2008 NAGDCA Annual Conference
September 13 - 17, 2008
Marriott Baltimore Waterfront Hotel

"O Say, Can You See…a Secure Retirement?"

All meetings and events will be held at the Marriott Baltimore Waterfront Hotel unless otherwise indicated.

Please be aware, if you are seeking continuing education credits, you must sign-in and sign-out of each session. Sign-up up sheets will be available outside of each session.

Located in the Grand Ballroom Foyer of the Marriott Waterfront Hotel (unless otherwise noted on agenda):

- **NAGDCA Conference Registration**
- **InFRE Booth**
- **IRS Outreach/Communications Booth**
- **1k/5k Walk/Run and Golf Tournament Information Tables**
- **National Save for Retirement Week Display Table**
- **Refreshments/Continental Breakfasts/Coffee Breaks**
- **Baltimore Concierge Table (CVB)**
- **Austin Concierge Table (CVB) – Wednesday only**

<u>Saturday, September 13</u>

8:30 a.m. – 11:00 a.m.
Boardroom

Executive Board Meeting

11:00 a.m. – 12:00 p.m.
Boardroom

ANC Foundation Board Meeting

12:00 p.m. – 5:00 p.m.
Grand Ballroom Foyer

Registration

1:00p.m. – 4:30p.m.
Hotel Lobby

Community Service Project (Sign-up Required)
Sponsored by Nationwide Retirement Solutions

Let's start a new tradition! For the first time, NAGDCA Conference attendees are invited to participate in a pre-conference, volunteer community service project, hosted by Nationwide Retirement Solutions. YOU ARE WELCOME AND ENCOURAGED TO JOIN US as we roll up our sleeves and leave a positive, tangible, lasting mark in our host community of Baltimore. Bring your work gloves, appropriate work clothing and a spirit of community service through camaraderie. Meet in the hotel lobby at 1 p.m. and we will return to the hotel around 4:30 pm.

Sign Up by Contacting Jennifer Dorwaldt at Nationwide Retirement Solutions at 614-854-8576 or dorwalj@nationwide.com.

2:00 p.m. – 4:00 p.m.
Grand Ballroom I-III

InFRE Pre-Conference Workshop -
What Color Is Your Parachute? FOR RETIREMENT
Retirement well-being requires the application of relevant concepts from varied disciplines such as economics, medicine, psychology and other fields. Using the new book, *What Color is Your Parachute for Retirement* as a guide, this session is designed to help employers understand how to apply a

	retirement well-being model to retirement education programs that will help employees plan now for the life they want in retirement. **Workshop presenter: John E. Nelson, CRC®, PhD candidate in retirement planning education, University of Wisconsin.**

<u>Sunday, September 14</u>

8:00 a.m. – 5:30 p.m. Grand Ballroom Foyer	**Registration** *Registration refreshments sponsored by Federated Investors*
8:00 a.m. – 12:30 p.m. Grand Ballroom Foyer	**Fun Run/Walk Information Table**
8:00 a.m. – 12:30 p.m. Dover	**Cyber Café and Message Center** *Sponsored by Fidelity Investments*
8:00 a.m. – 12:30 p.m.	**Baltimore Area Convention and Visitors Association (BACVA) Information Table**
8:30 a.m. – 10:30 a.m. Grand Ballroom I-III	**InFRE Pre-Conference Workshop – Ethics Course – Level II** Knowing the ethical thing to do and actually doing it can be very difficult. This advanced ethics course provides practical examples that help bridge the gap between knowing the InFRE Code of Ethics and doing the right thing when faced with an ethical dilemma. A brief review of the InFRE Code of Ethics will be followed by examples, case studies and discussion to explore the practical side of ethical decision making. This course fulfills the continuing education requirement for renewing the Certified Retirement Counselor and Certified Retirement Administrators certifications. **Workshop presenter: Diane Savage, CFP®, CRC®, founder and President of Goodlife.**
11:00 a.m. – 11:45 a.m. Grand Ballroom I-III	**NAGDCA: An Environment for Learning** This session will help you get the most out of the 2008 conference and show how NAGDCA can help you throughout the year. The session will include an overview of the organization and its leadership, its evolution and growth, the services it offers members, and current special projects. It will include an overview of the conference schedule, "first-timer tips," and more; it is particularly important for first-time delegates and newcomers to the industry. ***Featured Speakers: Mindy Harris, Multnomah County (OR), NAGDCA President; Janet Kendall, ING, NAGDCA Industry Vice President; Gay Lynn Bath, State of Oregon, NAGDCA Member-at-Large***
12:15 p.m. – 4:00 p.m. Hotel Lobby	**Social Event (Sign-up Required)** **Enjoy an afternoon of baseball at Camden Yards where the Baltimore Orioles will take on the Minnesota Twins!** *Sponsored by Prudential Financial*
4:30 p.m. – 5:00p.m. Grand Ballroom I-III	**Student / Mentor Reception (Students, mentors, financial planning program directors, and Board members)**

	Sponsored by INFRE
5:00 p.m. – 5:30 p.m. Grand Ballroom I-III	**Student Orientation** **(Students and designated NAGDCA members only)** *Sponsored by Wells Fargo Funds Management LLC* NAGDCA has again invited university students interested in deferred compensation to participate in the annual conference. This conference session will help orient the student attendees, and give them an opportunity to meet with their paired NAGDCA associate for the conference. This session will also include an overview of the organization, its evolution and growth, the services it offers members, an overview of the conference schedule, and tips for students to get the most out of the conference experience. ***Moderator: Mary Willett, Willett Consulting*** ***Featured Speakers: Della Williamson, State of Texas; Theresa Cruz Myers, Great-West Retirement Services; Betty Meredith, InFRE***
6:00 p.m. – 7:30 p.m. Harborside Ballroom C-E	**President's Reception** *Sponsored by Nationwide Retirement Solutions, Inc.*

<u>Monday, September 15</u>

6:15 a.m. Hotel Lobby	**1 & 5k Fun Run/Walk Participants Meet**
6:30 a.m. Depart from Hotel Lobby	**1 & 5k Fun Run/Walk** *Sponsored by T. Rowe Price*
8:00 a.m. – 4:00 p.m. Grand Ballroom Foyer	**Registration**
8:00 a.m. – 4:00 p.m. Dover	**Cyber Café and Message Center** *Sponsored by Fidelity Investments*
8:00 a.m. – 4:00 p.m. Grand Ballroom Foyer	**BACVA Information Table**
8:00 a.m. – 9:00 a.m. Grand Ballroom Foyer	**Continental Breakfast** *Sponsored by ING*
9:00 a.m. – 9:30 a.m. Grand Ballroom V-X	**Conference Opening and Welcome** **Featured Speakers:** ***Senator Benjamin L. Cardin (D-MD)*; *Mindy Harris, Multnomah County (OR), NAGDCA President; Alex Turner, State of Arizona, NAGDCA Vice President and Conference Chair***
9:30 a.m. – 10:30 a.m. Grand Ballroom V-X	**General Session: Politics and the Economy** In a changing political environment it is uncertain what direction the economy will go and how it will affect plan participants. Over the years individuals have seen trends develop as new officials take their positions and the economy begins to shift. The panel for this session will discuss some of the core distinctions between the political parties on the subject of retirement issues, how those differences have played out in the past and what might happen with a new President.

	Featured Speaker: ***Dallas Salisbury, Employee Benefit Research Institute (EBRI)***
10:30 a.m. – 11:00 a.m. Grand Ballroom Foyer	**Coffee Break** *Sponsored by Capital Guardian Trust Company*
11:00a.m. – 12:00 p.m. Grand Ballroom V-X	**General Session: The Washington Report: Retirement Security and Individual Responsibility** NAGDCA Legislative Counsel and others will recap where pension legislation is today and discuss what NAGDCA members can expect in the immediate future in regard to legislative action. In addition, the panelists will also discuss new proposals on the horizon that might affect NAGDCA members and their plans. **Moderator:** ***Ralph Marsh, City of Houston (TX), NAGDCA Past President and Legislative Committee Chair*** ***Featured Speakers: Susan White, NAGDCA Legislative Counsel, Milly Stanges, ICMA-RC***
12:00 p.m. – 12:15 p.m.	**Break**
12:15 p.m. – 1:45 p.m. Harborside Ballroom C-E	**Opening Luncheon and Entertainment** *Sponsored by ING Financial Advisers, LLC*
1:45 p.m. – 2:15 p.m.	**Break**
2:15 p.m. – 3:45 p.m.	**"Breakout Sessions" – Government Member Sessions**
Grand Ballroom I-III	**Session #1: $100 million or less** ***Facilitator: Stephen Strawn, Humboldt County, (CA)***
Grand Ballroom III-IV	**Session #2: $101 Million - $250 Million** ***Facilitator: Thomas Mueller, Sanitation Districts of L.A. County (CA)***
Harborside Ballroom A	**Session #3: $251 Million - $499 Million** ***Facilitator: Kathy Samson, State of Montana***
Kent	**Session #4: $500 million - $999 million** ***Facilitator: Lori Doyle, CalPERS***
Laurel B-D	**Session #5: 1 billion or more** ***Facilitator: Alan Staton, State of California Savings Plus Program***
2:15 p.m. – 3:45 p.m. Harborside Ballroom B	**Industry Member Annual Meeting**
4:00 p.m. – 5:00 p.m. President's Suite	**NAGDCA / ANC Foundation Board and University Program Director Meeting**
6:00 p.m. – 7:30 p.m. Harborside Ballroom	**Reception** *Sponsored by Great-West Retirement Services*

Tuesday, September 16

7:00 a.m. – 7:45 a.m. Grand Ballroom Foyer	**Continental Breakfast** *Sponsorship still available*

7:00 a.m. – 1:00 p.m. Grand Ballroom Foyer	**Registration**
7:00a.m. – 1:00p.m. Grand Ballroom Foyer	**BACVA Information Table**
7:00 a.m. – 1:00 p.m. Dover	**Cyber Café and Message Center** *Sponsored by Fidelity Investments*
7:00 a.m. – 12:30 p.m. Grand Ballroom Foyer	**Golf Tournament Information Table**
8:00 a.m. – 9:30 a.m. Grand Ballroom V-X	**General Session - The 'DB-izing' of DC Plans** Owing to the enactment of the Pension Protection Act of 2006 and other factors, defined contribution (DC) plans are becoming more like defined benefit (DB) plans. Examples of "DB-esque" features increasingly being implemented by the DC world include auto enrollment, diversified default elections, passive investment vehicles such as asset allocation products and asset classes within these products which are used within DB plans for diversification purposes (TIPs, commodities, real estate), etc. Have these changes been positive for DC plans and plan participants? What opportunities do they present? What additional DB-like changes are on the horizon for DC plans? **Moderator: Craige Stone, State of Utah** **Featured Speakers*; Richard Davies, AllianceBernstein; Rod Crane, TIAA-CREF; Tim Berry, Indiana***
9:30 a.m. – 9:45 a.m. Grand Ballroom Foyer	**Coffee Break** *Sponsored by AIG Retirement*
9:45 a.m. – 11:00 a.m.	**Concurrent Sessions**
Harborside Ballroom A	**Topic #1: Stable Value Funds** A stable value fund has been touted as a conservative investment option that combines the best features of bonds and money markets. The objectives are preservation of principal, a stable credited rate of interest and returns in excess of money market returns. If a participant puts a dollar in, he or she gets a dollar out, plus accumulated interest. This session has been designed to give individuals a deeper look into stable value funds and offer clarification on the following statements and more: "Changes inspired by certain investment practices and financial activities report losses." "Who has taken notice: participants, sponsors, managers, regulators?" Stable Value returns past and present, and hopes for the future." ***Moderator: Polly Scott, State of Wyoming*** ***Featured Speakers: Anthony Camp, ING Financial Advisers LLC; Chris Tobe, NEPC; Michael Wyatt, T. Rowe Price Associates, Inc.***
Harborside Ballroom B	**Topic #2: 403(b) Plans** On July 24, 2007, the Internal Revenue Service released the final 403(b) regulations representing the first major update since the current regulations were issued in 1964. This session is designed to provide an educational overview of the new regulations and additional guidance provided

	recently under Revenue Procedure 2007-71 issued in November, 2007. Practical compliance issues and guidance will also be discussed. ***Moderator: Julia Durand, California State Teachers Retirement System*** ***Featured Speakers: Marilyn Collister, Great-West Retirement Services, Barbara Healy, SST Benefits Consulting; Melanie Walker, The Segal Company***
Harborside Ballroom C	**Topic #3: Developing A Rollout Strategy** *Interactive session with audience participation!* With new products and services being developed on a constant basis, it can seem overwhelming to participants as well as plan sponsors when reviewing these new offerings. To ensure that these products and services are presented in the most efficient and understandable format, it is essential to have a well derived rollout strategy. This session will help develop a strategy for launching new products and services to participants. ***Moderator: Kurt Walten, NAREIT*** ***Featured Speakers: Steven Montagna, City of Los Angeles (CA); Keith Sendall, ICMA-RC; Eric Stevenson, Nationwide Retirement Solutions***
Harborside Ballroom D	**Topic #4: So You're a New Trustee** Beginning a new position as a trustee of a defined contribution plan can be a very difficult task, especially in a field where you are unaware of the true mechanics of a DC plan or the multiple regulations which govern their administration. This session is geared for individuals who are starting off in the defined contribution community and are looking for a primer to get them prepared for the industry. Participants will be provided with basic information to assist with gaining a true understanding of how defined contribution plans work and provide supplemental security for participants. ***Moderator: Linda Barber, Nationwide Retirement Solutions*** ***Featured Speakers: Cathie Eitelberg, The Segal Company; Georgette Gestely, City of New York (NY); Regina Hilbert, Suffolk County (NY)***
Harborside Ballroom E	**Topic #5: Participant Communication In Unstable Markets** With continuous changes taking place in the current economy, many individuals are left confused about their investments and overwhelmed with questions about money management. News reports often provide a gloomy economic forecast causing participants to begin worrying about the funds they have invested for a secure retirement. This session is designed to assist administrators in developing a communication plan to educate their participants on how the current market is affecting their retirement, as well as presenting the information in a clear and concise manner. ***Moderator: Kathy Samson, State of Montana*** ***Featured Speakers: Ron Campana, ING; Keith Hocter, Bellwether Consulting; Rick Rodgers, Innovest Portfolio Solutions***
11:00 a.m. – 11:15 a.m. Grand Ballroom Foyer	**Coffee Break** *Sponsored by Wells Fargo Funds Management LLC*
11:15 a.m. – 12:30 p.m.	**Repeat of Concurrent Sessions**

Harborside Ballroom A	**Topic #1: Stable Value Funds**
Harborside Ballroom B	**Topic #2: 403(b) Plans**
Harborside Ballroom C	**Topic #3: Developing A Rollout Strategy**
Harborside Ballroom D	**Topic #4: So You're a New Trustee**
Harborside Ballroom E	**Topic #5: Participant Communication In Unstable Markets**
1:00 p.m. Hotel Lobby	**Social Event (Sign-up Required)** *Sponsored by ICMA-RC* Come join us for a guided tour of Baltimore and see the city's most famous historical sites.
1:00 p.m. Hotel Lobby	**Golf Tournament (Sign-up Required)** *Sponsored by ICMA-RC*
9:30 p.m. – 11:00 p.m. Harborside Ballroom B	**Dessert Social** *Sponsored by The Hartford Financial Services Group*

<u>Wednesday, September 17</u>

7:15 a.m. – 12:00 p.m. Grand Ballroom Foyer	**Registration**
7:15 a.m. – 1:00 p.m. Dover	**Cyber Café and Message Center** *Sponsored by Fidelity Investments*
7:15a.m. – 4:30 p.m. Grand Ballroom Foyer	**Austin Convention and Visitors Bureau Table**
7:15 a.m. – 8:00 a.m. Harborside Ballroom A	**Continental Breakfast – Recognition of ANC Foundation Donors (Open to all)**
8:15 a.m. – 9:30 a.m.	**Concurrent Sessions**
Harborside Ballroom A	**Topic #6: The Psychology of Investing** This session has been developed to delve into the question, "Why do participants make certain investment choices?" "What is the psychological motivation behind an individual's financial decisions?" This session will help administrators understand why investors behave the way they do, the reasons and causes of that behavior, and how this information can assist administrators. ***Moderator: Lori Doyle, CalPERS*** ***Featured Speakers: David Edwards, Dodge & Cox; Janet Kendall, ING, NAGDCA Industry Vice President; Curt Morrow, Nationwide Retirement Solutions***
Harborside Ballroom B	Topic #7: **Revenue, Expenses and Disclosure** With the recent controversy that continues to surround revenue sharing and expenses, it is important that plan administrators and plan sponsors remain current on all aspects of revenue sharing and other mutual fund fee arrangements. This session will offer an explanation of the different types of

	commissions/fees generated in publicly traded mutual funds (i.e., 12b-1 fees, sub-transfer fees, management fees or dealer concessions) and to whom and how these commissions are paid. This session will also explain how revenue can be used to cover the actual plan administration expenses and/or distributed back to participants. ***Moderator: Andrew Ness, Mercer Consulting*** ***Featured Speakers: Mary Beth Braitman, ICE Miller; Jayson Davidson, Hyas Group, LLC; Georgette Gestely, City of New York (NY)***
Harborside Ballroom D	**Topic #8: Meeting the Retiree Healthcare Challenge/The Future Choice - Saving for Retirement or Retiree Healthcare Premiums** As healthcare/retiree medical expenses continue to rise on an annual basis, it is important that individuals consider how to compensate for these costs in their retirement savings. This session will provide a historical perspective on health savings with a look into how health savings accounts may evolve over time and review of funding considerations for plan sponsors and administrators and administrative considerations. ***Moderator: Sherry Mose, City of Houston (TX)*** ***Featured Speakers: Will Applegate, Fidelity Investments; Wendy Young Carter, ING; Bob Toomey, State of South Carolina***
Harborside Ballroom E	**Topic #9: Payout Counseling** Many administrators find themselves faced with the added responsibility of acting as a “payout counselor” to their participants. Although payout counseling is not an official job duty of many administrators, it becomes somewhat of a secondary duty. This session will offer a checklist for pre-retirement readiness answering such questions as: “How do you know its time to retire?” “What signals the need for an annuity?” “How do you strategize for health-care/LTC concerns.” “How do you set up and fund a legacy account?” ***Moderator: Rick Rodgers, Innovest Portfolio Solutions*** ***Featured Speakers: Charles Osborne, Iron Capitol Advisors; Mary Willett, Willett Consulting; Kandi Hicks Winters, State of Florida***
Grand Ballroom I	**Topic #10: Navigating to a New Destination: Retirement Income Adequacy** This session will examine the emerging #1 measure for a defined contribution plan’s success i.e., "facilitating adequate retirement income." More specifically, this session will include a discussion of how to navigate a plan to this metric, including asset classes and target date fund glide paths. The need for risk management, including volatility, inflation and retirement income shortfall will be underscored. ***Moderator: David Thurman, City of Portland (OR)*** ***Featured Speakers: Brian McCleave, Prudential Financial; Stacy Schaus, PIMCO; David Turla, County of Los Angeles (CA)***
9:30 a.m. – 10:00 a.m. Grand Ballroom Foyer	**Coffee Break** *Sponsored by Wellington Management*
10:00 a.m. – 11:30 a.m.	**General Session: IRS Update – Activities and**

Grand Ballroom V-X	**Regulations/General:** Activities and Regulations – This session will feature IRS representatives to discuss recently issued (or soon to be released) regulations pertaining to defined contribution plans. **Moderator: John Barry, State of Maryland** **Featured Speakers: Tom Reeder, U.S. Department of Treasury Office of Tax Policy; Cheryl Press, IRS; Marilyn Collister, Great-West Retirement Services**
11:45 a.m. – 1:30 p.m. Harborside Ballroom C	**Government Member Annual Business Meeting and Luncheon**
12:00 p.m. Hotel Lobby	**Guest Program (Advance Sign-up Required)** Join us for a fun and exciting day in Baltimore touring some of the city's historic sites.
1:45 p.m. – 3:00 p.m.	**Repeat of Concurrent Sessions**
Harborside Ballroom A	**Topic #6:** **The Psychology of Investing**
Harborside Ballroom B	**Topic #7:** **Revenue, Expenses and Disclosure**
Harborside Ballroom C	**Topic #8:** **Meeting the Retiree Healthcare Challenge/The Future Choice - Saving for Retirement or Retiree Healthcare Premiums**
Harborside Ballroom E	**Topic #9:** **Payout Counseling**
Grand Ballroom I	**Topic #10:** **Navigating to a New Destination: Retirement Income Adequacy**
3:15 p.m. – 4:30 p.m. Grand Ballroom V-X	**Closing Session – Changing Workforce Demographics** **Featured Speaker: Matt Greenwald, Mathew Greenwald & Associates** This session will highlight the impact of changing workforce demographics on retirement planning and will offer insight into how plan administrators can adapt their plans.
6:30 p.m. – 7:30 p.m. Grand Ballroom Foyer	**Awards and Final Night Reception** *Sponsored by Mutual of America*
7:30 p.m. – 10:00 p.m. Grand Ballroom V-X	**Final Night Dinner** *Entertainment Co-Sponsored by TIAA-CREF and NAGDCA* Please join us for dinner and entertainment as we close the 2008 Annual Conference. You are sure to enjoy the music and political satire by The Capitol Steps, a Washington-based troupe of Congressional staffers turned songwriters. We hope to see you th*ere!!!* ***Event Attire:*** **Business Casual**