

# Offset costs with the Total Benefits Pre-Funding Program.



As employee benefits expenses continue to rise, the need to help finance these costs is more critical than ever.

Employee compensation and benefits expenses account for more than 50% of credit union operating expenses.<sup>1</sup>



Health insurance premiums have risen 55% in the last 10 years, with a 5% increase in the past year alone.<sup>2</sup>



## CUNA Mutual Group's Total Benefits Pre-Funding (TBPF) Program

is a customized, proven way to help you generate income to help offset benefits costs, allowing you to retain and recruit the executives and employees you need to succeed.

### Key Features of the TBPF Program

Benefits pre-funding is the ability to tap into an expanded universe of investments, as approved by the National Credit Union Administration (NCUA).

Help counter costs for employee benefits obligations, including:

- Employee health
- Life and disability insurances
- 401(k) and pension plans
- Executive benefits plans

Multiple, non-proprietary funding options can be combined to customize your TBPF Program, based on risk tolerance and investment preferences, including:

- Managed investments
- Annuities
- Mutual funds
- Life insurance

# Expanded Investment Options with the TBPf Program.

## Customized plan design.

We work with numerous industry-leading financial services firms. This, combined with our **open architecture platform**, gives you access to a variety of options to customize the best TBPf Program for your credit union. Our **experienced sales specialists** work closely with you to choose the approach that serves your best interests.



## Increased investment potential.

At CUNA Mutual Group, we offer **expanded investment choices** that include equity and fixed income portfolios, and insurance-based products. These non-703 investments, with some additional risk, may offer a **higher than average rate of return** on assets, as compared to traditional credit union investments.



## Established and committed.



Firmly rooted in the credit union industry, CUNA Mutual Group's Executive Benefits Program manages the non-qualified plans of more than **1,200 credit unions**.<sup>3</sup> We have been committed to credit unions for more than 80 years, so you can rest assured we'll be there to support you during the entire life of your TBPf Program.

## Thorough due diligence and compliance support.

Our **fully licensed Executive Benefits team** provides comprehensive fiduciary and compliance services, including a yearly review of your plan to help in your due diligence efforts. Additionally, we work closely with your attorneys and accountants to establish and maintain compliance—even meeting regularly with the NCUA to discuss current and emerging regulations.



To learn more about the TBPf Program, visit [cunamutual.com/tbpf](http://cunamutual.com/tbpf) or call the Executive Benefits Service Center at **800.356.2644, ext. 665.8576** today.

The TBPf Program can be used to help offset the cost of Executive Benefits Programs from CUNA Mutual Group, including:

- 457(f) Plan
- Split-Dollar Life Insurance
- Executive Bonus Plan
- 457(b) Plan
- Key Person Insurance

Be sure to ask about our other potentially higher-yielding funding vehicle—the **Charitable Donation Account (CDA)**—to increase donations to your favorite 501(c)(3) while improving your bottom line.



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<sup>1</sup> 6 Graphs About Revenue In The Third Quarter Of 2018, [www.creditunions.com](http://www.creditunions.com), December 2018. <sup>2</sup> Employer Health Benefits 2018 Summary of Findings, The Kaiser Family Foundation, 2018  
<sup>3</sup> CUNA Mutual Group, Internal Data, 2018.

Proprietary insurance is underwritten by CMFG Life Insurance Company. Proprietary and brokered insurance is sold by CUNA Mutual Insurance Agency, Inc., a wholly owned subsidiary. This insurance is not a deposit and is not federally insured or guaranteed by your credit union. For more information, contact your Executive Benefits Specialist at 800.356.2644. Representatives are registered through, and securities are sold through, CUNA Brokerage Services, Inc. (CBSI), member, FINRA/SIPC, 2000 Heritage Way, Waverly, Iowa 50677, toll-free 866.512.6109. Insurance and annuity products are sold through CMFG Life Insurance Company. Non-deposit investment products are not federally insured, involve investment risk, may lose value and are not obligations of or guaranteed by the credit union.