



## > Improve your market position with field-tested prospecting strategies and market data for retirement plan sales professionals.



### OVERVIEW:

Retirement Plan Prospector provides sophisticated defined contribution and defined benefits sales prospecting and plan analysis tools to drive your profits.



- Plan Score Card, Red Flags, Recommended Prospects and other strategic resources
- Every form 5500, available immediately after the DOL releases it
- CRM-friendly export



- Graphic-Rich Report Builder
- 400+ search fields in an intuitive filtering tool

## What is Retirement Plan Prospector?

Retirement Plan Prospector is an intuitive and comprehensive online sales prospecting and plan analysis tool, providing insights into the 401(k) and pension markets.

Prospector enables you to find qualified leads that are similar to your best customers and to identify potential new market opportunities. From searching for plans that exhibit Red Flags to crafting sales pitches based on the Plan Score Card, users discover retirement selling best practices are embedded in every corner. Prospector takes the lessons learned from our most successful clients and delivers them directly to you.

Subscriptions are available for individual states, regions or national access. Prices vary based on geographic area and number of users.

## Connect with one of our knowledgeable reps today.

Call 800-231-0669, option 1 | Email [sales@judydiamond.com](mailto:sales@judydiamond.com)  
Visit [www.judydiamond.com/retirementplanprospector](http://www.judydiamond.com/retirementplanprospector)



# What does the Retirement Plan Prospector include?

- Current and historical form 5500 disclosure filings collected directly from the Department of Labor
- More than 400 different searchable fields in the simplest, most intuitive search tool in the industry
- Exclusive plan analysis tools to help you find the most qualified leads, including:
  - **Red Flags:** Indicate possible problems in a plan's design or evolving needs
  - **Plan Score:** Summarizes a plan's value as a prospect in a single score out of 100
  - **Plan Score Barometer:** Compares a given plan's score to that of its peers
  - **Recommended Prospects:** Plans in your territory that we identify for you as good prospects to consider
  - **Recommended Searches:** Execute pre-built advanced searches with a single click
  - **Historical Trends and Comparisons:** Indicate key metrics on how a plan's performance has changed over one, three and five years, plus how it compares to its peers
- Unique contact information, including names, email addresses and titles of up to three plan decision-makers (HR directors, benefits managers, CFOs)
- Graphic-rich Report Builder allows you to customize presentation-ready plan reports. Be prepared for your next client meeting in seconds
- CRM-friendly Export means that any of our plan data can be uploaded into your other databases smoothly.

Rate of Return	↑ 12.64%	↑ 7.86%	↑ 1.70%
Rate of Return vs S&P 500	↓ -3.35%	↓ -3.00%	↑ 0.04%
Rate of Return vs National Average	↑ 1.00%	↓ -0.41%	↑ 9.79%
Rate of Return vs State Average	↑ 0.36%	↑ 0.35%	↑ 0.49%
Rate of Return vs Industry	↑ 0.13%	↑ 0.21%	↑ 2.33%
Rate of Return vs Companies with Similar Participant Count	↑ 0.96%	↑ 0.13%	↑ 9.77%
Rate of Return vs Companies with Similar Asset Size	↑ 7.67%	↑ 0.00%	↑ 0.00%

\* = Annualized Returns

Plan Financial Page

**Retirement Plan Prospector**  
8701 RAM INC. MI RANCHO  
Employer ID# 52148591 Plan # 001 Years Available: 2012

**Plan Scorecard**  
The Plan Score summarizes each plan's overall performance compared to that of other plans nationwide. Search on data on its most recent form 5500. The Plan Score is out of 100. A good score, meaning the plan is performing well compared to its peers, is anything over 75 and will appear in green. A moderate score is between 50 and 75 and will appear in yellow. A low score, meaning the plan is performing poorly compared to its peers, is anything below 50 and will appear in red. Plans with low scores may be more receptive to changing providers and other vendors.

**OVERALL PLAN SCORE**  
48  
+3 FROM LAST YEAR

**Plan Score Barometer**

This Plan's Score	48
State Average	60
Industry Average	45
Average of Plans with Similar Asset Size	62
Average of Plans with Similar Participant Size	64

Plan Score Card

**Retirement Plan Prospector**  
Hello Regina | Account | Support & Video Training | Logout

**Search Results**  
Your results contain 38 Plans, 38 Sponsors, 41 Contacts

**Advanced Search Filter**  
Data Item: Result  
Select Category  
Select Data Item  
Plan Types: 42390 (DB)

**Filters**  
CLEAR ALL CRITERIA  
Sponsors within 40 miles of 10018  
Plan Type = 401K  
Total Plan Assets Range 1000000.000000  
Red Flag: Bottom 10% in Employee Contributions = TRUE

EIN	Plan	Sponsor Name	Score	City	State	Plans	Assets
13-3384409-001	ALEXANDER DESIGN ASSOCIATES INC (C)		70	New York	NY	5	\$1,111,283
02-1720823-002	ALPHA NEUROLOGY P C (S)		57	Staten Island	NY	40	\$1,452,534
03227-001	ANDREW H GRAULICH ESQ (I)		71	Newark	NJ	2	\$1,154,833
09705-001	ANGELOS AUTO BODY INC (C)		52	Inverton	NJ	21	\$1,099,382
09396-002	ANTONVEL GELBERG PAINTING & YELLOWING INC (C)		47	Long Island City	NY	7	\$1,384,817
04881-001	BAUMMASTER & SAMUELS PC (C)		49	New York	NY	6	\$2,896,340
70808-001	BOARD OF TRUSTEES OF LOCAL 24 U S W U 491K SAVINGS PLAN (E)		49	Long Island City	NY	446	\$1,590,902

Advanced Search Results

## Who should consider using Retirement Plan Prospector?



Individual advisors and DCIO or other fund company personnel who need to find and research qualified retirement plan leads (401k, pension and other DB or DC plans).



### **Request a Free Trial**

Find out if the Retirement Plan Prospector is the right solution for your team's lead generation and plan analysis needs.

**Visit** [www.judydiamond.com/retirementplanprospector](http://www.judydiamond.com/retirementplanprospector)

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