

Level Revenue Options

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Zero Revenue Line Up:

We can offer levelized pricing by selecting funds that all provide the same level of revenue support to the plan (typically zero revenue funds) and use an asset charge to cover the required revenue of the plan.

We utilize MassMutual "I" shares or other zero revenue sharing alternatives. Desired recordkeeping revenue is achieved by adding a plan level wrap equal to the revenue required to administer the plan. The wrap fee shows upon the participant statements, provides fee leveling, and is transparent to plan participants.

Unitization

We offer two approaches to levelized pricing. The first approach is to select funds that all provide the same level of revenue support to the plan (typically zero revenue funds) and use an asset charge to cover the required revenue of the plan.

The second approach is to select funds with unique revenue support and utilize a unitization method to include the necessary expense to make the revenue support from each fund level. Through unitization each fund generates revenue equal to target revenue. The plan cost is part of the unit value of the unitized fund, is deducted daily, and is visible to plan participants through adjusted expense ratios and performance. There is an additional fee for this approach.

Debits and Credits

MassMutual can generate a zero revenue lineup by utilizing a debit and credit method. We credit an amount equal to the revenue sharing received from the funds in which they are invested to each participant to produce the equivalent of a zero revenue sharing fund line up. We then apply an asset charge against all applicable assets to meet the revenue needs of the plan.



We'll help you get there: