

NYLIM
RETIREMENT
PLAN
SERVICES

grow your business with us

FINANCIAL ADVISOR HANDBOOK



Learn more about the diverse retirement plan product lines offered by New York Life Investment Management LLC (NYLIM) and how you can use them to build your business with existing clients and to attract new ones.



Retirement Plan Solutions

Tailored to your client's needs

Retirement plans come in all shapes and sizes.

New York Life Investment Management LLC (NYLIM) offers a suite of flexible, customizable products to serve the diverse needs of your mid-market retirement plan sponsors.

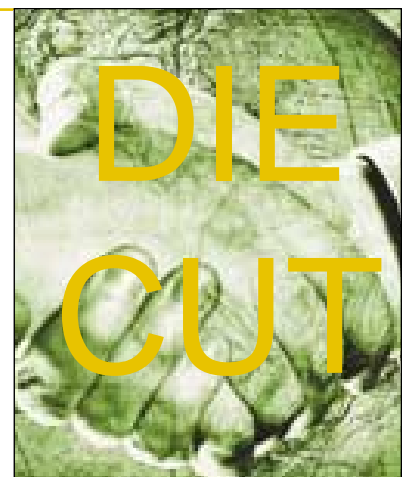
Our three decades plus of experience and client-focused philosophy makes the transition and ongoing management of any type of retirement plan seamless and less time consuming for you and your client.

- **401(k) Complete®** — for sponsors of defined contribution (DC) plans with assets in the range of \$15 million to \$300 million who are searching for customizable solutions
- **DB Complete®** — for sponsors of defined benefit (DB) plans with assets in excess of \$20 million who seek to outsource — or “bundle” — their DB plan services
- **Retirement CompleteSM** — for plan sponsors who wish to combine their DB plan and DC plan administration under one roof

Expand your business horizons

At NYLIM, you'll find just the right fit for your clients' retirement plan needs.

Let our services and expertise help you capture more assets in the institutional arena. By introducing your clients to the solutions from NYLIM, you can increase their satisfaction and your assets under management.



NYLIM Retirement Plan Services

Experience and support you can rely on

We are committed to providing qualified plan consultants with the tools and resources they need to uncover new opportunities and grow their business. Our superior service, exceptional investments, and unmatched expertise allow you to offer your clients the best.

Superior service

You can count on NYLIM to ensure that you have all the information necessary to introduce an outstanding retirement plan product to your clients and prospects. Both you and your clients will benefit from our rich heritage, which includes:

- More than 30 years of experience in providing retirement plan solutions
- A unique client-focused, solutions-oriented culture
- A customizable, proprietary recordkeeping system



About NYLIM

New York Life Investment Management LLC (NYLIM), a wholly owned subsidiary of New York Life, provides money management services to a wide range of individual, institutional, and corporate clients, including a prestigious roster of Fortune 100 companies.

The NYLIM investment lineup includes the Eclipse, MainStay®, and McMorgan mutual fund families as well as stable-value products, separate accounts, commingled portfolios, real estate management, private equity and mezzanine investments, capital funding, and brokerage and retirement plan services.

As of year-end 2001, NYLIM managed more than \$150 billion in assets.

Exceptional investments

NYLIM has the breadth of resources to focus on a broad array of opportunities that are particularly suitable for retirement plans.

- Our proprietary investment capabilities range from the standard equity and fixed-income options to alternative commodities such as real estate and hedge funds.
- We also have alliances with more than 30 mutual fund families to help you bring “the best of the best” to your clients.
- Our Investment Services Group will work with you to provide your clients with comprehensive research on potential investment options as well as:
 - ongoing investment monitoring,
 - annual reviews,
 - asset liability modeling for DB plans, and
 - assistance drafting an Investment Policy Statement.

Unmatched expertise

Our staff of retirement plan professionals boasts an unmatched level of retirement plan expertise and experience.

- We consistently endeavor to provide proactive guidance, service, and solutions whenever and wherever we can.
- The tenure and knowledge of our Professional Services staff is outstanding.

Leverage our service, investment capabilities, and expertise to bring an exceptional retirement plan program to your clients.



401 (k) Complete

What our clients say about us:

"Our Consultant seems to always be aware of changes that concern our plan and is very good about communicating that information to me. He provides analysis of what those changes imply and what needs to be done to satisfy those changes. I rely heavily on him to let me know when projects need to be done. I trust the answers he gives me."

—The benefits manager
for a manufacturing
company

This fully integrated defined contribution program allows your clients to offer their employees a retirement plan designed to complement their goals and corporate culture.

With 401(k) Complete, you can offer your clients the following special capabilities:

- Award-winning, proprietary technology platform*
- Investment flexibility
- Extensive ERISA expertise

Superior service

Our Client Access® website — named one of the "crème de la crème" by *Plan Sponsor* magazine (Source: *Plan Sponsor*, April 2001) — allows plan sponsors to easily view, customize and download reports. Our Benefits Complete® account management system allows participants to easily manage their accounts online or over the phone.

Exceptional investments

Our proprietary offerings include the Eclipse, MainStay®, and Morgan mutual fund families. In addition, we have alliances with more than 30 mutual fund families so that you and your client can choose from a wide range of appropriate investments.

* For the fourth consecutive year, NYLIM's participant technology earned "Top Rated" honors from the respondents to *Plan Sponsor* magazine's annual Defined Contribution Survey (Source: *Plan Sponsor*, November 2001).



Unmatched expertise

Our client-focused Professional Services staff will be there to provide guidance and solutions, whether your client needs assistance with plan design or a plan audit.

Need a solution for a smaller plan client?

Many of these same great services are offered to smaller plans through our NYLIM Horizon 401(k). The Horizon 401(k) is a comprehensive, cost-effective solution for defined contribution plans with between \$1-\$15 million in assets.

The Horizon 401(k) runs on the same platform, provides numerous outsourcing capabilities, and includes online management tools Client Access and Benefits Complete.

Full-service DC administration includes:

- Recordkeeping
- Trust services
- Government reporting and compliance
- Investments and investment consulting
- Participant education and account management tools



DB Complete

2001 defined contribution survey**

NYLIM's services were singled out for praise in the following categories:

- Overall sponsor service
- Account rep expertise
- Participant technology
- Overall participant service
- Sponsor technology
- Sponsor Internet services
- Fairness of fees
- Participant Internet services
- Participant education
- Clarity of statements

This fully integrated defined benefit program allows your clients to consolidate all the functions necessary to properly administer this important retirement program, typically at a substantial cost reduction. DB Complete can help plan sponsors heighten the visibility of this benefit with their employees.

With DB Complete, you can offer your clients the many of the same great features of 401(k) Complete as well as the following special capabilities:

- Easy access to plan information
- Investment offerings to coordinate with risk management
- In-house actuarial services

** Source: 2001 Defined Contribution Survey, *Plan Sponsor*, November 2001. NYLIM earned seven Top Rated honors and nine Commended honors. Top rated status was accorded to providers that had average scores in the top 10% of each category. Commended status was given to providers with average scores in the next 30%.



Superior service

Our extensive education and communications program helps improve employee understanding and appreciation of this benefit. Employees can view their accrued benefit information and perform benefit modeling online and will receive statements detailing the accrual of their benefits. Your clients easily can access vital plan reports online with just a few keystrokes.

Exceptional investments

Our investment approach focuses on uncovering suitable options to help plan sponsors meet their funding goals while also managing risk through ongoing asset liability modeling. With NYLIM, your clients will benefit from a diverse range of mutual funds, separate accounts, commingled portfolios and stable value investments.

Unmatched expertise

Our DB plan experts provide key services in plan design review and in-house actuarial services. We have the tools, resources, and experience you need to bring the future of DB plan management to your clients and prospects.



Full-service DB administration includes:

- Trust services
- Government reporting and compliance
- Recordkeeping
- Investments and investment consulting
- Participant education and benefit management tools

Retirement Complete

This fully integrated combined defined benefit/defined contribution plan program allows your clients to realize the administrative and cost advantages of consolidating their plans with one provider.

By integrating the great services of 401(k) Complete and DB Complete, NYLIM has all the tools in place to provide superior bundled DB and DC services to your clients. Retirement Complete was designed to help reduce and even eliminate many of the administrative burdens plan sponsors face when trying to juggle multiple plans.

What our clients say about us:

"Benefits Complete is a wonderful website. It is a particularly great tool for us because it allows us to integrate our pension and 401(k) plans. It is very user-friendly. I don't hesitate to send an employee out there because the site offers so much and is so easy to get around in."

— Human Resources manager for a regional telecommunications provider



NYLIM's superior service, exceptional investments, and unmatched expertise are bolstered by the following benefits.

- **One point of contact:** Your client benefits from a dedicated Client Service Manager and responsive client service team who will spearhead all plan administration. Their participants benefit from knowledgeable Participant Service Center representatives who can assist them with both DB and DC questions and tasks.
- **One website:** Your client can view, customize and download reports and manage both of their plans in one place with just a few keystrokes. Their participants can view and manage their account/accrued benefit information, receive customized guidance, and broaden their knowledge about long-term investing.
- **One coordinated benefit program:** A DB plan and a DC plan together make a terrific retirement benefits package for employees. Our flexible, proprietary technology allows us to run both plans seamlessly and efficiently. Our communications materials are coordinated to present a single retirement program, rather than two different plans.



Your Resource

Giving you the tools you need

We're dedicated to providing qualified plan consultants with the tools they need to serve their clients' needs. Our QPCToolkit includes online and print resources, including:

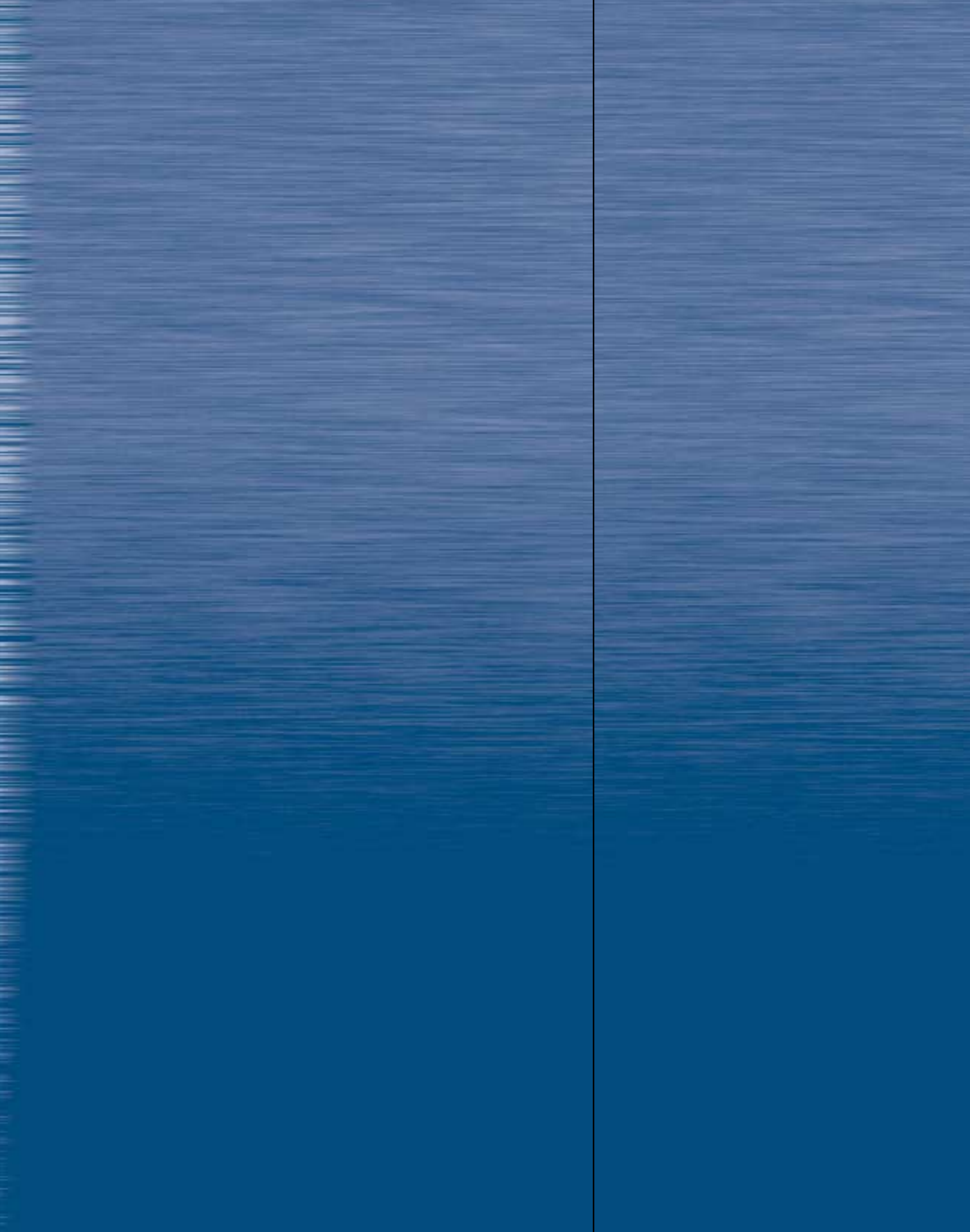
- Business development plans
- Product descriptions
- Direct-mail materials
- RFPs and standard proposals
- Scripts and prospecting letters
- FAQs
- Sample participant education and communications materials

For more information on any of our products and to receive a password to log into our Sales Support website, call the toll-free Retirement Sales Hotline at **1-888-695-401K**. If you already have a password, go to **www.nylim.com/retirement** and click on "Sales Support for Professionals."

What industry analysts say about us:

"With over 30 years of true benefits consulting history, a premier proprietary system with contemporary technology, serious investment flexibility, and high client-to-service ratios, NYLIM has the culture to meet the large-case needs of top-producing brokers."





Institutional Asset Management

Retail Investments

Retirement Plan Services

Real Estate

Alternative Investments

Guaranteed Products