

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.

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