



McGRIFF, SEIBELS & WILLIAMS, INC.

# PENSION RISK TRANSFER SOLUTIONS

**Integrated solutions that manage your  
income statement and reduce balance  
sheet volatility.**

## **Our Market Advantages**

We are retirement professionals. We understand all of the disciplines and responsibilities of the plan sponsor – from investment policy and trust asset management to plan liabilities, cash flow, and meeting plan obligations.

We deliver solid, integrated pension risk solutions tailored to your strategy. While others deliver services by partnering with various entities that add levels of friction, time lost, conflicting goals, and fractured culture, we offer the ideal client experience – all from one company.

McGriff handles all aspects of any employer's strategy – all through one company. Your strategy will improve your balance sheet, reduce and eliminate asset risk, decrease volatility, and take control of your future.

## **EMPLOYEE BENEFITS DIVISION**

Bob Reynolds – Executive Vice President  
205.581.9123 | [BRey@McGriff.com](mailto:BRey@McGriff.com)  
[www.McGriff.com](http://www.McGriff.com)



## A COMPREHENSIVE STRATEGY TO DE-RISKING

If you're considering a pension risk transfer, it's important to cautiously evaluate your future financial partner and its pension de-risking strategies.

McGriff, Seibels & Williams, Inc. – working collaboratively with our sister companies – is the right partner choice.

Whether your goal is to “shore up” your existing plan, de-risk your pension plan, or remove all plan liabilities, we offer a wide-ranging line of services.

Whatever your situation, we'll work with you to help you achieve both your short- and long-term financial goals.

## OUR COMPREHENSIVE, COST-EFFECTIVE APPROACH TO MANAGING RISKS

### Buy-Out

- Annuity contract to settle retiree obligations
- Reduces plan size and a degree of volatility
- Transfer Mortality and Investment risks
- Annuity Cost > GAAP Funding Liability <CR> (reduces funded status)

### Lump Sums

- Single payments to participants to settle benefit obligations
- Reduces plan size and a degree of volatility
- May trigger settlement charges

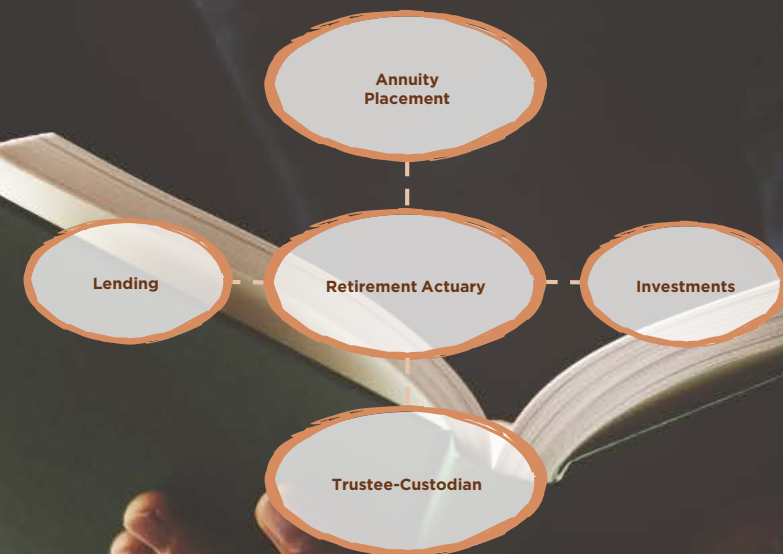
### Buy-In

- Group annuity purchase generates payments
- Retirees continue to receive pension from Trust
- Transfers mortality and investment risks
- Annuity Cost > GAAP Funding Liability (reduces funded status)

### Liability Driven Investing (LDI)

- Immunizes plan obligations with dedicated investment portfolio
- Investments are matched to specific plan liabilities
- Reduces investment and interest rate risk

Our integrated solutions are powered by five members of the BB&T family working together to develop a program crafted to your specific goals and objectives. These businesses include:



**McGRIFF, SEIBELS & WILLIAMS, INC.**  
Annuity Placement

**BB&T RETIREMENT & INSTITUTIONAL SERVICES**  
Trustee/Custodian

**STANLEY, HUNT, DUPREE & RHINE**  
CarePlus Retirement Plan Services (Actuarial)

**STERLING CAPITAL MANAGEMENT LLC & PRECEPT ADVISORY GROUP**  
Investments

**BB&T CAPITAL MARKETS**  
Lending

Branch Banking and Trust Company is a Member FDIC and Equal Housing Lender. Credit products are subject to credit approval. Only deposit products are FDIC insured. BB&T Capital Markets is a division of BB&T Securities, LLC, member FINRA/SIPC, a wholly owned non-bank subsidiary of BB&T Corporation. Insurance products are offered by BB&T Insurance Services, Inc., a subsidiary of BB&T Insurance Holdings, Inc. Securities, Investments and Insurance products or services are:

|                      |  |
|----------------------|--|
| NOT A DEPOSIT        | NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY |
| NOT FDIC INSURED     |  |
| MAY GO DOWN IN VALUE | NOT GUARANTEED BY A BANK                     |

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