

THE “COMPLETE RETIREMENT SOLUTION”



QUALIFYING THE OPPORTUNITY

1. Does the client currently offer any non-qualified retirement options?
 - A. Yes, a voluntary deferred compensation plan
 - B. Yes, other type of non-qualified plan
 - C. No
2. Does the client have at least 10 employees who are either: 5% owners (each) in the business; OR, who received more than \$120,000 in compensation?
 - A. At least 10 employees fit these criteria
 - B. Fewer than 10 employees meet these criteria
 - C. No
3. Does the client have an existing qualified plan with Newport Group?
 - A. Yes
 - B. No, but they are interested in establishing one/transferring their qualified plan to Newport Group
 - C. No interest

WHY AN NQDC PLAN?

1. Has the client encountered limitations on highly-compensated employees due to discrimination testing?
 - A. Yes
 - B. No, but they are concerned about these issues
 - C. No concern about these issues
2. Is the client concerned about whether employees are saving enough for their retirement?
 - A. Yes, the client is concerned and actively seeking alternatives
 - B. Yes, the client is concerned but not actively seeking alternatives
 - C. No concern
3. Does the client have a need for a tax deferred savings option for employees who receive a large percentage of income in incentive pay?
 - A. Yes, and they are seeking options to meet this need
 - B. Yes, but they have not yet begun exploring how to meet this need
 - C. No

RECRUITING/RETENTION

1. Is the company concerned about how their compensation and retirement benefits rank among competitors?
 - A. Yes, and they are seeking alternatives
 - B. Yes, but they are not seeking alternatives
 - C. No concern
2. Is the client in need of enhanced employee benefit options to incent senior employees to stay with the firm long-term?
 - A. Yes, their current benefits are not sufficient and they are looking for new options
 - B. Yes, there is a need, but they are not yet exploring options
 - C. No need

WHY NEWPORT GROUP?

1. Has the client considered a non-qualified plan in the past but didn't pursue because of administration costs?
 - A. Yes
 - B. No, but they are considering now, and cost is a key factor
 - C. No
2. Does the client have an NQDC plan already but isn't pleased with investment options, account management tools, plan administration or service levels?
 - A. Yes, and they are actively seeking to make a change
 - B. Yes, but they have not yet considered changing plan administrators
 - C. No, they do not have an NQDC plan or have one and are pleased with their current options
3. Is the client looking to bundle a new or existing NQDC plan with an existing qualified plan?
 - A. Yes
 - B. Possibly, but they are not yet exploring options
 - C. No

KEY: A – 10 points B – 5 points C – 1 point

Total the answers for your opportunity based on the key above.

65-110 Points—Great Opportunity!!

Your client is likely ready to make a move TODAY, and Newport Group's bundled NQDC offering seems like the perfect solution! For further information on plan structures, pricing and/or guidance on how to make a bundled NQDC offering work for your particular client, contact your regional representative, listed on the back side of this page, or submit a request for a proposal from our team here: [Request a Proposal](#).

26-64 Points—Great Potential!

It sounds like your client is actively considering their needs and options when it comes to an NQDC offering. Now is the perfect time to start a dialogue with the client's team to further investigate their unique needs, and how Newport Group's bundled NQDC offering might be a fit. If you would like further information or support from our team, please don't hesitate to contact your regional representative, listed on the back side of this page.

10-25 Points—Not Quite Ready

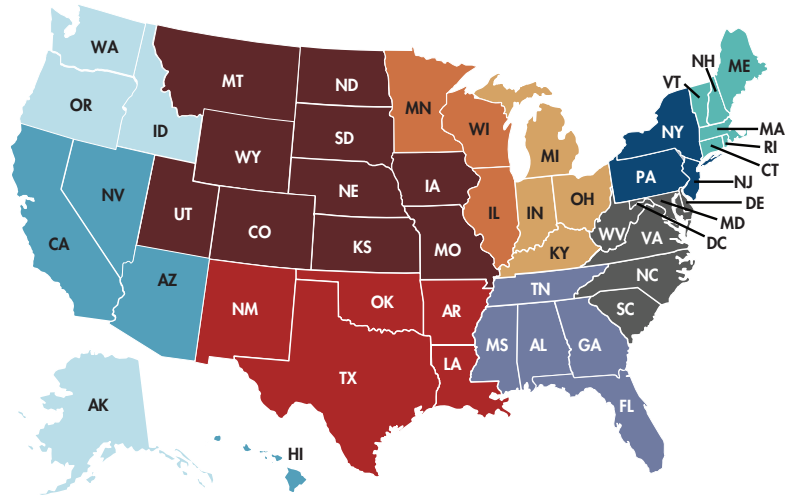
This client may not be ready for a bundled NQDC plan at this point. But as their business grows, and they face more competition in recruiting and retaining senior talent, there may be opportunities to sell them further down the line. Keep them warm!

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