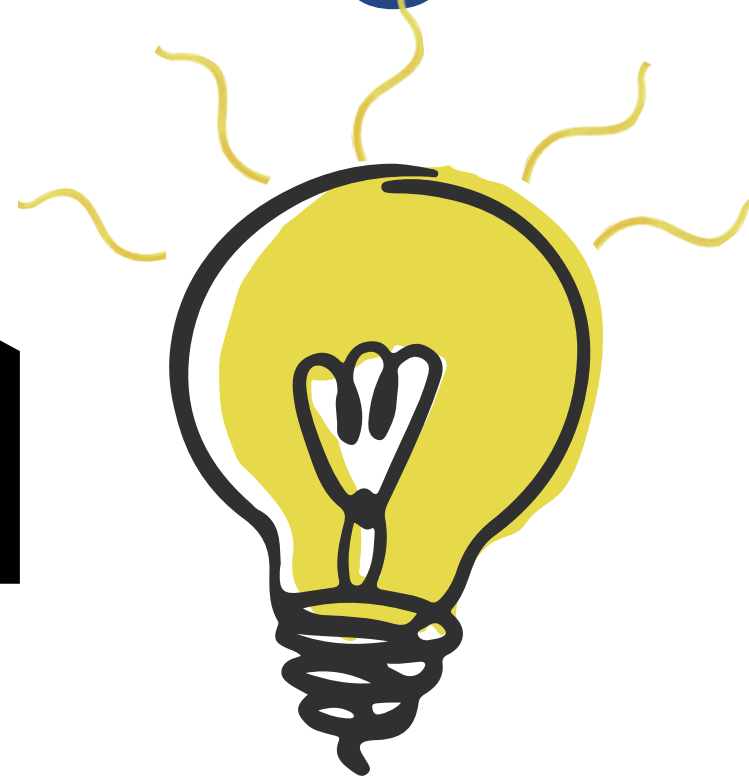
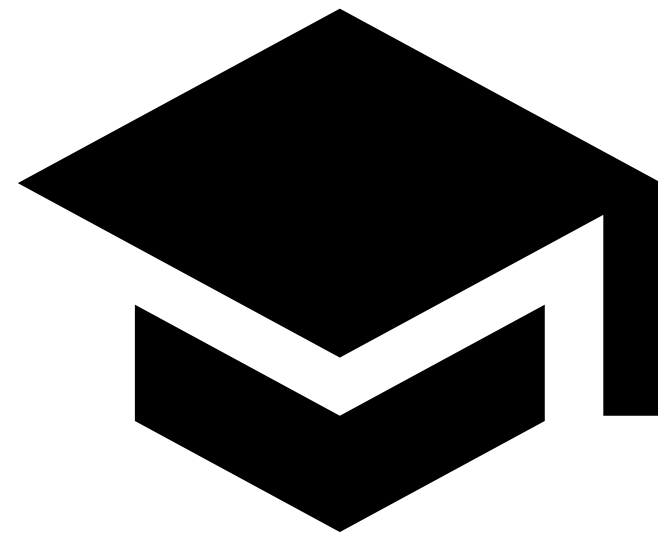


Understanding Local and National Legislation Impacting Educators

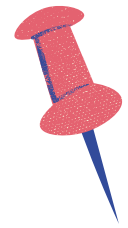


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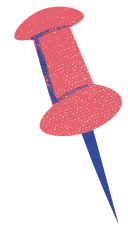
Introductions



Dr. Joel Filas

Business Manager, CSBO

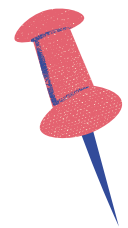
- Benjamin School District 25



Jennifer Prosis, MBA, CFP, CRES

Financial Advisor

- Lincoln Investment/The Voyager Group, Ltd.



Nathan Glassey, TGPC, QKA, CRES

NTSA Executive Director, ARA



**AMERICAN
RETIREMENT
ASSOCIATION**

Working for America's Retirement



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Agenda

- 1 Legislative Update
- 2 Advocacy
- 3 Purple Strategies Survey Results
- 4 Teacher Retention
- 5 Services that bring Value
- 6 CRES



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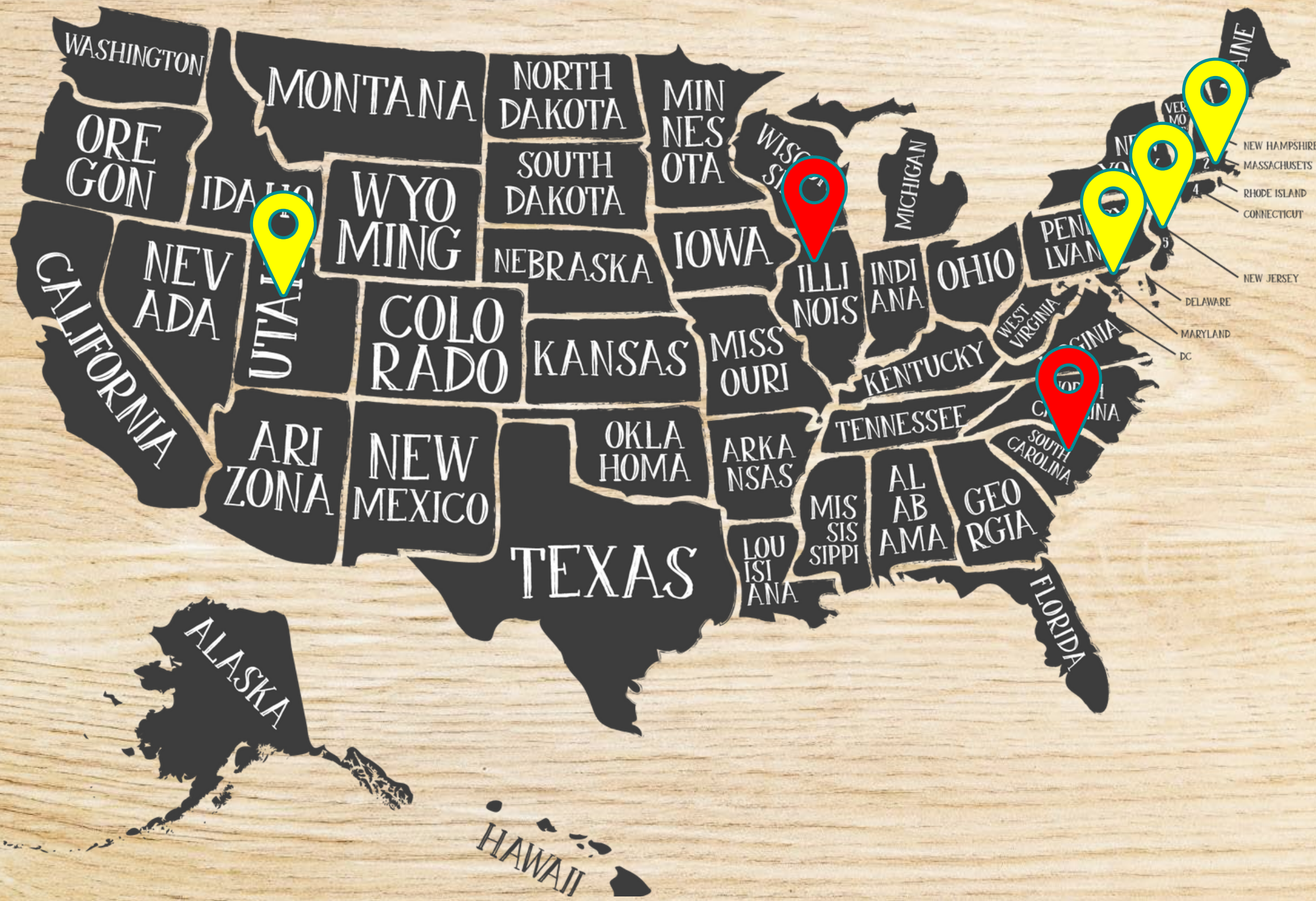


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Legislative Update

Current Most Active States - Advocacy



2024 Numbers



4,637

Bills Reviewed



484

Prioritized Bills



Advocacy

Illinois



- Zephyr Government Strategies
 - Senator Villa Bill
 - Senator Martwick Bill
 - Senator Castro Bill
- SB 1692
 - 403(b) Fiduciary Bill
- SB 2016
 - Product Limitations
- SB 2282
 - Fiduciary Oversight Bill

Teachers overwhelmingly believe it's important they have a choice between multiple providers

And most recognize the importance of competition

90%

- say it's **important to have multiple providers to choose from** when selecting a supplemental retirement savings plan

62%

believe **multiple providers encourage competition** and let teachers choose the best combination of services and costs for their needs

vs.

33%

believe **a single provider simplifies choice** and helps teachers understand what they're getting

58%

think **competition between providers drives better service and innovation**

vs.

34%

think a **single provider can negotiate better rates** through economies of scale

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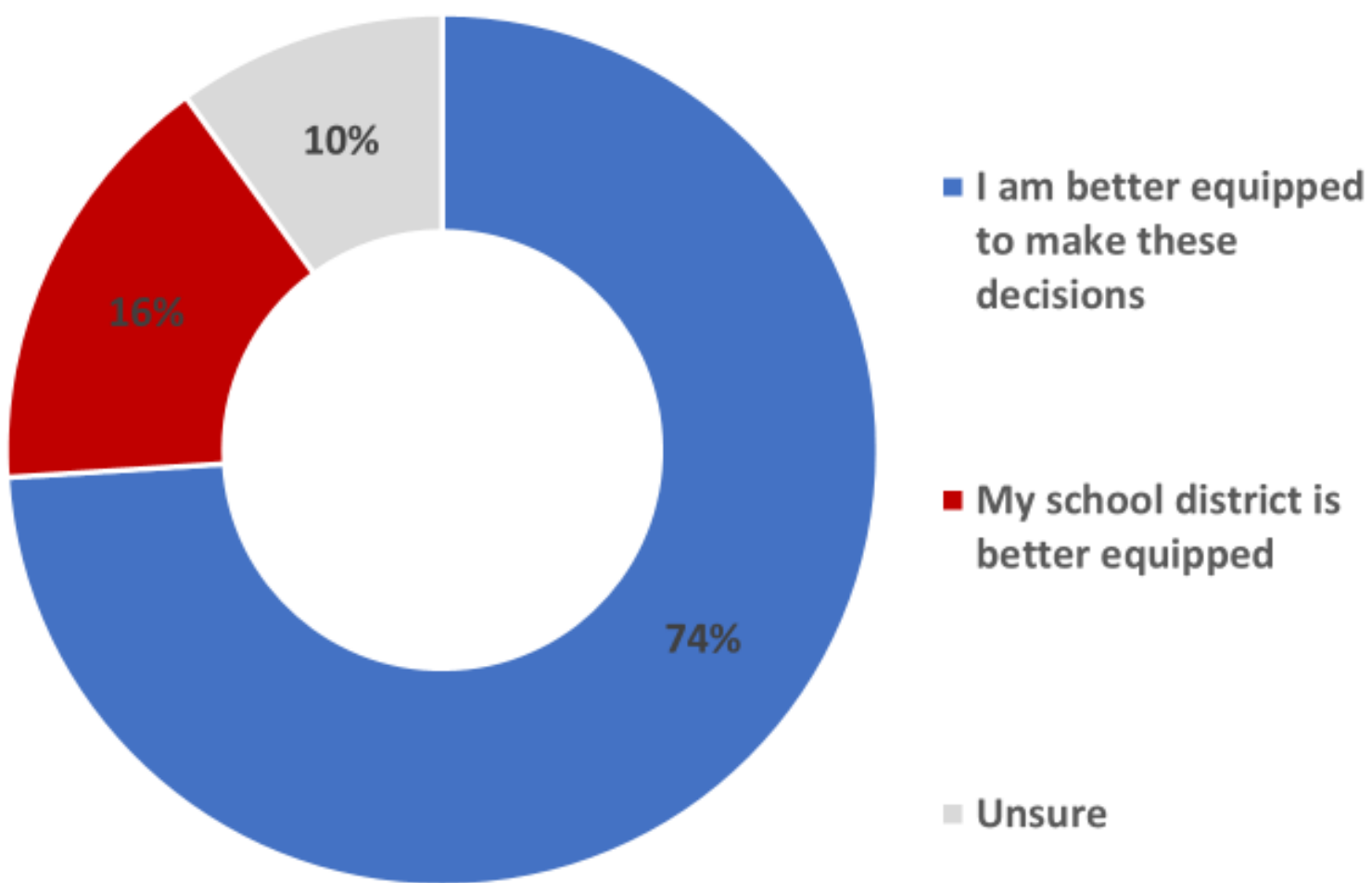
ANNUAL
CONFERENCE

ATING
5
YEARS

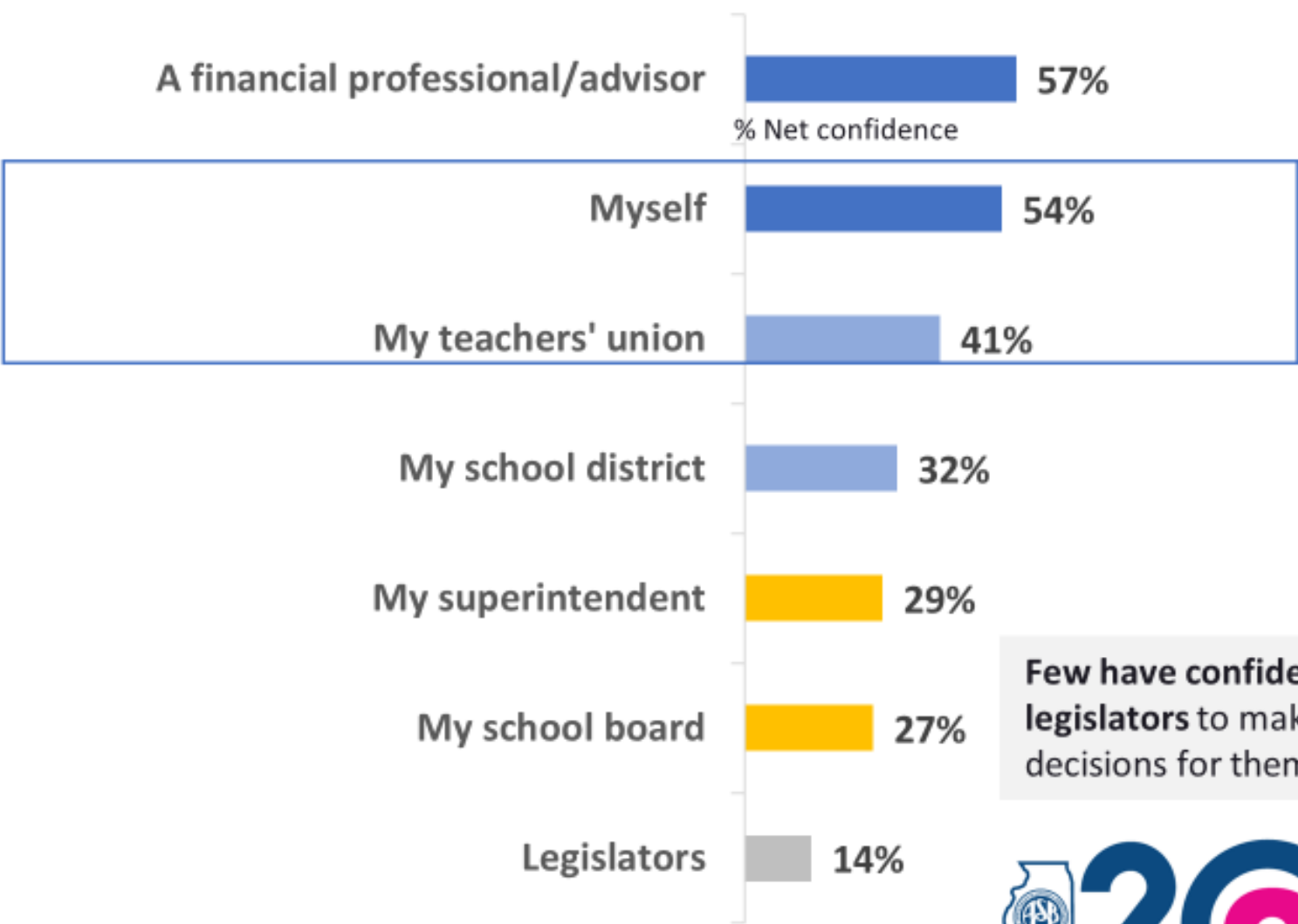
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Teachers want to be empowered to make decisions about their financial future

Who is better equipped to make decisions about which financial products or investment options are best for your retirement?



Who do you have confidence in to make the right decisions for you about which supplemental retirement savings plans should be available for you?



Teachers have **confidence in professional financial advisors** to help guide their decision-making

Few have confidence in **legislators** to make these decisions for them



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So what does Legislation and Choice have to do with you and how can you harness this information for Teacher Retention?

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Why Teacher Retention Matters

-  High turnover rates impact student learning.
-  Continuity in teaching leads to stronger relationships with students.
-  Retaining experienced educators saves districts money in recruitment and training.

Impact of Teacher Turnover on Students

-  Emotional and academic effects on students.
-  How continuity and long -term relationships improve student outcomes.

 *Creates Deeper and Personalized Learning!*

Services of Value

 Student Loan Forgiveness*

 Retirement Planning

- 403b/ 457b Plans
- Income Strategies
- Roth & Traditional IRAs

 Pension Advice

 Financial Literacy

- Financial Counseling
- Budgeting

 Education Planning

- 529 Plans
- UTMA

 Estate Planning

- Loss of Parent or Partner

 Insurance

- Life
- Long term care
- Disability



* Charge for the service. Fees may apply to other services depending on the services offered.

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THIS IS WHY CALLING AN 800 NUMBER

- They don't give out investment advice
- They don't know the pension
- They don't offer ancillary services
 - 529 plans
 - Life Insurance
 - Roth IRA accounts
- They don't know or understand student loan programs
- They won't help with your spouses 401K
- They don't help with the loss of a loved one



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75
YEARS

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Who Can Supply the Need?

Advisors , but more importantly



Advisors

What is CRES? (Certified Retirement Education Specialist)

The CRES certificate program addresses the important retirement planning considerations of public employees. It emphasizes key topics relevant to advisors in the 403(b)/457(b) retirement plan space, such as the importance of teaching financial literacy for public school workers.

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Code of Conduct

NTSA Code of Conduct Member and member organizations are self-regulating established to assist schools with creating a collaborative environment for their employees to learn about and enroll in their retirement benefits, while protecting the district from any misconceptions of being seen as playing favorites or recommending a particular investment or company.

11 Principles, 3 Broad Categories

- Integrity of Communication and Work
- Best Interest of the Client
- Professionalism and Industry Standards



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NTSA

National Tax-Deferred
Savings Association

Why you should consider joining the NTSA...

The National Tax - Deferred Savings Association (NTSA), an affiliate of the **American Retirement Association**, stands as the sole independent, non-profit association in the U.S. dedicated to the 403(b) and 457(b) marketplace. With over 6,000 members, our mission is to deliver top-notch professional education, technical support, and networking opportunities for all professionals within the 403(b) and 457(b) sectors.



Access to the ARC- Advocacy Resource Center

- Lists all bills for all states for you to review. Allows you to see what is going on and status of the bills .
- Filtering capabilities to search for specific types of bills



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Questions and Answers

We thank you for your time !

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