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