



EQUITABLE

Why sell in the governmental 457(b) market?

Grow your business with Equitable

Equitable is a U.S. financial services company that helps build fulfilling futures. For 161 years, we've been working with clients across generations, building on what's proven and pursuing what's possible.¹ With advice designed for them and products built to meet their needs at every stage of life, we help them secure their financial well-being, so they can live the life that's most meaningful to them.

More than

90 years'

experience serving the
employer-sponsored market

Over

1

million
participants

\$30.3 million in plan assets
under management

Overview

- 19.4 million employees in state and local markets.²
- Employee contributions deducted directly from paycheck before taxes are taken out.
- While investment offerings are chosen by the employer, employees are generally permitted to choose among the employer's chosen offerings.

The local market

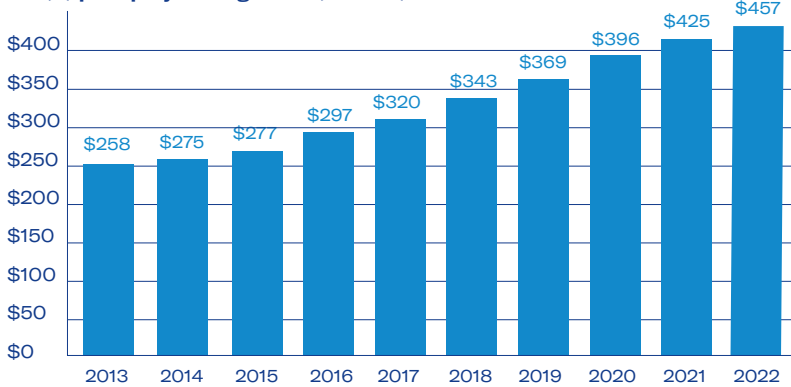
As of 2018, more than 90,000 local governmental entities.³

- Cities and towns
- Counties
- Municipalities and political divisions
- Special taxing districts and authorities
 - Water and utility authorities
 - Police, fire and emergency services
 - Parks and recreation
 - Transportation authorities

Please see bottom of back page for footnote references.

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457(b) plan projected growth (billions)



The opportunity

- More likely than private employers to provide retirement benefits.
- Governmental 457(b) plan assets projected to grow to \$457 billion by 2022.⁴

Unique benefits of 457(b) plans

- There is no 10% penalty tax at any age (except from non-457(b) assets rolled into the plan, which may apply prior to age 59½).
- The Pension Protection Act allows public safety workers to retire at age 50. If there are reductions in the dividend scale, you may be required to pay more premiums out of pocket.

Governmental plans — benefits to you

- Grow and diversify your book of business.
- Gain access to decision makers and centers of influence.
- Potential for steadily increasing AUM growth.
 - Ongoing contributions
 - New enrollees
 - Stickier dollars — less asset turnover
 - Cross-sell potential

Interested in the governmental 457(b) market?
Contact the 457(b) Sales Desk at (866) 401-3030, Option 6.

1 Equitable refers specifically to Equitable Financial Life Insurance Company, to which the 161-year history and other facts as shown exclusively apply.

2 2017 Annual Survey of Public Employment and Payroll.

3 U.S. Census Bureau, census.gov 2017.

4 Cerulli Associates, 2017. U.S. Retirement Markets.

Withdrawals from 457(b) plans are generally not allowed unless there is a separation from service or the participant reaches age 70½, and are subject to normal income tax treatment. Amounts rolled over from a 401(a), 401(k), 403(b) plan or an IRA are tracked separately and may be subject to an additional 10% federal income tax penalty if withdrawn. Contribution limits are effective through December 31, 2017, and may be indexed for inflation.

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