

# The Management Association of Illinois

2809 S. 25th Avenue  
Broadview, Illinois 60155

\*\*\*\*\* Targeted Solutions for Better Results  
P 614.923.6000

Sample A. Sample  
eMergingMarketing.com  
2931 Donnylane Blvd.  
Columbus OH 43235

## Important Member Benefit

**A cost-cutting  
tactic that will  
improve morale**

Dear Sample A. Sample,

Here's a radical concept for you: a belt-tightening idea that won't put the squeeze on anyone. That's right, a cost-cutting tactic that can actually improve employee morale.

**Lower fees for members.** Your membership qualifies your company for our association-sponsored Lincoln Director<sup>SM</sup> 401(k) plan with administrative fees that are among the lowest in the industry.

**Access to the world's top money managers, including Fidelity, Janus and Goldman Sachs.** The Lincoln Director 401(k) plan offers you much more than just low fees. You and your employees can select from up to 47 different investment options from investment firms that consistently rank among the best performing money managers in the world.

Learn more about the Director 401(k) plan by calling our plan provider Stephen M. Wendt & Associates at 1-800-509-9055 ext 100. They'll give you a FREE copy of the best selling business book in America, *Jack: Straight From The Gut*, by Jack Welch, former CEO of General Electric, just for meeting with them.

**Full-service, headache-free plan administration.** We're able to offer you this important member benefit through a special arrangement with Lincoln Financial Group and Stephen M. Wendt & Associates.

Lincoln Financial Group is one of the nation's premier financial services firms with more than \$100 billion in assets. Stephen M. Wendt & Associates, a leading independent financial services consulting firm, has nearly thirty years of experience in retirement planning and retirement plan administration. Since 1985 The Management Association of Illinois has exclusively endorsed Wendt & Associates as the Retirement Plan provider for its members.

That's why I strongly recommend that you make an appointment with a Stephen M. Wendt & Associates professional today by calling **1-800-509-9055 ext 100**. Just for meeting with them you'll get a FREE copy of the number one business book in America, *Jack: Straight From The Gut*, by the legendary Jack Welch.

Sincerely,



Sample A. Sample  
President, The Management Association of Illinois

P.S. Find out how you can offer your employees a better 401(k) plan at a lower cost. Plus, get a FREE copy of the best-selling business book in America. Call **1-800-509-9055 ext 100** or visit [www.to-reply.com/222.htm](http://www.to-reply.com/222.htm) to schedule your appointment with a Stephen M. Wendt & Associates professional.

**Yes!** I want to learn more about how I can offer my employees a better 401(k) plan at a lower cost! Please contact me to schedule an appointment.

Sample A. Sample  
eMergingMarketing.com  
2931 Donnylane Blvd.  
Columbus OH 43235

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Please make any necessary updates to your address above.

**Stephen M. Wendt**  
& ASSOCIATES, INC.  
235 83rd St. Suite D • Burr Ridge, IL 60521-7059

Get your **FREE** copy of the best selling business book in America, *Jack: Straight From The Gut* when you meet with a Stephen M. Wendt & Associates consultant!

**1-800-509-9055 ext 100**

or visit

[www.to-reply.com/222.htm](http://www.to-reply.com/222.htm)

or return this form in the envelope provided or to the address at the left.

## **Lincoln Financial Group**

Lincoln Financial Group is the Director 401(k) plan provider and is a leader in the financial services arena, providing recordkeeping and investment services for more than 1.5 million individuals and 15,000 organizations.



Financial Group®

Retirement  
Financial Services

915 S. Clinton St., P.O. Box 2248  
Fort Wayne, IN 46801-2248  
www.lfg.com

**1-800-248-0838**

## **Stephen M. Wendt & Associates, Inc.**

Stephen M. Wendt & Associates, Inc. is a full-service consulting firm specializing in retirement planning for the small and medium plan market.

The firm was founded in 1972 by Stephen M. Wendt. The Wendt team of professional plan consultants has more than 25 years experience in the retirement planning field.

## **Stephen M. Wendt** ASSOCIATES, INC.

235 83rd Street, Suite D  
Burr Ridge, IL 60521-7059  
www.wendtandassociates.com

**1-800-509-9055**

A 401(k) plan with

- ✓ lower fees
- ✓ more choices
- ✓ less hassle



Is it possible?



### Retirement Begins Here

The Lincoln Director<sup>SM</sup> 401(k) plan can help you and your employees pave the way to that *someday*, better known as retirement.

Since 1985 **The Management Association of Illinois** has exclusively endorsed Wendt & Associates as a Retirement Plan Provider for its members. For more than 15 years Wendt & Associates and Lincoln Financial Group have teamed together to help business owners and their employees.

“We rolled over to the Lincoln Director 401(k) plan about a year ago. We were able to lower our administrative fees by more than 30% and significantly increase both the quantity and quality of our investment offerings.”

– *Sample A. Sample Member*

### Choices to Suit Your Investment Style

By offering a full range of investment assets, the Lincoln Director 401(k) serves the needs and goals of all types of investors. This makes it easy for your employees to diversify their investments.



The investment Pyramid.

### Benefits

The Lincoln Director 401(k) plan offers you and your employees many benefits:

- ✓ Lower administrative fees
- ✓ Improved employee morale
- ✓ Hassle-free plan administration
- ✓ Better employee retention
- ✓ An experienced team

Plus, with a Lincoln Director 401(k) plan you and your employees get around-the-clock access to your retirement plan information through our toll-free number and password-protected website.

### Brand Name Investments

With a Lincoln Director 401(k) plan you and your employees can choose funds from among the best-known, best-performing money managers in the world.

#### Lincoln Elite Series of Funds



Deutsche Asset Management



#### Additional Funds

WELLS CAPITAL MANAGEMENT



235 83rd St. Suite D • Burr Ridge, IL 60521-7059  
www.wendandassociates.com

**1-800-509-9055**

**Stephen M. Wendt**  
ASSOCIATES, INC.

\*Satisfaction Included

# Stephen M. Wendt

& ASSOCIATES, INC.

Dear Member,

The last thing you need is the headache of managing all the details of your company's retirement plan. But you can get rid of that headache by calling **Wendt & Associates at 1-800-509-9055 ext 100.**

## **Wendt & Associates: Satisfaction Included.**

We're the headache-busters, the value-added, the "satisfaction included" that comes with the Director<sup>SM</sup> 401(k) plan from Lincoln Financial Group.

Professional consulting. Plan design and implementation. Customized employee communication. State-of-the art record keeping services. Ongoing monitoring of investment managers. The team of Wendt & Associates and Lincoln Financial Group has got you covered.

**That means you can focus 100% of your time and energy on meeting the crucial day-to-day challenges of your business and still provide a valuable benefit for your employees.**

Schedule an appointment with us today by calling **1-800-509-9055 ext 100.** Find out for yourself how the Director 401(k) plan can reduce your retirement plan hassles and save you money.

Plus, just for meeting with us, we'll give you a **FREE** copy of the acclaimed best selling book, *Jack: Straight From The Gut*, by the legendary Jack Welch.

Why not give us a call right now while you still have this in your hands?

Sincerely,



Steven M. Wendt, Sr.  
President