

# 2017 Stable Value Study

## Key Findings

### Stable Value Widely Viewed as More Attractive Than Money Market

#### Among Plan Sponsors Familiar With Money Market Fund Reform

**83%** of plan sponsors believe stable value is more attractive



**17%** of plan sponsors believe money market is more attractive

### Advisors Yield a Great Deal of Influence in Plan Sponsors' Capital Preservation Selection, Yet There Is a Disconnect

#### What Plan Sponsors Believe Their Advisors Recommend

**73%** of plan sponsors with stable value say it was recommended to them by their advisor



**67%** of plan sponsors with money market say it was recommended to them by their advisor

#### What Advisors Say They Recommend



**90%** of advisors say they very often recommend stable value



**86%** of advisors say they seldom or never recommend money market

### Areas of Opportunity for Plan Sponsor Education on Stable Value

#### Lack of Awareness About Stable Value Returns Over the Last 15 Years



**44%** of plan sponsors are unaware that stable value has outperformed money market

**84%** of plan sponsors are unaware that stable value returns have exceeded inflation

#### More Clarity Needed on Competing Fund Requirements



**73%** of plan sponsors with competing funds are confused about equity wash provisions

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The MetLife 2017 Stable Value Study was fielded from June through August 2017. MetLife commissioned Greenwald & Associates to conduct the online survey of 241 defined contribution (DC) plan sponsors in cooperation with Strategic Insight, which owns PLANSPONSOR and CIO magazines. Additionally, telephone interviews were conducted with 10 DC plan advisors and 19 stable value fund providers. To read the full MetLife 2017 Stable Value Study, visit [www.metlife.com/stablevaluestudy2017](http://www.metlife.com/stablevaluestudy2017).

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