**Senior Manager**

**Astra:**

Hello. You have access to records for **20,091** retirement plans. Ask me anything?

**Question 1**

Purpose: To identify product offers that generate the most revenue for the business.

**Senior Manager:**

What product offers generate the highest revenue?

**Astra:**

There are 23 active product offers. The top 5 product offers by revenue are:

|  |  |  |
| --- | --- | --- |
| **Offer ID** | **Product Offer Name** | **Revenue** |
| OF01 | Mega 401(k) | $166,418,092.80 | |
| OF04 | Mid 401(k) Core | $94,829,340.18 | |
| OF12 | Mid 403(b) | $83,025,000.00 | |
| OF08 | Micro 401(k) Prime | $71,130,456.10 | |
| OF14 | Small-Mid 401(a) PS | $58,989,480.00 | |

Would you like more details on these product offers?

**Senior Manager:**

Yes. Provide the details on the product offers based upon average plan revenue.

**Astra:**

|  |  |  |
| --- | --- | --- |
| **Offer ID** | **Product Offer Name** | **Average Plan Revenue** |
| OF01 | Product Offer Name | $9,245,449.60 | |
| OF04 | Mega 401(k) | $4,451,445.77 | |
| OF12 | Mid 401(k) Core | $3,869,578.52 | |
| OF08 | Mid 403(b) | $1,345,000.00 | |
| OF02 | Large 401(k) Core | $1,141,108.76 | |

**Question 2**

Purpose: To identify product offer designs that may hinder automatic enrollment objectives.

**Senior Manager:**

How many active product offers allow automatic enrollment?

**Astra:**

There are currently **23** active product offers, **17** permit automatic enrollment as a preferred or allowed feature. Would you like more detail on these offers?

**Senior Manager:**

Yes. How many plans **do not** have automatic enrollment for these product offers?

**Astra:**

There are **3,538** plans without automatic enrollment in product offers that allow it. The plan numbers for the 17 product offers are as follows:

|  |  |  |
| --- | --- | --- |
| **Offer ID** | **Product Offer Name** | **Plans** |
| OF01 | Mega 401(k) | 3 |
| OF02 | Large 401(k) Core | 18 |
| OF03 | Large 401(k) Select | 22 |
| OF04 | Mid 401(k) Core | 95 |
| OF05 | Mid 401(k) Select | 5 |
| OF06 | Small 401(k) Select A | 192 |
| OF07 | Small 401(k) Select B | 150 |
| OF08 | Micro 401(k) Prime | 1895 |
| OF09 | Micro 401(k) Platinum | 752 |
| OF10 | Large 403(b) Prime | 5 |
| OF11 | Large 403(b) Platinum | 3 |
| OF12 | Mid 403(b) | 123 |
| OF13 | Small 403(b) | 150 |
| OF14 | Small-Mid 401(a) | 125 |
| OF 18 | MaxRetire MEP | 0 |
| OF19 | MaxRetire PEP | 0 |

**Product Manager**

**Astra:**

Hello. You have access to records for **20,091** retirement plans. Ask me anything?

**Question 1**

Purpose: To identify 401(k) plans with growth opportunity through additional sources of plan contributions.

**Product Manager:**

How many 401(k) plans have a profit-sharing feature?

**Astra:**

There are **18,058** 401(k) type plans of record, **1,935** of those plans have profit sharing money sources. Would you like a list of the top five of these plans by assets?

**Product Manager:** Yes

**Astra:**

Here is your list of top five 401(k) plans by assets with profit-sharing money sources:

|  |  |  |  |
| --- | --- | --- | --- |
| **Plan ID** | **Plan Name** | **Plan Type** | **Assets** |
| 9993046-001 | Apex LLP 401(K) Profit Sharing Plan | 401(k) | $1,167,545,227.05 |
| 9950328-001 | Optima Corporation 401(k) Matching & Profit Sharing Contribution Plan | 401(k) | $432,564,246.67 |
| 9950206-001 | Quantum Systems, Inc. Profit Sharing Plan | 401(k) | $369,984,948.74 |
| 9950451-001 | Nova Technologies, Inc.401(k) Savings Plan | 401(k) | $338,138,407.65 |
| 9950297-001 | Catalyst Women's Care, PLC Profit Sharing Plan | 401(k) | $51,550,758.89 |

**Question 2**

Purpose: To identify loan information to inform new product offer.

**Product Manager:**

How many 401(k) plans permit loans?

**Astra:**

There are **18,058** 401(k) type plans of records, **15,298** of those plans permit loans.

Would you like more details on these plans?

**Product Manager:**

Yes. Provide the number of plans by loan types permitted?

**Astra:**

Plan numbers by loan type for **15,298** plans that permit loans:

Regular loans - 15,298

Primary residence loans – 10,675

Hardship loans – 3,258

Would you like more details on these plans?

**Product Manager:**

Yes. What is the average number of active loans permitted for participants in these plans?

**Astra:**

The average number of active loans permitted is **2.3** loans per participant.

**Client Manager (Book of Business – 45 plans)**

**Astra:**

Hello. You have access to records for **45** retirement plans. Ask me anything?

**Question 1**

Purpose: To identify any plans that will need adopt Roth to permit Secure 2.0 high earner participant catch-up contributions by 12/31/2026.

**Client Manager:**

How many plans do not permit participant Roth contributions?

**Astra:**

There is currently **2 of 45** plans that have not elected participant Roth contributions.

|  |  |  |
| --- | --- | --- |
| Plan ID | Plan Name | Plan Type |
| 9950356-001 | Joe Frazier Retirement Plan | 401(k) |
| 9999999-001 | Knight Train 401(k) Plan | 401(k) |

**Client Manager (Single plan)**

**Astra:**

Hello. You are accessing the **Joe Frazier Retirement Plan** record. My responses will be specific to that plan unless you specify differently. Ask me anything?

**Question 1**

Purpose: To identify what money sources/contribution types available in the Joe Frazier Retirement Plan.

**Client Manager:**

What types of contributions can be made to this plan?

**Astra:**

The contribution types permitted for the plan are *Pre-Tax Deferrals*, *Non-elective* employer contributions and *Safe Harbor* employer contributions.

**Client Manager:**

Are Roth contributions permitted?

**Astra:**

No. There is no Roth contributions election made in the Adoption Agreement on file for this plan.

**Question 2**

Purpose: To identify the types of loans available in the Joe Frazier Retirement Plan.

**Client Manager:**

Are loans permitted in the plan?

**Astra:**

Yes. Loans are available to participants in the Joe Frazier Retirement Plan. The plan allows for General Purpose and Primary Residence loans. The administrative details for loans are described in the *Loan Policy*.

Would you like more details on loans for this plan?

**Client Manager:**

No.