Ascensus Differentiators/Pro Active Services
Full Service Product
August 14, 2009

<u>Eligibility</u> – Ascensus will project eligibility for the Employer as a standard service offering. Eligibility dates can't be more frequently than quarterly for this service. Ascensus will display the newly eligibles on the Monthly Plan Confirmation posted to the Employer website. Core message – Don't waste time calculating eligibility.

<u>Payroll Establishment</u> – Ascensus created a Data Standards team to work with Employers and/or their payroll provider to establish their payroll format with Ascensus. The Data Standards team coordinates all calls and completes a test payroll to ensure payrolls will be funded timely and properly at Ascensus. Core message – Payroll and census information is critical to the success of your plan. We will make it easy for you by telling you what we need and why we need it.

<u>Payroll Calendar</u> – Dates are established with the Employer so we can ensure all payrolls for all locations are funded throughout the year. We also use this calendar to automatically start their compliance testing once the last payroll had been made for the year. Core Message – If you miss something, we'll help let you know.

<u>Payroll Audit –</u> We perform over 100 edits on every payroll we process. We do audits to ensure the data is reasonable, and if not, we contact the Employer. Examples of some of our edits include:

- Date of Birth before Date of Hire
- Date of hire before Date of eligibility

Core message – Payroll files are scrubbed for data accuracy prior to update in the system.

<u>Compliance Testing</u> – Ascensus performs testing each quarter to provide the Employer with current information as to their testing status. This will assist the Employer with making changes while there is still time in the plan year. In addition to quarterly testing, the Employer can run compliance testing at anytime on the Employer website. Core message – We don't want you to be surprised at the end of the year.

<u>Payroll Information Form</u> – Report sent with each payroll highlighting key elements around the payroll including:

- Any participant approaching or over the 402(g) deferral limit
- The final loan payment for a participant with a loan
- If the employer forgot to stop the loan after it was paid in full, a notice that we removed that loan repayment from their payroll file

- Any participant that does not have investment elections in our system and is investment 100% in the default fund

Core message – We can make your job easier to not have to tell and HCE he/she has an excess at the end of the year.

<u>Website Reporting</u> – In addition to the standard plan and participant, balance, fund and history detail, our website offers the employer and Financial Advisor several added value reports include:

- Terminated Employees with a balance. The FA can run this report and sort by High account balance to solicit Rollover business. Employers can use this reports to payout small account balances.
- Deferral Change. Highlights for the employer participants who have changed their deferral percentage during the timeframe selected by the Employer.
- New Loans. Highlights for the employer participants who have taken a new loan during the timeframe selected by the Employer.
- RMD. Highlights for the employer participants a required to take a Required Minimum Distribution during the timeframe selected by the Employer.
- Loan Default. Highlights for the employer participants who have not made a loan repayment during the timeframe selected by the Employer to assist the Employer with defaulting the loans.

Core message – Technology that helps run your plan.