

Choose Wisely

Some 401(k) plan providers do it better than others BY JOHN SULLIVAN

“DURING THE PAST two decades, 401(k) plans have become a popular workplace benefit, valued for their role in providing employees a means to set aside a portion of their compensation on a tax-favored basis. Indeed, 401(k) plans have become the most common defined-contribution (DC) plan, holding \$2.8 trillion in assets at year-end 2009.”—*Investment Company Institute, “The Economics of Providing 401(k) Plans: Services, Fees, and Expenses, 2009”*

All well and good, but with fund products that didn’t deliver, high fees, new regulation and global market vola-

tility, the fund industry is facing headwinds as we head for 2011. And let’s not forget their involvement in, and response to, the problem of ensuring stable and consistent income in retirement. Some are addressing all these problems more effectively than others, and advisors and plan participants are voting with their wallets. Which companies are getting it right? We take a look at some of the top plans by assets. A few might surprise you. **IA**

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INVESTMENT ADVISOR’S 401(K) PARTNERS IN RETIREMENT

TOP 10 401(K) PLAN PROVIDERS, BY ASSETS

COMPANY	TOTAL 401(K) PLAN ASSETS (\$ BILLIONS) ¹	TOTAL 401(K) PLANS SERVICED ¹	YEARS IN 401(K) PLAN BUSINESS ¹	TOLL FREE	WEBSITE
VANGUARD	\$337.0	3,118	28	800-523-1036	www.vanguard.com
ING ¹	\$199.8	24,927	30	800-584-6001	www.ingretirementplans.com
J.P. MORGAN RETIREMENT PLAN SERVICES	\$94.6	774	21	800-988-9084	www.jpmorgan.com/retirement
T. ROWE PRICE GROUP	\$91.1	3,153	27	800-638-7890	www.troweprice.com
PRUDENTIAL RETIREMENT	\$79.4	3,347	32	800-353-2847	www.prudential.com
CHARLES SCHWAB ¹	\$71.4	965	27	877-456-0777	www.scrs.schwab.com
PRINCIPAL FINANCIAL GROUP ¹	\$68.7	26,263	45	800-543-4015	www.principal.com
GREAT-WEST RETIREMENT SERVICES ¹	\$59.6	17,736	25	800-537-2033	www.gwrs.com
MASSMUTUAL FINANCIAL GROUP	\$32.9	6,073	NA	866-444-2601	www.massmutual.com/retire
NEW YORK LIFE RETIREMENT PLAN SERVICES ¹	\$25.3	329	29	800-695-8744	www.nylim.com

¹All data is as of July 31, 2010, unless otherwise indicated, and was supplied by the companies themselves. *Investment Advisor* has not independently confirmed the data.

²As of June 30, 2010.

INVESTMENT ADVISOR'S 401(K) PARTNERS IN RETIREMENT

TOP 10 403(B) PLAN PROVIDERS, BY ASSETS

COMPANY	TOTAL 403(B) PLAN ASSETS (\$ BILLIONS) ¹	TOTAL 403(B) PLANS SERVICED ¹	YEARS IN 403(B) PLAN BUSINESS ¹	TOLL FREE	WEBSITE
MARSHALL & ILSLEY TRUST COMPANY N.A.	\$62.1	5	8	866-418-9339	www.mitrust.com
ING ¹	\$28.1	21,388	43	800-584-6001	www.ingretirementplans.com
VANGUARD	\$23.6	163	31	800-523-1036	www.vanguard.com
GREAT-WEST RETIREMENT SERVICES ¹	\$12.6	3,407	48	800-537-2033	www.gwrs.com
PRUDENTIAL RETIREMENT	\$8.5	1,229	47	800-353-2847	www.prudential.com
PRINCIPAL FINANCIAL GROUP ¹	\$5.5	1,395	50	800-543-4015	www.principal.com
OPPENHEIMERFUNDS	\$4.7	NA	10	800-734-5222	www.oppenheimerfunds.com
SECURITY BENEFIT	\$3.2	7,073	36	800-888-2461	www.securitybenefit.com
T. ROWE PRICE GROUP	\$1.6	37	27	800-638-7890	www.troweprice.com
PLANMEMBER SECURITIES	\$1.2	42,144	28	800-874-6910	www.joinplanmember.com

TOP 10 457 PLAN PROVIDERS, BY ASSETS

COMPANY	TOTAL 457 PLAN ASSETS (\$ BILLIONS) ¹	TOTAL 457 PLANS SERVICED ¹	YEARS IN 457 PLAN BUSINESS ¹	TOLL FREE	WEBSITE
GREAT-WEST RETIREMENT SERVICES ¹	\$41.2	1,111	34	800-537-2033	www.gwrs.com
ING ¹	\$39.4	5,615	38	800-584-6001	www.ingretirementplans.com
PRUDENTIAL RETIREMENT	\$9.0	301	32	800-353-2847	www.prudential.com
MARSHALL & ILSLEY TRUST COMPANY N.A.	\$8.6	2	17	866-418-9339	www.mitrust.com
VANGUARD	\$6.0	119	15	800-523-1036	www.vanguard.com
T. ROWE PRICE GROUP	\$4.8	41	27	800-638-7890	www.troweprice.com
OPPENHEIMERFUNDS	\$0.91	NA	10	800-734-5222	www.oppenheimerfunds.com
PRINCIPAL FINANCIAL GROUP ¹	\$0.80	246	20	800-543-4015	www.principal.com
TD AMERITADE TRUST COMPANY	\$0.52	252	16	877-270-6892	www.tdacorporateservices.com
SECURITY BENEFIT	\$0.50	1,554	36	800-888-2461	www.securitybenefit.com

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INVESTMENT ADVISOR'S 401(K) PARTNERS IN RETIREMENT

TOP 10 DEFINED-BENEFIT PLAN PROVIDERS, BY ASSETS

COMPANY	TOTAL DEFINED BENEFITS ASSETS (\$ BILLIONS) ¹	TOTAL DEFINED BENEFITS PLANS SERVICED ¹	YEARS IN DEFINED BENEFIT BUSINESS ¹	TOLL FREE	WEBSITE
VANGUARD	\$23.4	515	12	800-523-1036	www.vanguard.com
PRUDENTIAL RETIREMENT	\$15.8	1,136	86	800-353-2847	www.prudential.com
MARSHALL & ILSLEY TRUST COMPANY N.A.	\$14.3	160	52	866-418-9339	www.mitrust.com
PRINCIPAL FINANCIAL GROUP ¹	\$11.2	2,673	65	800-543-4015	www.principal.com
MASSMUTUAL FINANCIAL GROUP	\$5.0	154	NA	866-444-2601	www.massmutual.com\retire
NEW YORK LIFE RETIREMENT PLAN SERVICES ¹	\$4.0	129	41	800-695-8744	www.nylim.com
J.P. MORGAN RETIREMENT PLAN SERVICES	\$2.7	21	20	800-988-9084	www.jpmorgan.com/retirement
CHARLES SCHWAB ¹	\$2.3	116	27	877-456-0777	www.scrs.schwab.com
GREAT-WEST RETIREMENT SERVICES ¹	\$0.70	95	22	800-537-2033	www.gwrs.com
PUTNAM INVESTMENTS ¹	\$0.39	28	27	800-719-9914	www.putnam.com

TOP 10 FULL SERVICE PLAN PROVIDERS, BY ASSETS

COMPANY	TOTAL FULL SERVICE ASSETS (\$ BILLIONS) ¹	TOTAL FULL SERVICE PLANS SERVICED ¹	YEARS IN FULL SERVICE BUSINESS ¹	TOLL FREE	WEBSITE
VANGUARD	\$247.6	2,613	28	800-523-1036	www.vanguard.com
PRUDENTIAL RETIREMENT	\$119.3	6,229	47	800-353-2847	www.prudential.com
T. ROWE PRICE GROUP	\$101.5	3,574	27	800-638-7890	www.troweprice.com
PRINCIPAL FINANCIAL GROUP ¹	\$100.4	40,121	65	800-543-4015	www.principal.com
J.P. MORGAN RETIREMENT PLAN SERVICES	\$95.1	846	21	800-988-9084	www.jpmorgan.com/retirement
CHARLES SCHWAB ¹	\$80.3	1,286	27	877-456-0777	www.scrs.schwab.com
ING ¹	\$65.4	42,737	43	800-584-6001	www.ingretirementplans.com
GREAT-WEST RETIREMENT SERVICES ¹	\$59.1	12,754	NA	800-537-2033	www.gwrs.com
MASSMUTUAL FINANCIAL GROUP	\$36.9	6,523	NA	866-444-2601	www.massmutual.com\retire
NEW YORK LIFE RETIREMENT PLAN SERVICES ¹	\$29.8	574	41	800-695-8744	www.nylim.com

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INVESTMENT ADVISOR'S 401(K) PARTNERS IN RETIREMENT

TOP 10 INVESTMENT ONLY-PLAN PROVIDERS, BY ASSETS

COMPANY	TOTAL INVEST. ONLY PLAN ASSETS (\$ BILLIONS) ¹	TOTAL INVEST. ONLY PLANS SERVICED ¹	YEARS IN INVEST. ONLY BUSINESS ¹	TOLL FREE	WEBSITE
VANGUARD	\$590.5	5,471	35	800-523-1036	www.vanguard.com
T. ROWE PRICE GROUP	\$62.9	172	27	800-638-7890	www.troweprice.com
BNY MELLON ASSET MANAGEMENT ²	\$58.5	NA	NA	NA	www.bnymellon.com
J.P. MORGAN RETIREMENT PLAN SERVICES	\$28.5	0	21	800-988-9084	www.jpmorgan.com/retirement
ING ¹	\$21.3	132	35	800-584-6001	www.ingretirementplans.com
PRINCIPAL FINANCIAL GROUP ¹	\$13.7	201	NA	800-543-4015	www.principal.com
PRUDENTIAL RETIREMENT	\$10.5	295	86	800-353-2847	www.prudential.com
PUTNAM INVESTMENTS ¹	\$9.1	NA	32	800-719-9914	www.putnam.com
OPPENHEIMERFUNDS	\$8.5	NA	25	800-734-5222	www.oppenheimerfunds.com
CALVERT INVESTMENTS	\$4.2	NA	29	800-327-2109	www.calvert.com

TOP 5 RECORDKEEPING-ONLY PROVIDERS, BY ASSETS

COMPANY	TOTAL RECORD-KEEPING ONLY ASSETS (\$ BILLIONS) ¹	TOTAL RECORD-KEEPING ONLY PLANS SERVICED ¹	YEARS IN RECORD-KEEPING ONLY BUSINESS ¹	TOLL FREE	WEBSITE
ING ¹	\$180.6	9,061	NA	800-584-6001	www.ingretirementplans.com
GREAT-WEST RETIREMENT SERVICES ¹	\$66.5	11,225	NA	800-537-2033	www.gwrs.com
J.P. MORGAN RETIREMENT PLAN SERVICES	\$16.5	15	21	800-988-9084	www.jpmorgan.com/retirement
PRUDENTIAL RETIREMENT	\$10.8	387	NA	800-353-2847	www.prudential.com
THE NEWPORT GROUP	\$7.3	1,477	26	407-333-2905	www.newportgroup.com

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