### INVESTMENT INSIGHTS

# Stable Value Option for 403(b) and 457(b)

BROUGHT TO YOU BY NEW YORK LIFE STABLE VALUE INVESTMENTS

A New York Life stable value solution is an option that may be offered in 403(b) and 457(b) plans; it is best suited to participants who are seeking stable returns and safety of principal.

#### For 403(b) and 457(b) Retirement Plans

The plan sponsors of tax-exempt, not-for-profit organizations need the help of specialists who can guide them in the decision making on all aspects of their plan. According to LIMRA's Secure Retirement Institute, there are nearly 25.7 million participants with close to \$2.23 trillion in assets within the not-for profit retirement market as of March 31, 2022.<sup>1</sup>

Retirement readiness should be equally important across all retirement plan participants and promoted by plan sponsors, regardless of the type of plan offered. Whether it be choosing and coordinating multiple vendors, increasing participation rates, or implementing plan success metrics — plan sponsors need expert advisement.

#### Commitment

New York Life Stable Value Investments is dedicated to serving the unique needs of:

- Tax-exempt
- · Not-for-profit institutions within education and healthcare
- · State and local governments

Our team can provide distribution channel expertise through established partnerships with specialized intermediaries also serving this market. Since New York Life does not provide recordkeeping services for retirement plans (i.e., full-service solutions), we do not compete with our partners; this is unique and a testament to our focus and commitment to providing stable value solutions to this market.

#### **Expertise**

Our Stable Value Investments team is made up of experienced specialists who can provide assistance with sales, service, thought leadership and product management. As an experienced market leader, New York Life is a leading provider of stable value products for over 40 years and has more than \$35 billion of stable value assets under management.<sup>2</sup>

#### New York Life Guaranteed Interest Account (GIA)

GIA is structured as a general account stable value option. The 403(b) segment makes up 30% of the assets under management within GIA.<sup>2</sup> This segment has experienced consistent growth over the last ten years. Since 2016, the assets from 403(b) and 457(b) investments in GIA have grown by close to 150%.<sup>2</sup>

GIA resets its crediting rate twice a year – July 1 and January 1. During the six-month period following a rate reset, interest earned by participants will not change and cannot fall below the minimum rate for that period. The minimum rate is subject to change every six months but will always be set in a range between 1.00% and 3.00%. Full liquidity is available for participant-initiated transactions such as deposits, withdrawals and transfers to other investment options.



#### New York Life Offers Meaningful Guarantees

- Principal balances and accumulated interest are guaranteed by New York Life Insurance Company.
- Highest ratings for financial strength currently awarded to any U.S. life insurer from the four major ratings agencies.

A++	AAA	Aaa	AA+	
SUPERIOR	EXCEPTIONALLY STRONG	EXCEPTIONAL	VERY STRONG	
A.M. BEST	FITCH	MOODY'S	STANDARD & POOR'S	

Source: Individual third-party ratings reports as of November 17, 2023.

#### Crediting Rate for New Clients

	Period	Crediting Rate (Gross)	Crediting Rate (Net)				
			0.10%	0.25%	0.35%	0.50%	0.75%
	2024 1/1 - 6/30	5.35%	5.25%	5.10%*	5.00%*	4.85%**	4.60%**

Note:

The financial strength of New York Life Insurance Company applies only to its insurance products and not to investment products which are subject to market risk and fluctuation in value.

\*This share class is available upon request and requires New York Life approval.

\*\*This share class is not currently available to new clients.

## Contact your New York Life representative for more information about evaluation tools that can help your knowledge base and prepare for your clients' capital preservation reviews.



Glenn Macdonald, CFP<sup>®</sup> HEAD OF STABLE VALUE INVESTMENT ONLY EAST glenn macdonald@newyorklife.com

glenn\_macdonald@newyorklife.com 617.771.2549



Debbie Vince WEST deborah\_vince@newyorklife.com 562.533.3013



Fred Spreen MIDWEST frederick\_spreen@newyorklife.com 732.614.7847



Edward Kaminski, CIMA® BUSINESS CONSULTANT edward\_kaminski@newyorklife.com 201.685.6378



Kimberly Robinson RELATIONSHIP MANAGER kimberly m robinson@newyorklife.com 617-416-5306



Brian Sullivan KEY ACCOUNTS & RELATIONSHIP MANAGEMENT brian\_j\_sullivan@newyorklife.com 617.610.5757



Rosanne Dolan, RPA MARKETING rosanne\_m\_dolan@newyorklife.com 201.685.6199

1. LIMRA Secure Retirement Institute. Not-For-Profit Retirement Market (2022, 1st Quarter)

2. As of December 31, 2023.

The New York Life Guaranteed Interest Account (GIA) is a group annuity product issued by the New York Life Insurance Company, New York, NY. Guarantees are based on the claims paying ability of New York Life Insurance Company.

This material is being provided for informational purposes only, and was not prepared, and is not intended, to address the needs, circumstances and objectives of any specific employer, plan sponsor, plan participant, individual or groups of individuals. New York Life and its affiliates are not making a recommendation that any of your particular clients purchase any specific products.

Stable Value Investments is a division of New York Life Insurance Company, New York, New York.



Stable Value Investments New York Life Insurance Company 30 Hudson Street, Jersey City, NJ 07302 stablevalueinvestments.com