#### KBA Meeting 3/2/2020

PRESENTED BY LBG ADVISORS LLC AND PRINCIPAL



## 3/2/20 Agenda

#### Move to Principal Timeline

- Newport Accounts Being Closed
- Black-out Period

#### Fund Mapping

- New Target Date Funds
- New Additional Funds
- Same Funds
- Fund Removal
- About flexPATH (replaces T.Rowe Price Target Date Funds)
- Principal Account Access and Additional Resources



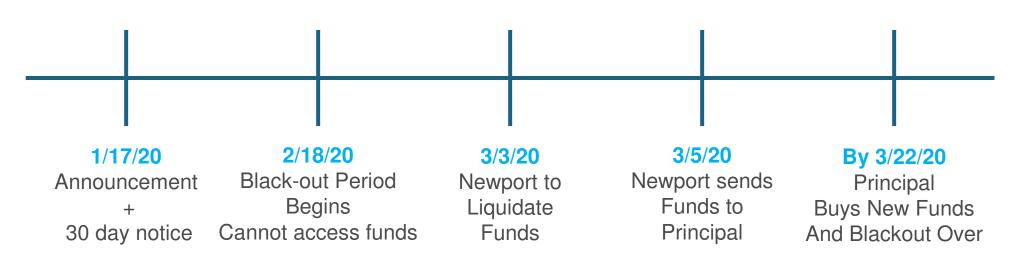
## **Important Timelines**

#### Important dates:

- Announcement:
- Black-out Start
- Blackout End:

#### **Communication dates:**

- 1/17/20
- Starts 2/18/20
- By 3/22/20



#### **Communication plan:**

## **Fund Mapping**

#### • T. Rowe Target Date Funds

- All T. Rowe Target Date Funds will map to Moderate FlexPath Funds Closest to Retirement Age (Retirement Account, 2025, 2035, 2045, 2055)
- Please login to Principal to Change to Conservative or Aggressive Fund if Applicable

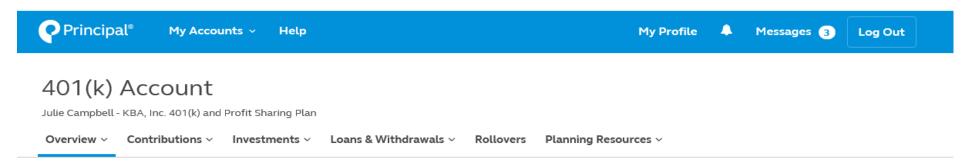
#### 7 Funds Being Removed

Specialty- Bear	Federated Prudent Bear A
Short Govt	American Century Zero Coupon 2020 Inv
High Yield	Federated Instl High Yield Bond Instl
Natural Resources	Fidelity Select Materials
Specialty- gold	Invesco Gold & Precious Metals Y
Global Fixed Income	PIMCO Global Bond Opps (Unhedged) Instl
Core Fixed (Int Bond)	Vanguard Interm-Term Bond Index Adm

#### Remaining 20 Funds

- 14 New Funds (Like Categories as old plan. i.e. Small Value to Small Value)
- 6 Same Funds

#### Additional Information- Principal Online



#### **Plan Information & Forms**

\*Your Plan Sponsor cares about your retirement education and may be notified of your participation in this resource.

#### Plan Related Documents

The following information will help you to understand how this retirement plan is set up.

- Plan Summary
- Summary Plan Description (booklet)

#### Forms

- Beneficiary form (PDF)
- Transfer Assets form
- Authorization for Release of Information and Transactional Authority form

#### Notices

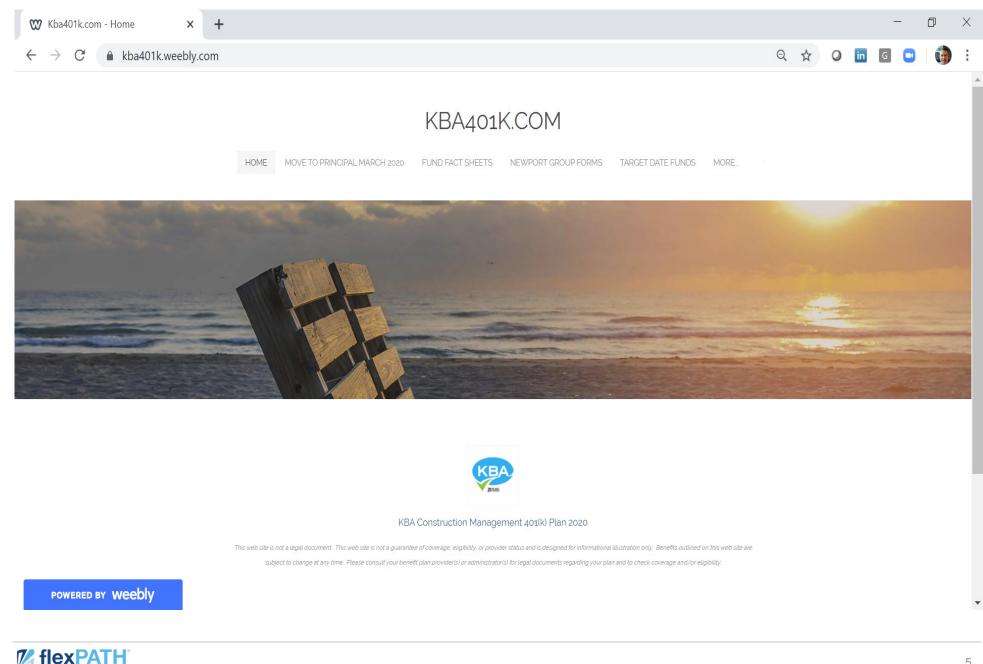
#### **Plan Transition**

- Sarbanes Oxley Notice 02/01/2020
- Mapping Strategy-Participant Level 02/01/2020

#### Annual

- ERISA 404 Participant Fee Disclosure 02/19/2020
- Qualified Default Investment Alternative (QDIA) Notice 02/01/2020

### Additional Info: www.KBA401k.com



5

## flexPATH®

Simplifying the *PATH* to saving for retirement. Presented by Ron Kirkpatrick, LBG Advisors



## How Target Date Funds Work

- Target date funds are professionally managed, diversified investment portfolios
- Each portfolio consists of a mix of investments appropriate to its target date so investing in only one portfolio can provide a robust investment solution



#### How target date funds adjust over time:

\*Assuming age 25 at the start, 45 at halfway and 65 at retirement

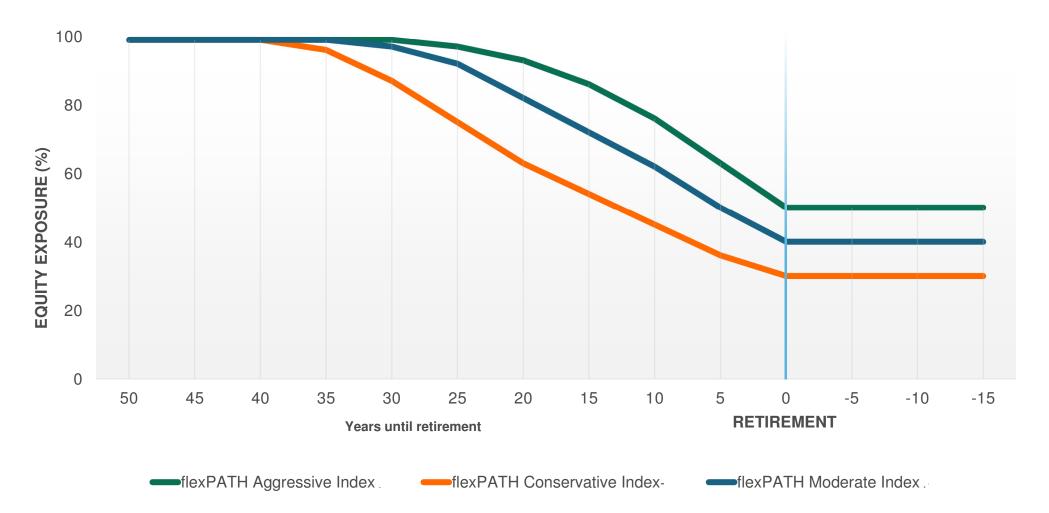
For illustrative purposed only. Allocations as of 12/31/2017. Allocations are subject to change. Asset allocation illustrations also include allocation to real assets such as commodities and REITs. These investments are intended to help manage inflation and add additional diversification.

Diversification does not protect against loss of principal.

The target date is the approximate date when investors plan to start withdrawing their money. Generally, the asset allocation of each fund will change on an annual basis with the asset allocation becoming more conservative as the fund nears the target retirement date.



#### Step 2 - Choose Your Risk Level



Actual results may differ materially from those projected in these materials due to factors including, without limitation, economic and market conditions, political events and investor sentiments, liquidity of secondary markets, level and volatility of interest rates, currency exchange rates, and competitive conditions. Investing involves risk, including possible loss of principal. The funds are not FDIC insured and there is no bank guarantee. The principal value of the funds is not guaranteed at any time including at and after the target date. Investment return and principal value will fluctuate. Upon redemption, shares may be worth more or less than their original cost. Asset allocation models and diversification do not promise any level of performance or guarantee against loss of principal. Investment in the funds is subject to the risks of the underlying funds. flexPATH Strategies are Collective Investment Trusts available only to qualified plans and governmental 457(b) plans. They are not mutual funds and are not registered with the Securities and Exchange Commission.

For illustrative purposes only. Actual allocations may vary.





# flexPATH Conservative

#### **Conservative Path Characteristics**

- Risk is limited compared to Moderate
   and Aggressive
- Goal is to reduce volatility and maintain a steadier account balance

#### **Investor Profile**

- Total savings rate (deferral rate plus employer match) greater than 12 percent
- High account balance
- Emphasis on stability

Actual results may differ materially from those projected in these materials due to factors including, without limitation, economic and market conditions, political events and investor sentiments, liquidity of secondary markets, level and volatility of interest rates, currency exchange rates, and competitive conditions. Investing involves risk, including possible loss of principal. The funds are not FDIC insured and there is no bank guarantee. The principal value of the funds is not guaranteed at any time including at and after the target date. Investment return and principal value will fluctuate. Upon redemption, shares may be worth more or less than their original cost. Asset allocation models and diversification do not promise any level of performance or guarantee against loss of principal. Investment in the funds is subject to the risks of the underlying funds. flexPATH Strategies are Collective Investment Trusts available only to qualified plans and governmental 457(b) plans. They are not mutual funds and are not registered with the Securities and Exchange Commission.

## flexPATH Moderate

#### **Moderate Path Characteristics**

- Risk is moderate compared to Aggressive and Conservative
- Some additional risk may help reach an adequate account balance at retirement

#### **Investor Profile**

- Savings rate between 6-12 percent
- Average account balance
- Balance of stability and long-term return

Actual results may differ materially from those projected in these materials due to factors including, without is secondary markets, level and volatility of interest rates, currency exchange rates, and competitive conditions there is no bank guarantee. The principal value of the funds is not guaranteed at any time including at and a may be worth more or less than their original cost. Asset allocation models and diversification do not promise to the risks of the underlying funds. flexPATH Strategies are Collective Investment Trusts available only to a with the Securities and Exchange Commission.





## flexPATH Aggressive

#### **Aggressive Path Characteristics**

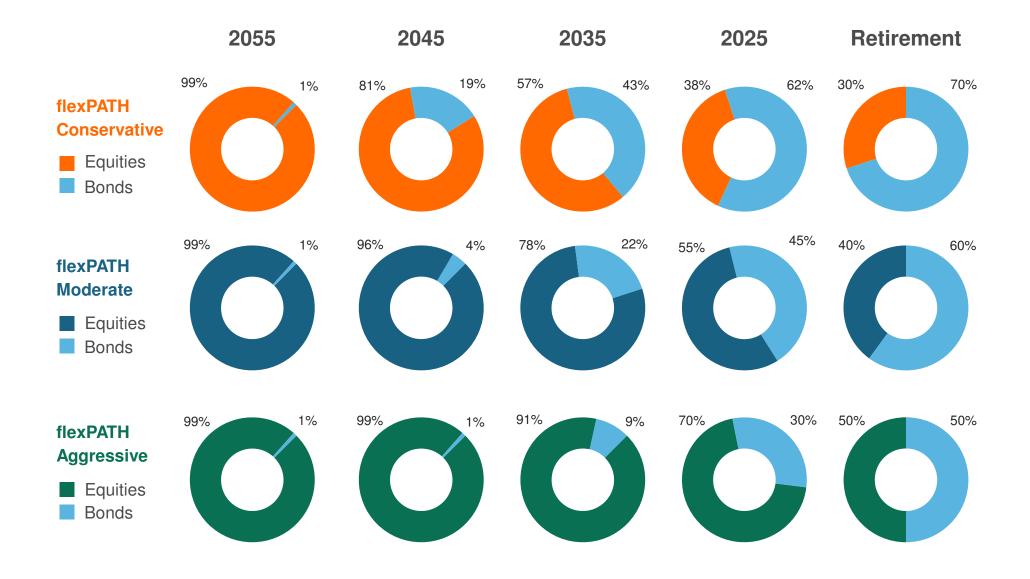
- Risk is higher compared to Conservative and Moderate
- Goal is to generate greater expected return through riskier investments

#### **Investor Profile**

- Savings rate less than 6 percent
- Low account balance
- Emphasis on long-term return

rojected in these materials due to factors including, without limitation, economic and market conditions, political events and investor sentiments, liquidity of st rates, currency exchange rates, and competitive conditions. Investing involves risk, including possible loss of principal. The funds are not FDIC insured and of the funds is not guaranteed at any time including at and after the target date. Investment return and principal value will fluctuate. Upon redemption, shares st. Asset allocation models and diversification do not promise any level of performance or guarantee against loss of principal. Investment in the funds is subject trategies are Collective Investment Trusts available only to qualified plans and governmental 457(b) plans. They are not mutual funds and are not registered

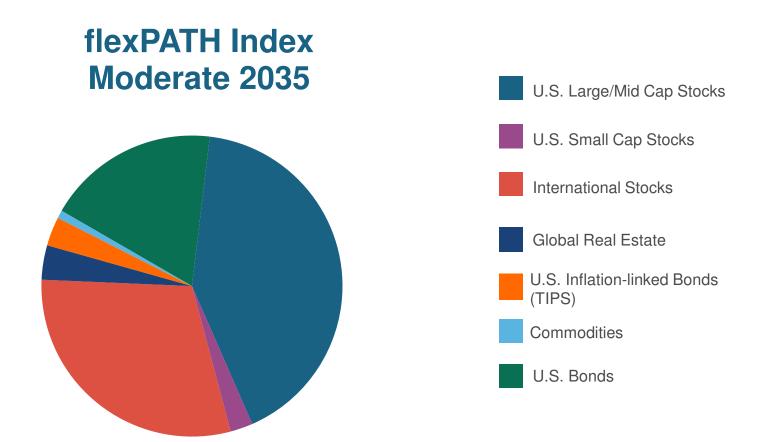
## flexPATH Glidepaths



For illustrative purposes only. Actual allocations may vary.



### Each Fund is Diversified Based on its Time Horizon



Actual results may differ materially from those projected in these materials due to factors including, without limitation, economic and market conditions, political events and investor sentiments, liquidity of secondary markets, level and volatility of interest rates, currency exchange rates, and competitive conditions. Investing involves risk, including possible loss of principal. The funds are not FDIC insured and there is no bank guarantee. The principal value of the funds is not guaranteed at any time including at and after the target date. Investment return and principal value will fluctuate. Upon redemption, shares may be worth more or less than their original cost. Asset allocation models and diversification do not promise any level of performance or guarantee against loss of principal. Investment in the funds is subject to the risks of the underlying funds. flexPATH Strategies are Collective Investment Trusts available only to qualified plans and governmental 457(b) plans. They are not mutual funds and are not registered with the Securities and Exchange Commission.

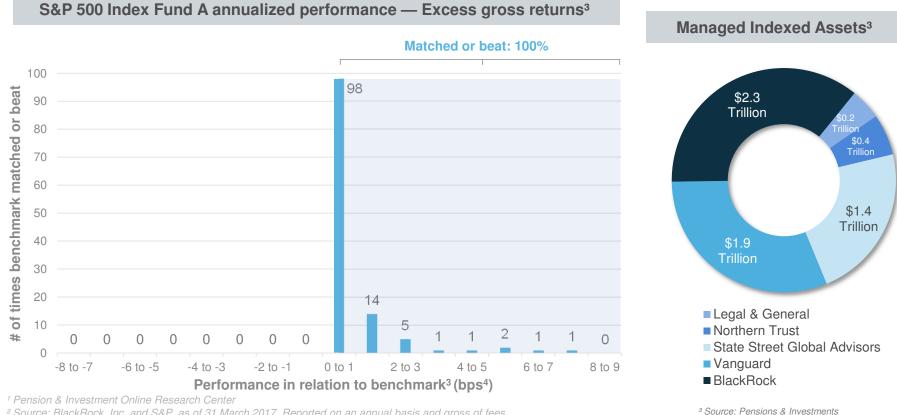


### Index Management

#### **Our Index Management Process is Anything but Passive**

flexPATH Strategies has selected BlackRock as the manager of the passive/index funds within the underlying portfolios. We selected BlackRock based on their deep expertise in passively managed funds, size, scale and low fees.

- BlackRock is the largest index manager worldwide in indexed assets.1
- BlackRock manages 31 percent of all indexed assets worldwide.<sup>2</sup>
- The top five managers manage **87 percent of global indexed equity assets** totaling \$7.3 trillion.



<sup>2</sup> Source: BlackRock, Inc. and S&P, as of 31 March 2017. Reported on an annual basis and gross of fees. <sup>3</sup>Compared to the S&P 500 benchmark.

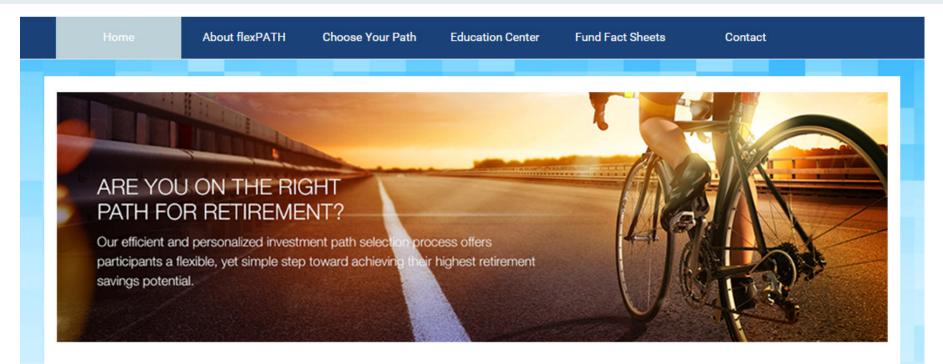
<sup>₄</sup>Basis points

The Fund's net asset value does not include an accrual for the investment management fee but does include an accrual for fund level administrative costs and, if applicable, certain third party acquired fund fees and expenses. If the Fund's net asset value did include an accrual for the investment management fee, the Fund's returns would be lower. Past performance is not necessarily an indicator of future performance.



(AUM data as of 6/30/2016)

## flexPATHStrategies.com



#### About flexPATH Strategies



flexPATH is the first custom, target date solution with multiple glidepaths as well as both index and index+ management styles.



flexPATH offers open architecture manager selection.



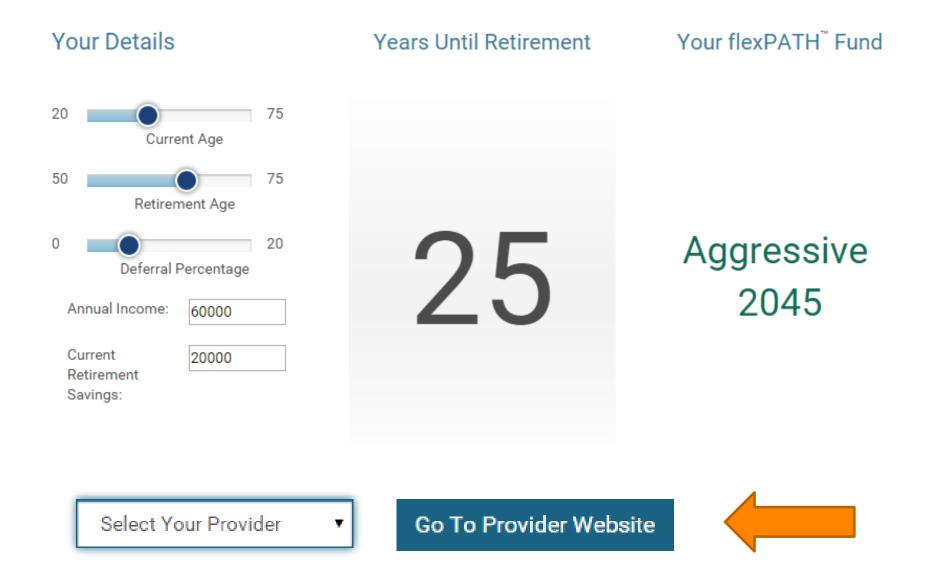
flexPATH is a cost-effective solution that gives participants a new level of choice for their target date funds.

## Are you ready to build a path to your retirement future?





#### **Choose Your Path Tool**



# **Thank You!**



#### Disclosure

Index Definitions:

**US Aggregate Index.** The Barclays US Aggregate Bond Index is a broad-based flagship benchmark that measures the investment grade, US dollar-denominated, fixed-rate taxable bond market. The index includes Treasuries, government-related and corporate securities, MBS (agency fixed-rate and hybrid ARM pass-throughs), ABS and CMBS (agency and non-agency). Provided the necessary inclusion rules are met, US Aggregateeligible securities also contribute to the multi-currency Global Aggregate Index and the US Universal Index, which includes high yield and emerging markets debt. The US Aggregate Index was created in 1986 with history backfilled to January 1, 1976.

S&P 500. The S&P 500® is widely regarded as the best single gauge of large-cap U.S. equities. There is over USD 7.8 trillion benchmarked to the index, with index assets comprising approximately USD 2.2 trillion of this total. The index includes 500 leading companies and captures approximately 80% coverage of available market capitalization.

**Dow Jones US Completion Total Stock Market Index.** To represent all U.S. equity issues with readily available prices, excluding components of the S&P 500. To be included in the index, a security must be the primary equity issue of a U.S. company. Excluded are bulletin-board issues, because in general they do not have consistently readily available prices. — The index is weighted by float-adjusted market capitalization. — The Dow Jones U.S. Completion Total Stock Market Index was first calculated on January 30, 1987.

MSCI ACWI Ex USA IMI. The MSCI ACWI ex USA Investable Market Index (IMI) captures large, mid and small cap representation across 22 of 23 Developed Markets (DM) countries (excluding the United States) and 23 Emerging Markets (EM) countries\*. With 6,056 constituents, the index covers approximately 99% of the global equity opportunity set outside the US.

FTSE EPRA/NAREIT Developed Index. The FTSE EPRA/NAREIT Developed Index is designed to track the performance of listed real estate companies and REITS worldwide. By making the index constituents free-float adjusted, liquidity, size and revenue screened, the series is suitable for use as the basis for investment products, such as derivatives and Exchange Traded Funds (ETFs).

US Tips. The Barclays US Government Inflation-Linked Bond Index measures the performance of the US Treasury Inflation Protected Securities ("TIPS") market. The index includes TIPS with one or more years remaining maturity with total outstanding issue size of \$500m or more.

History for the TIPS index goes back to the inception of the market (1997) and returns are available in local currency and in most major currencies hedged or un-hedged. Sub indices are available by maturity. The TIPS index is the largest component of World Government inflation-linked index and is widely to benchmark the asset class.

Bloomberg Commodities Index. The index is made up of 22 exchange-traded futures on physical commodities. » The index currently represents 20 commodities, which are weighted to account for economic significance and market liquidity. » Weighting restrictions on individual commodities and commodity groups promote diversification.

**Russell 1000 Index.** The Russell 1000 Index measures the performance of the large-cap segment of the U.S. equity universe. It is a subset of the Russell 3000® Index and includes approximately 1000 of the largest securities based on a combination of their market cap and current index membership. The Russell 1000 represents approximately 92% of the U.S. market. The Russell 1000 Index is constructed to provide a comprehensive and unbiased barometer for the large-cap segment and is completely reconstituted annually to ensure new and growing equities are reflected.

**Russell 2000 Index.** The Russell 2000 Index measures the performance of the small-cap segment of the U.S. equity universe. The Russell 2000 Index is a subset of the Russell 3000<sup>®</sup> Index representing approximately 10% of the total market capitalization of that index. It includes approximately 2000 of the smallest securities based on a combination of their market cap and current index membership. The Russell 2000 is constructed to provide a comprehensive and unbiased small-cap barometer and is completely reconstituted annually to ensure larger stocks do not distort the performance and characteristics of the true small-cap opportunity set.

U.S. Large Cap Stocks. Primarily large capitalization companies.

U.S. Mid/Small Cap Stocks. Primarily small and mid capitalization companies.

International Stocks. Primarily foreign companies.

U.S. Bonds. A government bond that offers a fixed rate of interest over a fixed period of time.

U.S. Inflation-linked Bonds. Securities designed to help protect investors from inflation.

Global Real Estate. Investments that seek to track an index related to the purchase of global real estate investment trusts (a company that owns or finances income-producing real estate).

Commodities. Basic goods used in commerce that are interchangeable with other commodities of the same type.



#### Disclosure

U.S. Equity. Large capitalization domestic companies displaying both value and growth-like characteristics.

International Equity. Large capitalization domestic and foreign companies displaying both value and growth-like characteristics.

Fixed Income. Domestic fixed income securities representing a broad array of fixed income securities including government, credit and mortgage backed securities.

Real Assets. A broad category of investment options that are characterized by the fact that they are tangible.

International investing involves special risks such as currency fluctuation, lower liquidity, political and economic uncertainties, and differences in accounting standards.

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The performance data used in this material represents past performance. Past performance does not guarantee future results.

A mutual fund's investment return and principal value will fluctuate. Upon redemption, shares may be worth more or less than their original cost.

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Investment Advisory Services offered through flexPATH Strategies, LLC.

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FLEX-2018-10 ACR#319426 07/19





# It's your retirement – we'll help you get there.

# Set up your account



# Keeping your information safe

Add your email address



Enable two-factor authentication

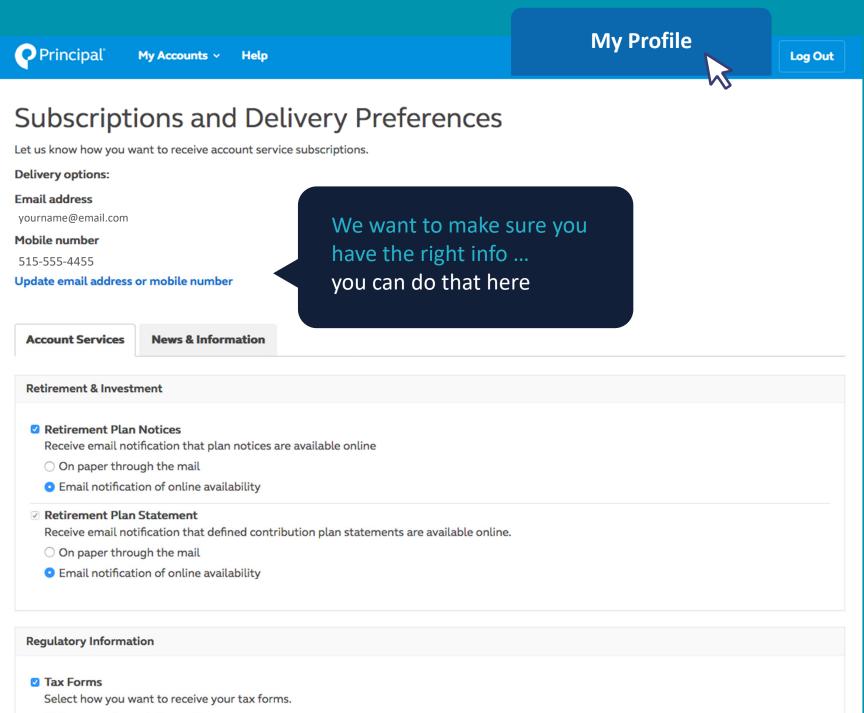
Set three online security questions and answers

# On-the-go account management

You Need 0 \$2,924/month yes 🕘 Profile

int	Principal My Account Help     401(k) Account     Franklin Login - ABC DEFINED CONTRIBUTION PLAN     Overview      Contributions      Investments	Loans & Withdrawals v Rollovers v Retirement fi	Messages Profile Log Out
	Account Balance \$134,746.57 Vested Balance 0 \$82,535.73 Estimated Income Each Month \$2,872 In Retirement 0	June 16, 2017	Take Action Have other retirement accounts or IRAs to rollover? Transfer Other Accounts My Virtual Coach
	Personalized Rate of Return @ 4.07% since 01/01/2017         4.07%           Gair/U0050 @ \$5,274.78 since 01/01/2017         \$5,274.78	\$120,000 \$120,000 Jun Feb Oct Jun 2015 2016 2016 2017	Franklin, make your retirement planning interactive and fun.
Do you want to turn on FaceID? Access you account more quickly without having to type a password.			Give My Virtual Coach a try>
Nation			

#### principal.com/OnTheGo



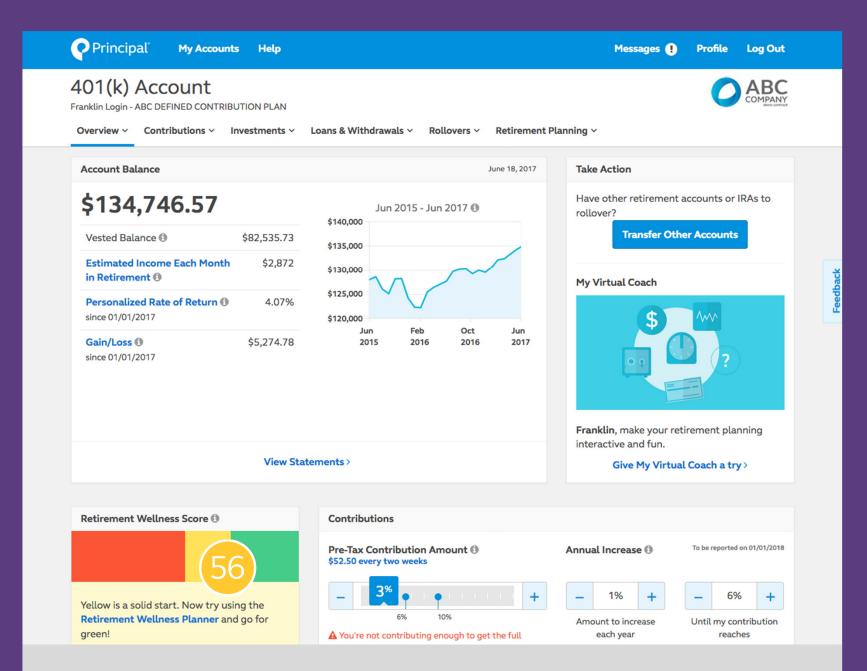
- On paper through the mail
- Email notification of online availability





# See the big picture

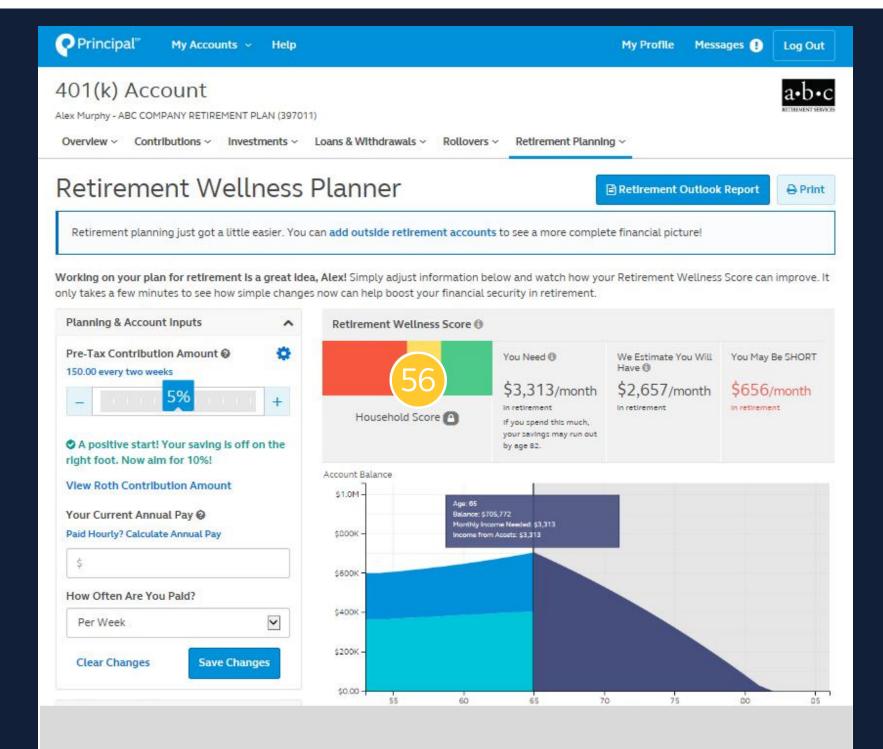
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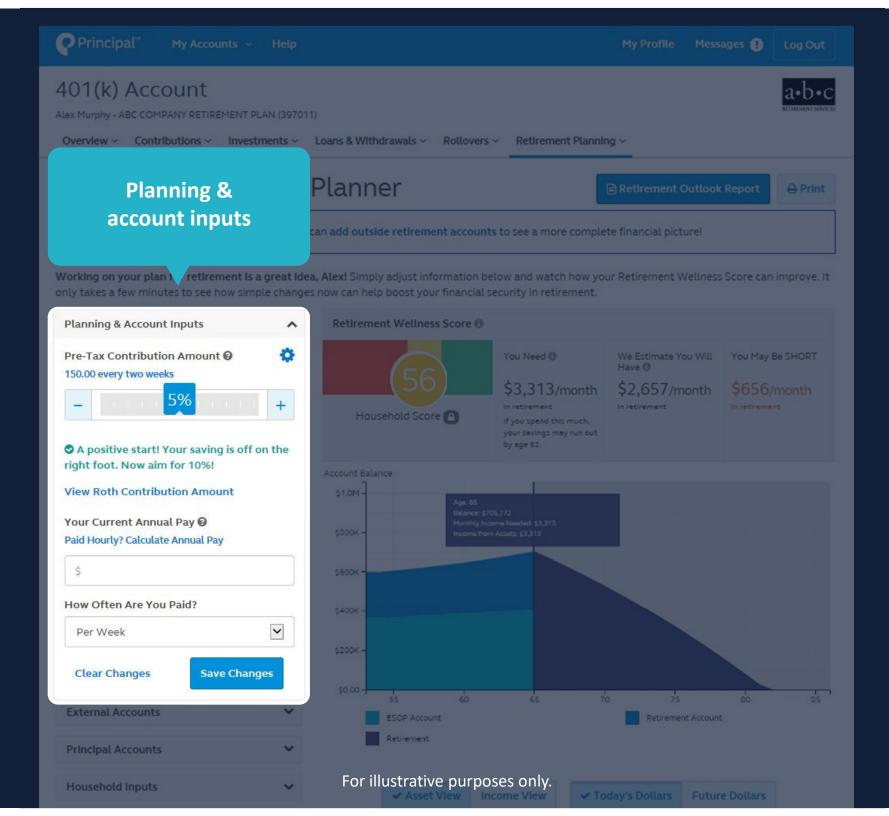
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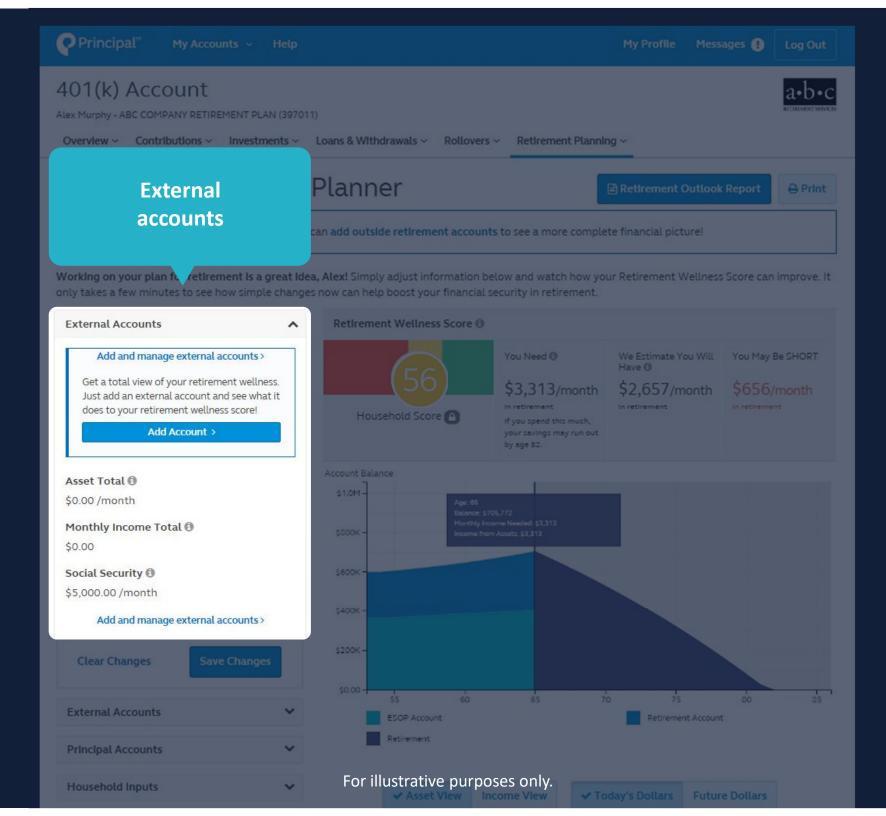
# Are you on track?

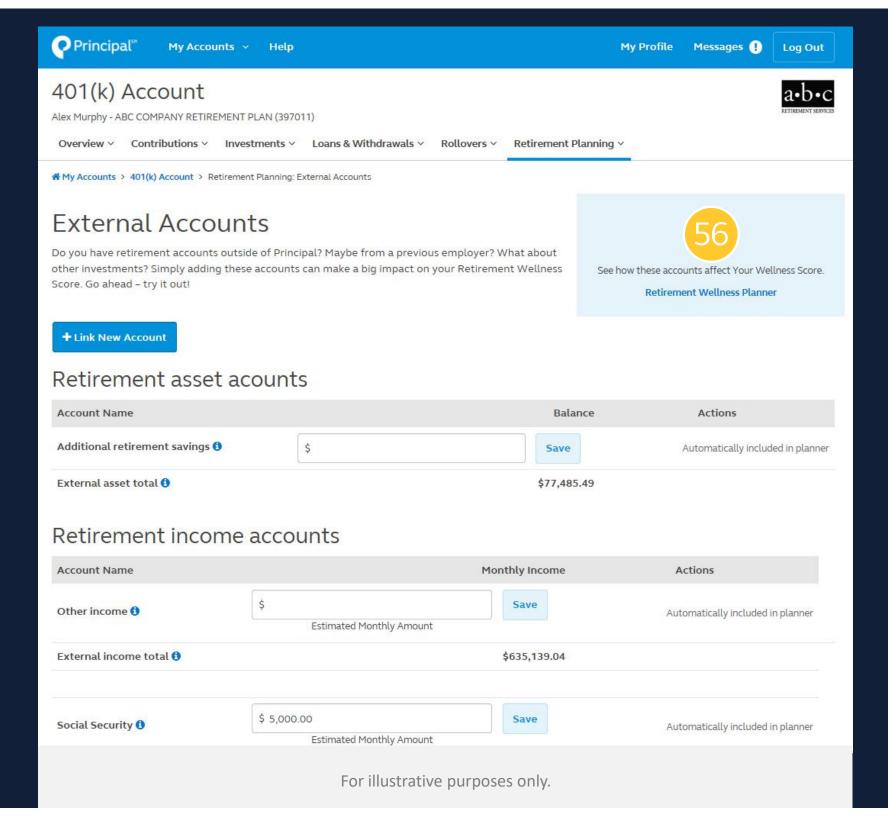




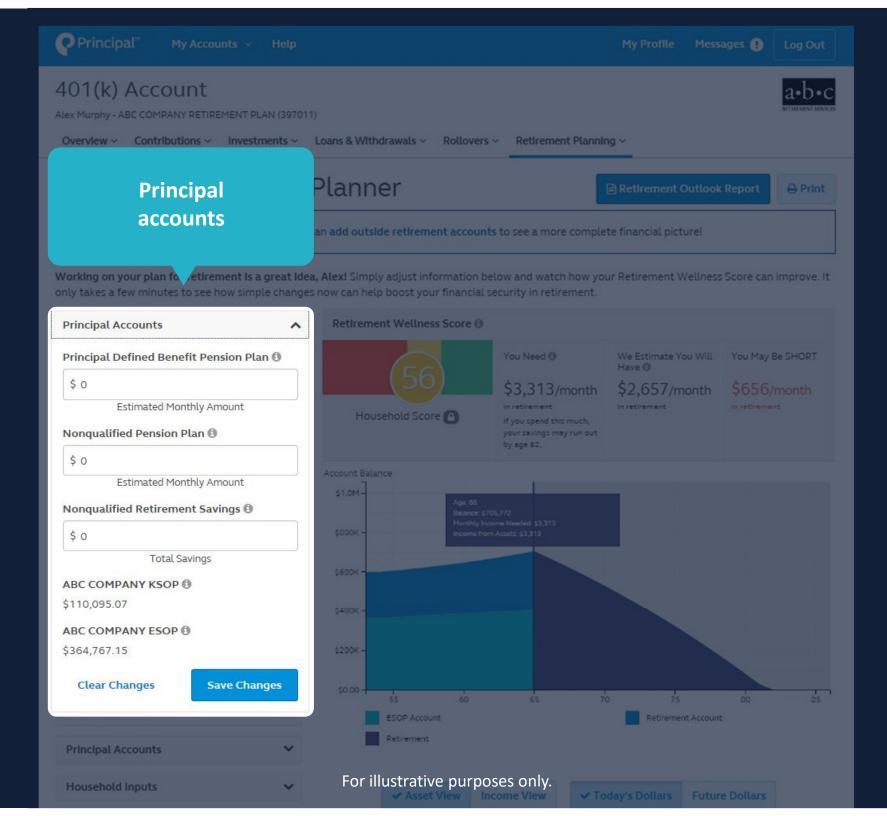
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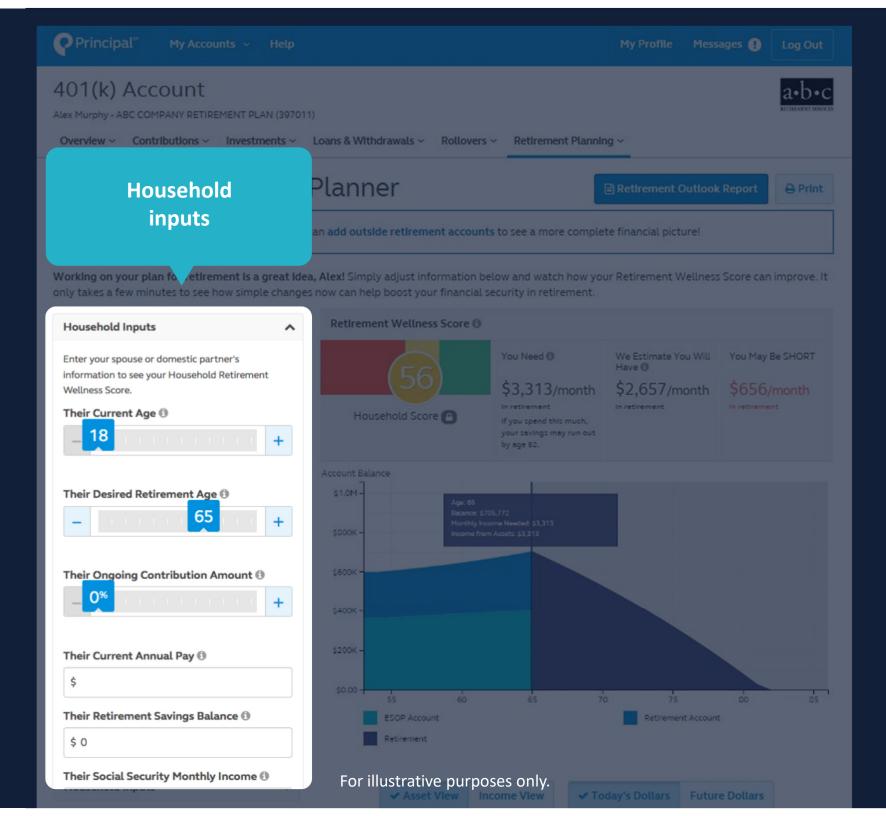


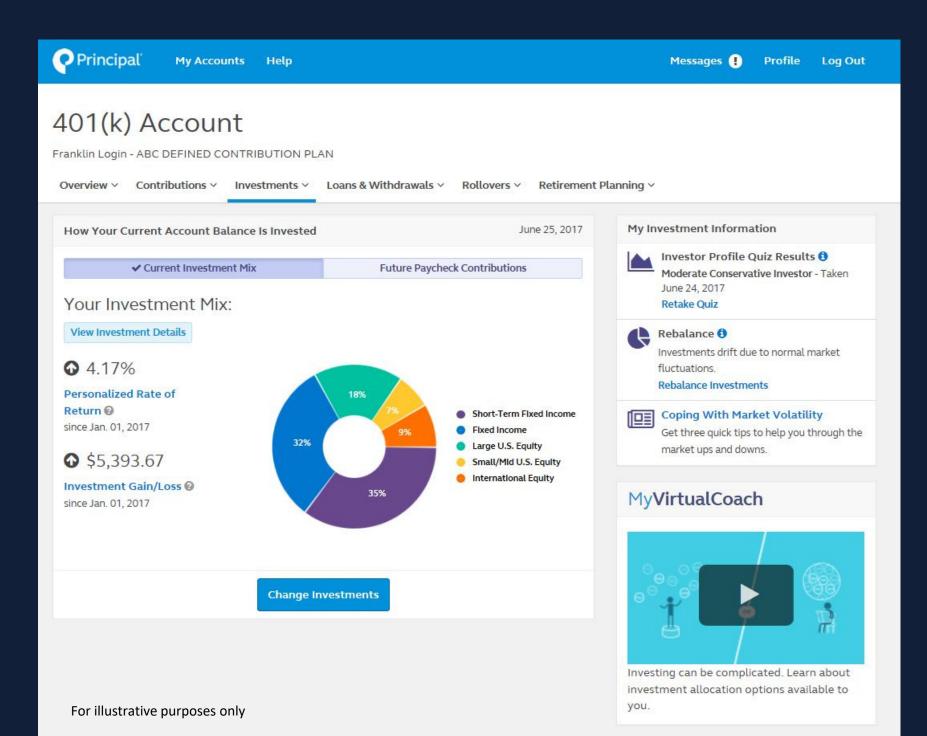




Link Accounts			
1. SELECT A SITE	2. VERIFY CREDENTIALS	3. VIEW ACCOUNTS	
CONGRATULATIONS!	~	♀ TIPS	
Principal SUB-CATEGORY?		ACCOUNT TYPES You can link all sorts of accounts Some examples are:	
ABC Company [Account Type]   [Account #]	\$4,690.00	<ul><li>Checking</li><li>Savings</li><li>Credit Card</li></ul>	
ABC Company \$4,690.00 [Account Type]   [Account #]		<ul><li> Rewards</li><li> Investments</li></ul>	
ABC Company [Account Type]   [Account #]	\$4,690.00	<ul> <li>Retirement</li> <li>Bills (e.g., utilities, cable, phone, insurance)</li> </ul>	
ADDITIONAL SUB-GROUP??			
ABC Company [Account Type] [Account #]	\$4,690.00		
ALL DO	LINK ANOTHER SITE		







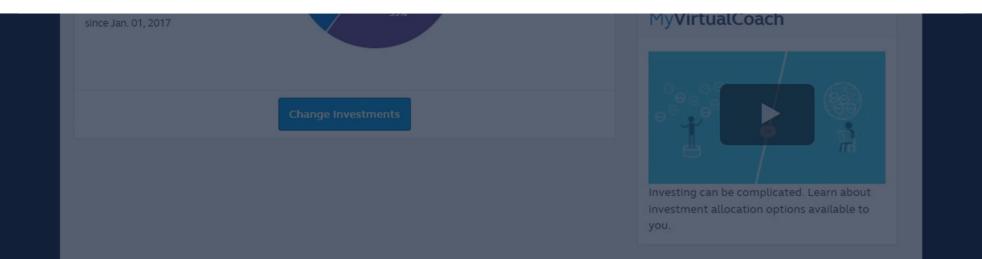
Principal' My Accounts Help		Messages 🌗 Profile Log Out
401(k) Account Franklin Login - ABC DEFINED CONTRI Overview ~ Contributions ~ Inves	Take our investor profile quiz	
	4 of 8	



How comfortable are you with the value of your investments rising and falling over time?

- O Not comfortable
- 🔘 Neutral
- $\bigcirc$  Comfortable

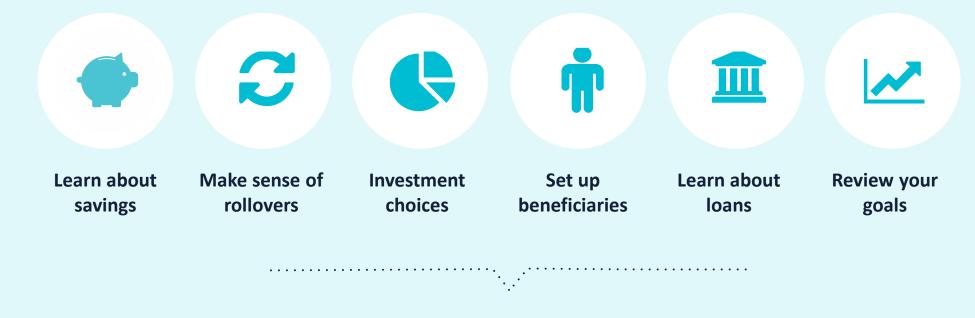




# Personalize planning



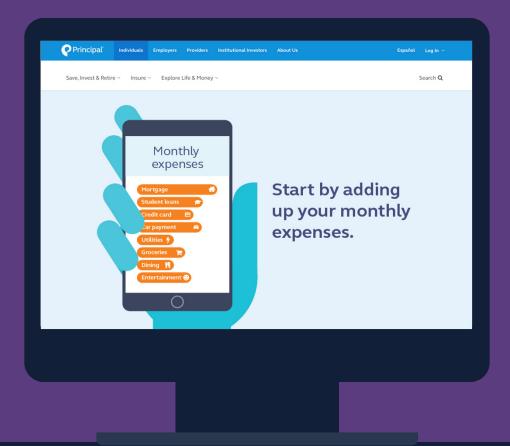
### **MyVirtualCoach**



principal.com/MyVirtualCoach-all

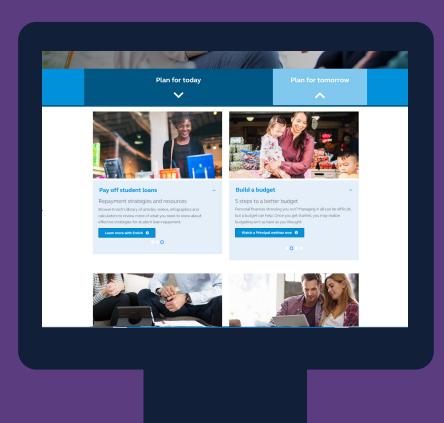


## Focus on what matters



### Register for a webinar

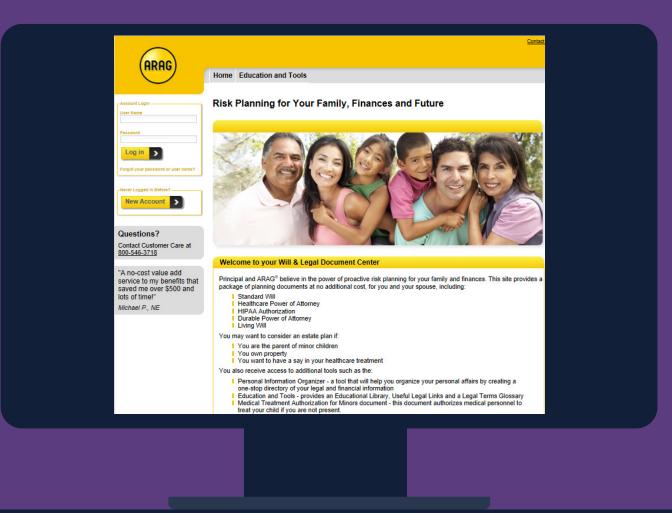
principal.com/LearnNow



### Holistic financial resources

principal.com/Milestones

### **ARAG will prep resource**



### principal.com/WillPrep

Principal.com/WillPrep is a vanity URL set up for user convenience. It directs to the ARAG website, a third-party site.

## Principal<sup>®</sup> Flash Briefing

Go to principal.com/Alexa for additional details.





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### Get connected



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