

401(k)ollaborate

Helping You Expand Your
Retirement Plan Business

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PAYCHEX[®]
Retirement Services

Paychex — Working Beside You

For over 20 years, advisors have partnered with Paychex Retirement Services to help grow their business and guide their clients toward retirement readiness. We work with advisors like you to provide recordkeeping services to clients of all sizes.

**Largest
401(k) Recordkeeper**

in the U.S. With Over 72,000 401(k) Plans¹



#1

**Provider of Defined
Contribution Plans²**

Over **600,000**
Payroll Clients



1
IN EVERY
10
PLANS

Uses **Paychex** for 401(k)

**Partnering with
Financial Advisors**

20+
YEARS



**One of the World's Most
Ethical Companies³**

Your Clients Win, You Win

Paychex is an expert in retirement plan design and administration. Let us help you build your retirement business as a trusted partner by offering the following advantages:



Business Building and Growth

We deliver new client opportunities, share timely information, and support your business development efforts.



Collaboration, Not Competition

We offer a complementary sales relationship. We work on plan design and implementation while you focus on client education and investments.



Local, On-site Plan Expertise

Paychex retirement plan specialists support your efforts on plans of any size, are available locally to help answer client questions, and assure smooth plan conversion.



Flexible Plan Design

Paychex offers traditional and safe harbor plans, in addition to Roth 401(k), age-weighted and new comparability profit sharing, and other options for plans tailored to meet your clients' needs.



Complete Investment Neutrality

As the trusted advisor to your clients, you are the investment expert. We provide the means, administration, and recordkeeping to help deliver a plan that is right for them.



Time-efficient Sales

We reduce your time investment by simplifying the sales process and providing high-quality pre- and post-sale support.



Account Management Tools

An exclusive advisor website delivers real-time plan and participant-specific data that helps you uncover needs and opportunities. Separate online services for participants also reduce demands on your time.



Support for You and Your Clients

Dedicated wholesalers and a highly trained service team are available to help you and your clients at every stage.



Paychex Handles the Details

Comprehensive Bundled Recordkeeping and Third Party Administrative (TPA) Services

Paychex keeps retirement plans running smoothly allowing you to focus on what you do best. We assist with legal documentation, Form 5500 preparation, and other services to help ensure regulatory compliance required by the Department of Labor (DOL) and the IRS. Paychex provides:

Plan Setup	Regulatory Compliance	Ongoing Service
<ul style="list-style-type: none">• Plan document• Adoption agreement• Summary plan description• Plan design assistance<ul style="list-style-type: none">- Safe Harbor- Roth 401(k)- Profit sharing, including new comparability and age-weighted- Automatic enrollment and auto-escalation	<ul style="list-style-type: none">• Form 5500 preparation• Form 8955-SSA processing• Form 945 processing• Form 1099-R processing• Quarterly non-discrimination compliance testing (ADP/ACP, Top-Heavy test)• Required annual notices and disclosures	<ul style="list-style-type: none">• Participant enrollment materials and support• Per-pay-period investing• Loan processing• Distributions• Online management tools• SSAE 16 Type II Reports• Regular plan sponsor support and communications

401(k) Solutions for the Way You Do Business

Flexible 401(k) Solutions, No Strings Attached

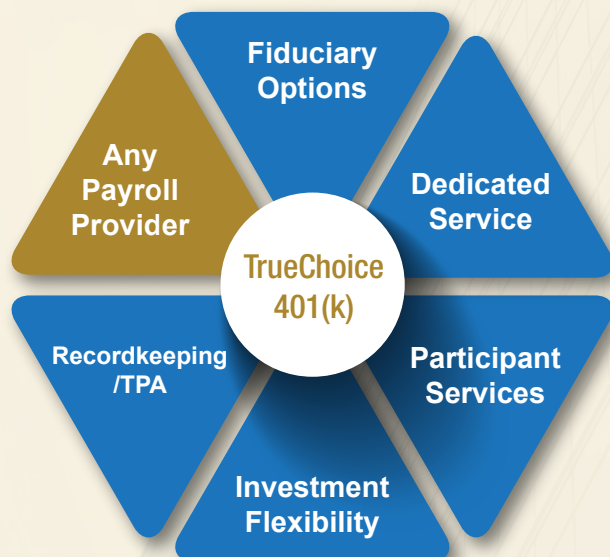
Whether your clients need a new 401(k) plan or want to convert an existing plan, Paychex can help – no matter how many employees or what assets they have, or even what payroll they use.

Every 401(k) plan from Paychex provides:

- **Exceptional service** – Local sales and dedicated U.S.-based support at every step
- **Compliance assistance** – Fee-levelization and transparency promotes fairness for participants
- **Unbiased solutions** – Open architecture with no proprietary investment requirements
- **On-demand plan management** – Proactive reports and online portals for you and your clients

TrueChoice 401(k)

No matter how your clients do their payroll, Paychex has your 401(k) solution, with the ease, choice, and service you and your clients demand.



Combine 401(k) and Payroll for the Next Level of Efficiency

Our bundled retirement solution is streamlined for all businesses, regardless of what payroll service is used. However, clients who also use payroll services from Paychex enjoy another layer of efficiency, thanks to our Paychex Flex® solution.

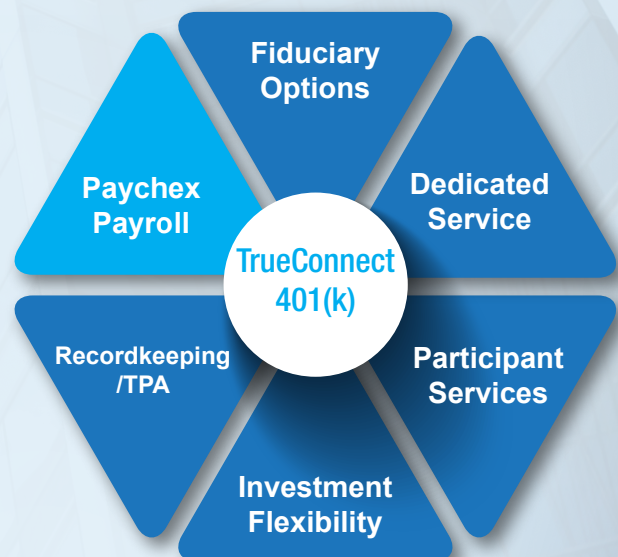


A single employee record within Paychex Flex helps you and your clients:

- Reduce administrative time and cost
- Improve data accuracy and reporting
- Meet certain fiduciary obligations with automatic electronic fund transfer

TrueConnect 401(k)

Clients using Paychex Payroll benefit from increased accuracy and reduced risk with streamlined employee data and automatic transactions.





Investment Flexibility and Control

Paychex provides a wide range of investment choices for every type of company to help you and your clients match objectives. Paychex is not an investment manager and has **no proprietary investment requirements**.

You will enjoy:

- Thousands of options from leading investment companies
- Open architecture or pre-selected investment menus
- Flexibility to add or remove investments at any time
- Multiple advisor payout options

Paychex's robust platform offers a **full, open architecture of investment choices** including **target-date funds (TDFs)**.

The value of the investment options will vary with market conditions and, upon distribution from the retirement plan, may be worth more or less than the original value. A plan of systematic savings does not ensure a profit or prevent a loss in declining markets.

Part of the ERISA 404(c) requirement states that a plan offer participants a broad range of investment alternatives, requiring at least three diversified-investment alternatives, each of which has materially different risk and return characteristics.

For more complete information on investment options, please consult prospectuses and other comparable documents. Investors should carefully consider the investment objectives, risks, charges, and expenses before investing. This, and additional information about investment options, can be found in the prospectuses on each investment company's Website. Please read these documents carefully before investing.

Fiduciary Solutions

Optional Services

Fiduciary responsibility and liability can be a heavy burden when it comes to both investments and administrative duties. We offer choices through third-party providers that can help mitigate the risks for you and your clients if and when you need them.

3(38) Investment Management

The 3(38) fiduciary assumes responsibility for all investment activities. This fiduciary has full discretion to choose, manage, or remove investments within the employee benefit plan.

3(21) Investment Guidance

The 3(21) fiduciary will provide a list of investments appropriate for use in retirement plans from which you and your client can choose.














3(16) Plan Administration

The 3(16) fiduciary is responsible for the day-to-day administration including filing Form 5500, monitoring plan operations, distributing annual notices, and approving distributions and loan requests.



Live Service and Support

Whether you need full-scale plan design advice or just a quick answer, Paychex has the experts to help you and your clients every step of the way.




LESS THAN \$500K IN PLAN ASSETS	Pre-Sale and Onboarding	Ongoing Service and Support
	 Local sales representative provides expert plan design and on-site support  Dedicated onboarding plan coordinator	 Dedicated transition manager for conversion clients for first year  Dedicated service center for live support  24/7 self-service via Web, mobile, and IVR phone support  Regular communications regarding important news, dates, and changes
GREATER THAN \$500K IN PLAN ASSETS	Pre-Sale and Onboarding	Ongoing Service and Support
	<p>For Financial Advisors:</p>  External and internal wholesalers provide proposals, information, and education <p>For Plan Sponsors and Financial Advisors:</p>  Licensed sales professional provides local, onsite sales and enrollment support  Dedicated onboarding plan coordinator	 Dedicated account manager for the advisor and clients for the life of the plan <ul style="list-style-type: none"> • Overall consultative support • Answers to daily questions • Review of annual compliance test results and actions, if needed • Form 5500 review and audit package and support for Schedule H filers  Field support from licensed sales professionals – plan design and review  24/7 self-service via Web, mobile, and IVR phone support  Regular communications regarding important news, dates, and changes

Participant Experience




Paychex provides compelling, informative communications and tools to employees to help drive participation and increase engagement in the plan.



Access. Anytime. Anyplace.

Mobile* 	Online 	Phone 
<ul style="list-style-type: none">• Access account balance• View investment details and performance• Check loan information• Use one-click to call a Paychex Retirement Specialist for questions• Change deferrals and asset allocation	<ul style="list-style-type: none">• Manage investments, deferral amounts, and personal account information• View account performance• Set up loans and view loan information• Use calculators to keep on path to retirement readiness	<ul style="list-style-type: none">• Enjoy toll-free live support• Access toll-free self-service through interactive voice response (IVR) system<ul style="list-style-type: none">-Obtain current investment and loan information-Make contribution amount changes

Retirement Readiness Support

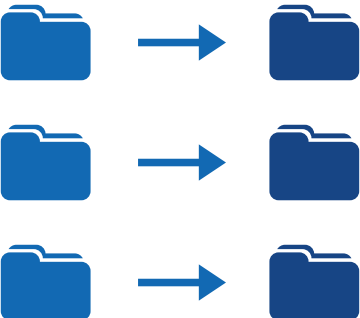
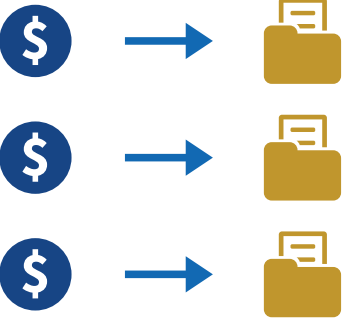
Getting Started 	Ongoing Education 	Staying on Track 
<ul style="list-style-type: none">• Engaging enrollment materials and guidance are available from our knowledgeable account managers.• Enrollment meetings can be conducted live on-site or online via WebEx.	<ul style="list-style-type: none">• Key 401(k) topics and strategies for saving are communicated regularly to participants.	<ul style="list-style-type: none">• Easy-to-read, personalized quarterly statements keep participants up-to-date on their accounts.• Online interactive tools provide calculations and projections of account performance over time.

* The Paychex Flex® app is only available to users with a Paychex Flex account who access paychexflex.com for their online services. Ask your Paychex representative for more information.

Getting Started

Plan sponsors put their trust in an experienced team of onboarding and service professionals and a well-orchestrated process.

> You can help your clients choose from **one of three** options for implementation and asset transfer:

Investment Mapping	Plan Default Investment	Enrollment
<p>This option allows existing deferral amounts, future investment allocations, and plan assets to be mapped into similar or identical investment options with Paychex.</p>	<p>Participant assets and payroll deferrals will be invested into the plan's selected Qualified Default Investment Alternative (QDIA) at their current deferral rate. The QDIA can be a single investment option or a target date series.</p>	<p>Paychex will host an enrollment meeting on-site or via WebEx in which participants can elect new investments for their previous 401(k) account balances and future payroll contributions.</p>
<div><div>Previous Investments & Future Deferrals</div><div>Similar Investments</div><div></div></div>	<div><div>Previous Assets & Future Deferrals</div><div>QDIA</div><div></div></div>	<div><div>Previous Assets & Future Deferrals</div><div>New Enrollment</div><div></div></div>

> Paychex will help coordinate the asset transfer and complete the conversion.

Once complete, participants always have the option to make deferral or investment changes based on their individual needs.



Financial advisors have been working
with Paychex for over 20 years.

To find out more, call us at 855-588-4775.



855-588-4775

paychex.com/advisors