

Retirement Planning Solutions

TARGETED SOLUTIONS FOR A GROWING MARKET



Your Business Without Limits™

Pershing®

An affiliate of The Bank of New York





Capture a Share of the Retirement Market

The retirement wave is upon us: The U.S. Census Bureau reports that the oldest of America's 78.2 million baby boomers began to turn 60 in 2006.

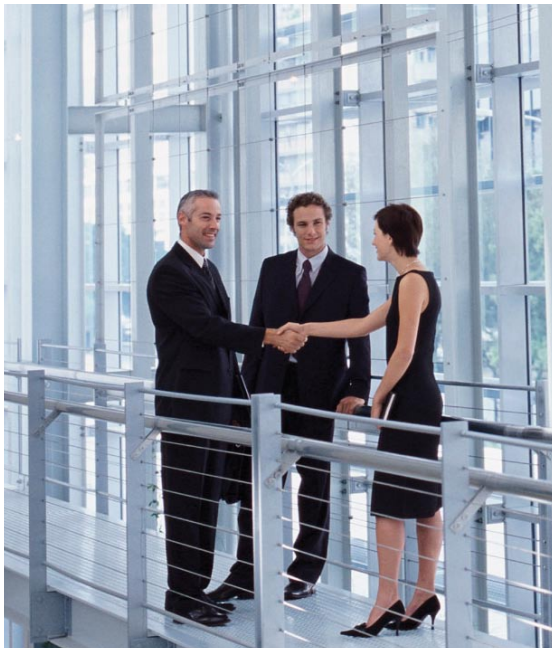
As baby boomers begin to retire, they will demand more information and assistance as they plan for their retirement years. And it's not just baby boomers, more and more people at all phases of life are now thinking about and planning for their futures. So whether clients come to you as retirees in their distribution phase or as investors still in the accumulation phase, you need to be armed with retirement solutions that fit a range of needs and asset levels. Offering a wide array of sophisticated retirement planning products and value-added services, Pershing can position you to tap into this lucrative market.

Comprehensive Solutions to Seize Every Opportunity

These early years of the baby boomer retirement revolution are an excellent time to focus on retirement planning as a source of assets. That's where Pershing comes in.

With 21 retirement plan types and experience serving the retirement needs of over 500 financial organizations, we are equipped to offer a broad range of services that will satisfy your clients' needs and help grow your business. In addition, we offer value-added support that lets you make the most of our offerings and experience, including:

- > Competitive fees
- > Dedicated customer service and comprehensive operational support
- > Complimentary practice management solutions



More Options Let You Serve More Clients

- > Traditional and Roth individual retirement accounts (IRAs)
- > Rollover IRAs
- > IRS model simplified employee pension (SEP) and prototype salary reduction simplified employee pension (SARSEP) plans
- > Savings incentive match plan for employees (SIMPLE) IRAs
- > Coverdell education savings accounts
- > Profit sharing plans
- > Money purchase pension plans
- > 401(k) plans
- > Individual(k) plans
- > 403(b)(7) custodial accounts
- > Age weighted profit sharing and 401(k) plans

Tools and Resources to Help Grow Your Business

With experience that is both deep and broad, Pershing is uniquely qualified to help you capture and retain retirement assets.

- > **Highly competitive fees** enable you to offer more to your customers for less. Maintenance, termination, or special product fees can be bundled into your firm's fee program.
- > **Dedicated customer service and operational support** ensure you receive timely responses and can efficiently process retirement transactions for contributions and distributions.
- > **Marketing and sales support documents** are easily accessible from NetExchange Pro®, our online broker workstation. You can access and order support materials such as informative articles, brochures, and plan documents at no additional cost.
- > **Seminars and product training** keep you abreast of hot topics and the latest trends in the industry. Take advantage of our Professional Seminar Programs held around the country and abroad. To access critical information on each provision of the Pension Protection Act of 2006, visit PPA on Point on The Source via NetExchange Pro.
- > **Informational and educational planning tools** are always one click away on the Retirement Center on NetExchange Pro. Take advantage of:
 - Calculators to help determine required minimum distributions, distributions pertaining to rollovers, beneficiaries, and substantially equal periodic payments.
 - Decision-making tools, such as an IRA Selector and Roth conversion analyzer.
 - A wealth-forecasting tool to help clients plan for retirement.
 - The latest news, provided by BISYS, including industry news and alerts, regulatory updates, and hot links to industry sites.

Answer Their Needs and Meet Yours

Meet the retirement planning needs of a range of individual investors and businesses while growing your business.

Appeal to the Individual Investor

Rollover contributions to IRAs are estimated to grow from \$195 billion in 2006 to \$333 billion by 2011.¹ This shift represents a major opportunity for you to build long-term assets that provide a consistent stream of fees and commission revenue.

As an approved custodian of IRAs, we can help you meet the needs of the growing number of individuals looking to roll over a distribution from an employer-sponsored plan to an IRA.

We are also an approved custodian of education savings accounts, a prototype sponsor for qualified retirement plans (QRPs)—such as 401(k) and profit sharing plans—and can act as servicing agent for firms with their own IRS-approved retirement plan documents.

Cater to Business Clients

Just as your individual clients require maximum flexibility in their IRA investments, no two businesses have the same objectives or priorities. Businesses need to tailor their retirement plans based on a number of different factors, such as:

- › Cyclical profit patterns
- › Tax issues
- › Employee demographics

To help meet these diverse business needs, Pershing offers a broad range of employer-sponsored plans with a choice of vesting schedules, contribution formulas (such as age weighted and pro-rata), and varying employee eligibility requirements.



¹ Cerulli Quantitative Update: Retirement Markets 2006.

More Ways to Expand your Retirement Business Through Pershing

> Fixed and Variable Annuity Platform

Offer your clients the retirement planning advantages of annuities—such as tax-deferred growth and income management options—while you gather new assets. Accessible through NetExchange Pro, Subscribe® offers access to many of the country's leading insurance companies through a seamless interface.

> Health Savings Accounts

Capture additional assets as you meet your clients' health savings and retirement needs with a health savings account (HSA)—the financial industry's greatest growth opportunity since the IRA. HSAs offer qualified individuals tax-favored savings for health costs, while allowing you to grow your retirement business and earn fees on HSA investments and health insurance sales.



Enhanced Client Experience

Give your clients more options—from simplified record-keeping to time-saving conveniences.

Better serve your clients with a range of value-added features, including:

- **IRA beneficiary options.** Our IRA-based plans offer extended asset retention, money management, and estate planning opportunities, such as a stretch IRA beneficiary option.
- **Easy-to-read account statements.** Customizable account statements display all account holdings, transaction information, and contribution and distribution activity for the current and previous years. In addition, clients with multiple accounts can elect to receive a consolidated statement package, including a summary page of household account information, at no additional cost.
- **Contribution and distribution tax reporting.** Timely contribution and distribution reporting is provided to your clients, the IRS, and state tax authorities. IRS Form 990-T reporting for unrelated business taxable income is provided at an additional cost.
- **Automated Clearing House (ACH).** Periodic current year contributions and distributions can be established via the no-fee ACH system for IRAs, QRPs, and education savings accounts.
- **Money market fund sweep.** Free credit balances are swept into a money market fund in which interest compounds daily (subject to minimums).
- **Required minimum distributions (RMDs).** RMD calculations and year-to-date withdrawals are provided to individual investors on their brokerage account statements.
- **Simplified adoption agreements.** Simplified agreements, available for profit sharing and money purchase pension plans, are designed for quick and easy completion, while allowing for the most popular plan choices as the default elections.
- **Direct rollover service.** Rollover IRA services are available for qualified distributions from qualified plans, 403(b) arrangements, and 457(b) plans.

Tap Into a High-Growth Market

By 2010, the U.S. Census Bureau projects that 40 million Americans will be age 65 or older.

With life expectancies lengthening, an increased portion of life will likely be spent in retirement. Give your clients the tools they need to prepare for their retirement years. Pershing's comprehensive line of IRAs, employer-sponsored retirement plans, and value-added support services will position you to help your clients meet their retirement planning needs and, in turn, grow your business.



Expand Your Possibilities

Offer your clients a complete package of Pershing solutions to complement your retirement planning offerings:

- **Check-writing services.** Offer a free check-writing service to your clients who are 59½ or older with a traditional IRA, Rollover IRA, or traditional Spousal IRA. IRA Resource Checking® enables your clients to write as many checks as they like against their cash and money market fund balances.
- **Cash management.** Strengthen your client relationships and manage more of your clients' assets with ProCash Plus®. Give your clients the power to consolidate investments and use check-writing, bill-paying, and MasterCard® services—all in one convenient account.
- **Managed account solutions.** Diversify your firm's financial stream with a full complement of turnkey and private label solutions to support high-net-worth clients.
- **Choice of mutual funds.** Provide your clients access to over 14,000 mutual funds from more than 450 fund families. And FundVest®, our no-transaction-fee mutual fund program, provides you and your clients access to over 2,000 mutual funds, managed by more than 160 highly regarded fund companies.

3 Ways to Get a Maintenance Free Traditional or Roth IRA

1. Traditional and Roth IRA accounts that are opened with a minimum of \$25,000 in new assets get the first year maintenance free¹
2. ProCash Plus Platinum account holders qualify for a no annual maintenance fee IRA²
3. IRA account holders with \$25,000 in FundVest Focus® or FundVest Institutional® mutual funds qualify for a no annual maintenance fee IRA¹

Pershing LLC must act as the custodian on these IRAs. Pershing reserves the right to discontinue the IRA fee waiver program at any time.

¹ The minimum balance must be maintained when the annual maintenance fee is due.

² Available only for individual and joint ProCash Plus accounts. If the account is owned jointly, one IRA fee will be waived per account holder.

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Visit www.pershing.com today to learn more about how you can grow your business without limits.

About Us

Pershing LLC is a leading global provider of financial business solutions to more than 1,150 institutional and retail financial organizations and independent registered investment advisors who collectively represent over five million active investors. Financial organizations, investment professionals, and independent registered investment advisors depend on Pershing's depth of experience and consultative approach to provide them with forward-thinking solutions that help them to grow their businesses. Located in 19 offices worldwide, Pershing is committed to service excellence and to providing dependable operational support, robust trading services, flexible technology, an expansive array of investment solutions, and practice management support. Pershing (member NASD/NYSE/SIPC) is a member of every major U.S. securities exchange and its international affiliates are members of the Deutsche Borse, the Irish Stock Exchange and the London Stock Exchange. Pershing LLC is a subsidiary of The Bank of New York Company, Inc. Additional information is available at www.pershing.com.

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