

Selecting Your Pro-Mix® Fund

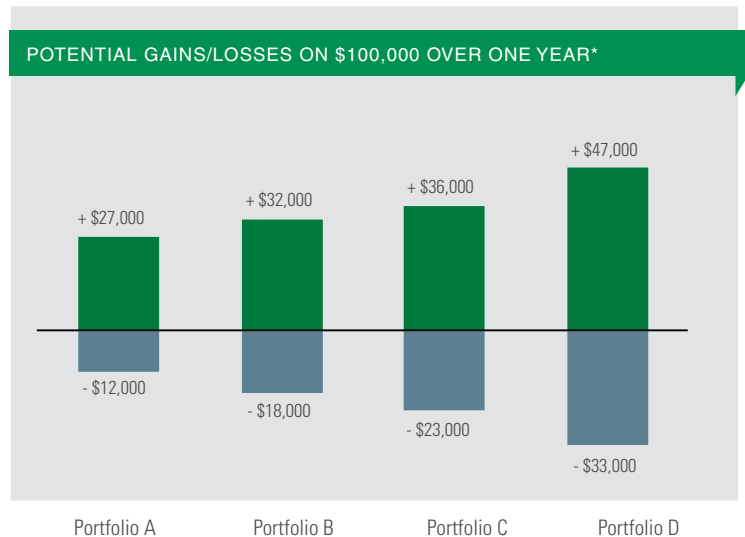
Your retirement plan offers you a choice of four professionally managed investments that range from fairly conservative to fairly aggressive through the Manning & Napier Pro-Mix® Collective Investment Trust funds (Pro-Mix® Funds). To select the Pro-Mix® Fund that best fits your retirement planning goals, follow the easy steps below.

Step 1: Determine Your Investor Profile

Do negative returns keep you up at night? Or are you willing to take on more risk for greater reward potential? While a portfolio with greater stock exposure is likely to result in higher returns over long periods of time, it can also fluctuate in value and may result in below average returns for extended periods.

Your investor profile is determined by your tolerance for risk and the time you have until you will use the money invested in your retirement portfolio. Simply answer the following questions to calculate your investor profile score.

1. The graph to the right shows the potential gains and losses on four different portfolio choices when \$100,000 is invested over a one year period. Based on the information in this chart, which portfolio and corresponding statement best represents the risk/reward trade-off I would be willing to accept?



- Portfolio A: I want to invest conservatively with very little risk involved, understanding that I will have very limited potential for growth.....(0 points)
- Portfolio B: I am willing to accept some risk in my account in order to experience returns that will typically stay ahead of inflation over time.....(2 points)
- Portfolio C: I am willing to accept higher volatility in pursuit of potentially higher returns, but I want to avoid the extreme losses that can be typical of the stock market.....(4 points)
- Portfolio D: I am willing to accept fluctuations typical of stock market returns, including extended periods of loss in extreme environments, in order to maximize my returns over time.....(7 points)

This material is for educational purposes only and does not constitute a recommendation or investment advice. It is not impartial and does not take into account an investor's personal circumstances, or suggest any specific course of action. You should make investment decisions in consultation with your personal advisor based on your individual objectives and overall financial picture.

*For illustrative purposes only.

2. Approximately how many years until I plan to begin making regular withdrawals from my retirement portfolio?

- ___ 0 - 2 years (1 point)
- ___ 3 - 10 years (2 points)
- ___ 10 - 15 years (4 points)
- ___ 15+ years (5 points)

3. Do I expect to withdraw more than 10% of my portfolio per year while in retirement?

- ___ Yes (minus 1 point)
- ___ No (0 points)

TOTAL YOUR POINTS	
Question 1	_____
Question 2	+ _____
Question 3	- _____
My Profile Score	= _____

Step 2: **Choose Your Pro-Mix® Fund**

Use your Profile Score above to help you select the Pro-Mix® Fund that may be the best fit for your current personal situation. Remember, each Pro-Mix® Fund is a fully diversified mix of investments that is professionally managed to a specific objective. Simply choose your Pro-Mix® Fund and leave the day-to-day investment decisions to the experts.

My Profile Score and Pro-Mix® Fund is.....

0 - 2 points

Manning & Napier Pro-Mix®
Conservative Term
Collective Investment Trust Fund

This fund follows a conservative investment approach that favors stability over growth.

Typical Stock Allocation
15% - 45%

3 - 5 points

Manning & Napier Pro-Mix®
Moderate Term
Collective Investment Trust Fund

Designed to moderate risk, this fund seeks a more stable rate of growth than that of the broad stock market.

Typical Stock Allocation
20% - 60%

6 - 8 points

Manning & Napier Pro-Mix®
Extended Term
Collective Investment Trust Fund

This fund seeks to earn a good portion of the long-term growth of the stock market with less volatility.

Typical Stock Allocation
40% - 70%

9 or more points

Manning & Napier Pro-Mix®
Maximum Term
Collective Investment Trust Fund

The most aggressive of the series, this fund seeks to earn the long-term growth typically associated with the stock market.

Typical Stock Allocation
70% - 95%

Step 3: **Make Your Investment Changes**

You are now ready to invest in your Pro-Mix® Fund choice. Follow your retirement plan's existing procedures to access your retirement plan account. Completing this worksheet will not initiate any changes to your account. Keep the worksheet for your records and revisit the Investor Profile questions when your personal situation and/or retirement goals change.

The risk-based Pro-Mix® Funds available through your retirement plan are the Manning & Napier Pro-Mix® Collective Investment Trust Funds. Manning & Napier Advisors, LLC provides investment advisory services to Exeter Trust Company, Trustee of each Pro-Mix® Fund. The Pro-Mix® Funds are available only for use within certain qualified employee benefit plans. These Funds are not mutual funds and units of the Funds are not registered under the Securities Act of 1933, as amended, or the Investment Company Act of 1940, as amended.