

## RS/VP Responds to Customers Varying Retirement Planning Needs

With growing numbers of customers seeking more flexibility and access to mutual funds, AGRS has responded with Retirement Services/Value Plans (RS/VP).

RS/VP enhances our ability to increase market share in select markets and penetrate new markets by repositioning AGRS as both an annuity provider and mutual fund provider. Paul Hughes, the Northern Virginia district manager says his group is extremely positive about RS/VP and commented, "RS/VP places VALIC in a strategic position to lead in the industry." RS/VP participants, just like our variable annuity clients, benefit from both pre-tax contributions and tax-deferred growth.



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senior vice president,  
Institutional Services*

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Stephen Kellison, senior vice president, Institutional Services remarked, "Good planning and development and strong marketing efforts have resulted in a dramatic increase in the number of cases. RS/VP really responds to what the plan sponsors want."

Working with Stephen are David Crank, vice president, Group Services, Bob Demchak, director of RS/VP Development, Gary See, vice president, Group Actuarial; Cindy Seeman, director, Institutional Services; and, John Stanton, director, Bids and Proposals.

Cindy's group is responsible for, among other things, prospecting, presentations, implementation, and ongoing relationship management with new groups. Cindy says she has been most impressed by the high level of interest in RS/VP's investment options and flexibility.

Gary's main responsibility to RS/VP is the pricing of group cases. "RS/VP will enable the company to become a leader in the government 457 market," he says. "The future for RS/VP is very bright because it provides the customer much more flexibility."

John says RS/VP cases are currently making up a good share of the Bids and Proposal department's business. "Two-thirds of the bids we are doing are RS/VP," John explains. "RS/VP is definitely good for VALIC. We expect new cases to continue increasing at a rapid pace in the coming months."

Sixteen new RS/VP group contracts have recently being inked; representing nearly \$94 million in initial annual flow from more than 32,000 participants. In addition, four VALIC groups have recently converted their annuity plans to RS/VP.

Bob Walmsley, Northern Ohio district manager says clients like RS/VP's wide choice of mutual funds and groups value its flexible pricing structure.

### New RS/VP cases are:

- *City of Shreveport, LA*
- *City of San Diego, CA*
- *Children's Hospital Medical Center of Akron, OH*
- *City of Pasadena, TX*
- *Colorado State Legislators*
- *Craven Regional Medical Center, NC*
- *Enloe Hospital, Chino, CA*
- *Fairfax County, VA*
- *North Dakota 457*
- *Riverside County, CA*
- *St. Paul Chamber Orchestra, MN*
- *Seventh Day Adventist, National Account*
- *State of Rhode Island*
- *Tulare District Healthcare System, CA*
- *Village Fire Department, TX*
- *Volunteers of America, National Account*

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*VALIC Investment Services Company distributes American General Fund Group mutual funds.*

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With more than one million Americans trusting their retirement to AGRS, it may come as no surprise that your company offers an attractive retirement option of its own - the AGRS Thrift Plan.

How can you double your money for retirement instantly? Company matched contributions! AGRS matches 100% of your contribution up to 3% of your annual salary. They also match 50% of another 3% of your annual salary. So, if you don't participate, you're missing "a great giveaway."

For example, suppose you make \$20,000 a year, if you contribute \$600, the company matches it with another \$600. If you contribute \$1200, the company match would be \$900. It's like getting a raise and applying it toward your retirement.

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- \* tax-deferred savings, and

- \* easy payroll deduction (you won't miss it if you don't see it).

And you're fully vested immediately in all company-matched funds - all the funds belong to you as soon as AG contributes them. And a little hint, your take-home pay may not change much when you start contributing because your taxable salary is reduced by the amount you contribute, so you keep more for you and give less to Uncle Sam.

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*For more details about the Thrift Plan, review "Your Benefits - 1999 Retirement and Savings Plans" materials, or contact the American General Benefits Center at 1-800-364-6164.*