



DIVERSIFIED
INVESTMENT
ADVISORS

An Important Message About Your Retirement Savings Account

Dear Retirement Savings Plan Participants,

We all know that saving and investing for retirement requires a long-term perspective. But sometimes — especially during periods of extraordinary volatility in the stock market such as we've seen lately — this perspective can be very difficult to maintain. The sheer volume of information from the news media can be overwhelming and difficult to interpret. Understandably this generates anxiety — and questions — not only about our own personal financial well-being, but about the financial strength of the companies that manage our money.

Many of our retirement plan participants have called Diversified to ask for additional information about their retirement savings plan accounts. Because we want to take the time to fully respond to all of their questions, sometimes our customers are waiting longer than we would like for answers. In order to provide information on a timely basis, please let me offer a perspective on Diversified's financial strength and stability.

We are a company focused solely on retirement savings plans. Our customers' assets are invested in funds that are managed based on their specific investment strategies, diversified across multiple securities, and are not subject to any potential credit claims on Diversified, our corporate parent or affiliated companies. Group annuity contracts available through Diversified are issued by Diversified's affiliate, Transamerica Financial Life Insurance Company. The financial strength ratings for Transamerica Financial Life Insurance Company are as follows:

AM Best
A

Moody's
A1

Fitch
AA

S&P
AA-

These ratings apply to the contract's general account investment choices. The separate account investment choice assets are segregated from the obligations of the insurer and are not subject to the claims of creditors of the insurer or the parent, AEGON USA.

While financially we are strong, the current market volatility has understandably resulted in many retirement plan participants questioning their investing strategy. From an investment market perspective, we are living through a very serious period in the market's history. After a significant run-up in real estate prices over a period of years, and continued access to low-cost debt, the financial markets began to turn in August 2007 as the sub-prime mortgage market collapsed. This led to rapidly falling real estate prices, the depreciation of the dollar in overseas markets and an increased focus on the health of several of the largest and oldest financial services firms. Additionally, as economic activity has slowed and unemployment has risen, the fear of a prolonged recession has continued to disturb the markets.

The federal government and the Federal Reserve have acted aggressively to help the financial markets and U.S. economy work through this volatile period. While their actions are newsworthy and have added necessary liquidity to the markets, the results will be measured over a long period of time. Historically, investment markets move in cycles — some, such as these, more severe than others — and economic recoveries generally begin quietly and succeed over time.

As a retirement plan participant, a continued focus on your objectives and resulting diversified investment strategy is as critical today as ever. Financial and economic uncertainty creates market volatility. As the solutions to today's market questions are developed, the uncertainty will lessen and volatility will likely move back to more "normal" levels. Keeping a keen eye on your long-term goals will help you steer through today's market volatility and provide you with the perspective you need to help you remain on the path towards achieving your long-term investment goals.

I hope these comments are helpful in answering the questions you may have. More information is posted on Diversified DirectSM Online at www.divinvest.com. We're here to help you save and invest wisely for and throughout retirement.

Sincerely,

Peter G. Kunkel
President and CEO
Diversified Investment Advisors

