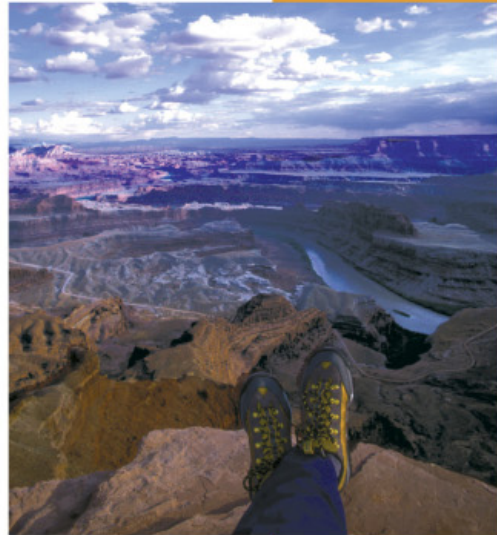


ABC Company  
123 Main Street  
Anywhere, US 12345



000001  
Jane Sample  
1 Western Avenue  
Albany, NY 12203



## Your Retirement. Your Way.

### ***Increase your contribution today***

Congratulations, Jane Sample. You've made an important financial decision to invest in the ABC Company 401(k) Retirement Plan. You probably had a retirement savings goal in mind when you joined the plan. Many experts recommend that you aim for replacing between 70% and 90% of your current income in retirement. If you increase your contribution to your plan, you may increase your ability to meet your retirement goal.

Your personal planner inside shows how easy increasing your contribution can be. This information is confidential and never shared with anyone. It may or may not be current or accurate. It is designed to give you relevant examples only.

#### **Retirement Profile**

<b>Name:</b>	Jane Sample
<b>Date of birth:</b>	12/13/1976
<b>Current deferral percentage:</b>	10%
<b>Approximate annual salary:</b>	\$65,000.00
<b>Retirement age:</b>	65
<b>Hypothetical investment return:</b>	6%
<b>Employer's match:</b>	\$0.50 per \$1 up to 6% of pay.



**Important retirement  
information for Jane  
Sample**

# Your Increase Can Make a Difference



Consider increasing your contribution to meet your company's match.

## ***Consider your contribution amount***

Your retirement plan is often considered one of the best places to save for retirement. Contributing to the plan can help you get to your dreams faster. You have many advantages when you contribute to the plan. Two of them are listed below.

- **Pre-tax savings.** Contributions to your plan are deducted from your salary before taxes, so your income tax is reduced while you save.
- **Tax-deferred compounding.** In your plan, your money has a chance to grow without being reduced by current taxes.
- **Generous match.** Your employer is offering a valuable incentive to save.

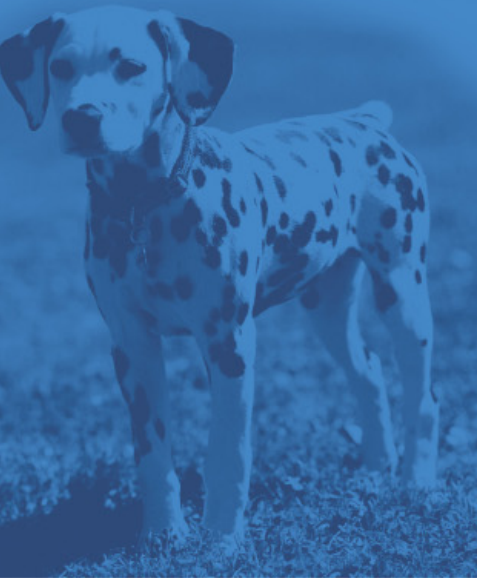
## ***Don't stop now***

The ABC Company's retirement plan matches \$0.50 for every dollar you put in, up to 6% of your pay. Even if you're already contributing enough – or more than enough – to get the full match, think about increasing your contributions even more. You'll be surprised at the difference increasing your contribution rate by just 1% could make.

For example, based on your current annual salary of \$65,000.00, if you increase your contributions by 1% – or about \$54.17 a month – and your account earns an average annual return of 6%, when you retire at age 65, you could have \$56,058.74 more in your account. Up your increase by 2% – or \$108.33 a month – and your extra savings could total \$112,117.48.

Increasing your contributions on a regular basis – say, on your job anniversary date, the New Year, or your birthday – could make a big difference at retirement time.

\*This investment return is hypothetical and doesn't represent any investment offered by your plan. Your investment results will be different.



# Your Personal Savings Planner

## For Jane Sample

This personalized savings illustration is intended to show you how your pre-tax contributions affect your account. The figures below are based on assumptions that may or may not be current or accurate.

**Annual Pay:** \$65,000.00

**Tax Marital Status:** Single

**Exemptions:** 0

**Employer Match Amount:** \$0.50 per \$1 up to 6% of pay

### Contributions and Your Paycheck

Contribution Percentage	2%	4%	6%	8%	10%
Current Bi-weekly Pay	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00
Pre-tax Contribution	\$50.00	\$100.00	\$150.00	\$200.00	\$250.00
<b>Taxable Income</b>	<b>\$2,450.00</b>	<b>\$2,400.00</b>	<b>\$2,350.00</b>	<b>\$2,300.00</b>	<b>\$2,250.00</b>
Less					
■ Federal Income Tax	\$407.69	\$395.19	\$382.69	\$370.19	\$357.69
■ Social Security Tax	\$141.25	\$141.25	\$141.25	\$141.25	\$141.25
<b>Take-home Pay</b>	<b>\$1,901.06</b>	<b>\$1,863.56</b>	<b>\$1,826.06</b>	<b>\$1,788.56</b>	<b>\$1,751.06</b>
Net Effect					
■ Your Account Contribution	\$50.00	\$100.00	\$150.00	\$200.00	\$250.00
■ Reduction in Take-home Pay	\$37.50	\$75.00	\$112.50	\$150.00	\$187.50

### Company Matching Contributions

Your Bi-weekly Contribution	\$50.00	\$100.00	\$150.00	\$200.00	\$250.00
Matching Contribution Amount	\$25.00	\$50.00	\$75.00	\$75.00	\$75.00
Total Bi-weekly Contribution	\$75.00	\$150.00	\$225.00	\$275.00	\$325.00
Total Annual Contribution (includes match)	\$1,950.00	\$3,900.00	\$5,850.00	\$7,150.00	\$8,450.00
Total Cost to You (includes tax savings)	\$975.00	\$1,950.00	\$2,925.00	\$3,900.00	\$4,875.00

### Savings Growth Over Time

Assumes 6% Investment Return

■ In 5 years	\$11,338	\$22,675	\$34,013	\$41,571	\$49,130
■ In 10 years	\$26,630	\$53,261	\$79,891	\$97,645	\$115,398
■ In 15 years	\$47,258	\$94,516	\$141,774	\$173,279	\$204,785
■ In 20 years	\$75,082	\$150,163	\$225,245	\$275,299	\$325,354
■ In 25 years	\$112,612	\$225,223	\$337,835	\$412,909	\$487,983
■ In 30 years	\$163,234	\$326,467	\$489,701	\$598,524	\$707,346

*This investment return is hypothetical. Assumes deposits to your retirement account at the end of each month, and Social Security and IRS tax rates for 2011. Contribution limits for 2011 are applied if required and assume no catch-up contributions. This projection assumes that, if you reach the pre-tax limit, you continue to contribute the suggested percentage on an after-tax basis. Source: Newkirk Products, Inc. Research, 2011.*

**It's easy to increase your contribution!**

- Log onto the web at [www.sampleabccompany.com](http://www.sampleabccompany.com).
- Call 800-123-4567.
- Dial the VRU number: 800-123-4567.



***Small savings can grow***

You might feel it is hard to find a little more to save. One approach is to give your plan a raise every time you get a raise. You can also look for ways to budget for small savings that can really add up over time. Here are some ideas where you may find a few more dollars to fund your future.

**Small Sacrifices**

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	Unit price	Per week	Per year	If invested in plan for 40 yrs.
1 specialty coffee	\$4.00	\$28.00	\$1,460.00	\$537,471
1 movie per week	\$10.00	\$10.00	\$521.00	\$191,954
1 candy bar per day	\$0.70	\$4.90	\$255.50	\$94,057

Assumes 4% annual price inflation, deposits to plan at the end of each month, and 7% average annual returns, net of fees, no taxes apply. There are 52.143 weeks in a 365-day year. Newkirk Products, Inc. Research, 2011.

***Take action today***

Increasing your contributions can make a long-term financial difference to help you reach your retirement dreams.

To increase your contributions online, log into [www.sampleabccompany.com](http://www.sampleabccompany.com). For more information or to speak to a representative, please call 800-123-4567 (M-F between 8 am - 8 pm). You may also increase your contribution by calling the VRU at 800-123-4567.

