

FOR IMMEDIATE RELEASE

PAi Media Contact:

Rick Keast
EVP, Business Development and Marketing
800-236-7400 ext. 3338

Commonwealth Financial Network Media Contact:

Emily Guadagnoli
Public Relations Specialist
800-251-0080 ext. 9639

COMMONWEALTH FINANCIAL NETWORK SELECTS PAI TO PROVIDE TURNKEY PRIVATE LABEL SERVICES FOR COMMONWEALTH 401(K) PLANS

De Pere, WI (May 24, 2004) — PAi, a leading provider of business process outsourcing solutions for the financial services retirement industry, today announced that it has been selected by Waltham, Massachusetts-based Commonwealth Financial Network to provide recordkeeping and administration services for the Commonwealth 401(k) offering. PAi will support the Commonwealth 401(k) retirement plans with industry-leading solutions that have been designed to serve the various segments of the small business market. Under the arrangement, Commonwealth and PAi have adapted the following standard PAi products and solutions to create a one-of-a-kind lineup to fill the needs of the independent financial professional:

- **PLAN4ONE** – an individual(k) plan for owner-only businesses and spouses.
- **PLAN4ONEPLUS** – a combined 401(k) and defined benefit plan (“DB-K”) that allows owner-only businesses and spouses (if applicable) to defer a significant portion of income toward retirement. The defined benefit portion allows for contributions of up to \$225,000 per year, while the 401(k) plan allows for the individual to contribute up to the annual \$13,000, plus catch-up contributions. This product is ideal for the high-net-worth segment, particularly for owners who are older than age 45, earn more than \$75,000 per year, and want to contribute more than the \$41,000 limit per year or 25% of compensation.
- **PLAN4TEN** – a safe harbor 401(k) plan designed for organizations that have two to ten total employees. This plan serves as a great acquisition vehicle for SEP and SIMPLE plans by allowing higher contributions, and it provides an ideal migration path for individual(k) plans that need a qualified retirement vehicle once an owner hires his or her first employee.
- **PLAN4MOST** – a full-service 401(k) plan that gives employers flexible options in designing and customizing the plan.

PAi will support Commonwealth Financial Network with its full-service customer contact center, extensive web-servicing technology, prototype plan design and maintenance, plan administration, customized marketing and sales support, and interactive voice response system. Under the arrangement, PAi will brand the customer-facing delivery applications and services to provide a seamless service experience for the participant, plan sponsor, and financial representative.

---more---

According to Jason Reese, retirement and education plans manager for Commonwealth Financial Network, "We conducted an exhaustive search and selected PAi because of their unique product offerings, leading technology, outstanding servicing capabilities, and ability to be flexible in shaping solutions that fit our needs. We wanted a solution that would allow us to strengthen our brand in the marketplace, while at the same time offer our captive representatives retirement products that have a high appeal to small business owners. PAi's products are designed in a fashion that makes it easy for plan sponsors to understand and recognize the value of the retirement program, which enhances the relationship building process and the probability that our representatives will close the sale. We have armed our representatives with solutions that give them the flexibility to provide the best retirement plan that fits the special needs of their clients."

Michael Kiley, president of PAi, said, "We are extremely pleased and proud to be supporting Commonwealth Financial Network and strongly believe that our comprehensive recordkeeping and administrative platform provides the leading-edge solution that will compliment Commonwealth's award-winning culture." According to Rick Keast, executive vice president of business development at PAi, "Commonwealth has repeatedly been named a top independent broker/dealer, and we look forward to providing leading solutions and support for the Commonwealth 401(k) offering and Commonwealth's representatives."

About PAi

PAi is a leading independent full-service administrator and recordkeeper for small business retirement plans. PAi provides the financial services industry with affordable high-touch and high-tech retirement plan administration solutions tailored for small businesses. Servicing over 5,500 plans with \$3 billion in assets under administration and supporting 450,000 participants, PAi provides its services to over 2,500 financial advisors and financial institutions nationwide. PAi has been successfully servicing the retirement industry for over 20 years by making strategic and effective investments in people, technology, and processes. Committed to maintaining its long heritage of unrivaled customer service, PAi goes beyond web servicing to being only a phone call away, with accessible contact center experts and an intuitive Voice Response Unit (VRU) system. Additional information is available at www.pai.com.

About Commonwealth Financial Network

Commonwealth Financial Network is a privately owned, independent broker/dealer founded in 1979, with offices in Waltham, Massachusetts, and San Diego, California. The firm supports approximately 900 independent registered representatives nationwide and makes available a comprehensive array of financial products and services. In addition to providing an impressive range of technical services and access to a full spectrum of financial and investment products, the company offers a variety of practice development services and dedicated professionals to support business growth.

###