

Field Bulletin

February 17, 2021

FB 21-015 | For Financial Professional Use Only

Audience: Equitable Advisors Financial Professionals
Re: **Introducing the new Equitable Retirement VisionSM product**
From: Equitable Group Retirement

What's new:

Equitable Retirement Plan Services is launching a new NAV product, Equitable Retirement VisionSM on a new technology platform.

Equitable Retirement VisionSM is a defined contribution program that offers an open architecture mutual fund platform, CITs as well as a group fixed annuity contract issued by Equitable Financial Life Insurance Company. Equitable Retirement VisionSM can provide a comprehensive retirement strategy that can be tailored to meet the needs of our 401(k), 403(b), 457(b), and 401(a) clients.

Equitable Retirement Plan Services offers recordkeeping, trading, custodial and other services provided by Equitable affiliated entities, including PlanConnect, LLC, and Equitable Distributors, LLC, as well as unaffiliated entities, Benefit Trust Company and SS&C.

The program also makes available services from independent third parties—Wilshire Associates Inc. (Wilshire), SWBC Retirement Plan Services (SWBC), Stadion Money Management (Stadion), National Benefit Services (NBS) and Schwab. If selected by an employer, Wilshire or SWBC provides Investment Fiduciary Services to the plan and NBS provides Administrative Fiduciary Services to the plan. If selected by both the employer and participant, Stadion will provide individual managed account services to the participant and Schwab will provide Self Directed Brokerage Accounts to the participant.

When:

January 25, 2021 – The Retirement Sales Desk can assist with providing quotes to prospective clients.

February 19, 2021 – System Implementation with SS&C will be complete.

February 22, 2021 – Onboarding of plans can begin.

For More Information:

- See details below.
- If you have questions, contact the Retirement Sales Desk from 8:30 a.m. to 6:00 p.m., Monday through Thursdays, and 8:30 a.m. to 5:00 p.m. (Eastern) on Fridays at (866)401-3030:
 - Option 1 for 401(k) plans
 - Option 3 for 403(b) plans
 - Option 6 for 457(b) plans
 - For 401(a) plans, which are typically paired with either a 403(b) or 457(b), choose either option 3 or 6 corresponding to the type of plan that it is paired with.

Equitable Retirement Vision

I. Markets

As a guideline, Equitable Retirement Vision is structured to compete in the mid to large markets of plans with assets of \$5 million and above. Also, this product may be available in certain circumstances where the requirements of the employer will not be compatible with EQUI-VEST® Series 201 and EQUI-VEST® StrategiesSM series 901 and Retirement Gateway. Equitable Retirement Vision can accommodate single provider takeover plans and multi-provider add-on plans.

401(k) or (a) Plans

- Corporation or for-profit entity

403(b) TSA Plans

- Public education institutions
 - Public Schools, State Colleges/Universities or Departments of Education
 - Charter Schools—either non-governmental with salary deferral monies only or governmental
 - Private Schools, Community Colleges—with only salary deferral monies
- 501(c)(3) not for profit organizations with salary deferral contributions only
- Churches

457(b) EDC Plans

- State, county or local governments, including public education institutions as well as state universities
- State healthcare facilities

II. Plan Investment Options

NAV Mutual Funds

The platform offers 16,000+ mutual funds as well as CITs will be available for selection through our custodian, Benefit Trust Company. However, Financial Professionals can only offer the funds that have been pre-approved by Equitable Advisors. Please see the list below of the currently approved fund families that are subject to change.

1290	Bridgeway	Edgewood	Hotchkis & Wiley	Marsico	Payden	SSGA
AB	Calamos	Fairholme	Hussman	Matthews	PGIM	Stadion
Aberdeen	Calvert	Federated	Intrepid	Meridian	PIMCO	T Rowe Price
Absolute	Carillon	Fidelity Advisor	Invesco	Metropolitan West	Pioneer	Thornburg
AIG	Cohen & Steers	First Eagle	Ivy	MFS	PrimeCap Odyssey	Timothy Plan
Alger	Columbia	Forward & Salient	Janus	Mondrian	Principal	Touchstone
Amana	Credit Suisse	FPA	John Hancock	Morgan Stanley	ProFunds	Transamerica
American Beacon	CRM	Franklin Templeton	JP Morgan	Nationwide	Putnam	Turner
American Century	Davis	Gabelli	Keeley	Natixis	Rice Hall James	US Global Investors

American Funds	Delaware	Goldman Sachs	Kinetics	Neuberger Berman	Royce	Van Eck
AMG	Diamond Hill	Guggenheim	Legg Mason	Nuveen	Russell	Vanguard
Aquila	Dodge & Cox	Harbor	Loomis Sayles	Oakmark	Schneider	Victory
Ariel	DoubleLine	Hartford	Lord Abbett	Oberweis	Schwab	Virtus
BlackRock	DWS	Hennessy	Mainstay	Optimum	Sentinel	Voya
BNY Mellon	Eaton Vance	Highland	Manning & Napier	PAX	SoundShore	Wells Fargo

Equitable Fixed Account

The Equitable Fixed Account will be available for selection with Equitable Retirement Vision.

III. Optional Services

Plan Level Recordkeeping Service Levels

There are three levels of service available within this program.

- Basic
- Basic Plus
- Full Service

Plan Level Fiduciary Services

Fiduciary services can be provided through Wilshire or SWBC. The fiduciary services are an optional feature that employers can select to provide themselves investment management and advisory services.

There are two levels of investment fiduciary services available, 3(21) at a cost of 0.02% and 3(38) at a cost of 0.05%.

In addition, Administrative Fiduciary Services as well as Notice Delivery Services can be provided through National Benefit Services. This service is an optional feature that employers can select to provide administrative or 3(16) fiduciary services on behalf of the plan, for an annual fee that varies with the level of service chosen.

Participant Level Fiduciary Services

Managed Account Services can be provided through Stadion. The participant level fiduciary service is an optional feature that employers can select to provide to participants for managed account services.

Self-Directed Brokerage Accounts

Self-Directed Brokerage Accounts can be provided through Charles Schwab & Co., Inc.

IV. Compensation

Commission Payment Options

- Trail or Asset Based Compensation
- Combination of Upfront or Premium Based Compensation and Trail
- Flat dollar amount per funded enrollment – typically used for salaried enrollers

Production Credits

- Production credits (PCs) will apply to the Equitable Retirement Vision product. Advisors will receive PCs for any mutual fund and fixed account sales per the Broker Dealer. The mutual fund sales will generate non-proprietary PCs, while the fixed account sales will generate proprietary PCs

Fee For Service

- RIAs, also known as the RPCS program for the 3(21) and 3(38) qualified representatives can receive payment based upon agreement with plan sponsor and IAR.

V. Financial Wellness Tool

Participants have access to personalized wellness and educational topics covering a full breadth of lifestyle stages.

Online digital tools that will give them a clear picture of what means the most to them and discover a path to the future they've envisioned.

VI. Plan Setup Paperwork

The plan setup package includes the following documents that all require an employer signature:

- Plan Setup Questionnaire: This questionnaire gathers contact information and provisions that are specific to the plan. This is a required document.
- Basic Plus Addendum: This addendum gathers the provisions that are required to support the basic plus services that could be elected by the plan. This is required for Basic Plus service level.
- Recordkeeping Services Agreement: This agreement defines the services and responsibilities that the employer and PlanConnect have towards the administration of the plan. This is a required document.
- Benefit Trust Company Custodial Agreement: This agreement defines the terms and responsibilities for the services that Benefit Trust Company will provide for the plan. This is a required document.
- OPTIONAL—Equitable Fixed Account Group Application: This application is completed only when the Equitable Fixed Account is chosen as an investment option for the plan.
- OPTIONAL—Wilshire Agreement: Should the employer elect one of the services that Wilshire provides, this agreement will need to be completed.
- OPTIONAL—SWBC Agreement: Should the employer elect one of the services that SWBC Retirement Plan Services provides, this agreement will need to be completed.
- OPTIONAL—Stadion Managed Account Agreement: Should the employer elect the managed account service that is offered by Stadion, this agreement will need to be completed.
- OPTIONAL—National Benefit Services Agreement: Should the employer elect the administrative fiduciary services that NBS provides, this agreement will need to be completed.

VII. Marketing Materials

We're excited to introduce Equitable Retirement VisionSM, a customizable, effortless retirement program that has sharpened our focus on what matters most: you.

We've removed the heavy lifting of implementation and daily management to help you focus on your clients' retirement objectives. Equitable Retirement VisionSM (ERV) provides needed expertise, so you can rest assured your clients are receiving personalized guidance to help their employees retire with ease and comfort.

Important Dates & Quick Reference Guide

Thursday, February 4

Be WellSM Tea Promotion – Focus is in the bag. Order your Be WellSM tea today!

Wednesday, March 10: 12-1 PM ET

Virtual Zoom Event with guest speaker, Bert Jacobs, Chief Executive Optimist of Life is Good®
First 100 to register and attend event will receive an Equitable-branded Life is Good® T-Shirt.

Tools to get you started!

Financial Professional Marketing Reference Guide.

A glance of important dates and key events in addition to marketing tools and resources available for you, your plan sponsor clients and participants. Cat # 162766

[https://equprod.sharepoint.com/sites/edocs/MM-MP/Retirement Vision folder/Financial Professional/162766 Marketing Reference Guide.pdf](https://equprod.sharepoint.com/sites/edocs/MM-MP/Retirement%20Vision%20folder/Financial%20Professional/162766%20Marketing%20Reference%20Guide.pdf)

Launch flyer.

A quick look at Equitable Retirement VisionSM and what it offers your clients Cat # 162640

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Visit www.equitable.com/vision for up-to-date information on Equitable Retirement VisionSM including training replay, promotions and marketing materials.