

ARGUS CONSULTING

RETIREMENT PLAN CONSULTANTS FOR MID-MARKET CLIENTS

May 2006

Argus in the News



The Book is Published!

Dan Cassidy's book, [A Manager's Guide to Strategic Retirement Plan Management](#) has been published by John Wiley and Sons Publishers. The book focuses on current best practices regarding company-sponsored retirement plans within the United States. Filled with in-depth insights and expert advice, this valuable guide will aid managers in applying strategic thinking to their retirement plan management activities—whether it be a 401(k) plan, investing in company stock, or a traditional defined benefit plan. It will also help readers to view retirement plans in a holistic manner—ever more necessary given the unpredictable economy and recent troubles with companies such as Enron and WorldCom.

Covering everything from administrative issues to financial and legal responsibilities, as well as the megatrends affecting the entire retirement industry, [A Manager's Guide to Strategic Retirement Plan Management](#) will allow readers to make the best decisions possible while managing this ongoing process and help managers find solutions that best fit their organizations' specific needs.

To learn more about Dan's book, visit the book's page on Wiley's website by clicking [here](#).

Speaking Engagements

Dan will be speaking at three upcoming conferences. If you would like a copy of any of these presentations, contact Audrey Anthony at Audrey@arguscl.com.



Society of Actuaries/Conference of Consulting Actuaries

Employee Benefits Spring Meeting

May 2006

Dallas

Dan organized and will be moderating a five-part series on investment at an upcoming actuarial conference. Topics will include new financial services to help sponsors manage risk, advance asset/liability management and the evolving field of investment consulting. In addition to the investment seminar, other concurrent seminars include managing frozen plans, new pension regulations and legislation, futures of pensions and enterprise risk management.



**New England Employee Benefit Council
2006 Benefits Fair
May 2006
Megatrends in Retirement Planning**

Dan will be speaking at the New England Employee Benefits Council Benefits Fair. His talk will focus on the megatrends affecting the retirement industry – a topic covered in his new book:

- Death of the DB plan – How is the social contract between employee and employer shifting? How much risk can employees bear?
- Fixing the broken 401(k) system – After 20 years of living with 401(k) plans, what have we learned?
- What can we do to make them work for today's and tomorrow's workers?
- Demographics – How do different generations look at retirement and what does this mean for plan sponsors?
- Asset-based solutions – The last twenty years of retirement plan management focused on plan design solutions, e.g. cash balance plans and 401(k) plans.



ASPPA (the American Society of Pension Professionals & Actuaries)

Advanced Actuarial Conference

Dan will be speaking at an upcoming actuarial conference about asset/liability management techniques. This conference is designed especially for actuaries who hold a senior position within their company.

Resources

For more information on Argus Consulting Ltd, please visit <http://www.arguscl.com>.



Argus' Goals and Guiding Principles

Argus' goal is to be the preferred retirement consulting firm for mid-market plan sponsors. To achieve this goal, we embrace the following guiding principles:

- Respect for our clients and staff
- Integrity
- Professional excellence
- Leadership in the actuarial profession

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