

Target Pro® Portfolios

A personalized retirement income strategy



A personalized retirement income strategy for all employees

Securian Financial's modern approach to managed accounts, which requires no employee engagement, maximizes personalization to manage risk tolerance and helps employees of all ages reach their retirement income goals at a reasonable price.

Key features

- Requires no employee engagement
- Personalized investment allocation with ongoing risk management
- Flexibility for financial professionals to take a fiduciary role to the degree desired¹
- Reasonably priced with no hidden fees

Dynamic retirement income assistance with no employee effort

Typical managed accounts require employees to take action, and many times that doesn't happen. Rather than expect employees to act, Target Pro Portfolios securely leverage employee data already provided to create a personalized investment allocation unique to each individual.

Key data points utilized include age, gender, compensation, retirement asset balance, employee savings rate, employer contributions and location. Employees wanting to provide additional data can do so to further personalize their allocation.

Professional asset allocation and investment selection freedom

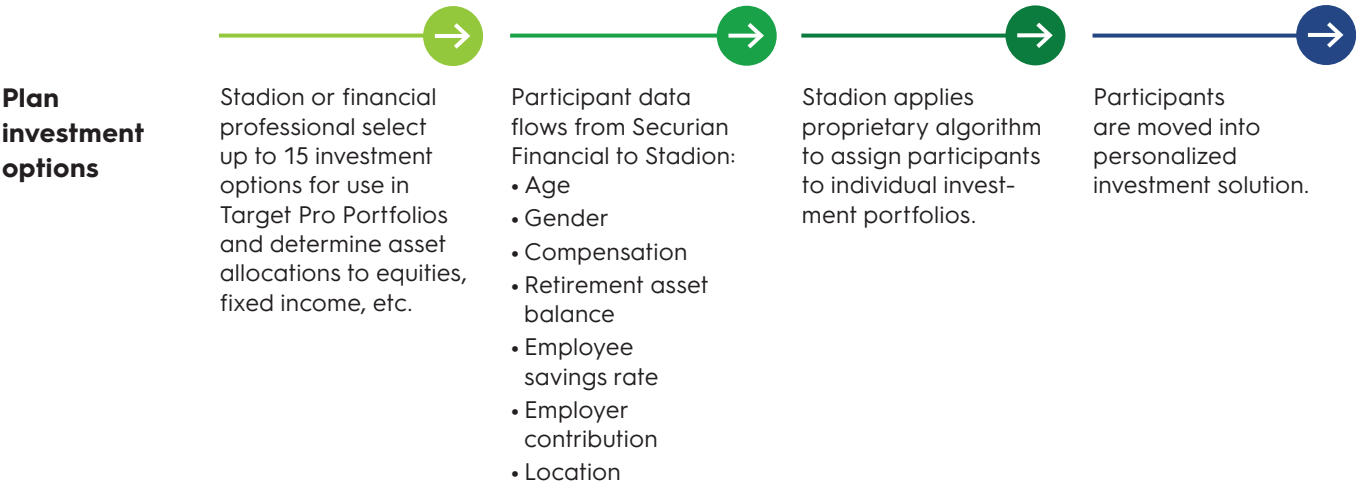
Stadion, an experienced money management firm focused on managed accounts with no affiliation to any investment firms, creates the asset allocation formula for participants utilizing Target Pro Portfolios.² When it comes to populating the allocations, financial professionals have the freedom to choose their preferred degree of involvement. Core investments of the plan can be used or external investment portfolios can be created to help support the use of preferred arrays across multiple clients.



53% of participants want help selecting investments and prefer to leave most investment decisions to experienced professionals

J.P. Morgan 2021 Defined Contribution Plan Participant Survey, July 2021

TARGET PRO PORTFOLIO DEVELOPMENT PROCESS



Supporting retirement income goals while managing risk

Target Pro Portfolios utilize personalization to help drive desired retirement income goals. The portfolios are adjusted to manage risk, react to market fluctuations and rebalance individual allocations as needed. Consideration of multiple personal factors to drive risk management can provide greater alignment to retirement income goals.

Personalized strategies for everyone at a reasonable cost*

Using data already provided instead of building out systems and expecting employees to take action streamlines processes and keeps costs reasonable. Securian Financial integrates all aspects of portfolio management within our record keeping system, resulting in a seamless experience for financial professionals, plan sponsors and participants.

Pricing option 1

Stadion provides a fully-bundled fiduciary solution using core plan investments to create the portfolios.

Parties involved	Pricing
Stadion	20 basis points
Securian Financial	5 basis points
Total managed account fees	25 basis points

Pricing option 2

Stadion and a financial professional¹ take fiduciary roles and utilize core plan investments to create the portfolios.

Parties involved	Pricing
Stadion	10 basis points
Securian Financial	5 basis points
Total managed account fees	15 basis points

*Investment fees apply in addition to those listed above and vary based on funds selected.

Qualified Default Investment Alternative

Target Pro Portfolios make a fiduciary-friendly Qualified Default Investment Alternative (QDIA) since they automatically leverage employee data and create personalized strategies for individuals failing to make an investment election. And the reasonable cost provides assurances to plan fiduciaries that it is a prudent QDIA choice.

Making the case for managed accounts

Industry factors point to the growing need for managed accounts for employees of all ages:



\$2.8 trillion in one factor solutions³



66% of plan sponsors offer a managed account service to their participants, up from 6% in 2005⁴



41% of participants believe their employers have an obligation to help them pick the right plan investments⁵



Learn more

Contact the Securian Financial retirement sales team at **1-877-876-4015** to learn how you can bring this reasonably priced, personalized retirement income strategy to your clients.

1. Not all RIAs allow an advisor to perform this fiduciary activity. Please check with your RIA to learn if this is an allowable role at your organization.

2. Stadion Money Management, LLC ("Stadion") is a registered investment adviser under the Investment Advisers Act of 1940. Registration does not imply a certain level of skill or training. More information about Stadion, including fees, can be found in Stadion's ADV Part 2, which is available free of charge. Past performance is no guarantee of future results. Investments are subject to risk, and any of Stadion's investment strategies may lose money.

3. 2021 PLANSPONSOR target date fund survey, June 14, 2021

4. As of 2019, Alight 2021 Trends & Experience in Defined Contribution Plans

5. J.P. Morgan 2021 Defined Contribution Plan Participant Survey, July 2021

Target Pro® Portfolios are asset allocation services based on generally accepted investment principles, leverage employee data already in the plan and are created and maintained by a plan's Registered Investment Advisor. The assets in the portfolios are held in a group variable annuity contract issued by Minnesota Life Insurance Company as selected by the plan sponsor. The underlying investments of the group variable annuity contract could be held in various investment vehicles. Securian Financial provides the administrative recordkeeping services for the portfolios and charges a fee for this service.

The plan's Registered Investment Advisor and/or Stadion Money Management, LLC ("Stadion"), determine and monitor the investment allocations of the account. Neither the plan's Registered Investment Advisor or Stadion Money Management, LLC, is affiliated with Securian Financial Group, Inc. or Minnesota Life Insurance Company. The managed account allocation investment manager has the discretion to change investments utilized by the portfolios without notice. However, if the plan makes a change to its core investment lineup that also impacts the managed account portfolios, the participant will receive prior notification of the change.

These materials are for informational and educational purposes only and are not designed, or intended, to be applicable to any person's individual circumstances. It should not be considered investment advice, nor does it constitute a recommendation that anyone engage in (or refrain from) a particular course of action. Securian Financial Group, and its subsidiaries, have a financial interest in the sale of its products.

Securian Financial's qualified retirement plan products are offered through a group variable annuity contract issued by Minnesota Life Insurance Company.

Securian Financial is the marketing name for Securian Financial Group, Inc., and its subsidiaries. Minnesota Life Insurance Company is a subsidiary of Securian Financial Group, Inc.

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