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The Pension Insider

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The Pension Insider is a monthly newsletter developed for Actuaries, Third Party Administrators, Attorneys and Consultants who work in the pension arena. The Pension Insider was created to share ideas, success stories, coming events and industry specific articles.

BCG Terminal Funding Company specializes in settling pension liability for terminating and ongoing pension plans.

Pension Risk Consultants

Today's Solutions for Tomorrow's Needs.

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Upbeat Economy Prompts Corporations to Re-examine Benefit Spending
Employee Benefit News - Andy Stonehouse

Better investment returns have given more support to America's once-flailing DB plans, but benefits executives still say they need to cut costs to deal with health care expenditures.

While conventional wisdom might suggest that defined benefit plans are on their way out of the American workplace, the ongoing uptick in the economy and the financial markets has many financial executives taking a more positive look at the future of their pension holdings.

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Pension Perspective
Sponsored by MetLife

Pension plan liabilities continue to grow alongside an aging population. For many defined benefit (DB) plan sponsors, the need to find a way to match those liabilities is leading them to consider de-risking their plans. Alison Cooke Mintzer, editor-in-chief of PLANSPONSOR and PLANADVISER, spoke with MetLife's Head of U.S. Pensions Wayne Daniel about the options and solutions for plan sponsors embarking on a de-risking strategy.

PS: Wayne, you were recently named head of U.S. Pensions, which is part of the Corporate Benefit Funding (CBF) business unit at MetLife. You've been with MetLife for some time, so what made this opportunity attractive?

Daniel: Having spent the last few years leading MetLife's pensions operation in the U.K. and Ireland, and serving as part of the CBF leadership team, I am familiar with the U.S.-based team and the great work they do here. It was an opportunity to bring my 25-plus years of global insurance experience in pension risk transfer, reinsurance and longevity markets to a very strong team that I think is well-positioned for future growth. The U.S. pension de-risking market had record years in 2012 and 2013, and there are bullish predictions that the sales growth in the market the de-risking activity will continue, so obviously it's an attractive time to take on the leadership of the U.S. team.

As you may know, pension risk management which includes both pension risk transfer and risk mitigation strategies is a core element of MetLife's business and has been for over 90 years. According to LIMRA's 2013 year-end sales report, MetLife has a 45% market share and is a leading pension risk transfer provider. I'm looking forward to maintaining and growing that share in the coming months and years.

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_____ *Today's Solutions for Tomorrow's Needs* _____

ANNUITY RATES

Standard Pension Closeout/Terminal Funding Case Rates:

(No lump sums, no disability or unusual provisions)

Immediates - 2.80%

Deferreds - 2.90%

50/50 Split of Immediates and Deferreds - 2.85%



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