risk versus return

Asset classes and indexes from which their historical returns are derived are not managed funds, have no identifiable objectives and cannot be purchased. They do not provide an indicator of how individual investments performed in the past or how they will perform in the future. Performance of indexes does not reflect the deduction of any fees and charges and past performance of asset classes does not guarantee the future performance of any investment.

## What is your time horizon?

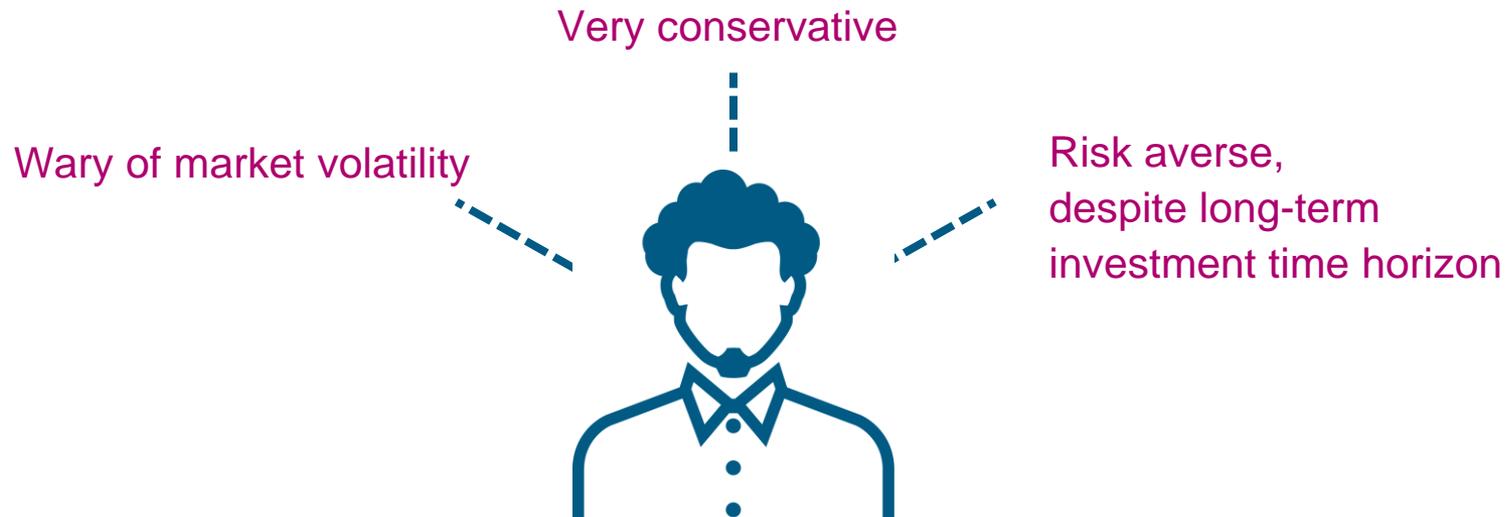
	Time horizon	
	Short- to mid-term	Long-term
Goals	<ul style="list-style-type: none"><li>▪ Debt repayment</li><li>▪ Down payment</li></ul>	<ul style="list-style-type: none"><li>▪ Retirement planning</li><li>▪ College education</li><li>▪ Legacy</li></ul>
Seeking	<ul style="list-style-type: none"><li>▪ Capital preservation</li></ul>	<ul style="list-style-type: none"><li>▪ Capital appreciation</li></ul>
Investment approach	<ul style="list-style-type: none"><li>▪ Conservative</li></ul>	<ul style="list-style-type: none"><li>▪ Aggressive</li></ul>
Investment vehicles/ Plan types	<ul style="list-style-type: none"><li>▪ Interest-bearing savings accounts</li><li>▪ Certificates of deposit (CDs)</li><li>▪ U.S. savings bonds</li><li>▪ Money market accounts</li></ul>	<ul style="list-style-type: none"><li>▪ Stocks</li><li>▪ Mutual funds</li><li>▪ Life insurance</li><li>▪ Annuities</li><li>▪ 529 college plan</li><li>▪ Retirement plans</li></ul>

**42%** of Millennials are investing conservatively\*

\*Millennials Are Good at Saving, But Investing? Not So Much. Forbes.com. March 13, 2018.

## Millennials' investment profile

**85%** of Millennials identify themselves as conservative investors<sup>1</sup>



Your grandparents may be investing more aggressively than you are

**25%** of Millennials hold their investments in cash<sup>2</sup>

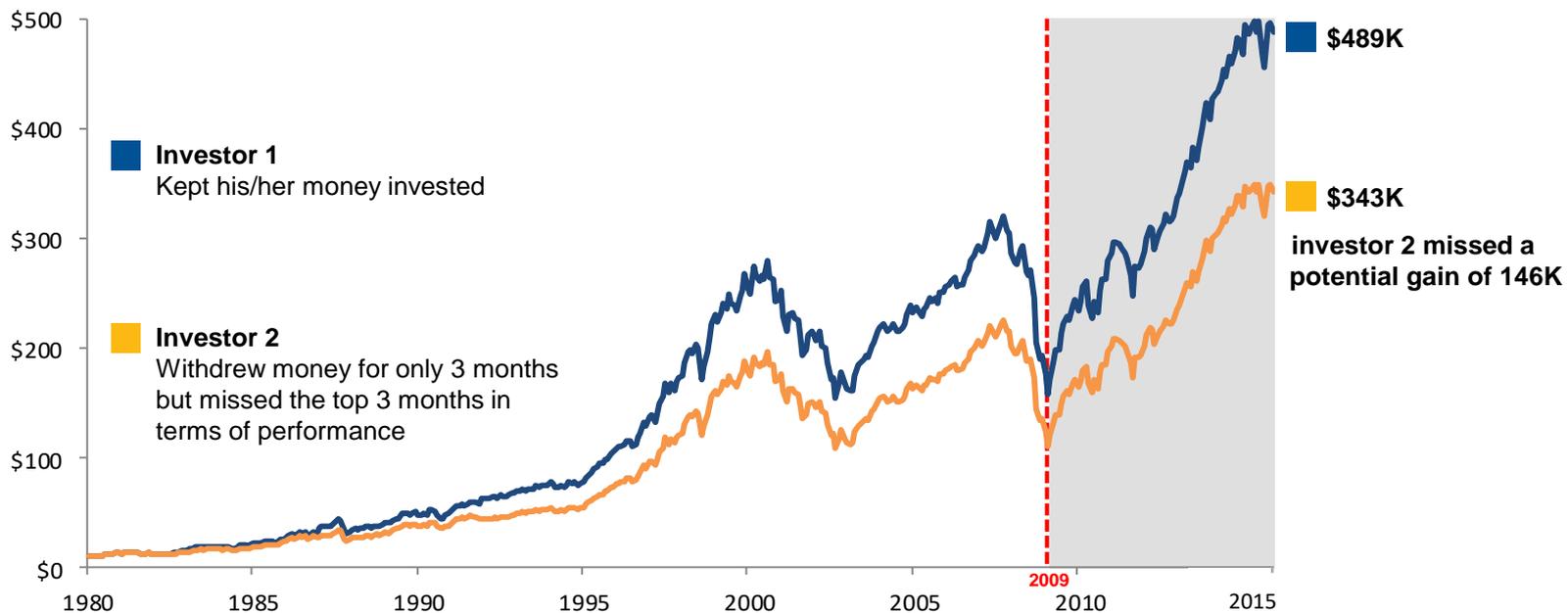
Sources:

<sup>1</sup>Millennials are Risk Averse and Hoarding Cash. Investopedia.com. June 20, 2017.

<sup>2</sup>Millennials Are Good at Saving, But Investing? Not So Much. Forbes.com. March 13, 2018.

## Weathering market volatility

### Staying invested vs. missing three months of best performance

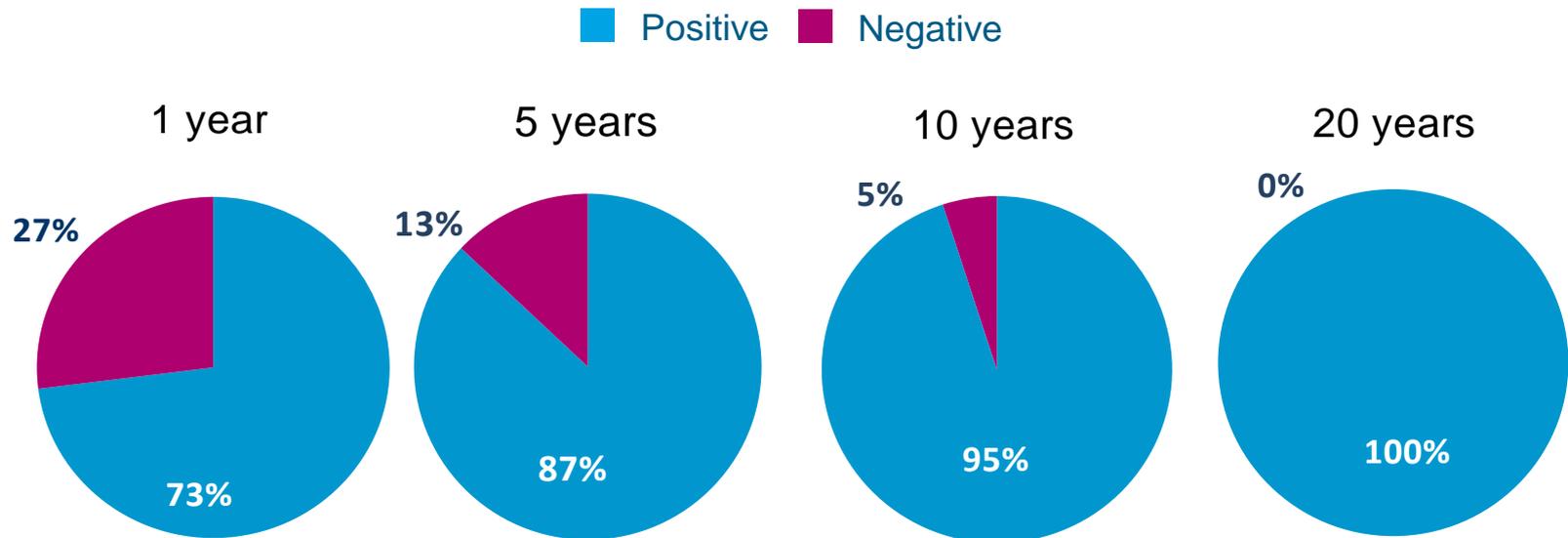


Based on Standard & Poor's 500 Index's return over 36-year period ended December 31, 2015.

One cannot invest directly in an index. The Standard & Poor's (S&P) 500 Index includes a representative sample of leading companies in leading industries that reflect the U.S. stock market. For illustration only. Past performance does not guarantee future results.

Source: Ibbotson Associates, [www.ycharts.com](http://www.ycharts.com), VALIC.

## Investing in stocks

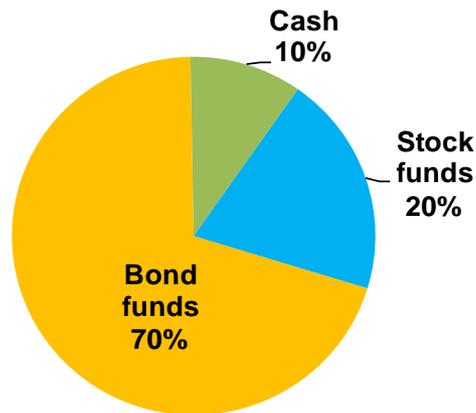


Historical positive returns from stocks as measured by the S&P 500 Index 1-, 5-, 10- and 20-year rolling periods January 1, 1927 – December 31, 2018.

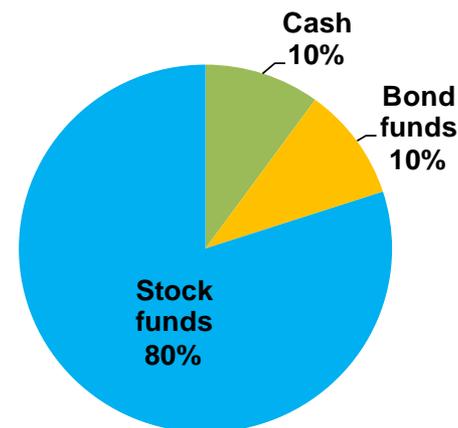
Total return of the unmanaged S&P 500 assumes reinvestment of dividends. The S&P 500 Index measures the performance of 500 widely held stocks in U.S. equity market. Included are the stocks of industrial, financial, utility, and transportation companies. It is market capitalization-weighted. This chart is for illustrative purposes only and does not reflect the past or future performance of any specific investment. One cannot invest directly in an index. Past performance does not guarantee future results.

## Asset allocation

### Conservative



### Aggressive

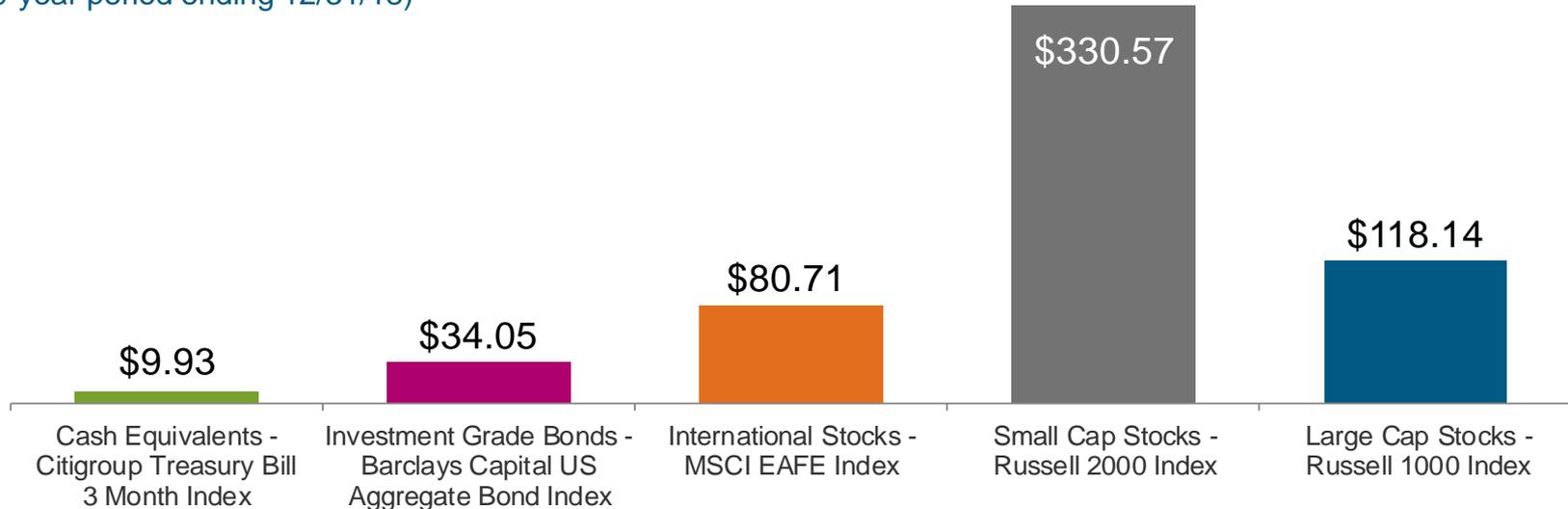


Higher potential returns generally involve greater risk and short-term volatility is not uncommon when investing in various types of funds, including but not limited to sector funds, emerging market funds and small- and mid-cap funds. Risks for emerging markets include, for instance, risks relating to the relatively smaller size and reduced liquidity of these markets, high inflation rates and adverse political developments. Risks for smaller companies include business risks, significant stock price fluctuations and reduced liquidity. Investing in higher yielding, lower rated bonds has a greater risk of price fluctuation and loss of principal and income than U.S. government securities such as U.S. Treasury bonds and bills. Treasuries are guaranteed by the government for repayment of principal and interest if held to maturity. Investors should carefully assess the risks associated with an investment in the fund. Government securities are guaranteed by the timely payment of principal and interest if held to maturity. Fund shares are not insured and are not backed by the U.S. government and their value and yield will vary with market conditions.

## Investing in different asset classes

### Historical performance

Value of \$1 invested over 49 years  
(49-year period ending 12/31/18)

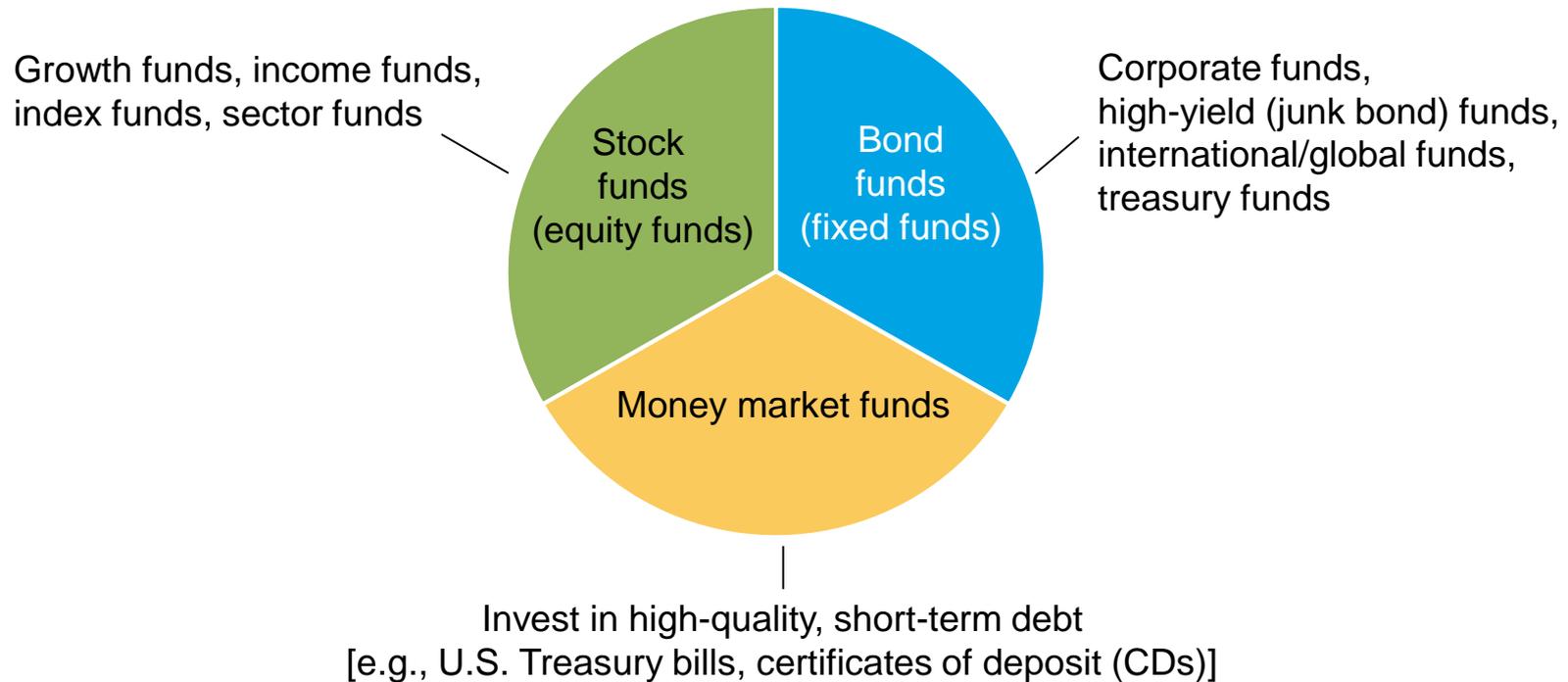


This chart is for illustrative purposes only. Past performance does not guarantee future results. Neither asset allocation nor diversification ensures a profit or protects against market loss.

Source: Data is based on indexes that are representative of each asset class. The 48-year performance was calculated using the returns for the 49-year period ending 12/31/2018, provided by Ibbotson Associates, supplemented with returns data from publicly available sources.

## Diversification

Mutual funds: Allow for asset allocation and diversification



# Retirement outlook

## Millennials are planning for a secure retirement

86%<sup>1</sup>



Are confident they will reach their financial goals

82%<sup>2</sup>



Are contributing to their 401(k) plan

82%<sup>3</sup>



Are investing in a retirement savings account

34%<sup>4</sup>



Those aged 25-34 have calculated how much money they should save for retirement

Sources: <sup>1</sup>Here's Why Millennials May be in for a Really Rude Awakening. Time.com. August 17, 2016..

<sup>2</sup>Millennials may be far from retirement, but think ahead with 401(k).USA Today. July 26, 2017. <sup>3</sup>The Simple Reasons Millennials are Saving More for Retirement. Time.com. August 1, 2017. <sup>4</sup>Age Comparisons Among Workers. EBRI Retirement Confidence Survey, 2014 Fact Sheet #4.

## How do you envision your transition into retirement?

Expectation vs. reality

Current worker:  
Expectation



Late retirement



Work in retirement



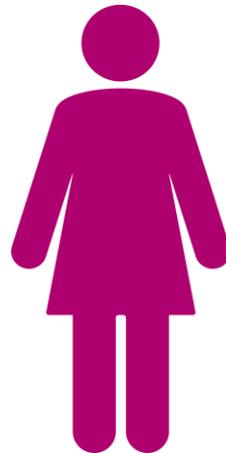
Retiree: Reality



Source: EBRI, Issue Brief No. 397. March 2016.

You may live to be 100 or older ...

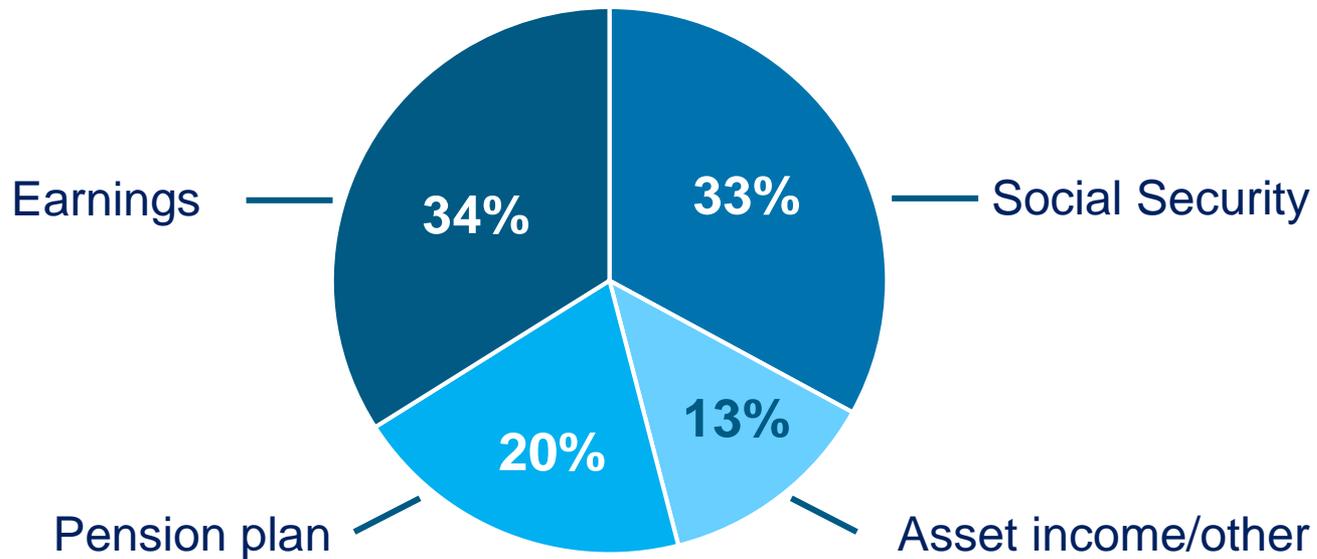
Will you be financially prepared?



**Jeanne Calment**  
Lived to be 122 years old

Do you think you will have Social Security as part of your retirement?

## Sources of retirement income



Please note that this is just one scenario and the sources of retirement income will vary depending on your individual situation.

Source: Income of the Aged Population, Shares of Aggregate Income by Source, 1962 and 2015. Fast Facts and Figures About Social Security, 2017. SSA Publication No. 13-11785. Released September 2017.

### Is Social Security in your future?



**81% NO**



**19% YES**

Source: Millennials need to worry about these 4 things – in addition to saving for retirement. MarketWatch.com. November 24, 2017.

## Pay yourself first

Participate in your employer's retirement plan

Tax-deferred <sup>1</sup>		Taxable <sup>2</sup>	
403(b)	Public schools and nonprofit	Roth 403(b)	Public schools and nonprofit
457(b)	Government and tax-exempt	Roth 457(b)	Government and tax-exempt
401(k)	Non-government employers	Roth 401(k)	Non-government employers

<sup>1</sup>Income taxes are payable upon withdrawal; federal restrictions and a 10% federal early withdrawal tax penalty might apply to withdrawals prior to age 59½.

<sup>2</sup>Roth contributions are after-tax contributions.

## Paycheck comparison

Paycheck items	Taxable account	Tax-qualified savings plan
Monthly salary	\$3,000.00	\$3,000.00
Pretax contribution	\$ 0.00	\$ 200.00
Taxable income	\$3,000.00	\$2,800.00
Federal marginal income taxes*	\$ 750.00	\$ 700.00
Total take-home pay	\$2,250.00	\$2,100.00
After-tax savings	\$ 200.00	\$ 0.00
<b>Net take-home pay</b>	<b>\$2,050.00</b>	<b>\$2,100.00</b>

This table is hypothetical and only an example. It does not reflect any specific investment and is not a guarantee of future income. Keep in mind that, for tax-qualified plans, taxes are payable upon withdrawal and a 10% federal early withdrawal tax penalty may apply. Lower maximum capital gains rates may apply to certain investments in a taxable account (subject to IRS limitations, capital losses may also be deducted against capital gains), which would reduce the differences between the performance in the accounts shown in the chart. You should consider your personal investment horizon and current and anticipated income tax brackets when making investment decisions as they may further impact the results of the comparison.

\*25% marginal tax rate and single filer.

## Traditional and Roth IRAs: Which might benefit you?

Features	Traditional IRA	Roth IRA
Deductibility	Yes, subject to a deduction phase-out based on coverage by a retirement plan at work and adjusted gross income.	No
Tax advantages	Earnings grow tax deferred.	Qualified distributions are tax free if certain conditions are met. <sup>1</sup>
Age limit	Contributions are not allowed after the taxpayer reaches age 70½.	None
Distributions	May be taken at any time. May be subject to penalty for early withdrawal while taxpayer is under the age of 59½.	May be taken at any time. If qualified, distributions are tax free and penalty free. <sup>1</sup> May be subject to penalties on taxable withdrawals while taxpayer is under the age of 59½. <sup>2</sup>
Required Minimum Distribution (RMD)	Yes. Must begin by April 1 of year following the year taxpayer turns 70½. Beneficiaries also subject to RMD rules.	Owners not subject to RMD rules, however, beneficiaries are.

<sup>1</sup>Depending on income and participation in an employer-sponsored plan.

There are limits on income that could impact the amount that can be contributed to a Roth IRA.

<sup>2</sup>There are also some unique tax advantages of the Roth IRA. Unlike a traditional IRA, you can take tax free distributions you contributed at any time and distributions on the interest and earnings after the end of the five-year waiting period from when the first Roth contribution was made and when you are age 59½, upon your death or disability, or the purchase of a first home (up to \$10,000).

Chart information applies to Roth contributions only, not Roth conversions.

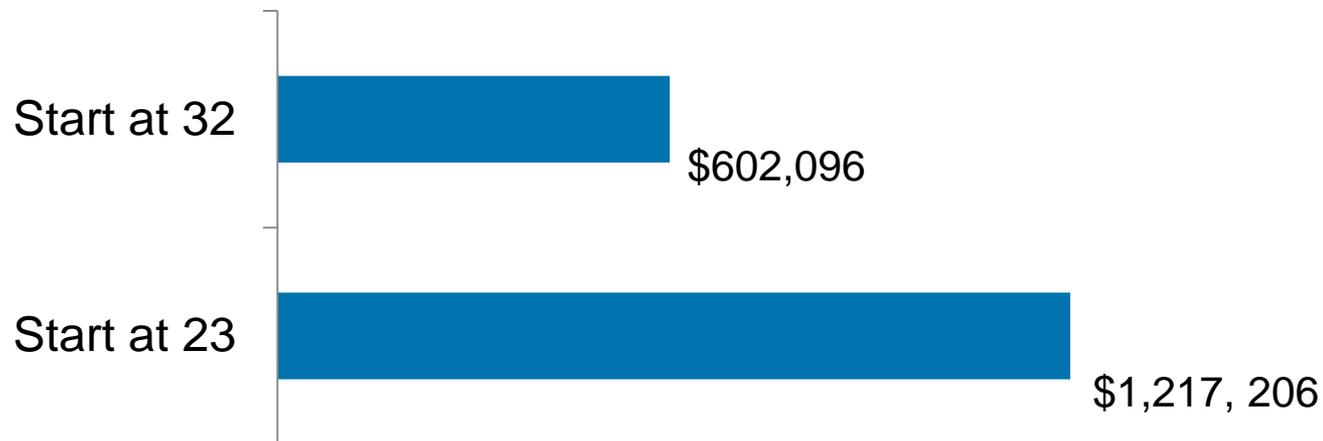
## Time is money; start saving early



This hypothetical example illustrates the cost to accumulate more than \$200,000 by age 65 with the assumptions indicated. Tax-qualified plan accumulations are taxed as ordinary income when withdrawn. Federal restrictions and tax penalties may apply to early withdrawals. This information is hypothetical and only an example. It does not reflect the return of any investment and is not a guarantee of future income.

## The Millennial cost of procrastination

Saving for tomorrow should start today



This hypothetical example compares the total out-of-pocket costs required to fund the retirement goals of an investor if the investor's starting pay was \$32,000 annually and they contributed 5% of their annual pay starting at different ages. This example assumes a 7% annual rate of return and an annual pay increase of 2%. Tax-qualified plan accumulations are taxed as ordinary income when withdrawn. Federal restrictions and tax penalties can apply to early withdrawals. This information is hypothetical and only an example. It does not reflect the return of any investment and is not a guarantee of future income. Investing involves risk, including possible loss of principal. NOTE: Assumes an annual contribution rate increase of 2% per year up to 13% maximum contribution rate.

## It's never too early to start preparing

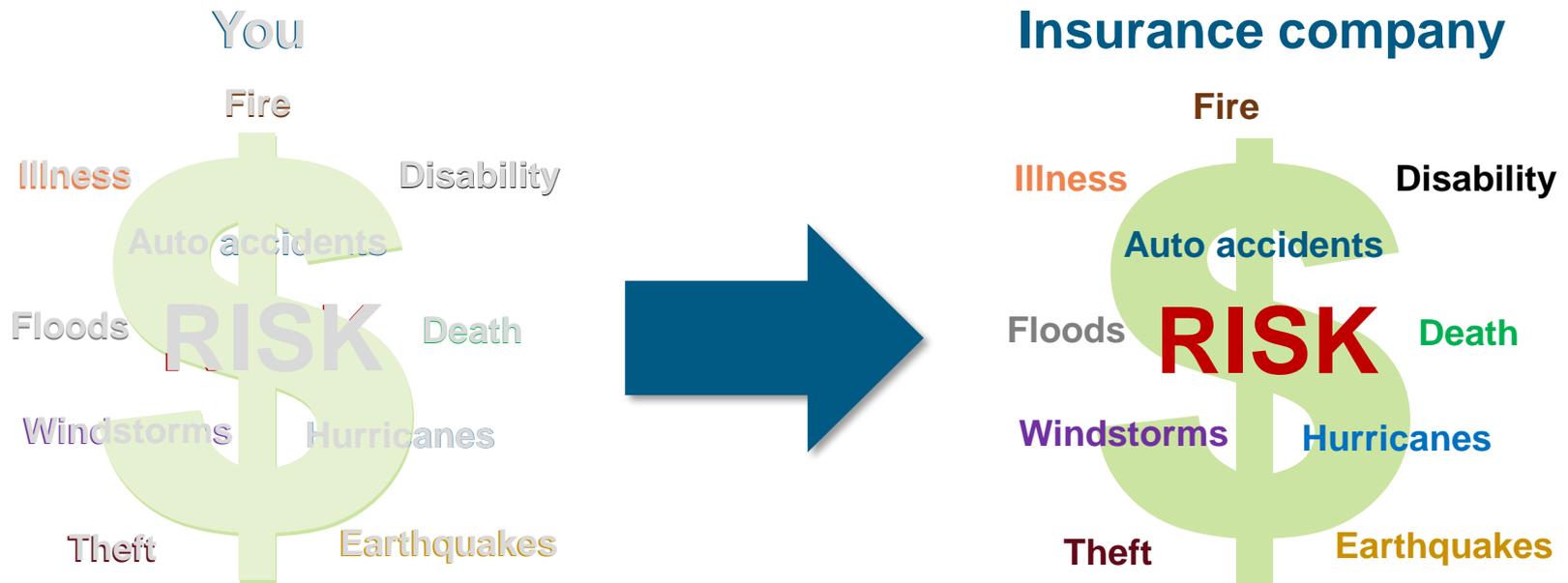
- > Consider retirement benefits as part of total employer compensation
- > Participate in available employer-sponsored retirement plans
- > Calculate retirement savings needs
- > Get educated about retirement investing
- > Learn about Social Security and government benefits
- > Seek assistance from a professional financial advisor
- > Stay competitive in the ever-changing job market



Preparing for the unexpected

How confident are you that you are prepared for a financial disaster?

## Transferring risk you can't afford



*What if these events don't occur while you're covered?*

## Life insurance

You don't have to be older to need it

- Protect those who depend on you financially
- Avoid transferring debt to others
- Safeguard your business
- Enjoy lower rates while you're younger



## What type do you need?

	Term life insurance	Permanent life insurance
Purpose	Suitable for temporary needs such as mortgage insurance or final expenses	Cash value can assist with educational expenses, business opportunities, or serve as a supplement to retirement income
Length of coverage	Specific term, generally 20 years	Long-term, as long as the premiums are paid
Premiums	Based on age and health. Usually much cheaper when first purchased	At first, much higher than term premiums, but usually levels off for life
Death benefit	Temporary	Guaranteed permanent
Cash value	None	Accumulates over time with tax-deferred payments
Advantages	Lowest premium	Permanent death benefit; guaranteed cash value
Disadvantages	Death benefit and premium guarantees are temporary	Higher premiums than term

Guarantees are backed by the claims-paying ability of the issuing insurance company.

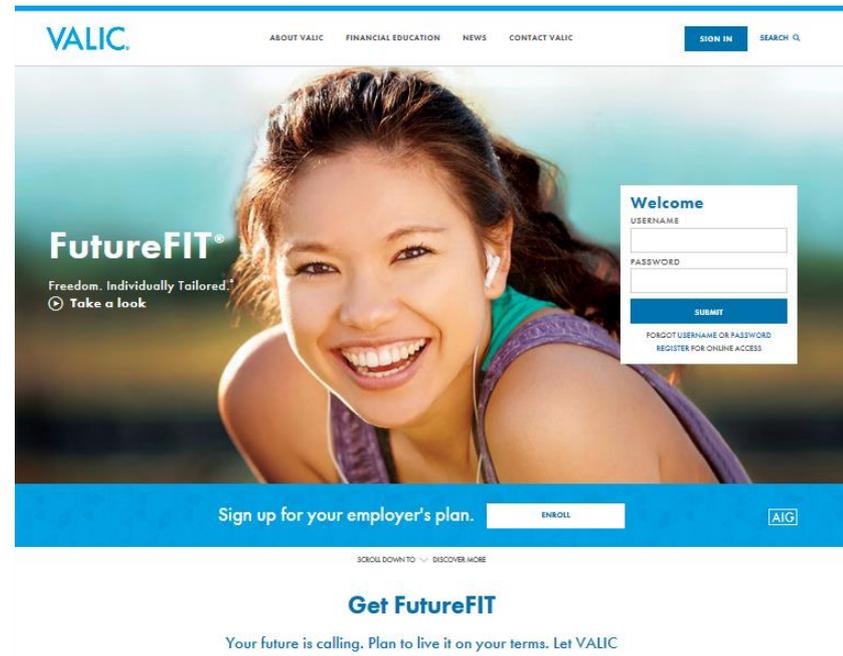
# Enrolling in your workplace retirement plan

# Enrolling in your workplace retirement plan

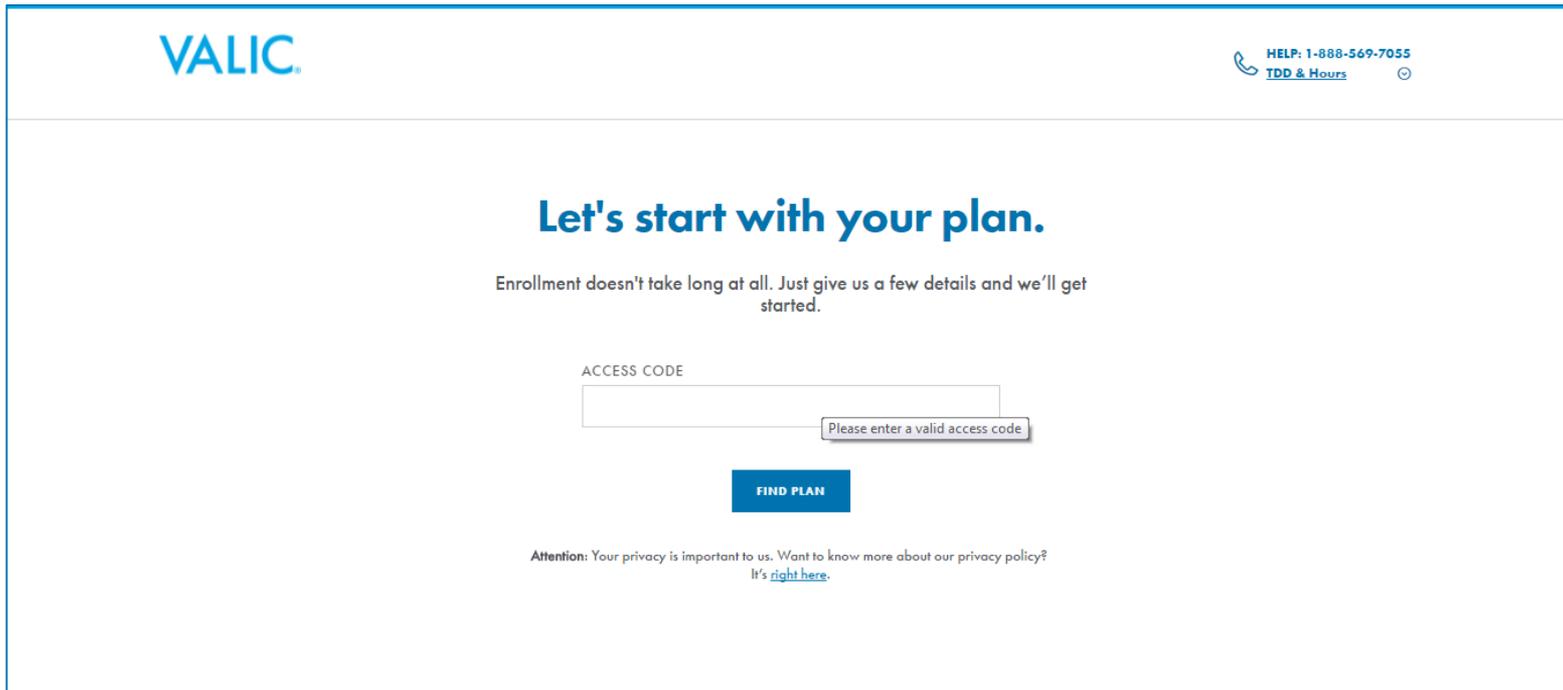
## FutureFIT<sup>®</sup>

### Getting your financial future in shape

- Digital portal for retirement plan enrollment and planning
- Provides financial guidance, educational and financial tools



## Getting FutureFIT: Access code



The screenshot shows the VALIC website interface. At the top left is the VALIC logo. At the top right, there is a phone icon, the text "HELP: 1-888-569-7055", and "TDD & Hours" with a small circular icon. The main heading is "Let's start with your plan." Below this is the text "Enrollment doesn't take long at all. Just give us a few details and we'll get started." There is an input field labeled "ACCESS CODE" with a placeholder "Please enter a valid access code" and a "FIND PLAN" button. At the bottom, there is an attention notice: "Attention: Your privacy is important to us. Want to know more about our privacy policy? It's [right here.](#)"

## Getting FutureFIT: Enrollment Center

**Let's start with your plan.**

Enrollment doesn't take long at all. Just give us a few details and we'll get started.

ACCESS CODE

SOCIAL SECURITY NUMBER  
 [HIDE](#)

FIRST NAME

LAST NAME

DATE OF BIRTH

[FIND PLAN](#)

# Enrolling in your workplace retirement plan

## Step 1: About you - Provide personal contact information

<b>PREFIX</b> SELECT	<b>FIRST NAME*</b> Mary
<b>MIDDLE NAME</b> 	<b>LAST NAME*</b> Smith
<b>SUFFIX</b> SELECT	<b>DATE OF BIRTH*</b> 01/02/1989
<b>MARITAL STATUS*</b> SINGLE	<b>SEX*</b> <input type="radio"/> M <input checked="" type="radio"/> F <input type="radio"/> Prefer not to answer
<b>PHONE NUMBER*</b> 999-999-9999	<b>HIRE DATE*</b> 01/02/2017
<b>SOCIAL SECURITY NUMBER</b> ●●●●-●●-6789	

For non-U.S. addresses, please call 1-800-448-2542

Your residential address cannot be a P.O. Box. You can enter a P.O. Box as a separate mailing address after entering your residential address.

<b>RESIDENTIAL ADDRESS LINE 1*</b> 123 Main Street	<b>ADDRESS LINE 2</b> 
<b>ADDRESS LINE 3</b> 	<b>CITY*</b> Anywhere
<b>STATE*</b> AA - ARMED FORCES AMERICAS	<b>ZIP CODE*</b> 12345

Is this also your mailing address? Select No to add one.  
 Yes  No

**EMPLOYER NAME**  
TROUP COUNTY SCHOOL DISTRICT

Are you employed by or holding a license with a Financial Industry Regulatory Authority (FINRA) member firm?  
 Yes  No

**EMAIL\***

I want to Go Green! 

Enroll in E-delivery for electronic documents instead of paper-based. Documents may include account statements, prospectuses, regulatory reports, disclosures, transaction confirmations, etc.

**BACK** **CONTINUE**

# Enrolling in your workplace retirement plan

## Step 2: Contribution - Enter your contribution election

VALIC HELP: 1-888-569-7055  
TDD & Hours

ABOUT YOU CONTRIBUTION BENEFICIARIES REGISTRATION REVIEW

### Contribution

Set your contribution, and get set for the future. [MORE](#)

PRE-TAX CONTRIBUTION PER PAY PERIOD  
CURRENT CONTRIBUTION

5.00%

\$ 961.54 /pay period

Enter a per pay period amount in order to adjust the fractional percentage rate

[CLOSE CALCULATOR](#)

ENTER ANNUAL SALARY  
\$ 300000.00

[CALCULATE](#)

You might only see a \$769.23 reduction with each paycheck.  
Not a bad pre-tax savings, we'd say.

[SEE HOW IT WORKS](#)

This contribution will process on the next available payroll date or as soon as administratively possible thereafter.

By clicking Continue, your contribution will be 5.00%

[SAVE & EXIT](#) [BACK](#) [CONTINUE](#)

# Enrolling in your workplace retirement plan

## Step 3: Portfolio allocation

VALIC. HELP: 1-888-569-7055 TDD & Hours

ABOUT YOU CONTRIBUTION BENEFICIARIES REGISTRATION REVIEW

### Portfolio Allocation

There are two ways you can get your investments all set up. Please select one to continue.

**Do it yourself.**  
Take control — choose where your investments go. (Or select your employer's default, if provided.)

**Get expert help.**  
An assist from Guided Portfolio Services® (at an additional cost) makes it easy to select a mix based on your target retirement age and investment objectives.  
[LEARN MORE](#)

SAVE & EXIT BACK CONTINUE

VALIC. HELP: 1-888-569-7055 TDD & Hours

ABOUT YOU CONTRIBUTION BENEFICIARIES REGISTRATION REVIEW

**Customize Funds**  
Pick your funds and allocation percentages.

**Pick a Portfolio**  
Choose a portfolio based on your retirement or investment objectives.

SAVE & EXIT BACK CONTINUE

# Enrolling in your workplace retirement plan

## Step 3: Portfolio allocation

VALIC

HELP: 1-888-569-7055  
TDD & Hours

ABOUT YOU CONTRIBUTION BENEFICIARIES REGISTRATION REVIEW

### Portfolio Allocation

Okay, now you can decide how to invest those contributions.

ALLOCATIONISE

Select your Portfolio.

AUTO-INVESTMENT ALLOCATIONS

Target Date Portfolio

FUND#	TICKER	NAME	MODEL FUTURE CONT. ALLOCATIONS
		MONEY MARKET	100

SAVE & EXIT

BACK CONTINUE

VALIC

HELP: 1-888-569-7055  
TDD & Hours

ABOUT YOU CONTRIBUTION BENEFICIARIES REVIEW

### Portfolio Allocation

Okay, now you can decide how to invest those contributions.

Choosing investment options is important, and so is researching them.

EMPLOYEE ELECTIVE PRE-TAX

Your employer has selected the following default investment option as an initial investment.

Bethesda Health Group, Inc. Retirement Savings 403(B) Plan

WANGUARD TARGET RETIREMENT 2045 INV

SET TO EMPLOYER DEFAULT

CLEAR ALL FIELDS

INVESTMENT VEHICLE	PERCENT ALLOCATION
FIXED INCOME	100%
SMALL OR MID CAP	0%
LARGE CAP	0%
SPECIAL	0%
INTERNATIONAL	0%

100%

SAVE & EXIT

BACK CONTINUE

# Enrolling in your workplace retirement plan

## Step 4: Beneficiaries - Provide beneficiary information

VALIC

HELP: 1-888-569-7055  
TDD & Hours

ABOUT YOU CONTRIBUTION **BENEFICIARIES** REVIEW

### Primary Beneficiaries

These are the primary beneficiaries — the people who should receive your plan benefits in the event of your death. Contingent beneficiaries are up next.

\*Indicates required

BENEFICIARY		ADDRESS	
NEW			
PERCENTAGE*	BENEFICIARY TYPE*	CITY	
	SELECT		
FIRST NAME*	LAST NAME*	STATE	ZIP
		SELECT	
BIRTHDATE	SSN	HIDE	EMAIL
<input type="checkbox"/> Use your address	PHONE		
DELETE CARD			

+ ADD ANOTHER PRIMARY BENEFICIARY

Total: 0%

The total percentage should be 100%.

SAVE & EXIT

BACK CONTINUE

# Enrolling in your workplace retirement plan

## Step 5: Review - Ensure your information is correct

**VALIC** HELP | 888-569-7025  
TODAY

ABOUT YOU   CONTRIBUTION   BENEFICIARIES   REGISTRATION   **REVIEW**

### Review

Please review your information and make any necessary changes.

Plan Information

EMPLOYER NAME:	BETHESDA HEALTH GROUP, INC.
PLAN NAME:	Deferred Compensation Plan of Bethesda Health Group, Inc.
HIRE DATE:	10/10/2010

About You

NAME:	Test TESTER
SSN:	***-**-2372
RESIDENTIAL ADDRESS:	123 Main, Houston, TX 77284 <small>(History updates in the system)</small>
BUSINESS PHONE:	(999) 999-8888    Voice and Text
OTHER PHONE:	
BUSINESS EMAIL:	tester@gmail.com
OTHER EMAIL:	tester@gmail.com
PREFERRED CONTACT:	Phone
DELIVERY OPTION:	Email: tester@gmail.com

Online Registration

USERNAME:	AT234567A
PASSWORD:	*****
EMAIL:	tester@gmail.com

Contribution

PRE-TAX CONTRIBUTION: 4% / pay period

Investment Option - Choose Your Own

(EMPLOYEE 457 DEFERRAL EMPLOYER NON-MATCHING)

FUNDS	PERCENT ALLOCATION
FIXED INCOME(100%)	
<b>FIXED INTEREST OPTION</b>	<b>100%</b>

Beneficiaries

PRIMARY

Test Tester  
100% | NON-SPOUSE |  
12 Main, Houston, TX 77284

SAVE & EXIT    **COMPLETE ENROLLMENT**



## Done. High fives all around.

Sign in to set up goals and hit the ground running. Let's do this.

**SIGN IN**

---

PLAN NAME: ABS MUTUAL FUND 403B DEMO  
SUZY SMITH

---

PRE-TAX CONTRIBUTION

# 5%

PRIMARY BENEFICIARIES

John Smith, 90%, Husband  
Jane Smith, 10%, Wife

CONTINGENT BENEFICIARIES

Katie Smith, 50%, Child  
Sam Smith, 50%, Child

---

YOU NEED TO FILL OUT THE FOLLOWING FORMS TO START CONTRIBUTION:

[457\(b\) plan - Paycheck Contribution Election Form](#)  
[457\(b\) plan - Loan System Offer Election Form](#)

DELIVERY OPTION: Email    DELIVERY ADDRESS: smith@email.com

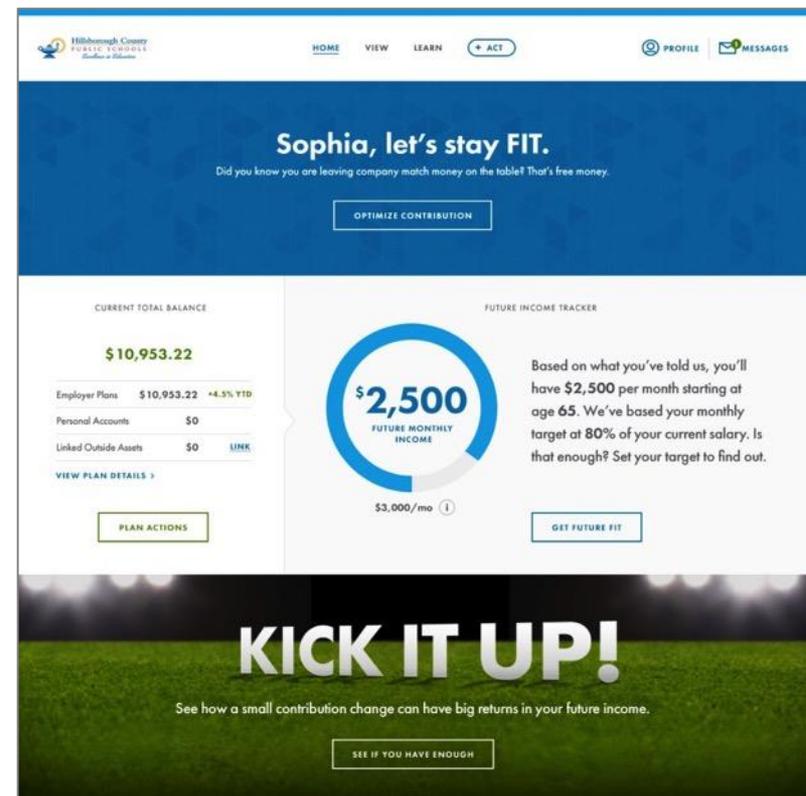
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CONFIRMATION ID: XXXXXXXX XXXXXXXXXX  
DATE SUBMITTED: 07/31/2006

# Enrolling in your workplace retirement plan

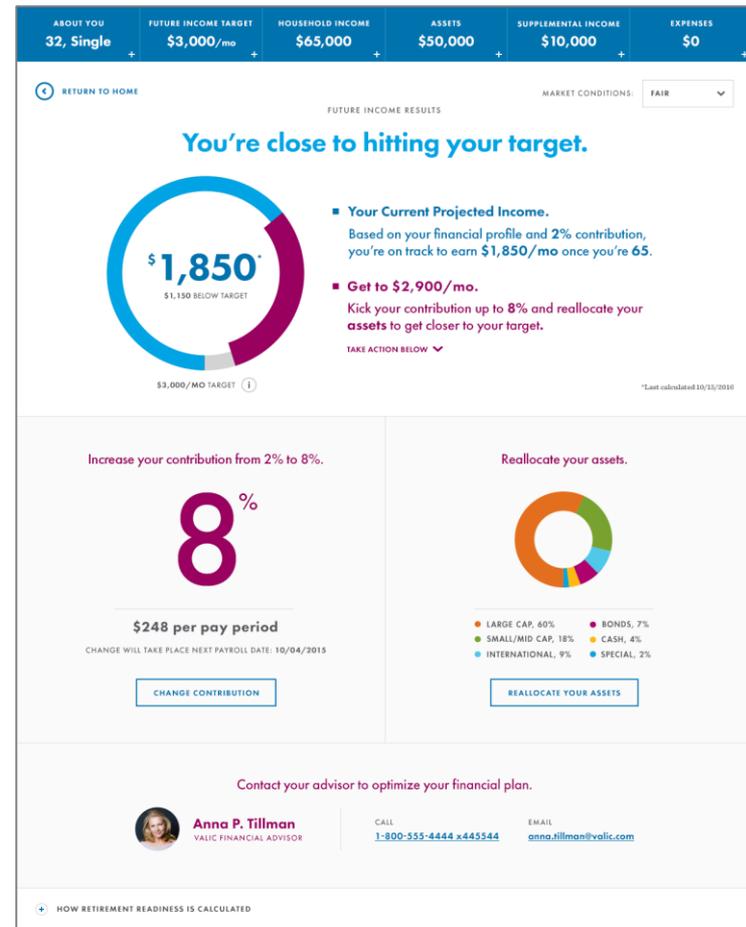
## Post enrollment: FutureFIT Income Tracker

- Access account information and tools from your workspace
  - Plan details
  - Account balance
  - FutureFIT calculator
  - Smart videos that display personal information
  - Curated educational content
  - Perform change contributions
  - Portfolio asset rebalancing
  - ...and much more



## Post enrollment: Future Income Calculator

- FutureFIT monthly income goal established and gaps identified
- Projection of future income against the goal
- Ability to add financial / spousal information and refresh analysis
- Guidance provided on deferral rate and asset class-level investments
- Each suggestion is actionable on the same screen



# Enrolling in your workplace retirement plan

## Post enrollment: Change contribution

- Self-managed contribution change
- Instant calculation of impact on paycheck
- Ability to schedule annual increase, future-date increase, or one-time contribution
- Confirmation page

The screenshot shows the 'Change Contribution' page for 'EMPLOYER A - PLAN A - ACCOUNT A'. It features a large '11.14%' contribution rate and a '\$245/per pay period' amount. A bar chart shows 'ANNUAL SAVINGS' at '\$9,300 PROJECTED END OF YEAR' and 'EMPLOYER MATCH' at '\$3,200 PROJECTED END OF YEAR', totaling '\$23,031/end of year'. A 'CHANGE CONTRIBUTION' button is visible, along with a note that the change will be effective on 10/15/15. Below the main content are three options: 'AUTOMATIC INCREASE', 'SCHEDULED CONTRIBUTION', and 'ONE TIME CONTRIBUTION'.

The screenshot shows a confirmation page with a large checkmark icon and the text 'Success! We've made your changes!'. It displays the new contribution rate of '13%' and the new contribution amount of '\$285'. A table below shows 'NEW ANNUAL PAY' of '\$3,500 / \$18,000' and 'NEW EMPLOYEE PLAN LIMIT' of '\$3,500 / \$10,000'. The page also includes a 'CONTRIBUTION UPDATES' table and a footer with social media icons and contact information.

# Enrolling in your workplace retirement plan

## Resources: FutureFIT University

 RETIREMENT PLANNING	 SOCIAL SECURITY	 SAVINGS
<b>Additional financial education topics available to VALIC participants:</b>		
▶ 529 SAVINGS PLANS	▶ INSURANCE	▶ OVERDRAFT
▶ BUILDING EMERGENCY SAVINGS	▶ TAXES	▶ PREPAID CARDS
▶ CHECKING ACCOUNTS	▶ INVESTMENTS	▶ CREDIT CARDS
▶ CREDIT SCORES & REPORTS	▶ IDENTITY PROTECTION	
		▶ CONSIDERING HOME OWNERSHIP
		▶ MORTGAGES
		▶ ESTATE PLANNING
		▶ FINANCING HIGHER EDUCATION
		▶ AUTO LOANS
		▶ SAVINGS

### FutureFIT<sup>SM</sup> University

A Financial Wellness Experience for VALIC Participants – Powered by EverFi





RETIREMENT PLANNING



SOCIAL SECURITY



SAVINGS

**Additional financial education topics available to VALIC participants:**

▶ 529 SAVINGS PLANS	▶ INSURANCE	▶ OVERDRAFT	▶ CONSIDERING HOME OWNERSHIP	▶ AUTO LOANS
▶ BUILDING EMERGENCY SAVINGS	▶ TAXES	▶ PREPAID CARDS	▶ MORTGAGES	▶ SAVINGS
▶ CHECKING ACCOUNTS	▶ INVESTMENTS	▶ CREDIT CARDS	▶ ESTATE PLANNING	▶ FINANCING HIGHER EDUCATION
▶ CREDIT SCORES & REPORTS	▶ IDENTITY PROTECTION			



**Enroll With VALIC Today!**

VALIC is proud to offer its participants access to FutureFIT University, a series of short, interactive courses designed to help improve your financial wellness and help you plan for your financial future. Once enrolled, you'll also have access to courses geared toward family members of all ages – from grade school to young adult.

[Learn More >](#)


Powered by


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Where to go from here?

## Where to go from here?

- Set financial goals
- Create a written budget
- Start a personal and retirement savings program
- Consider investment options
- Consider insurance for the unexpected
- Consult a financial advisor



Where to go from here?

## Benefits of financial planning



Provides a big picture view of your current financial situation



Helps identify your financial goals and objectives



Allows you to understand the impact of your decisions



Helps your goals stay on track, if reviewed regularly



Offers you a course of action needed to achieve your financial goals

# Where to go from here?

## Retirement Pathfinder<sup>®</sup>

Get real-time answers to your questions:

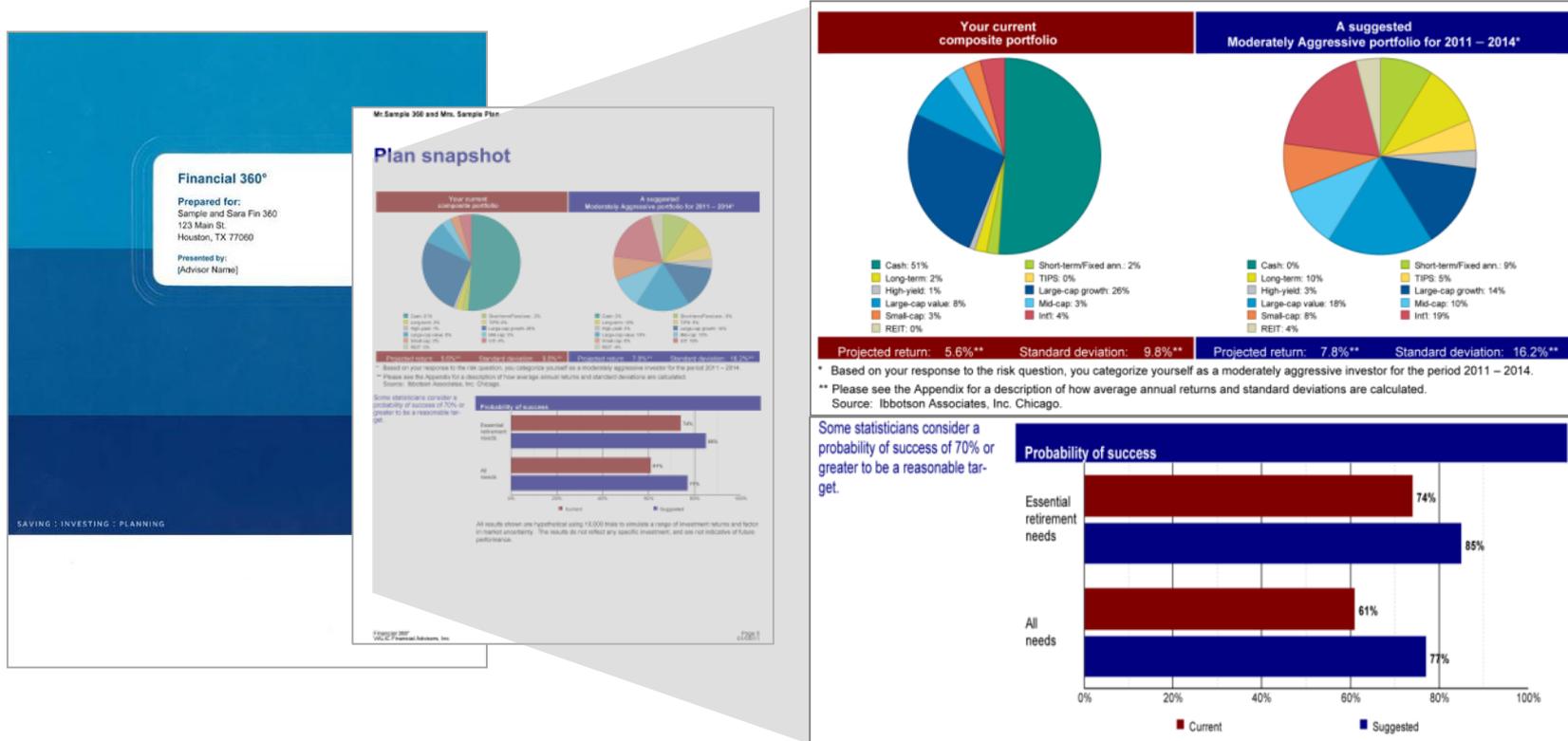
- Can I retire when I planned?
- How much monthly income will I need?
- Am I currently saving enough?
- Is it possible to guarantee my retirement income?
- Will I outlive my retirement savings?
- What happens if I die prematurely?



# Where to go from here?

## Financial 360 Plan

Provides a customized analysis of your financial situation



## Where to go from here?

### Financial 360 Plan - retirement summary sample plan

Age Client/Spouse	Essential retirement needs	Non-essential needs	Social Security / pension / GMWB <sup>1</sup>	Retirement plan withdrawals	Non-retirement withdrawals	Taxes <sup>2</sup>	Total income & withdrawals (minus taxes)	Surplus / shortfall	Retirement plan balances (excluding GMWB assets)	Non-retirement balances
	Initial Savings Balances:			Retirement (excluding GMWB assets):			\$119,980	Non-retirement: \$50,000		
65 / 64	\$60,734	\$10,746	\$67,162	\$0	\$16,850	\$12,531	\$71,481	\$0	\$268,936	\$48,681
66 / 65	\$62,364	\$11,069	\$68,105	\$0	\$18,072	\$12,745	\$73,432	\$0	\$281,003	\$32,527
67 / 66	\$64,047	\$11,401	\$69,066	\$0	\$19,347	\$12,965	\$75,448	\$0	\$293,612	\$14,461
68 / 67	\$65,787	\$11,743	\$70,045	\$6,925	\$15,031	\$14,472	\$77,530	\$0	\$299,861	\$0
69 / 68	\$67,584	\$12,095	\$71,044	\$27,020	\$0	\$18,384	\$79,680	\$0	\$286,295	\$0
70 / 69	\$69,442	\$12,458	\$72,061	\$28,748	\$0	\$18,908	\$81,900	\$0	\$270,394	\$0
71 / 70	\$71,362	\$12,832	\$73,099	\$30,546	\$0	\$19,451	\$84,194	\$0	\$251,980	\$0

This table assumes a hypothetical 4.5% rate of growth on investments (based on the geometric mean rate of return of your current portfolio).

<sup>1</sup> Estimates of pension values are only an approximation of the future amount(s) you may receive, and many things can affect the accuracy of the estimate, such as pensionable earnings, interest rates and plan changes, among others.

<sup>2</sup> This report approximates taxes by applying the effective tax rate furnished by the client to payments that are received from tax-deferred accounts as well as to any other taxable income. The taxes column also includes estimated capital gains taxes on any equity nonretirement assets withdrawn. Taxes on the growth of non-retirement assets are not included in this column. Instead, the effect of taxes on the amounts shown in the *Non-retirement balances* column is estimated by using an after-tax rate of return to grow taxable investments.

Where to go from here?

Do you know what VALIC can offer you?



For more than half a century, VALIC has helped Americans plan for and enjoy a more secure financial future.

# Where to go from here?

## Evaluation

A small, low-resolution version of the VALIC Evaluation form, showing the header with the VALIC logo and 'SAVING - INVESTING - PLANNING', the title 'Evaluation form', and the subtitle 'FINANCIAL LITERACY EDUCATION PROGRAMS'. The form includes fields for date and name of presenter, client status, contact preferences, and a rating section for the seminar.

The full-size VALIC Evaluation form. At the top left is the VALIC logo, and at the top right is the text 'SAVING - INVESTING - PLANNING'. Below this is a blue header with 'Evaluation form' and a purple bar with 'FINANCIAL LITERACY EDUCATION PROGRAMS'. The form contains the following sections:

- Contact Information:** Date of presentation, Name of presenter, Are you a current VALIC client?, Would you like to schedule a complimentary consultation?, Name, Day phone, Evening phone, Email address.
- Rating Section:** (Please indicate your preferred contact method.) Please rate the overall seminar. Not very good 1 2 3 4 5 Excellent.
- Feedback Questions:** 1. What did you find of particular interest in today's presentation?, 2. How could we improve this presentation?, 3. What other topics would you like to learn more about?, 4. Would any of your friends or associates benefit from this presentation? If so, may we invite them to a future presentation?
- Additional Contact:** Name, Telephone.
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To



the Survey



***“Leave”***

# TEXT XXX-XXX-XXXX

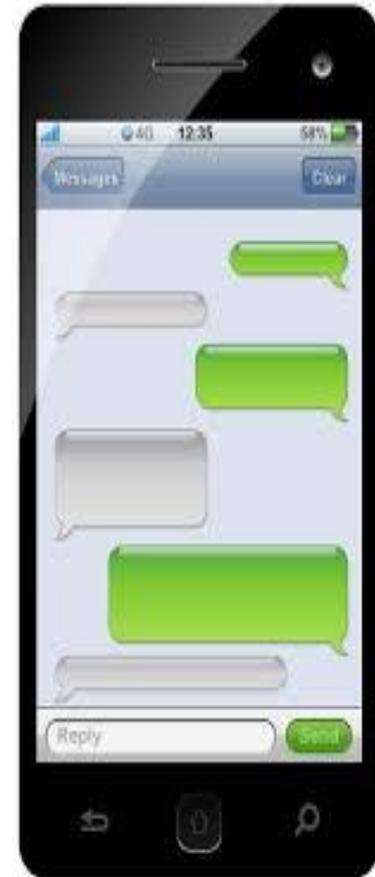
***Your Name***

***Worksite Name***

**ENROLL**

**REVIEW or**

**RETIRE**



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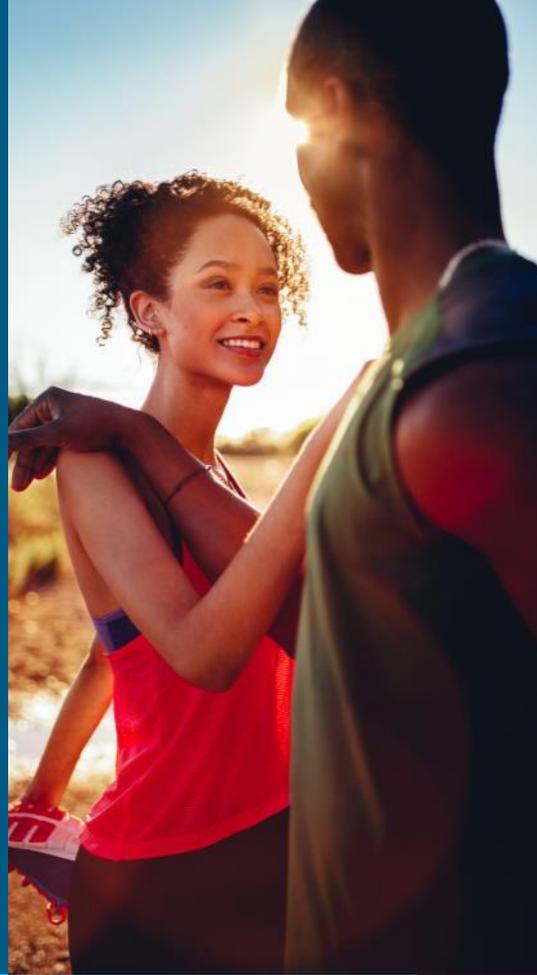
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# Millennials

Preparing for a  
brighter tomorrow



FUTUREFIT® FINANCIAL WELLNESS SERIES

Thank you!

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