

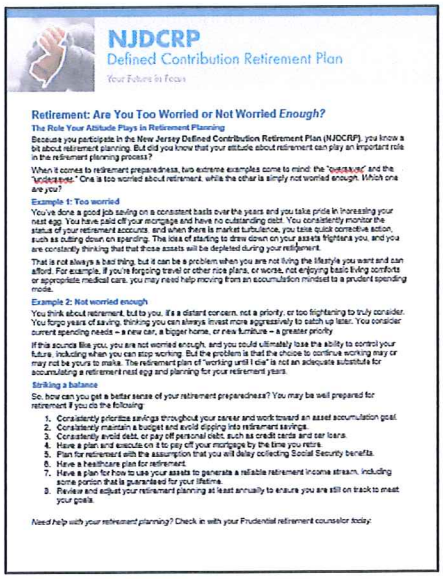
NJDCRP
Defined Contribution Retirement Plan
Your Future in Focus

Retirement Planning: The Role *Attitude* Plays

Retirement planning. As a plan sponsor, you're probably accustomed to hearing the same things over and over about how retirement savers can succeed at it: by contributing as much as possible to a retirement plan account and choosing the right investments based on their long-term goals and how they feel about risk.

But here's something you may not have heard as often: Attitude is *everything.*

In this quarter's newsletter, our lead article outlines, for your employees who participate in the **New Jersey Defined Contribution Retirement Plan (NJDCRP)**, the crucial role that attitude plays in retirement planning.



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Your Future in Focus

Retirement: Are You Too Worried or Not Worried *Enough*?

The Role Your Attitude Plays in Retirement Planning

Because you participate in the New Jersey Defined Contribution Retirement Plan (NJDCRP), you know a bit about retirement planning. But did you know that your attitude about retirement can play an important role in the retirement planning process?

When it comes to retirement preparedness, two extreme examples come to mind: the "outstanding" and the "understated." One is too worried about retirement, while the other is simply not worried enough. Which one are you?

Example 1: Too worried

You've done a good job saving on a consistent basis over the years and you take pride in increasing your nest egg. You have paid off your mortgage and have no outstanding debt. You consistently monitor the status of your retirement accounts and when there is market turbulence, you take quick corrective action, such as cutting down on spending. The idea of starting to draw down on your assets frightens you, and you are constantly thinking that that those assets will be depleted during your retirement.

That is not always a bad thing, but it can be a problem when you are not living the lifestyle you want and can afford. For example, if you're forgoing travel or other nice plans, or worse, not enjoying basic living comforts or appropriate medical care, you may need help moving from an accumulation mindset to a prudent spending mode.

Example 2: Not worried enough

You think about retirement, but to you, it's a distant concern, not a priority, or too frightening to truly consider. You forgo years of saving, thinking you can always invest more aggressively to catch up later. You consider current spending needs – a new car, a bigger home, or new furniture – a greater priority.

If this sounds like you, you are not worried enough, and you could ultimately lose the ability to control your future, including when you can stop working. But the problem is that the choice to continue working may or may not be yours to make. The retirement plan of "working until I die" is not an adequate substitute for accumulating a retirement nest egg and planning for your retirement years.

Striking a balance

So, how can you get a better sense of your retirement preparedness? You may be well prepared for retirement if you do the following:

1. Consistently prioritize savings throughout your career and work toward an asset accumulation goal.
2. Consistently maintain a budget and avoid dipping into retirement savings.
3. Consistently avoid debt, or pay off personal debt, such as credit cards and car loans.
4. Have a plan and execute on it to pay off your mortgage by the time you retire.
5. Plan for retirement with the assumption that you will delay collecting Social Security benefits.
6. Have a healthcare plan for retirement.
7. Have a plan for how to use your assets to generate a reliable retirement income stream, including some portion that is guaranteed for your lifetime.
8. Review and adjust your retirement planning at least annually to ensure you are still on track to meet your goals.

Need help with your retirement planning? Check in with your Prudential retirement counselor today!

Encourage Your Employees to Check their Asset Allocation

Their accounts could be "off balance"

Your employees may already know that it's a good idea to check their asset allocation regularly—to make sure they are satisfied with how they are invested, based on how they feel about risk and their long-term investment goals.

But market conditions can also make it important for retirement savers to review their asset allocation regularly.

Individuals may find they'll need to rebalance their portfolio to make sure it stays on track with their chosen investment allocation. Rebalancing is important because sometimes one investment option in a portfolio may grow (or decline) faster than another, throwing the original asset allocation off balance.

For those who are invested in GoalMaker®, Automatic Rebalancing is done periodically—meaning money is moved among the investments in the participant's GoalMaker portfolio to maintain their original allocation percentages. GoalMaker, an optional asset allocation program offered through your retirement plan at no additional cost, can make choosing investments fast and easy.

Market conditions change—and sometimes, so do views on investing. That's why it's important for your employees to review their accounts on a regular basis. Doing so gives them the opportunity to make any changes they feel are necessary.

Attend a "DCRP Account Overview" Session

If your employees are looking to learn more about the NJDCRP, encourage them to attend an informative session that will review:

- Plan eligibility
- Available investment options
- GoalMaker
- Withdrawal options
- Plan rules

The session will also include a demonstration of Prudential's NJDCRP website—and provide direction on how to process all changes, such as adding or updating a beneficiary and processing a withdrawal, online.

For the schedule of upcoming on-site events, visit **www.prudential.com/njdcrp.**

Webinars will also be held on the following days:

Date	Time
October 24	Noon–1 p.m.
November 16	Noon–1 p.m.
December 14	Noon–1 p.m.

To register go to: state.nj.us/treasury/pensions/dcrp-seminars.shtml

You're part of an award-winning plan!

The State of New Jersey is proud to announce that it was awarded the 2017 Technology and Social Media Award from the National Association of Government Defined Contribution Administrators, Inc. (NAGDCA).

Your Prudential Retirement Counselor

The in-person assistance your employees can rely on

Retirement planning is a journey. But your employees don't have to travel alone. Be sure to remind them that they can count on the assistance of your Prudential retirement counselors, whose goal is to help your employees get the retirement planning answers they need. Encourage them to reach out to one of our knowledgeable retirement counselors *today*.

Your Retirement Counselor Contact Information

Counselor Territory	Prudential Retirement Counselor
Statewide	**Stan Rovinski** **Email:** stan.rovinski@prudential.com **Phone:** 609-218-3601
Northern Jersey	**Lily Lau** **Email:** lily.lau@prudential.com **Phone:** 732-236-6782
Central Jersey	**Bob Rooyakkers** **Email:** robert.rooyakkers@prudential.com **Phone:** 732-587-8331
Southern Jersey	**Cornell Fields** **Email:** cornell.fields@prudential.com **Phone:** 908-461-9148

Plan information can be obtained by calling **866-NJDCRP1** (866-653-2771) toll free or by visiting **www.prudential.com/njdcrp**.

Amounts withdrawn are subject to income taxes. Withdrawals before age 59½ may also be subject to a 10% federal income tax penalty and plan restrictions. Penalty does not apply to 457 programs. Neither Prudential Financial nor any of its affiliates provide tax or legal advice for which you should consult your qualified professional.

GoalMaker is an optional tool and available at no additional cost. GoalMaker's model allocations are based on generally accepted financial theories that take into account the historic returns of different asset classes. Past performance of any investment does not guarantee future results. Prudential Financial encourages participants to consider their other assets, income and investments when enrolling in the GoalMaker program. We also recommend participants periodically reassess their GoalMaker investments to make sure their model portfolio continues to correspond to their investment objectives, risk tolerance and retirement time horizon.

Prudential retirement counselors are registered representatives of Prudential Investment Management Services LLC (PIMS), Newark, NJ, a Prudential Financial company. Prudential Retirement is a Prudential Financial business.

Retirement products and services are provided by Prudential Insurance and Annuity Company (PRIAC), Hartford, CT, or its affiliates. PRIAC is a Prudential Financial company.

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Retirement: Are You Too Worried or Not Worried *Enough?*

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When it comes to retirement preparedness, two extreme examples come to mind: the "oversaver" and the "undersaver." One is too worried about retirement, while the other is simply not worried *enough*. *Which one are you?*

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Have You Verified Your Beneficiary Designation Lately?	
To Change Your Beneficiary Designation	
Online	**Using a Beneficiary Designation Form**
1. Visit **www.prudential.com/njdcrp**. 2. Click on "Access My Account" in the upper right-hand portion of the screen and log in to the account. 3. Click "Personal Information" under **View Details** on the left. 4. Click "Change or Add" under **Beneficiary Information** on the right. 5. Update and confirm the beneficiary information.	1. Visit **www.prudential.com/njdcrp** and click on "Forms" under the "What You Can Do Now" tab. 2. Then click on "Beneficiary Change" under **Administrative Forms** to download the form. 3. Complete and mail the form to Prudential.

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