



# smart

SAVE MONEY AND RETIRE TOMORROW

[PARTICIPATE](#)

## Plan Overview

Massachusetts Deferred Compensation SMART Plan



Office of the State Treasurer  
and Receiver General

save for the future

**Congratulations!** You are eligible to join the Massachusetts Deferred Compensation SMART Plan. This supplemental retirement savings program offers a convenient way to **Save Money And Retire Tomorrow.**

This booklet includes specific information about the SMART Plan, as well as general information about the benefits of saving through the SMART Plan.

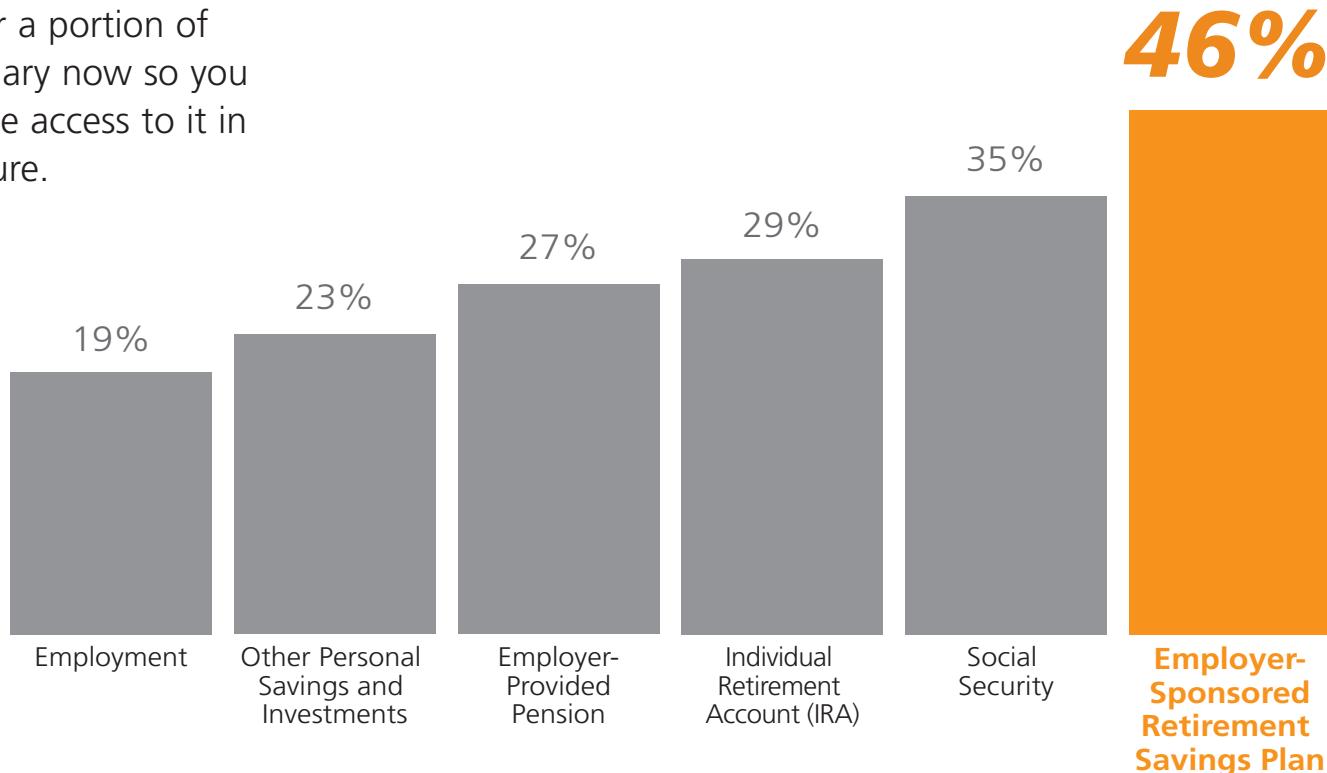
# now

Pension benefits and Social Security may help cover some of your expenses in retirement.

Participating in the SMART Plan allows you to defer a portion of your salary now so you will have access to it in the future.

## Where will your retirement income come from?

### Sources of Income During Retirement



Source: Employee Benefit Research Institute, The 2016 Retirement Confidence Survey: April 2016

# How does the SMART Plan work?

The SMART Plan is a retirement savings program authorized under section 457 of the Internal Revenue Code (IRC). Section 457 programs, commonly called 457 deferred compensation programs, allow eligible employees to save and invest before-tax and after-tax dollars through salary deferrals.

1. You decide, within IRC limits, how much of your income you want to defer.
2. You decide whether to contribute on a before- or after-tax (Roth) basis.
3. Your contributions will be invested, per your instructions, in the investment options offered under the SMART Plan.
4. Saving through the SMART Plan on a pre-tax basis may reduce your federal income tax responsibility.

Remember: Distributions from a before-tax SMART Plan account will be taxed as ordinary income in the year the money is distributed. Distributions of any earnings from an after-tax SMART Plan account will be taxed as ordinary income if you have not contributed to a Roth account for more than five tax years. Account values fluctuate with market conditions, and when surrendered, the principal value may be worth more or less than the original amount invested.

## Fees

An annual administrative fee of 0.08% of your account balance will be charged on a monthly basis. For example, if you have a \$10,000 account balance, the annual administrative fee would be \$.8.

In addition to the administrative fee, each of your investment options has an investment management fee. Fees vary by option and are disclosed in the Fund Performance document and Fund Fact Sheets. You can review these documents on the website at [www.mass-smart.com](http://www.mass-smart.com) > *Invest* or obtain copies by calling the SMART Plan Service Center at **(877) 457-1900**.<sup>1</sup>

## The Before-Tax Advantage

Tax deferral is beneficial in three ways:

1. It lowers your current taxable income, because you postpone paying taxes on contributions made to the SMART Plan.
2. It allows more of your money to work for you. This includes money that you ordinarily would have paid in federal income taxes. Tax-deferred compounding occurs when any earnings on your account are reinvested and given the chance to earn more money.
3. The contributions and any earnings that accumulate over the years are not taxed until you receive them. That's usually during retirement, when you may be in a lower tax bracket.

To illustrate how before-tax contributions affect your paycheck, let's assume you earn \$30,000 in taxable income annually and you want to defer 8% (approximately \$93) from each paycheck to the SMART Plan. You're paid every other week—26 times a year.

	Paycheck Before Joining the Plan	Paycheck After Joining the Plan
Income After Adjustments	\$1,154	\$1,154
SMART Plan Contribution (8%)	\$0	\$93
Net Taxable Income	\$1,154	\$1,061
Federal Income Tax (15%)	\$173	\$159
Take-Home Pay	\$981	\$902

FOR ILLUSTRATIVE PURPOSES ONLY. This hypothetical illustration assumes a participant earning \$1,154 per paycheck in regular pay who contributes 8% per paycheck in the SMART Plan. It also assumes 15% federal and state income tax withholding but does not account for local income tax withholding or Medicare, Social Security or other taxes.

## The Roth Advantage

The Roth option reduces your take-home pay dollar for dollar and offers the following benefits:

1. It essentially “locks in” today’s tax rates on all contributions.
2. For those who expect to be in a higher tax bracket when they retire, the Roth option allows you to pay taxes on your contributions when they are contributed (presumably at a lower tax rate than you would expect to pay at retirement).

When it comes  
to saving for  
retirement,  
put time on  
your side.

<sup>1</sup> Transfer requests received on business days prior to close of the New York Stock Exchange (4 p.m. Eastern time or earlier on some holidays or other special circumstances) will be initiated at the close of business the same day the request was received. The actual effective date of your transaction may vary depending on the investment option selected.



# Traditional 457 vs. Roth 457 contributions

**You may be asking yourself, "How do I know which option is the best choice for me?"** It's a good question.

As you start deciding which is the best option for you, you might want to consult with a financial planner, attorney and/or tax advisor to help evaluate your particular situation. Take time to truly analyze your current financial situation, spending habits and long-term retirement aspirations.

Remember, the SMART Plan gives you the flexibility to designate all or a portion of your 457 elective deferrals as traditional before-tax contributions or Roth after-tax contributions.

**Here are some key differences between traditional 457 and Roth 457 accounts.**

## Traditional 457

- Contributions are made with before-tax dollars.
- Contributions are taxed when distributed.
- Any potential earnings on your contributions are taxed when distributed.
- You have more take-home pay in your paycheck.

## Roth 457

- Contributions are made with after-tax dollars.
- All qualified distributions are entirely free of income taxes and penalties.
- Any Roth money, including contributions and potential earnings, will grow tax-free in your account.
- Your take-home pay in your paycheck is reduced.

Regardless of which contribution option you select, you should always contribute as much as you can and participate no matter what. You're saving for your retirement, your future — and that's a good thing.

**If you are not yet participating in the SMART Plan, you can make your contribution election using the Participant Enrollment Form on the website or by calling the SMART Plan Service Center at (877) 457-1900.**

**If you're a current SMART Plan participant, you can change your contributions by logging in to your account at [www.mass-smart.com](http://www.mass-smart.com). Click the Transactions tile and select Change Paycheck Contribution. You can also contact the SMART Plan Service Center at (877) 457-1900.**

# The cost of waiting

Waiting to start saving and investing in the SMART Plan could cost you more than you think. The sooner you start to save and invest, the more time you are giving your investments to potentially grow. So it's important to get started now—no matter how old you are.

Here are two hypothetical employees who both began working at age 25.



**Anne**  
Benefits  
Coordinator

If Anne had the opportunity to keep contributing to the SMART Plan until age 65, her End of Year Balance could be **\$199,149.**

- Began contributing to the SMART Plan at age 25
- Contributes \$100/month for the next 15 years
- At age 40 has to stop contributions to the SMART Plan in order to fulfill other obligations

**Total Contributions: \$18,000**



**John**  
Systems  
Analyst

- Quickly spends his earnings
- Doesn't really save any money
- Waits until after he gets married at age 35 to begin contributing \$100/month to the SMART Plan for the next 30 years

**Total Contributions: \$36,000**

Here is a hypothetical illustration assuming a 6% annual rate of return.  
Who could have more money at age 65?

Age	Monthly Contribution	End of Year Balance
25	\$100	\$1,234
30	\$100	\$6,977
35	\$100	\$16,388
40	\$0	\$29,082
45	\$0	\$39,227
50	\$0	\$52,912
55	\$0	\$71,370
60	\$0	\$96,267
65	\$0	<b>\$129,850</b>

Monthly Contribution	End of Year Balance
\$0	\$0
\$0	\$0
\$100	\$1,234
\$100	\$6,977
\$100	\$16,388
\$100	\$29,082
\$100	\$46,204
\$100	\$69,299
<b>\$0</b>	<b>\$100,452</b>

FOR ILLUSTRATIVE PURPOSES ONLY. This hypothetical illustration does not represent the performance of any investment options. It assumes a \$30,000 annual salary, 6% annual rate of return and reinvestment of earnings, with no withdrawals. Rates of return may vary. The illustration does not reflect any charges, expenses or fees that may be associated with the SMART Plan. The tax-deferred accumulations shown above would be reduced if these fees were deducted.

## Compounding Growth

When you invest money in the SMART Plan, your money can potentially grow from investment gains or dividends.

Any money gained through growth and earnings is then put back into your account, or “reinvested.” So the total amount includes the new gains, which are added to the original amount you invested. This process of building on each year’s gains continues year after year. It’s known as compounding. Anne’s longer timeline means she is potentially better able to take advantage of compounding growth.

# Benefits to the SMART Plan

## Contributing Made Easier

Your contributions to the SMART Plan are conveniently deducted from your paycheck.

## Multiple Investment Options

Choose from a variety of diversified, professionally managed investment options with competitive fees.

## Flexibility

Change both the amount you are contributing (within IRS limits) and the way you are investing your contributions.

## Portability

The SMART Plan is portable, meaning benefits accumulated from a previous employer's plan and/or a traditional IRA may be rolled into the SMART Plan. Conversely, if you change jobs you can roll over your SMART Plan benefits into another eligible retirement plan or tax-qualified plan, such as an IRA. You may also leave your benefits in the SMART Plan, where they can continue to accumulate potential earnings tax-deferred.

## Keep in mind:

Amounts rolled into the SMART Plan from other non-457(b) plans will remain subject to the IRS 10% premature distribution tax penalty for distributions taken prior to age 59½, unless an exception applies.

If you roll over your SMART Plan benefits into a plan type other than a 457(b) deferred compensation plan, those benefits will also be subject to the IRS 10% premature distribution penalty tax (unless an exception applies) if any distributions are taken from that new plan prior to age 59½.

## Professional Oversight

An independent investment consultant advises the Treasurer and their staff in the development and implementation of the Plan's investment policy and structure. It also assists in the selection and evaluation of the Plan administrator and investment managers.

## SMARTPath Retirement Funds

If you do not make an election for investing your retirement account when you enroll in the SMART Plan, your contributions will be invested in the Plan's default investment option, the SMARTPath Retirement Funds. Please see the chart below to determine which SMARTPath Retirement Fund you will be defaulted into. You can find detailed information regarding the default option in which you are enrolled, as well as performance information, prospectuses and the disclosure documents, by visiting [www.mass-smart.com](http://www.mass-smart.com).

Generally, the further you are from your target retirement year, the greater your SMARTPath Retirement Fund's allocation to stock and diversifying investments.<sup>2</sup> This emphasizes the growth potential you need to build savings over the long term.

As you move closer to your target retirement year, the fund's asset allocation automatically adjusts to a mix expected to experience lower volatility under a broad range of market conditions. By the time you move into retirement, your SMARTPath Retirement Fund will be invested in a mix of stocks, bonds and diversifiers focused on preserving your savings and producing income.

Date of Birth	SMARTPath Retirement Fund <sup>3,4,5</sup>	Expected Retirement Date Range
1937 or before	SMARTPath Retirement Allocation Fund	2002 or before
1938-1942	SMARTPath 2005 Retirement Fund	2003-2007
1943-1947	SMARTPath 2010 Retirement Fund	2008-2012
1948-1952	SMARTPath 2015 Retirement Fund	2013-2017
1953-1957	SMARTPath 2020 Retirement Fund	2018-2022
1958-1962	SMARTPath 2025 Retirement Fund	2023-2027
1963-1967	SMARTPath 2030 Retirement Fund	2028-2032
1968-1972	SMARTPath 2035 Retirement Fund	2033-2037
1973-1977	SMARTPath 2040 Retirement Fund	2038-2042
1978-1982	SMARTPath 2045 Retirement Fund	2043-2047
1983-1987	SMARTPath 2050 Retirement Fund	2048-2052
1988-1992	SMARTPath 2055 Retirement Fund	2053-2057
1993 or after	SMARTPath 2060 Retirement Fund	2058 or after

You can choose how to invest your retirement account, both your current account balance and your future contributions, at any time by calling SMART Plan Service Center at **(877) 457-1900** or visiting [www.mass-smart.com](http://www.mass-smart.com).<sup>1</sup>

You are encouraged to discuss rolling money from one account to another with your financial advisor/planner, considering any potential fees and/or limitation of investment options.

*Please consider the investment objectives, risks, fees and expenses carefully before investing. For this and other important information about investments offered through your Plan, you may obtain prospectuses for mutual funds, any applicable annuity contract and the annuity's underlying funds, and/or disclosure documents from your registered representative or Plan website. Read them carefully before investing.*

<sup>2</sup> Diversification and asset allocation do not ensure a profit and do not protect against loss in declining markets.

<sup>3</sup> Asset allocation and balanced investment options and models are subject to the risks of the underlying funds, which can be a mix of stocks/stock funds and bonds/bond funds. For more information, see the prospectus and/or disclosure documents.

<sup>4</sup> The date in a target date fund's name represents an approximate date when an investor is expected to retire (which is assumed to be at age 65) and/or begins withdrawing money. The principal value of the funds is not guaranteed at any time, including the target date. For more information, please refer to the fund prospectus and/or disclosure document.

<sup>5</sup> As of December 1, 2014, the default investment option is the SMARTPlan Retirement Funds.

# More benefits to the SMART Plan

## 2017 Contribution Limits

**Annual Limit:** The minimum contribution amount per pay period to participate in the SMART Plan is 1% of your gross income or \$10, whichever is less. You can contribute a maximum of 100% of your includable compensation, not to exceed the annual IRS limit of \$18,000 in 2017.

**Age 50+ Catch-Up:** In 2017, if you are age 50 or older during the 2017 calendar year, you may contribute an additional \$6,000. This amounts to a maximum contribution of \$24,000 for 2017.

**Three-Year Catch-Up:** During the three consecutive years prior to but not including the year you attain normal retirement age, if you have under-contributed to the SMART Plan or another employer-sponsored retirement plan in the past you may be able to contribute an additional \$18,000 in 2017. This amounts to a maximum contribution of \$36,000 for 2017. If you elect to use the Three-Year Catch-Up provision, you are not required to make the maximum allowable contribution.

The Three-Year Catch-Up and Age 50+ Catch-Up provisions cannot be used in the same calendar year. You should evaluate which catch-up provision is most favorable to you.

	Annual Limit	Age 50+ Catch-Up for Participants Age 50 or Older	Three-Year Catch-Up Prior to Normal Retirement
2017	\$18,000	\$24,000	\$36,000
2018 and later		Expected to be adjusted for inflation in \$500 increments	

## Contribute as Much as You Can

Contribute as much as you can, based on your individual circumstances, and consider increasing your contributions with each pay raise. Even a small increase can make a big difference over time.

The following chart illustrates the potential long-term effect of increasing your contributions from 4% to 8% to 12% per pay period (26 pay periods).

Accumulation Years	Contribution of 4%/Pay Period	Contribution of 8%/Pay Period	Contribution of 12%/Pay Period
5	\$6,988	\$13,976	\$20,964
10	\$16,417	\$32,834	\$49,252
20	\$46,311	\$92,621	\$138,932
30	\$100,742	\$201,485	\$302,227

FOR ILLUSTRATIVE PURPOSES ONLY. This hypothetical illustration does not represent the performance of any investment options. It assumes a \$30,000 annual salary, 6% annual rate of return and reinvestment of earnings, with no withdrawals. The illustration does not reflect any taxes, charges, expenses or fees that may be associated with the SMART Plan. The tax-deferred accumulations shown above would be reduced if these fees were deducted.

## Access to Your Money

Distributions are allowed under the following circumstances:

- Separation from service;
- Death (upon which your designated beneficiaries have access to benefits);
- Unforeseeable emergency (in accordance with IRS regulations); or
- In-service distributions of \$5,000 (available in limited circumstances under the conditions of the SMART Plan). *For more details, please contact your local representative.<sup>6</sup>*



<sup>6</sup> Representatives of Empower Retirement do not offer or provide investment, fiduciary, financial, legal or tax advice or act in a fiduciary capacity for any client unless explicitly described in writing. Please consult with your investment advisor, attorney and/or tax advisor as needed.

# Service you can count on

SMART Plan participants can access account information 24 hours a day, seven days a week via the Web or by phone. The SMART Plan's approach to service is based on convenience — service is a call, click or visit away.



## Call

### **SMART Plan Service Center (877) 457-1900**

- Speak to a customer service representative Monday through Friday, 9 a.m. to 8 p.m. Eastern time.<sup>6</sup>
- Access your automated account information 24 hours a day, seven days a week.

Your Personal Identification Number<sup>7</sup> (PIN) and Social Security number are required for account access by phone. If you don't know your PIN, a customer service representative can assist you.

### **Local SMART Plan Representatives (877) 457-1900, say "representative"**

Local SMART Plan representatives can assist you with your account, as well as discuss your retirement objectives.<sup>6</sup> They can provide you with information on all aspects of the Plan, including:

- Enrollment
- Contribution limits
- Investment options
- Catch-up provisions
- Empower Retirement Advisory Services (Advisory Services), provided by Advised Assets Group, LLC (AAG), a registered investment adviser
- Distribution options



## Web

### [www.mass-smart.com](http://www.mass-smart.com)

In the *Access Your Account* section, log in to:

- Make account inquiries.
- Conduct investment option transfers/allocation changes<sup>1</sup> (subject to Excessive Trading Policy).
- Obtain fund unit values and descriptions.
- Review fund performance (past performance does not guarantee future results).
- Activate automatic account rebalancing.<sup>8</sup>
- Sign up for Advisory Services.

Registration for first-time users and login are required for online account access.



## Visit

To meet with a SMART Plan representative, you may visit one of the following locations during available hours. To schedule an appointment, call the SMART Plan Service Center at **(877) 457-1900**, say "representative," and request to be connected to your local office. Written correspondence should only be directed to the Regional Service Center. Other locations in the Boston area may be available by appointment.

### **Regional Service Center**

255 Bear Hill Road  
Waltham, MA 02451  
Monday through Friday  
from 9 a.m. to 5 p.m. Eastern time

### **Other Locations**

#### **Boston**

One Winter Street, 8th Floor  
Boston, MA 02108  
Available Monday through Friday  
from 9 a.m. to 5 p.m. Eastern time

#### **Springfield**

One Financial Plaza  
1350 Main Street, Suite 1213  
Springfield, MA 01103  
Available Monday, Wednesday and Friday  
from 9 a.m. to 4 p.m. Eastern time

#### **Worcester**

2 Chestnut Place / 22 Elm Street  
Worcester, MA 01608  
Available Monday and Thursday  
from 9 a.m. to 5 p.m. Eastern time  
Tuesday, Wednesday and Friday  
available by appointment only

## Mobile Site

Using your mobile device, visit [www.mass-smart.com](http://www.mass-smart.com) and the mobile Web app will automatically launch for you.

- View your projected retirement income (brought to you by Advised Assets Group, LLC, a registered investment adviser).<sup>9</sup>
- Check your account balance and history.
- See your paycheck contribution amount.
- Look at your current rate of return.
- Review the investment options in your portfolio.

<sup>7</sup> The account owner is responsible for keeping the assigned PIN confidential. Please contact Empower Retirement immediately if you suspect any unauthorized use.

<sup>8</sup> Rebalancing does not ensure a profit and does not protect against loss in declining markets.

<sup>9</sup> Projected Retirement Income, brought to you by Advised Assets Group, LLC, is an educational tool that provides hypothetical information for illustrative purposes only. It is not intended to provide financial planning or investment advice. All rights reserved.

# Support you can rely on

Meeting your retirement objectives is a lot easier when you have the tools and support to help you. As a participant in the SMART Plan, you have access to *free* online planning tools and calculators at [www.mass-smart.com](http://www.mass-smart.com).

- **Retirement Income Control Panel, provided by Advised Assets Group, LLC (AAG), a registered investment adviser<sup>9</sup>**

Use this calculator to estimate your retirement savings nest egg and analyze whether you may be on schedule to meeting your retirement income needs.

- **Paycheck Planner**

View the effects of SMART Plan contributions on your take-home pay.

- **Financial Planner**

How much income do you think you'll need during retirement?

- **Increase Your Savings**

Learn how increasing your contributions to the SMART Plan can be advantageous in the long run.

- **457 Limits Calculator**

Governmental 457 deferred compensation plans have permitted two catch-up provisions that allow participants to contribute a greater amount than the normal maximum contribution amount in effect for the year. This calculator will help you determine the maximum contribution you can make to the SMART Plan.

- **Financial Seminars**

These free seminars are designed to help you meet your financial and retirement objectives and are conveniently scheduled throughout Massachusetts. For more information, call your local representative.

## SMART Plan Update

This quarterly newsletter keeps you in-the-know with information about the SMART Plan, as well as interesting and educational articles about general finance topics.

## Empower Retirement Advisory Services (Advisory Services)

Advisory Services, provided by Advised Assets Group, LLC (AAG), a registered investment advisor, provides investment advisory tools and services based upon the level of involvement you desire in managing your investments. You can choose as much or as little help as you need. Advisory Services includes Online Investment Guidance, Online Investment Advice and a Managed Account service for personal and professional investment assistance and account management. There are fees associated with the Managed Account service and Online Investment Advice. Online Investment Guidance is offered at no additional cost to you. Please refer to the *Two Paths to Investing for Retirement* brochure for complete details on these fees.

There is no guarantee that participation in any of the advisory services will result in a profit or that the account will outperform a self-managed portfolio invested without assistance.

To learn more about Advisory Services, go to [www.mass-smart.com](http://www.mass-smart.com) > *Advisory Services* and click on the *Advisory Services* tile or call the SMART Plan Service Center at **(877) 457-1900** to speak to an AAG investment adviser representative. Regardless of which option you choose, you get a personalized approach based on your finances, your risk tolerance and your investment objectives.

<sup>9</sup> The Retirement Income Control Panel, brought to you by Advised Assets Group, LLC, is an educational tool that provides hypothetical information for illustrative purposes only. It is not intended to provide financial planning or investment advice. All rights reserved.



# Get started today!

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Go to **[www.mass-smart.com](http://www.mass-smart.com)** > *Enroll Now* to get started. Or, contact your local representative at **(877) 457-1900** to set up an enrollment meeting that is convenient for you.

## WWW.MASS-SMART.COM

**Core securities, when offered, are offered through GWFS Equities, Inc. and/or other broker-dealers.**

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