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Transamerica is pleased to announce the expansion of our investment platform to include 38 new investment choices, adding to the hundreds of investment choices already available to our retirement plan sponsors.

A new survey from The Transamerica Retirement Center reveals some key steps workers can take to help improve their retirement outlook, and possibly even plan to retire before age 65.

The experts at Oppenheimer Funds provide their review of third quarter S&P 500 stock earnings and their implications for growth in the fourth quarter. Also, Janus reminds us that taking a long-term perspective and staying invested during volatile markets is an investment strategy that has historically proven itself over time.

In an effort to keep you current on the status of fee disclosure regulations regarding service plan providers to plan fiduciaries, we offer an update on section 408(b)(2) of ERISA.



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Sponsor Connect
(866) 498-4557


① INFORMATION

Expanded Investment Choices for Your Retirement Plan

Transamerica has expanded its investment platform giving your plan access to more investment choices in [more investment styles](#) than ever.

[Click here](#) to see a list of new investment choices now available to your plan.

For more information via the Web:

- Login to www.TA-Retirement.com with your user ID and password.
- Click on "Plan Investments" in the left menu.
- Select "Investment Performance."
- New investment choices are noted with a flag icon .
- Click on the investment name to view the quarterly investment fact sheet.
- To easily add or delete investment choices from your plan's line-up, select "Plan Investments", then "Add/Delete Investments."



We appreciate that you have chosen Transamerica for your company's retirement plan, and we are dedicated to continually improving our services and features for you and your participants.

The separate account investment choices offered are exempt from registration with the SEC; therefore, no prospectuses are filed for them. However, certain of the separate account investment choices, other than stable value investment choice(s), invest in mutual funds, which are subject to SEC registration.

Investors should consider the investment objectives, risks, charges and expenses of the fund carefully

before investing. The prospectus for each fund contains this and other important information about that fund. In addition, comprehensive information on all the investment choices is available on the investment fact sheets. Prospectuses for these mutual funds can be ordered directly from the fund company. Please call (866) 498-4557 Monday-Friday 9 a.m. to 8 p.m. Eastern Time. Read each prospectus carefully before investing.

Plan recordkeeping and administration services are provided by Transamerica Retirement Services Corporation ("Transamerica" or "Transamerica Retirement Services"), which is headquartered in Los Angeles, CA. The investment choices are available through a contract issued by Transamerica Financial Life Insurance Company ("TFLIC"), TA-AP-2001-CONT, or Transamerica Life Insurance Company ("TLIC"), TGP-439-194, TGP-416-192/194, TGP-430-192/194, CNT-TALIAC 05-02, or CNT-TLIC 10-05. Transamerica is an affiliate of TFLIC and TLIC. TFLIC is not authorized and does not do business in the following jurisdictions: Guam, Puerto Rico, and the U.S. Virgin Islands. TLIC is not authorized in New York and does not do business in New York. Contract form and number may vary, and these investment choices may not be available in all jurisdictions. Fees and charges may apply. Certain limitations on the number of investment choices for your plan will still apply. For complete information, contact your Transamerica representative. TFLIC and TLIC are affiliates of Diversified Investors Securities Corp. (DISC). Securities are offered by DISC, 440 Mamaroneck Avenue, Harrison, NY 10528.

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INFORMATION

An Action Plan for Early Retirement

A recent survey by the Transamerica Center for Retirement Studies® reveals some encouraging news that you may want to share with your employees.

According to the survey, more than one in five American workers (21%) expect to retire before age 65. It is a heartening statistic, especially given the volatile state of the global economy.



Surprisingly, this group of workers is not comprised of highly paid executives. In fact, nearly half report an annual household income of less than \$100,000 a year. The group does, however, include workers who are highly proactive when it comes to saving and more likely to have a retirement strategy that they monitor on a regular basis.

The group's experiences and attributes can provide valuable guidance for other workers who are on the road to retirement. Hoping to help others duplicate this group's success, researchers at the Transamerica Center for Retirement Studies have developed a set of key steps that every worker can take to improve their retirement outlook.

1. Calculate your retirement savings needs.
2. Develop a retirement strategy and write it down.
3. Get educated about retirement investing. Seek professional assistance if needed.
4. If your employer offers a plan, participate.
5. Consider retirement benefits as part of your total compensation.
6. Take advantage of the Saver's Credit if eligible. Make catch-up contributions if eligible.
7. Have a backup plan in the event you are unable to work before your planned retirement.

To learn more about this informative survey, visit the Transamerica Center for Retirement Studies' website at www.transamericacenter.org.

The Transamerica Center for Retirement Studies® ("The Center") is a non-profit, private foundation. The Center is funded by contributions from Transamerica Life Insurance Company and its affiliates and may receive funds from unaffiliated third-parties. For more information about The Center and the full results of the 12th Annual Transamerica Retirement Survey, please refer to www.transamericacenter.org.

Monthly Market Insight

The experts at Oppenheimer Funds have reviewed the third quarter earnings of the S&P 500 stocks and provided their views on what the numbers tell us about the markets' growth going forward.

According to [Q3 Earnings Signal "Guarded Optimism,"](#) in early November, many of the large-cap companies listed on the S&P 500 Index announced third quarter earnings. To date, more than 72% of the member companies surpassed their earnings estimates.

Oppenheimer states that the surprise earnings numbers are due, in part, to healthier-than-expected consumer spending. Of note, consumers are buying in the consumer durables and apparel; food, beverage, and tobacco; and automobiles and components sectors, which have reported revenues that are 2.6%, 5.5%, and 5.2%, respectively, ahead of estimates.

Oppenheimer reports that excluding the financial companies, when all other S&P 500 members have reported their numbers, third quarter earnings are on pace for 15.2% growth and fourth quarter growth is projected to be 8.8%.* The experts at Oppenheimer believe that in view of these strong third quarter numbers, the 11% S&P rally in October (one of the strongest monthly rallies since 1974), and the lessening risk of recession (excluding Europe), "long-term investors have reasons to feel good even headed into a slower end-of-year financial forecast."

In ["It's All Perspective,"](#) the experts at Janus remind us that although it is easy to focus on short-term volatility, history has shown that many investors who take the long view and stayed invested have been rewarded in the end. They cite the recession of 2001 and its extreme dips in the market. However, when viewing that time period as part of a fifty-plus year history, those extreme dips "look like bumps in the road along the path of long-term growth."

We hope you will share these articles with your employees as part of their retirement and investment education.

*Source of data: Bloomberg, 11/3/11.

Transamerica Retirement Services does not provide investment advice. Oppenheimer Funds and Janus provide investment management services for some of the investment choices offered in Transamerica's retirement plans. Oppenheimer Funds and Janus are not affiliated with Transamerica.



LEGISLATIVE/COMPLIANCE

Update on Service Provider to Plan Fiduciary Fee Disclosure

Transamerica has long held the position that fee disclosure is in the best interests of our clients. We also believe that the U.S. Department of Labor's (DOL) interim final 408(b)(2) regulations regarding the service provider's fee disclosure to the plan fiduciary, present an opportunity for industry parity and will enable us to provide our clients with even more effective fee disclosure tools. As of today, the regulations are scheduled to become effective on April 1, 2012. However, we anticipate that the DOL will release final 408(b)(2) regulations sometime in the next few weeks, potentially impacting the April effective date.



In summary, the regulations state that all defined benefit and defined contribution plans subject to ERISA are included in the 408(b)(2) fee disclosure regulations. On or before the current effective date of April 1, 2012, any "covered service provider" to a plan must provide the plan fiduciary with a disclosure of the fees they are charging, or the revenues they are receiving in connection with the covered plan. In addition, the disclosure must also describe the services the plan is receiving from the covered service provider in return for such fees. For more details about the interim final regulations, please read [this release](#) regarding service provider fee disclosure provided by the Transamerica Center for Retirement Studies.

Under the 408(b)(2) fee disclosure regulations, Transamerica is a covered service provider, and we will provide your plan with the disclosure notice in late March 2012. This notice will consolidate all fees and services related to your plan into one concise document that is designed to be easily understood. When you have received your disclosure notice, if you have any questions, your Transamerica plan representative will be available to provide additional information.

These efforts are part of Transamerica's ongoing and longstanding commitment to helping our clients understand their plan's fees and services. As part of our commitment to compliance with these regulations, we will continue to provide you with any necessary updates about our disclosure action plan as the effective date approaches.



COMPLIANCE CALENDAR

12/2 — Safe Harbor Annual Participant Notice deadline — If your calendar-year, defined contribution plan document includes a safe harbor plan design for the 2012 plan year, provide the required annual safe harbor notice.

12/2 — Qualified Default Investment Alternative (QDIA) Participant Notice deadline — If your calendar-year, defined contribution plan intends to comply with the DOL rules for default investments, provide the required annual QDIA notice.

12/2 — Automatic Enrollment Participant Notice deadline — If your calendar-year, defined contribution plan document includes an Automatic Contribution Arrangement (ACA), Eligible Automatic Contribution Arrangement (EACA) or Qualified Automatic Contribution Arrangement (QACA) for the 2012 plan year, this is the deadline for providing the required annual notice to participants.

12/30 — Required Minimum Distribution (RMD) — For those age 70½ and older participants required to receive an RMD, the RMD check must be issued by no later than 12/30/11.

12/30 — Corrective Distribution deadline — For calendar-year plans that failed 2010 ADP and/or ACP tests.*

* If the plan fails the ADP and/or ACP tests, the correction can be made by distributing excess contributions. If a correction is made within 2 1/2 months after the end of the plan year (on or before 3/15 for a calendar year plan), the employer avoids paying a 10% excise tax to the IRS on the amount of the correction. If the corrective distributions are made more than 2 1/2 months after the end of the plan year, the employer is responsible to pay the 10% excise tax on the corrective distributions.



FEEDBACK

We always welcome your feedback and suggestions. Please send your comments to sponsorconnect@transamerica.com.