

## Dear ERISA Plan Fiduciary Client:

You are receiving this document from Ameritas Investment Corp. ("AIC"), a federally registered broker-dealer<sup>1</sup>, and our Registered Representatives ("RRs") as we comply with subsection (c) of Rule 408b-2 promulgated by the U.S. Department of Labor ("DOL"). Rule 408b-2 requires that we provide written disclosure to our clients who are responsible<sup>2</sup> fiduciaries for retirement plans subject to the Employee Retirement Income Security Act ("ERISA") describing the services we provide to your plan as a "covered service provider"<sup>3</sup> and the direct or indirect compensation we receive for such services. There are three categories of services that a broker-dealer and its RRs may provide to an ERISA retirement plan:

**(1) Consulting and Securities and Investment Brokerage for Indirect Compensation.** AIC, through its RRs, provides non-discretionary securities or investment brokerage and consulting services to your retirement plan for indirect compensation. These services include:

- **Brokerage Execution** – RRs may execute brokerage transactions for securities on behalf of your plan or plan participant's brokerage account at the direction of your plan's fiduciary or a participant. Generally, we charge a direct commission for these services. With some products, like mutual funds, there may be a commission that is paid to us indirectly. Such commissions will be disclosed in the investment product sales literature or in a commission statement that you will be provided by the RR prior to purchase of the investment product.
- **Mutual Fund Sale** – RRs may sell mutual funds selected by your plan's fiduciary to your plan. AIC and its RRs will be compensated by a mutual fund company for the sale of a fund through a sales load and a 12b-1 servicing and distribution fee. The sales load charged will depend on the class of the fund purchased by your plan. The prospectus for the mutual fund discloses the sales load and 12b-1 that we receive.
- **Group or Individual Variable Annuity Contract Sale** – RRs who are also licensed insurance agents appointed by an issuing insurer may sell a group or individual variable annuity contract to your plan or its participants. When a RR sells this product to a plan or its participants, the RR may have a continuing relationship to describe the investment options available under the contract, which may change over time, to enable a plan fiduciary or participant to decide which investment options to select. RRs may also provide "investment education" (defined below) to you and your plan participants.
  - AIC is a primary distributor for the group annuity contracts of our affiliated insurance companies: Ameritas Life Insurance Corp., and Ameritas Life Insurance Corp. of New York (formerly First Ameritas). Fee disclosure being prepared for you by these insurers (as recordkeepers) fully describes the services offered through these contracts and the role of AIC and our RRs who sell the contracts and the commissions we receive from the insurer. Our affiliated insurers, as recordkeepers, will provide you with investment information for every investment option in your plan's line-up in addition to disclosure concerning all of the services and fees charged under their contracts.
  - AIC also sells non-proprietary group variable annuity contracts. You should receive a fee disclosure statement directly from these insurers disclosing their services and fee under their contracts. RRs sell these contracts to your plan as a funding vehicle and are paid a commission by the insurer, as its sub-contractor. The commission paid to AIC and its RR is disclosed in the Schedule A to the Form 5500 provided to you by the insurer who issued the contract.
- **Consulting services** – RRs may provide consulting services to your plan and its investment fiduciary.
- **Investment Education** – RRs may assist plans, plan fiduciaries and plan participants by providing "investment education" as defined by the DOL in Interpretive Bulletin 96-1.
- **Enrollment processes** – RRs may assist your plan with its enrollment with eligible employees.
- **Plan design issues** – RRs may assist plans with plan design issues. However, our RRs may not give legal or tax advice in their capacity as a RR.

AIC, as a corporate entity, may also receive payments from mutual fund companies to sponsor, or attend conferences and events designed to market mutual funds products. This type of compensation will be disclosed by AIC in connection with the specific events.

**(2) As an ERISA Fiduciary.** This category is if the BD and RR act as an ERISA fiduciary to the plan or its participants by acting with discretion or providing "investment advice" for a fee or other direct or indirect compensation. **Neither AIC nor its RRs may act as an ERISA fiduciary to an ERISA plan or its participants. Thus, no disclosure is appropriate for this category.**

**(3) Platform Brokerage Services.** This category is brokerage services provided to a participant directed individual account plan where investment options are available through a platform in connection with such brokerage services. **AIC does not provide investment option platforms for participant directed plans. Thus, no disclosure is appropriate for this category.**

If you have any questions or concerns about the services being provided to your ERISA plan or the compensation for such services, please contact your RR.

Very truly yours,

**Ameritas Investment Corp.**

1 Note that AIC is also a federally registered investment adviser. AIC and its investment adviser representatives (IARs), who are qualified by AIC's Advisory Compliance Department, may serve as nondiscretionary investment advisers to ERISA retirement plans, and in doing so, AIC and these IARs acknowledge that they are fiduciaries under Section 3(21) of ERISA.

2 "Responsible" means you are the plan fiduciary who retains or terminates our services.

3 A "covered service provider" is a service provider that enters into a contract or arrangement with a covered plan and reasonably expects to receive \$1,000 or more in compensation, direct or indirect in connection with providing one or more of the category of services described by the DOL in Rule 408b-2.