

It's time to talk to Courier.



RETIREMENT PLAN SERVICES

COURIER
CAPITAL
CORPORATION
INVESTMENT COUNSEL



Talk to Courier
about your company's
retirement plan.

For more than four decades, [Courier Capital Corporation](#) has provided independent investment advice and financial counsel to a diverse client base, including companies large and small, in Western New York, across the country and around the world.

IF YOU HAVE BEEN QUESTIONING IF YOUR RETIREMENT PLAN IS WORKING FOR YOU AND YOUR EMPLOYEES, IT'S TIME TO TALK TO COURIER.

Whether it is a start up or an existing 401(k) plan, Courier Capital has the experience, resources, and technology to tailor a program specific to the needs and objectives of your company.

Founded in 1967, Courier Capital Corporation is a Registered Investment Advisor with more than \$1.5 billion under management. Today, Courier services a broad base of clients and corporate investment pools including pension and 401(k) plans, charitable endowments and foundations, and high net worth individuals, in the U.S. and abroad.

Courier also possesses the ability to offer clients a broad range of products to address the needs of a particular business or employee group. By providing more choices, our clients realize a higher level of employee satisfaction, reduced liability and most important cost savings in plan administration fees.

As a valued client, you are serviced by a team of highly experienced employee benefit professionals, along with partners with an average of 25 years of experience in the financial services and employee benefit fields.

There's no better time than now to talk to Courier about your company's retirement plan.



Let's talk about your retirement plan.

For companies large and small, in any type of industry, offering a retirement plan is a significant undertaking. It shows your regard for your employees and your concern about their futures. Even if you don't match contributions, your commitment of time, effort and resources to manage a plan is a valuable employee benefit. As such, your retirement plan is also a great employee recruitment and retention tool.

YOUR RETIREMENT PLAN AND THE INVESTMENT ADVISOR WHO HELPS MANAGE IT SHOULD WORK AS HARD AS YOU AND YOUR EMPLOYEES DO. YOU CAN COUNT ON COURIER CAPITAL FOR THAT.

Courier Capital will take the time to understand your company and your specific goals. Then we will create a custom solution that fits your unique needs. Everything we do centers on your company. From the highest levels of service and independent investment advice, to shared fiduciary responsibility, Courier Capital will always put the interests of your company first.

It's time to talk to Courier when...

There are conflicts of interest in your investment program

Courier Capital does not receive compensation from any fund or family of funds, so you can be assured our investment choices are driven by what is best for you and your employees. We do not manage proprietary mutual funds and we do not receive compensation from mutual fund companies.

You are not working with a Registered Investment Advisor

By sharing fiduciary responsibility, we give you more protection. Rest assured, Courier Capital is a Registered Investment Advisor. That means we are a co-fiduciary with the trustees of the plan and we are legally required to put the client's needs first. Brokers and other investment managers who are not Registered Investment Advisors do not act as co-fiduciaries, therefore, they are only held to suitability standards and are typically paid a commission on product sales.

Your retirement plan is too complex

Our investment programs for retirement plans are designed to be diversified, not complicated. We do not offer an overload of investment choices that can be confusing or frustrating for participants. We create model portfolios with access to some of the top-performing fund managers available, and share these models with you based on your needs. The models can typically run from a conservative portfolio structure to an aggressive model portfolio. We do what's right for your company and its people... it is that simple.

You are not getting the answers you need

Courier Capital provides regular enrollment and education meetings and materials for you and your employees. We'll help you implement and manage the program, and promote the benefits of employee participation. We have a wide array of enrollment materials designed to educate and create enthusiasm among employees. We can also assist new, retiring and departing employees with distribution education, counseling, and rollover services.

Your plan expenses are not disclosed and controlled

Too often, the true expenses of a retirement plan and its investments are not fully understood by employees. Courier Capital is committed to full disclosure of all plan fees, and we do not receive any revenues from mutual fund companies.

Your investment manager is not monitoring the performance of investments

Courier Capital's investment process is designed to screen for the best performing fund managers in their respective asset classes. It is also a tool we use to monitor and evaluate the fund managers against their respective benchmarks. Under ERISA, investment performance should be reviewed against standard market indices at least annually, preferably quarterly. We will provide you with a quarterly review of all your plan's investment options versus their benchmarks.

If you have any of these concerns, then it's time to talk to Courier. Call us today.

Talk about lower costs.

Let the professionals at Courier Capital look at your current plan and estimate the true cost and fees you are actually paying. In many cases, our analysis uncovers fees that are difficult to find. Exact costs are difficult to determine because of a combination of factors. Above average management fees combined with the costs associated with mutual funds – not fully disclosed in their expense ratios – can erode the value of the total plan as well as the value of an individual’s savings.

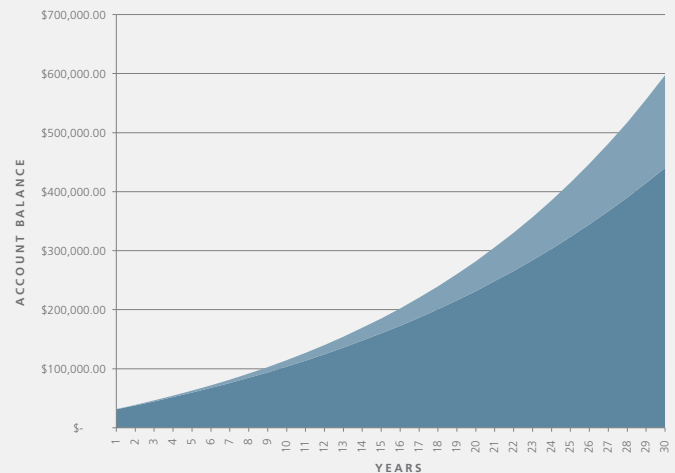
PUTTING COST INTO PERSPECTIVE

Several studies have shown that the average 401(k) plan costs over 3.00% annually when considering all fees, both disclosed and undisclosed. As a Registered Investment Advisor, Courier Capital’s obligation and duty is to ensure that plan costs are held within reason.

On many occasions we have been able to demonstrate to plan sponsors how to save as much as 50% on the annual expenses of operating a plan. The chart below illustrates the results for a hypothetical 401(k) participant with 25 years to retirement starting with a \$25,000 balance under two different plan expense scenarios of 1.5% and 3.0% in total costs. The example assumes \$5,000 in annual contributions and an annual return of 8.0%. An individual in the high cost plan would end up with over \$150,000 less than the individual in the low expense plan simply due to the higher cost structure.

HYPOTHETICAL 401(K) PLAN

- Low Expense 401(k) plan
- High Expense 401(k) Plan



YOU CAN LEARN MORE ABOUT OUR TEAM OF PROFESSIONALS BY VISITING OUR WEB SITE AT www.couriercapital.com

There's no better time than now to talk to Courier.

The sooner you talk to Courier Capital Corporation, the sooner you can start enjoying the benefits of our experience and expertise for your retirement plan.

One of our expert advisors will talk with you at no cost or obligation about how Courier Capital can help you and your employees. Please contact us at the office nearest you to arrange an appointment or for more information, visit couriercapital.com.

BENEFITS OF WORKING WITH COURIER CAPITAL CORPORATION INCLUDE:

- Optimize Performance
- Reduce Risk
- Lower Plan Expenses
- Improve Employee Satisfaction



www.couriercapital.com

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