

The Guild This Month

August 2007

Letter From the Executive Director

If you have any questions or comments, please contact:

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Executive Director

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Important Dates:

ALL Transactions *must* be received by 10:00 am.

Transfers or Terminations:

Wednesday, August 27,
2007

Contributions:

Friday, August 31, 2007

As professionals, you and your office staff field many calls from solicitors trying to get your retirement dollars. The investment management arena is becoming more and more competitive which often prompts false promises about investment returns. I always advise our members to get these promises in writing before actually considering the proposal. I haven't seen one yet!

Investment competition ranges from CPA firms with "personalized" mutual funds to actuarial firms with mutually beneficial brokerage ties.

Below is a reminder of what the California Dentists' Guild does for each of our members.

Custom Plan Design

This is included in our Service Platform. It can cost an average of \$1,500 to set up with a \$1,000/year maintenance charge using other firms. We are able to offer this service to our membership at no additional cost. This includes the annual filing of the IRS Form 5500.

Most other institutions require an outside actuarial service which is in addition to the fund management expense.

Funds

Returns Net of Expenses. This includes administration of plan, monthly statement access, monthly and yearly rate of return, dedicated office support (a live person will answer calls), distribution

services, trustee service, management expense, and other operational costs. We maintain a very low expense ratio because of the increased asset size of the Guild Trust. We operate very efficiently in order to maximize our shareholder's account value.

Retail funds have a significantly higher expense ratio than institutional funds like the Guild's. Most institutions have dollar limits to reach breakpoint in fees. (For example, Vanguard has a \$100,000 required minimum investment for access to institutional shares.) The Guild offers access to institutional class shares beginning

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Federal Reserve Maintains Interest Rate

The Federal Reserve held a key U.S. interest rate steady at 5.25%, as expected, for a ninth consecutive meeting on August 7.

The Fed said inflation remains its primary concern but acknowledged

risks of slower economic growth, suggesting it is starting to recognize the potential for subprime mortgage woes and broader credit market turmoil to hamper growth.

"Downside risks to

growth have increased somewhat," the Fed said in its statement, though inflation remains the "predominant concern."

Previously, it had not referred to downside growth risks.

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with the first dollar.

No Cost to transfer between funds

We do not charge to move monies from one fund to another

Investment Education for Asset Allocation

The Guild philosophy is to empower each individual to make investment decisions that are right for them. We educate our members and their staff and arm them with the knowledge to manage their monies effectively in and out of the Guild fund format.

Management Expense

Your first dollar is guaranteed the same low management fee as all other investments. The principal philosophy is the pooling of all member resources in order to lessen expenses and spread overall equally.

Access to Fund Managers at Annual Meeting of Shareholders

You have the opportunity to ask individual, personal questions about your portfolio and the fund perspective to the actual Fund Manager.

Other benefits of CDG membership include:

- Monthly Newsletter with Fund

tips and Performance

- Individual Monthly Statements for all Participants
- Performance of Funds – accurate and net of fees, there are no hidden costs
- Master Trust – lowers expenses for all shareholders by pooling assets to establish a lower cost basis for everyone in the fund, not just the large investors.

Please call the office if you have any questions about your plan with CDG.

Elizabeth

Upcoming Informational Meetings

CDG will be hosting four Informational Meetings in the upcoming months. These meetings are held to introduce the Guild to prospective members and as a chance for the staff and Trustee to interact with current members.

“These meetings are such a great opportunity to learn more about how to get the most out of our re-

tirement money,” said Dr. Hiroyoshi Shimono. “As a board member I have attended two meetings and each time the presentations have been engaging and full of helpful information.”

If you would like

to attend a meeting in your area, please contact the CDG office for more information.

“These meetings are such a great opportunity to learn more about how to get the most out of our retirement money.”

Dr. Shimono adds, “Every Guild member can get something out of these meetings — and they should bring a colleague!”

Dental Society Meetings

Informational Meetings

8/26	Southern California Academy of General Dentistry	Tuesday, Sept. 18	Village California Bistro & Wine Bar
9/11	Harbor Dental Society	6:30 p.m.	378 Santana Row, #1035, San Jose
9/13	Santa Clara Dental Society	Thursday, Sept. 20	Forte Restaurant
9/18	San Gabriel Valley Dental Society	6:30 p.m.	362 N. Camden Dr., Beverly Hills
9/19	San Fernando Valley Dental Society	Thursday, Oct. 18	Lamp Lighter Inn
9/21	Tulare-Kings Dental Society	6:30 p.m.	3300 W. Mineral King, Visalia
		Thursday, Oct. 25	Shilo Hilltop Restaurant
		6:30 p.m.	3101 W. Temple Ave., Pomona