

# PART 2A Appendix 1 of Form ADV

Managed Account Solutions Program Brochure • May 1, 2020

This wrap fee program brochure provides information about the qualifications and business practices of Ameritas Investment Company, LLC ("AIC"). If you have any questions about the contents of this brochure, please contact us at (800) 335-9858, or by email at [AIC\\_Compliance@ameritas.com](mailto:AIC_Compliance@ameritas.com).

The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission, or by any state securities authority.

Additional information about Ameritas Investment Company, LLC is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) by searching for our name or by our CRD number, 14869.

Registration as an Investment Adviser does not imply a certain level of skill or training.



**Ameritas Advisory Services**

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## Item 2 – Material Changes

On July 28, 2010, the United States Securities and Exchange Commission published "Amendments to Form ADV" which amends the disclosure document that we provide clients as required by SEC rules. The amendment requires Ameritas Investment Company, LLC ("AIC") to provide a summary of material changes to you within 120 days of our fiscal year end, which is December 31st. This item includes a summary of the material changes that were made to this ADV Part 2A Appendix 1 ("Wrap Brochure") since the last annual filing.

The last annual update was filed on March 31, 2020. Since then the following material changes to this Wrap Brochure have occurred:

- Item 9-Additional Information was updated to reflect availability of the AIS Program at TD Ameritrade, Fidelity and Schwab.

We may update this Brochure at any time. If we make any material changes relating to our disciplinary information, we will provide you either: (i) a complete copy of our Form ADV Part 2A that includes or is accompanied by a summary of material changes or (ii) a summary of material changes that includes an offer to provide a copy of the current Form ADV Part 2A. We urge you to carefully review all material change summaries as they contain information about significant changes to our advisory services, fee structure, business practices, conflicts of interest and disciplinary history.

To receive a complete copy of our Brochure at no charge, please contact our Compliance Department at 800-335-9858.

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## Item 4 – Services, Fees and Compensation

Ameritas Investment Company, LLC ("AIC") is a dually registered investment adviser and broker-dealer, member of the Financial Industry Regulatory Authority ("FINRA") and the Securities Investors Protection Corporation ("SIPC"). AIC also conducts advisory business under the name, Ameritas Advisory Services (herein after AAS, We, Us or the Firm). Ameritas Investment Corp. was incorporated in 1984 and changed its name and corporate structure in 2020. We have been registered as an investment adviser under the Investment Advisers Act of 1940, as amended, since 1998. AIC is part of the Ameritas Mutual Holding Company ("AMHC") family of companies. The Ameritas Holding Company ("AHC"), a direct subsidiary has 100% ownership of both Ameritas Investment Partners ("AIP") and Ameritas Life Insurance Corp. ("ALIC"); ALIC has direct 100% ownership of Ameritas Life Insurance Corp. of New York and our firm. Additional information regarding our affiliated companies as well as their activities can be found in Item 9-Additional Information.

As an investment adviser, we offer a variety of advisory services that are made available to clients through individuals associated with us as investment adviser representatives ("IARs" or "IAR"). When acting as an investment adviser, we and our IARs have a fiduciary duty to our advisory clients and must make full and fair disclosure to them relating to our advisory relationships. As a fiduciary we aim to always put your interests ahead of our own, identify material conflicts, and eliminate, mitigate and/or disclose these conflicts. An IAR may be registered with AIC as a broker-dealer representative. Therefore, an IAR may be able to offer a client both investment advisory and brokerage services. Before engaging with an IAR, you should take time to consider the differences between an advisory relationship and a brokerage relationship to determine which type of service best serves your investment needs and goals.

Our advisory services primarily consist of asset management services, financial planning and consulting as well as retirement plan advisory services. Our services are designed to provide investment programs that are suitable for our client's financial goals, objectives and risk tolerances. This brochure provides a description of the Managed Account Solutions Wrap Fee Program ("MAS Program").

For more information about our advisory services and programs other than the MAS Program please contact your IAR for a copy of a similar brochure that describes such services or programs or go to [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You should have a conversation with your IAR and read this and similar brochures carefully, as they explain our services in detail.

### MAS Program

The MAS Program is a wrap fee program sponsored by our firm. We have retained Envestnet Asset Management, Inc. and its affiliates ("Envestnet"), an unaffiliated registered investment adviser, to provide certain investment advisory, technology administrative, and research services to our IARs and clients participating in the program. Envestnet operates the technology platform on which clients' assets are managed and provides investment advice to us, our IARs and clients. Assets for this program are custodied at National Financial Services, LLC ("NFS"), 155 Seaport Blvd., Boston, MA.

Your IAR, will request information from you through a new account application and risk tolerance questionnaire. This information assists your IAR in determining the suitability of the MAS Program and in establishing your investment objectives. Your IAR may utilize electronic tools provided by Envestnet to assess your risk profile and investment objectives and determine a possible asset allocation ("MAS Proposal"). Your IAR will present you with a Statement of Investment Selection ("SIS") which summarizes the strategies recommended by your IAR as well as the objectives and restrictions for your account. Your IAR may recommend a Separately Managed Account, Multi-Manager Account, Fund Strategist Portfolio, Adviser Directed Unified Managed Account, or an Adviser Directed Model which are described more fully below. You will make the decision to accept or reject any of these recommendations.

Once you select a model or strategy, your IAR will utilize the financial information you provide to monitor your account to ensure that the model or strategy selected remains prudent based on your risk profile and financial situation.

### Separately Managed Accounts

When Separately Managed Accounts ("SMA") are selected, your assets will be managed by other investment advisers ("Sub-Managers") who, if accessed directly have high investment minimums. The portfolios may be concentrated in sectors, based on investment objectives or risk and hold individual securities, mutual funds or ETFs.

### Multi-Manager Accounts

When Multi-Manager Accounts ("MMA") are selected, your assets will be allocated to two or more Sub-Managers in a single account. An MMA provides the option to build a diversified portfolio of SMAs within one account. Envestnet manages your account based upon the direction of the Sub-Manager and coordinates trading ("overlay management") in accordance with the allocation of your account.

### Fund Strategist Portfolios

When Fund Strategies Portfolios ("FSP") are selected, your account will be invested using one or more investment model created by independent investment advisers ("Model Providers") consisting of mutual funds, ETFs and other securities and investments. Envestnet will manage the portfolios based upon models provided by the Model Providers rather than managed directly by a Sub-Manager or at the direction of the Sub-Manager.

### Advisor Directed Unified Managed Account ("Advisor Directed UMA")

When an Advisor Directed UMA is selected, your account will be invested in a customized portfolio created by your IAR which may include separate account managers (Sub-Managers), mutual funds, ETFs and other securities. Envestnet is responsible for determining the target asset mix as outlined in your Statement of Investment Selection and providing overlay management. In certain circumstances, your IAR will be responsible for determining the asset mix and will utilize Envestnet's administrative and trading services in the management of your account.

### Advisor Directed Models

When an Advisor Directed Model is selected, your account will be managed based upon a model created by your IAR which may include mutual funds, ETFs and/or other individual securities managed by your IAR. Your IAR will utilize Envestnet's administrative and trading services in the management of your account.

## Account Restrictions

You may choose to place an overly screen on all or certain of your assets to assist in the management of tax issues or if you wish to place restrictions on your account. In using an overlay screen, the investment performance of your account may differ from an account where an overlay screen is not used.

## Investment Discretion

When Advisor Directed Models or Advisor Directed UMAs are selected for your account, your IAR will not have discretion to select investments to be purchased or sold in your account or to select, allocate or reallocate your assets to different Sub-Managers without your prior consent. Your IAR must receive written approval from us prior to offering investment discretion services to you. If we approve an IAR to offer investment discretion to clients, your IAR must obtain written authorization from you prior to exercising discretionary authority over your account. When acting with discretion, your IAR has the authority to buy or sell securities without contacting you in advance. You may place reasonable restrictions on the management of your account including restrictions on the type of securities that can be purchased in your account. You may withdraw your authorization at any time by providing written notice to us or your IAR.

When SMAs are selected for your account, the SMA manager will be granted with full discretion to buy and sell securities for your account. When MMAs or Fund Strategist Portfolios are selected for your account, Envestnet will have full discretion to buy and sell securities for your account and allocate or reallocate funds to Sub-Managers. Such discretionary authority allows Envestnet or the Sub-Manager to make investment decisions without contacting you in advance.

## Program Fees

### Annual Fee

As a participant in the MAS Program you will pay one annualized fee ("Client Fee") which includes a Program Fee, AAS's Fee and your IAR Fee. The minimum annual Client Fee is 0.50%.

The Program Fee is the amount paid from the Client Fee to Envestnet from which Envestnet pays Money Managers and any third-party service providers. The Program Fee may also include investment management services comprised of client profiling, strategic asset allocation, style allocation, research and evaluation of asset managers, ongoing monitoring of manager and account performance, asset manager hiring and termination, account rebalancing, account reporting, and other operational and administrative services. There is a minimum annual Program Fee charged per account for participation in the Program which will vary based on the amount of assets under management, the investment styles and/ or investment options chosen or recommended. Clients whose IARs perform the asset allocation themselves do not receive all of the services listed above but pay a lower Program Fee. Please review Envestnet's ADV Part 2A Item 5-Fees and Compensation for more information related to the Program Fee.

AAS's Fee is the amount of the Client Fee retained by us for our services including administration, operation and supervision of the MAS Program. This amount ranges from 0.02% to 0.05% and depends on several factors, including account size, portfolio and strategies selected for your account.

The IAR Fee is the amount of the Client Fee paid to your IAR which compensates your IAR for ongoing advice and monitoring of your account. The IAR fee ranges from 0% to 1.65% and is negotiable based upon factors such as total amount of assets involved in your relationship with your IAR, portfolio and/or Money Manager selected as well as the range and complexity of services provided. You should consider the level and complexity of the consulting and/or advisory services to be provided when negotiating the fee with your IAR.

The Client Fee is payable quarterly in advance and is calculated based on your account value as of the last business day of the previous quarter. The initial quarterly fee will be based on the initial balance of your account and prorated based on the number of billing days in the initial quarter. If you invest or withdraw more than \$10,000 in any MAS Program account after the beginning of the calendar quarter, the Client Fee will be recalculated and pro-rated as of the day of the additional investment.

### Fee Schedule

You will pay a fee based upon the value of assets under management in your account. We offer two types of fee schedules generally referred to as "linear fee" or "tiered fee," with a minimum Client fee of 0.50% and a maximum Client Fee as outlined below.

Fee Schedule	
Account Value	Standard Account Annual Maximum Fee
Up to \$250,000	2.00%
\$250,000 – \$500,000	1.75%
\$500,000 – \$1,000,000	1.50%
\$1,000,000 – \$3,000,000	1.25%
\$3,000,000+	1.00%

When choosing a linear fee arrangement, you will pay a maximum fee of 2.00% if your total account value is \$250,000 or below, 1.75% if your account value is \$500,000 or below, and so on. In a tiered fee arrangement, once the value of your Account assets meets the next tier, the new rate will be applied to all assets above the tier up to the next tier. For example, you will pay 2.00% on the first \$250,000 in assets, 1.75% on the next \$250,000, and so on.

The MAS Program can cost more or less than purchasing the same securities and investment advisory services individually. Factors that bear upon the cost of the MAS Program include the type and size of the account, the historical and/or expected size or number of trades for the account, the investments selected, and the range of supplementary services provided.

### Additional Fees

The annualized fee does not include 1) fees for services provided by broker-dealers other than NFS for transactions executed by or through them that settle into or from accounts such as through prime brokerage or trade away services; 2) fees and charges AIC and NFS receive in lieu of commissions, such as, but not limited to, margin interest, electronic funds and wire transfer fees, custody and setup fees for alternative investments, transfer taxes, odd-lot differentials, certificate delivery fees, reorganization fees, fees required by law, and any other similar costs; and 3) fees charged by some mutual funds, unit investment trusts (UITs), closed-end funds, and other collective investment vehicles, including but not limited to, fees assessed by the fund such as internal expenses, and short term redemption fees. Although AIC does not anticipate executing any trades away from the custodian of your account, any fees imposed would be in addition to the annualized fee you pay. In the MAS Wrap program, AAS's and your IAR's fee is reduced by the transaction fees associated with your account. Where NFS does not assess a transaction fee on certain mutual funds and ETFs (NTF funds), we and your IAR will not bear any costs associated with NTF funds selected for your account. Most NTF funds have higher internal expenses and such, NTF funds will cost you more and cost us and your IAR less, than mutual funds that assess transaction charges but have lower internal expenses. In addition, the higher internal expenses charged to clients who hold NTF funds will adversely affect the long-term performance of their accounts when compared to share classes of the same fund that assess lower internal expenses. These differences in costs and internal fund expenses helps to maintain lower program fees but is a conflict of interest for us and your IAR as we have an incentive to select NTF funds over transaction fee funds in order to reduce our expenses. Your IAR is free to select what he/she deems to be the most appropriate mutual fund or exchange traded fund for your account and does not have a mandate to select NTF funds over other mutual funds or exchange traded funds.

Additionally, if you invest in mutual funds or exchange traded funds, you will pay two levels of management fees, the direct management fee to us and management fee to the mutual fund. If you were to deal directly with the mutual fund company, you would not pay the fees associated with the MAS Program. In that case, you would not receive the services we provide which are designed, among other things, to assist you in determining which investments, investment strategies or investment programs may be most appropriate for your circumstances.

### AIC Compensation

Any cash awaiting investment or reinvested in custodial accounts may be invested in a money market fund or FDIC insured cash sweep option. AIC participates in a cash sweep program with NFS and FDIC insured banks which creates financial benefits for AIC and NFS. In connection with the cash sweep program, AIC will receive a fee from each bank ("Program Bank") participating in the program. The fee will typically vary from Program Bank to Program Bank. The amount of the fee received will affect the interest rate paid to customers by the Program Bank. The Program Banks use Program Deposits to fund current and new lending and for investment activities. The Program Banks earn net income from the difference between the interest they pay on Program Deposits and the fees paid to us and the income they earn on loans, investments, and other assets. As noted above, the Program Banks may pay rates of interest on Program Deposits that are lower than prevailing market interest rates that have been paid on accounts otherwise opened directly with the Program Bank. Program Banks do not have a duty to provide the highest rates available and may instead seek to pay a lower rate. The revenue generated by us may be greater than revenues generated by sweep options at other brokerage firms and may be greater than other core account investment vehicles currently available to you or possible core account investment vehicles that we have used in the past or may consider using in the future.

AIC receives distribution and 12b-1 fees from mutual funds in your MAS Program account. Receipt of such compensation creates a conflict of interest; therefore, we have implemented a policy requiring that to the extent AIC receives these fees in MAS Program accounts, such fees will be rebated back to clients. These charges are described in more detail in the prospectuses of the mutual funds.

### IAR Compensation

Your IAR that recommends you participate in the MAS Program will be compensated as a result of your participation. The amount of this compensation may be more or less than what the IAR would receive if you participated in other programs or paid separately for investment advice, brokerage, and other services. The amount your IAR is compensated may vary between the programs.

Your IAR and AAS may receive more compensation through the MAS Program than if you participated in other programs or paid separately for investment advice, brokerage and other services. As such, we and your IAR may have an incentive to recommend the MAS Program over other programs or services. The receipt of additional compensation itself creates a conflict of interest and may affect our judgment or the judgment of your IAR when making recommendations.

### Retirement Plan Rollovers

When leaving an employer you typically have four options regarding your existing retirement plan: (1) leave the assets in the former employer's plan, if permitted, (2) roll over the assets to the new employer's plan, if one is available and rollovers are permitted, (3) roll over the assets to an Individual Retirement Account ("IRA"), or (4) take a full withdrawal in cash, which would result in ordinary income tax and a penalty tax if you are under age 59 ½.

If your IAR recommends that you roll over your 401(k) or other qualified plan assets to an IRA with us, this rollover recommendation presents a conflict of interest in that we and your IAR would receive compensation (or may increase current compensation) when investment advice is provided following your decision to roll over your plan assets.

Your IAR will discuss your retirement plan options including retention of your 401(k) or qualified plan assets with your current plan, if allowed. Prior to making a decision you should carefully review the information regarding your rollover options and are under no obligation to rollover retirement plan assets to an account managed by us.

### General Disclosure Regarding ERISA and Qualified Accounts

If an advisory account is subject to the provisions of ERISA or certain tax deferred treatment under the Internal Revenue Code (such as individual retirement accounts, 457 plans and 403(b) plans), (collectively, "Qualified Accounts") we and our IARs who act as a fiduciary by providing investment advice for such Qualified Accounts are generally prohibited from receiving both an advisory fee and any transaction-based compensation unless in compliance with applicable prohibited transaction exemptions under ERISA or the Internal Revenue Code or authorized by the U.S. Department of Labor.

If you act as a fiduciary to a Qualified plan, you will represent that the Qualified Account and any instructions given by you regarding the Qualified Account are consistent with applicable Plan documents, including any investment policies, guidelines, or restrictions. You will provide us with a copy of all relevant documents and agree that the advisory program you have selected is consistent with those documents. You will notify us, promptly in writing, of any changes to any of the Plan's investment policies, guidelines, or restrictions, or other Plan documents pertaining to investments by the Plan. If the assets in the Qualified Account constitute only a part of your Plan assets, you shall provide us with documentation of any of the Plan's investment guidelines or policies that affect the Qualified Account. The compliance of any recommendation or investment your IAR makes for the Qualified Account with any such investment guidelines, policies, or restrictions shall only be determined on the date of the recommendation or purchase. You have the responsibility to give us and your IAR prompt written notice if any investments made for the Qualified Account are inconsistent with such guidelines, policies, restrictions, or instructions.

You understand that the services that we perform shall have no effect on the assets of the Plan that are not in the Qualified Account, and that we will not have any responsibility for these assets. We are not responsible for Plan administration or for performing any other duties that are not expressly set forth in the advisory agreement. You shall obtain and maintain at your own expense any insurance or bonds you deem necessary to cover yourself and any of your affiliates, officers, directors, employees, and agents in connection with the advisory agreement.

## Item 5 – Account Requirements and Types of Clients

### Minimum Account Size

The minimum account requirements vary by Portfolio and Money Manager selected. Your IAR will review these requirements when your MAS Proposal is created.

### Types of Clients

The MAS Program is available to individuals, pensions and profit-sharing plans, trusts, estates, charitable organizations, corporations and other business entities.

## Item 6 – Portfolio Manager Selection and Evaluation

Your IAR serves as your portfolio manager and is selected by you when you invest in Adviser Directed UMA Portfolios or Adviser Directed Models. Your IAR will complete the review of investments, analysis of securities and recommendations or may create model portfolios based on the IARs own research and allocation methodology. Each IAR has the independence to take the approach that he or she believes is the most appropriate when analyzing investment products and strategies for clients.

For certain accounts in the MAS Program, Envestnet may perform diligence on registered investment advisers ("Money Managers") who provide investment advisory services to us and our clients. Although such diligence may be available for certain accounts, we are responsible for determining whether we make a Money Manager available to clients participating in the program.

Envestnet evaluates Money Managers using data and information from several sources, including the manager itself and independent databases. Among the types of information provided are historical performance, investment philosophy, investment style, historical volatility and correlation across asset classes. Envestnet also reviews the Money Manager's Form ADV Part 2A and portfolio holdings reports that help demonstrate a Money Manager's securities selection process. Envestnet attempts to verify all information by comparing it to publicly available sources. If the Money Manager meets Envestnet's criteria, the Money Manager will be "Approved" as an SMA Manager or Fund Strategist in the MAP Program. From time to time, Money Managers may be added or removed from the "Approved" categories at our or Envestnet's discretion.

The evaluations performed by Envestnet are intended to provide us and IARs with sufficient data and/or reports on each Money Manager so that we and our IARs are able to evaluate the competence and experience of each Money Manager.

Money Manager due diligence is not a recommendation by us or Envestnet of any particular Money Manager. Each IAR is responsible for determining that they have sufficient information about a Money Manager to prior to recommending a Money Manager to a client.

We do not regularly review the performance information of Money Managers or other products available through the MAS Program. Envestnet provides us and our IARs with performance information for underlying Money Managers as made available from third-party sources and, in some cases, directly from the Money Managers.

The performance information is intended to inform clients as to how their investments have performed for a period both on an absolute basis and compared to relevant investment indices or benchmarks. We do not engage a third party to review the accuracy of the performance data.

### Description of Other Advisory Services

In addition to providing services through the MAS Program, we offer fee based financial planning and consulting services as well as fee based asset management services through portfolios or custom strategies created by IARs, co-advisory relationships with third party money managers, and may act as a solicitor to third-party programs. Your account may be managed on a discretionary or non-discretionary basis. In a discretionary account we, our IARs or third-party investment advisers have the authority to buy or sell securities without contacting you in advance. This may include both selection of model portfolios, sub-account selection in variable annuities, or the selection and execution of securities transactions. For more detailed information on other advisory services we offer, please refer to our Form ADV Part 2A or respective Wrap Fee Program Brochure. These documents are available through your IAR.



### How Services are Tailored to Fit your Needs

When you open an account with us or consult one of our IARs for a financial plan, your IAR will obtain the necessary financial data from you in the form of a Risk Assessment Questionnaire, a Client Data Sheet, and/or a New Account Form.

Your IAR will examine your investment objectives, risk tolerance, and other factors to recommend specific investments or programs to suit your needs. If there are any changes to this information, please notify your IAR immediately. Your IAR will review this information annually or more frequently as necessary to determine whether or not your assets should be reallocated due to changes in your financial situation, the market or other conditions.

The investment advisory services provided largely depend on the personal information you provide to your IAR. In order for your IAR to provide appropriate investment advice to you, or in the case of discretionary accounts, make appropriate investment decisions for you, it is important that you provide accurate and complete responses to your IAR's questions about your financial condition, investment objectives and needs as well as any reasonable investment restrictions you wish to apply to the securities bought, sold or held in your account. It is also important for you to inform your IAR of any changes to your personal or financial circumstances, investment objectives, risk tolerance or any reasonable investment restrictions which may affect the advice we provide. Your IAR will contact you annually in order to confirm the continuing accuracy of the information and instructions you provided in connection with their participation in the Program.

### Wrap Fee Programs

We offer asset management services through both wrap fee and non-wrap fee programs. A wrap fee program is defined as an advisory program in which the client pays a specified fee for portfolio management services and trade execution. We receive a portion of the investment advisory fee you pay when you participate in any of the wrap-fee programs we offer.

Wrap fee programs differ from other programs in that the fee structure for wrap programs is all-inclusive, whereas non-wrap fee programs assess trade execution costs that are in addition to the investment advisory fees. A wrap fee program is more expensive when trading activity is low and less expensive when trading activity is higher (such as when an account is established or actively managed). Conversely, a non-wrap fee program is more expensive when trading activity is high and lower when trading activity is less frequent. If the number of transactions in a wrap fee program is low enough, the wrap fee you pay will exceed the stand-alone investment advisory fee and separate brokerage commissions that would otherwise have been charged.

We do not charge our clients higher advisory fees in wrap fee programs based on their trading activity however you should be aware that we may have an incentive to limit our trading activities in your account(s) because we are charged for executed trades.

A wrap fee program may not be appropriate for every client. You should carefully consider and discuss the investment objectives for your account to determine whether a wrap or non-wrap fee program is most appropriate for your account.

### Performance-Based Fees and Side-By-Side Management

We do not charge performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client) in connection with the MAS Program.

### Methods of Analysis, Investment Strategies & Risk of Loss

Money Managers available in SMA, Fund Strategist and MMA Portfolios may provide advisory services based on a number of investment strategies which may involve investing in fixed income, stock, exchange traded funds ("ETFs"), options and liquid alternative investments. Your IAR will provide additional information on the Money Manager and investment strategies as part of the SIS provided when you establish a MAS Program account.

If Adviser Directed UMAs or Adviser Directed Models are selected for your account, your IAR will serve as your portfolio manager. Each IAR will complete the review of investments, analysis of securities and recommendations or may create model portfolios based on the IAR's own research and methodology. Each IAR has the independence to take the approach he or she believes is the most appropriate when analyzing investment products and strategies for clients. In addition to traditional research sources, IARs may use a variety of third-party programs to assist them in creating asset allocation models in formulating recommendations for clients. It is important to note that no methodology or investment strategy is guaranteed to be successful or profitable.

When developing recommendations for you, IARs compare your financial goals with your investment risk tolerance and the risk and potential return of a specific investment. IARs have wide latitude in designing investment strategies. As a firm, we do not favor any specific method of analysis over another, and therefore would not be considered to have one approach deemed to be a "significant strategy." There are, however, a few common approaches that may be used when creating portfolios for clients as described below:

- **Asset Allocation:** An investment strategy that aims to balance risk and reward by allocating assets among a variety of asset classes. At a high level, there are three main asset classes – equities (stocks), fixed income (bonds), and cash or cash equivalents – each of which have different risk and rewards. Asset classes are further divided into domestic and foreign investments with equities divided into small, mid and large capitalization. Bonds have varying durations and credit quality. By diversifying a portfolio amongst a wide range of asset classes, investors seek to reduce (but not eliminate) the overall risk of a portfolio through avoiding overexposure to any one asset class during various market cycles.
- **Fundamental Analysis:** A method of evaluating a security that involves analyzing individual companies and their industry groups, such as a company's financial statements, details regarding the company's product line, the experience and expertise of the company's management, and the outlook for the company's industry. The resulting data is used to measure what is deemed to be the true value of the company's stock compared to the current market value. The end goal of performing fundamental analysis is to produce a value that an investor can compare to the security's current price and whether the security is over or under priced.



- **Technical Analysis:** A method of evaluating securities by studying past price patterns and trends in the financial markets in an attempt to predict the direction of the overall market, specific stocks or both. Technical analysts do not attempt to measure a security's intrinsic value. Instead they use charges and other tools to identify patterns that suggest future activity. When looking at individual equities, a person using technical analysis generally believes that performance of the stock, rather than performance of the company itself, has more to do with a company's future stock price.
- **Cyclical Analysis:** A type of technical analysis that involves evaluating recurring price patterns and trends with the goal buying or selling securities based upon expected price movements or "market timing." The risk of market timing based on technical analysis is that charts may not accurately predict future price movements. Current prices of securities may reflect all information known about the security and day to day changes in market prices of securities may follow random patterns and may not be predictable with any reliable degree of accuracy.

### Risk Factors

As mentioned above, regardless of the strategy or analysis used, all investments carry the risk of loss including the loss of principal invested. Some risks may be avoided or mitigated, while others are completely unavoidable. Some of the common risks you should consider prior to investing include, but are not limited to:

**Interest Rate Risk:** Fluctuations in interest rates may cause investment prices to fluctuate. For example, when interest rates rise, yields on existing bonds become less attractive, causing their market values to decline.

**Market Risk:** Securities valuations may fall for a variety of reasons, including economic, political, social, financial, widespread business continuity events (e.g. natural disasters, pandemics, etc.) and issuer-based factors, causing prices of stocks, bonds, and other securities in investment portfolios to fall.

**ETF Risks, including Net Asset Valuations and Tracking Error:** ETF performance may not exactly match the performance of the index or market benchmark that the ETF is designed to track ("tracking error") because 1) the ETF will incur expenses and transaction costs not incurred by any applicable index or market benchmark; 2) certain securities comprising the index or market benchmark tracked by the ETF may, from time to time, temporarily be unavailable; and 3) supply and demand in the future for either the ETF and/or for the securities held by the ETF may cause the ETF shares to trade at a premium or discount to the actual net asset value of the securities owned by the ETF. Certain ETF strategies may from time to time include the purchase of fixed income, commodities, foreign securities, American Depositary Receipts, or other securities for which expenses and commission rates could be higher than normally charged for exchange-traded equity securities, and for which market quotations or valuation may be limited or inaccurate.

An ETF typically includes embedded expenses that reduce the fund's net asset value and therefore directly affect the fund's performance, a client's portfolio performance and index benchmark comparison. Expenses of the fund generally include investment adviser management fees, custodian fees, brokerage commissions, and legal and accounting fees. ETF expenses can change from time to time at the sole discretion of the ETF issuer. ETF tracking errors and expenses may vary.

**Inflation Risk:** If any type of inflation is present, a dollar today will not buy as much as a dollar at the same subsequent time, because purchasing power is eroded at the rate of inflation. Inflation tends to erode returns on investments, as well.

**Portfolio Turnover Risk:** Active and frequent trading of securities and financial instruments in a portfolio can result in increased transaction costs, including potentially substantial brokerage commissions, fees, and other transaction costs. In addition, frequent trading is likely to result in short-term capital gains tax treatment. As a result of portfolio turnover, the performance of a portfolio can be adversely impacted.

**Currency Risk:** Overseas investments are subject to fluctuations in the value of the dollar against the currency of the investment's originating country. This is also referred to as exchange rate risk.

**Reinvestment Risk:** This is the risk that future proceeds from investments may have to be reinvested at a potentially lower rate of return (e.g. interest rate). This primarily relates to fixed income securities.

**Business Risk:** These risks are associated with a particular industry or a particular company within an industry. For example, oil-drilling companies depend on finding oil and then refining it (a lengthy process) before they can generate a profit. They have a greater uncertainty of profitability than an electric company, which generates its income from a steady stream of customers who buy electricity no matter what the economic environment is like.

**Financial Risk:** Excessive borrowing to finance a business's operations increases the uncertainty of profitability, because the company must meet the terms of its obligations in good times and bad. During periods of financial stress, the inability to meet loan obligations may result in bankruptcy and/or a declining market value.

**Liquidity Risk:** When consistent with a client's investment objectives, guidelines, restrictions and risk tolerances, we may invest portions of Client portfolios in illiquid securities, subject to applicable investment standards. Investing in an illiquid (difficult to trade) security may restrict our ability to dispose of such investments in a timely fashion or at an advantageous price, which may limit the ability to take full advantage of market opportunities and result in delays in liquidity risk.

**Fixed Income Risks:** Portfolios that invest in fixed income securities are subject to several general risks, including interest rate risk, credit risk, and market risk, which could reduce the yield that an investor receives from his or her portfolio. These risks may occur from fluctuations in interest rates, a change to an issuer's individual situation or industry, or events in the financial markets.

**High Yield Fixed Income Securities Risk:** Investments in high-yielding, non-investment grade bonds (often referred to as "Junk Bonds") involve higher risk than investment grade bonds. Adverse conditions may affect the issuer's ability to make timely interest and principal payments on these securities.

**Foreign, Emerging Markets Risk:** Investments in these types of securities have considerable risks. Risks associated with investing in foreign securities include fluctuations in the exchange rates of foreign currencies that may affect the U.S. dollar value of a security, the possibility of substantial price volatility as a result of political and economic instability in the foreign country, less public information about issuers of securities, different securities regulation, different accounting, auditing and financial reporting standards and less liquidity than in the U.S. markets.

**Structured Products Risk:** These products are often complex and involve a significant amount of risk and should only be offered to Clients who have carefully read and considered the product's offering documents, as they are often times based on derivatives. Structured products are intended to be "buy and hold" investments and are not liquid instruments.

**Derivatives (Options) Risk:** Options involve risks and are not suitable for everyone. Option trading can be speculative in nature and carry substantial risk of loss, including the loss of principal.

**Small/Mid Cap Risk:** Stocks of small or mid-sized companies may have less liquidity than those of larger, established companies and may be subject to greater price volatility and risk than the overall stock market

**Non-Diversification Risk:** Investments that are concentrated in one or few industries or sectors may involve more risk than more diversified investments, including the potential for greater volatility.

**American Depository Receipts (ADRs):** Positions in those securities are not necessarily denominated in the same currency as the common stocks into which they may be converted. ADRs are receipts typically issued by an American bank or trust company evidencing ownership of the underlying securities. Generally, ADRs, in registered form, are designed for the U.S. securities markets. An account may invest in sponsored or unsponsored ADRs. In the case of an unsponsored ADR, a Fund is likely to bear its proportionate share of the expenses of the depository and it may have greater difficulty in receiving shareholder communications than it would have with a sponsored ADR.

The above list of risk factors does not purport to be a complete list or explanation of the risks involved in an investment strategy. You are encouraged to consult your financial advisor, legal counsel and tax professional on an initial and continuous basis in connection with selecting and engaging in the services provided by us. In addition, due to the dynamic nature of investments and markets, strategies may be subject to additional and different risk factors not discussed above. Your investments are not bank deposits, are not insured or guaranteed by any governmental agency, entity, or person, unless otherwise noted and, as such, may lose value.

It is important to note that no methodology or investment strategy is guaranteed to be successful or profitable. You understand that investing in securities involves risk of loss that you should be prepared to bear.

### Voting Client Securities

Except for Adviser Directed UMA accounts and Adviser Directed Models, we delegate proxy voting for the Managed Account Solutions Program to Envestnet or to the Money Manager to whom it allocates client assets, unless you specifically choose not to grant such authority.

We acknowledge our fiduciary obligation to ensure any proxies for which Envestnet or the Money Manager are responsible are voted solely in the best interests of the client. Both designees have developed appropriate principles, policies and procedures to ensure proxies are voted in this manner. Generally, Envestnet and/or the Money Manager use a neutral third party that issues recommendations based on its own internal guidelines. This policy is in place to limit conflict of interest issues. Both have policies designed to identify and resolve any such issues. You may contact us for copies of the proxy voting policies for Envestnet or any of the Money Managers who may be voting proxies on your behalf.

If Adviser Directed UMA accounts or Adviser Directed Models are selected, we do not vote proxies for our clients and clients will receive proxy votes directly from NFS. However, in the event we were to receive any written or electronic proxy materials, we would forward them directly to you by mail, unless you have authorized our firm to contact you by electronic mail, in which case, we would forward any electronic solicitation to vote proxies. We are available to answer questions regarding such notices.

## Item 7 – Client Information Provided to Portfolio Managers

Your IAR will obtain financial and other information to develop an investment strategy to meet your goals and objectives. Your IAR may utilize electronic tools provided by Envestnet to assess your risk profile and investment objectives and determine a possible asset allocation.

The information you provide includes a description of your time horizon and personal information including age, investment experience, income projections, investment objective and attitude toward risk. This information is then provided to Envestnet through the investment proposal process. If there are any changes to this information, please notify your IAR immediately. Your IAR will review this information annually or more frequently as necessary to determine whether or not your assets should be allocated to a different model due to changes in your financial situation, the market or other conditions.

If a new Money Manager, model or Fund Strategist is recommended, your IAR will provide this information to us and Envestnet for implementation.

We maintain a privacy policy and restrict information to those persons with the need to access your information. As a result of the services provided by Envestnet through the MAS Program, Envestnet and its associated persons may have access to identifying information about your account and selected investment strategies (including non-public information). Non-public information includes your Social Security number, net worth, and annual income. Public information is information about you that is readily accessible to the public such as your name, phone number, and address.

## Item 8 – Client Contact with Portfolio Managers

It is our policy to provide an open channel of communication between our clients and their IAR. You are encouraged to contact your IAR whenever you have questions about the management of your account. Clients generally do not have access to or communicate directly with Envestnet or Money Managers.

## Item 9 – Additional Information

### Disciplinary Information

This item provides information related to legal or disciplinary events that may be material to your evaluation of our firm or the integrity of our management. Materiality is subject to our discretion, and/or as defined by the SEC for purposes of this disclosure document.

1. On March 9, 2020 AIC executed an Acceptance, Waiver and Consent ("AWC") which FINRA accepted on March 25, 2020. The AWC recited that between February 10, 2018 and August 20, 2018 AIC provided underwriting services for a municipal issuer with which it had an active "blanket" financial advisory agreement, and thereby acted simultaneously as the issuer's financial advisor and its underwriter, in violation of MSRB Rule G-23. AIC attempted to mitigate potential conflicts of interest by stating in the advisory agreement that it (a) would serve as underwriter only if the issuer consented to that role in writing; and (b) would not accept compensation as a financial advisor for issuances where it was also acting as an underwriter. That attempted mitigation failed to address the conflict created for AIC by serving as underwriter for an issuer with which it had a blanket financial advisory agreement and, thus, a financial advisory relationship. Without admitting or denying the FINRA allegations, AIC agreed to a censure and to pay a fine to FINRA of \$10,000.
2. On April 30, 2019, AIC entered into a Stipulation and Waiver with the California Department of Insurance under which AIC was issued a restricted license. AIC may petition to have such restrictions removed on or after January 1, 2022 provided there has not been justified complaint against AIC or any pending investigations or disciplinary actions against AIC. AIC further agreed to reimburse the Commission for costs associated with the issuance of the restricted license. A copy of this action will be posted on the California Department of Insurance's website at [www.insurance.ca.gov](http://www.insurance.ca.gov).
3. In March 2019, AIC consented to an SEC order stating that AIC willfully violated Section 206(2) and Section 207 of the Advisers Act by failing to explicitly disclose AIC's conflicts of interest related to receipt of 12b-1 fees and its recommendation or selection of 12b-1 fee paying mutual funds in advisory accounts. AIC self-reported this conduct to the SEC pursuant to the Share Class Selection and Disclosure ("SCDC") Initiative. AIC was censured, agreed to cease and desist from committing or causing any violations or future violations of Sections 206(2) and 207 of the Advisers Act, ordered to pay disgorgement of \$3,056,804 and prejudgment interest of \$332,370 to affected investors, and to comply with certain undertakings including reviewing and updating, where necessary, the adequacy of all relevant disclosure documents concerning mutual fund share class selection and 12b-1 fees; evaluating whether existing clients should be moved to lower cost share classes; as well as reviewing its policies and procedures to ensure they are reasonably designed to prevent violations of the Advisers Act in connection with disclosures regarding mutual fund share class selection. The SCDC Initiative was a voluntary initiative in which the SEC encouraged investment advisers to self-report violations involving receipt of 12b-1 fees and adequacy of the disclosures arising from the resulting conflicts of interest. Additional information regarding the SCDC Initiative may be found at <https://www.sec.gov/enforce/announcement/scsd-initiative>.
4. In October 2017, Ameritas Investment Corp., without admitting or denying the findings, executed an Acceptance, Waiver and Consent (AWC) which FINRA accepted on November 8, 2017. The AWC recited that FINRA found that AIC failed to establish, maintain and enforce policies or provide sufficient guidance to registered representatives and principals on the sale of multi-share class VA's, particularly the combination of L-share contracts with long-term income riders. Further, FINRA alleged that AIC failed to reasonably supervise equity securities commissions charged by representatives that were at a four percent rate to determine whether such commissions were reasonable and fair given considerations outlined in Rule 2121. Without admitting or denying the FINRA allegations, AIC agreed to a censure and to pay a fine to FINRA of \$180,000.
5. In January 2017, the Financial Industry Regulatory Authority censured and fined AIC \$145,000 for allegedly failing to supervise recommendations to liquidate a security in order to purchase equity indexed annuities, and to record the resulting transactions over a period of more than two years. The findings stated that AIC, without adequate supervision, mistakenly treated those recommendations and transactions as outside business activities. In mid-2016, AIC resumed supervising and recording the sales of equity indexed annuities.
6. In October 2016, the Financial Industry Regulatory Authority censured and fined AIC \$50,000 for allegedly failing to maintain a sufficient supervisory system to monitor requests from representatives to change customer addresses of record and to disburse funds to a customer's new address. In November 2008, one of AIC's representatives asked the firm to change a customer's address of record to the representative's business address. Simultaneously, the representative asked that the firm disburse funds from the client's account to the new address of record. In accordance with securities laws and regulations, AIC notified the client of the address change by mailing a letter to the client's old address of record. The representative misappropriated the client's funds through disbursements. The client did not authorize either the address change or the disbursement of funds. AIC detected the improper activity in June 2014, at which time AIC immediately terminated the representative, reimbursed the customer's losses in full, and modified policies governing customer address changes, prior to entering into a settlement with FINRA.
7. In October 2015, the Financial Industry Regulatory Authority censured and fined AIC \$150,000 for allegedly failing to apply sales charge discounts to certain customers' eligible purchases of Unit Investment Trusts ("UITs") in violation of FINRA Rule 2010, and for allegedly failing to establish, maintain, and enforce a supervisory system and written supervisory procedures designed to ensure customers received sales charge discounts on eligible UIT purchases in violation of NASD Conduct Rule 3010 and FINRA Rule 2010. Prior to entering into a settlement with FINRA, AIC voluntarily paid restitution to all affected clients in the aggregate amount of \$128,544.
8. In September 2015, the Securities and Exchange Commission announced that AIC agreed to a settlement of allegations pursuant to the Commission's Municipal Continuing Disclosure Cooperation ("MCDC") Initiative that, in connection with AIC's underwriting of certain municipal securities offerings, it willfully violated Section 17(a)(2) of the Securities Act of 1933. AIC agreed and consented to: (A) cease and desist from committing or causing any violations of Section 17(a)(2) of the Securities Act, (B) pay a civil money penalty in the amount of \$200,000, and (C) comply with certain undertakings. The MCDC was a voluntary initiative in which the SEC encouraged municipal issuers and underwriters to self-report violations involving materially inaccurate statements relating to prior compliance with the continuing disclosure obligations specified in Rule 15c2-12 of the Securities Exchange Act of 1934.
9. In March 2015, the State of New Jersey found an Ameritas Life agent to have sold, solicited, and/or negotiated Ameritas insurance products in an unfair, deceptive, misleading, and/or fraudulent manner, and that Ameritas Life Insurance Corp. assisted and/or facilitated those acts. As a result of

the finding, Ameritas Life Insurance Corp. has stated that they shall offer penalty-free rescissions and full refunds of all payments and premium including any withdrawal charges and other payments or fees paid on all policies and contracts identified in the order.

10. In April 2014, the State of Iowa Insurance Division fined AIC \$10,000 for allegedly selling unsuitable non-exchange traded limited partnership investments, and failure to reasonably supervise the activities of the registered representative selling that product.
11. In December 2010, the State of South Dakota, Department of Revenue and Regulation, Division of Securities fined AIC \$10,000 for allegedly employing home office suitability principals at certain times between May 2007 - November 2008 who were not registered in South Dakota.

### Other Financial Industry Activities and Affiliations

We are part of the Ameritas Mutual Holding Company family of companies. The Ameritas Holding Company (AHC) has direct 100% ownership of both Ameritas Investment Partners (AIP) and the Ameritas Life Insurance Corp. ("ALIC"); ALIC has direct 100% ownership of Ameritas Life Insurance Corp. of New York, Variable Contract Agency, LLC and our firm. A significant percentage of time of our executive personnel is spent on activities other than fee-based investment supervisory asset management services.

The firm is both a registered broker/dealer and an investment adviser with the Securities and Exchange Commission and offers advisory services under the name, Ameritas Advisory Services ("AAS"). Many of our management persons are registered representatives of AIC. Most IARs are also registered representatives of AIC, may be individually licensed as insurance agents or serve as agents of ALIC in the sale of traditional and variable insurance products. We offer a variety of approved products and services to our IARs to serve your needs.

AIC is the distributor and lead underwriter for variable insurance products issued by ALIC. As a result of these arrangements, AIC will act in multiple capacities with respect to the services it provides which results in conflicts of interest. AIC acts as the principal underwriter for variable annuities and variable insurance policies issued by ALIC. In its role as lead underwriter, AIC receives a distributor fee for these services if the variable annuity or variable insurance policy is sold on a commission basis. Due to the conflict of interest resulting from receipt of distribution fees paid from premium loads, if you invest in a fee based variable annuity or variable insurance policy, ALIC pays AIC for serving as underwriter from its assets or surpluses in its general account rather than through a premium load. Additional information regarding distribution of ALIC products may be found in the product prospectus available from ALIC or your IAR.

ALIC honors the right to examine statutes with regard to the termination of variable insurance products purchased in an advisory account. There is a 10 day right to examine the contract. If the owner is dissatisfied with the contract for any reason, it may be returned to ALIC within 10 days from the date it is delivered. You will receive a full refund of your policy value. However, where required by certain states, or if your contract was issued to an individual retirement account, you will receive either the premium paid or your contract value, whichever amount is greater.

ALIC offers a variety of insurance products and benefits to retail customers and businesses. AIC representatives, in their capacity as insurance agents appointed with ALIC may recommend these insurance products to you. The compensation received by ALIC and its agents is a potential conflict of interest.

In addition to IARs of AIC, ALIC has multiple channels of distribution for the insurance products they issue. If our associates are acting as independent insurance agents, they are not precluded from offering insurance products from unaffiliated insurance companies.

If you purchase an Ameritas variable annuity or life insurance policy your IAR, may recommend that you select Calvert Variable Products, Inc. Funds ("Calvert VP Funds") or Calvert Variable Series, Inc. Funds ("Calvert Funds") as investment options within the contract or policy. AIP is an affiliate and as the sub-adviser for certain Calvert VP Funds and Calvert Funds, receives a fee for these services.

In cases where we and AIP both earn advisory fees for assets invested in no-load annuity contracts issued by ALIC, the advisory fee billed to your account by AAS will be reduced by the amount of advisory fees earned by AIP.

AIC is a municipal securities dealer, municipal securities adviser and underwriter for municipal securities offerings primarily in the state of Nebraska.

Our receipt of fees and commissions in connection with these activities is a potential conflict of interest as AIC has the opportunity to receive fees and commissions in advisory accounts for these activities. In order to control for this conflict, AIC does not permit the purchase of municipal securities underwritten by AIC in advisory accounts.

We do not normally act as a dealer in connection with securities that we recommend to our clients other than in the context of underwritings, as described above.

Certain product sponsors may pay extra compensation to AIC, referred to as revenue sharing arrangements, in return for increased exposure to our registered representatives through conferences and educational opportunities. In some cases, revenue sharing may represent an expense embedded in the investment product that is born by investors. In other cases, the revenue is paid out of the product providers' assets. These revenue sharing arrangements are an incentive for AIC to give preferential treatment to these sponsors which could influence sales of these products. IARs do not receive a direct financial benefit from revenue sharing, as such we do not believe these AIC's relationships with these product sponsors compromise the advice our IARs may provide to clients. Additional information regarding revenue sharing arrangements can be found at [www.ameritas.com](http://www.ameritas.com) or by contacting AIC at 800-335-9858.

### Your IAR's Relationship with Us

Your IAR receives compensation from us which includes a portion of the advisory fee. The portion of the advisory fee received by your IAR may be more than what he or she would receive at another investment adviser firm. This compensation includes bonuses, awards or other things of value offered to your IAR. We pay our IARs in different ways, for example:

- payments based on production,
- reimbursement or credits of fees that IARs pay us for items such as administrative services or technology fees and materials,



- payments in connection with the transition of association from another broker-dealer or investment adviser firm,
- payments in the form of repayable or forgivable loans,
- advances of advisory fees, and
- attendance at our conferences and events.

We also charge IARs various fees under their independent contractor agreement, for example, for administrative, custody and clearing services to accounts, technology and licensing. These fees and compensation may be based on the IAR's overall business production and/or on the amount of assets serviced in advisory accounts. When compensation or fees charged is based on the level of production or advisory assets of an IAR, the IAR has a financial incentive to meet those production or asset levels. The amount of this compensation could be more, and the amount of the fees we charge could be less, than what the IAR would receive, or pay, if he or she associated with another investment adviser firm.

We may also provide various benefits and/or payments to IARs that are newly associated with our firm to assist them with the costs (including foregone revenues during account transition) associated with transitioning his or her business to us (collectively referred to as "Transition Assistance"). The amount of the Transition Assistance payments is often significant in relation to the overall revenue earned or compensation received by the IAR at his or her prior firm. The receipt of Transition Assistance creates a conflict of interest in that an IAR has a financial incentive to recommend that a client open and maintain an account with the IAR and our firm for advisory and/or brokerage services in order to receive the Transition Assistance benefit or payment. We attempt to mitigate these conflicts of interest by evaluating and recommending that clients use our services based on the benefits they provide to clients, rather than the Transition Assistance earned by any particular IAR. However, clients should be aware of this conflict and take it into consideration when making a decision whether to establish or maintain a relationship with us.

### Variable Contract Agency, LLC

To the extent that your IAR is licensed to offer variable insurance products, he or she will be appointed through our insurance agency, Variable Contract Agency, LLC for the payment of commissions. Variable insurance products sold by your IAR are issued through our affiliate, ALIC as well as unaffiliated insurance companies.

### Ameritas Investment Partners, Inc.

AIP, an SEC registered investment adviser, manages portfolios for various institutional clients, is a commodity trading adviser, co-sponsors wrap fee program with AAS, and provides advisory services to us in connection with the Ameritas Investment Strategies ("AIS") Program and Constellation Program.

AIP may be subject to competing interests that have the potential to influence their decision making with regard to programs and services AIP offers us and our clients which may cause AIP to favor other clients or business activities than the services it offers to us and our clients. As an investment adviser, AIP has a fiduciary duty to act in the best interest of its clients, maintains a code of ethics and compliance program to ensure compliance with its duties under the Investment Advisers Act.

AIC provides brokerage services and AIP provides investment advisory services to our clients who invest in programs offered by AIP. AIP shares the fees generated through these programs with us and uses AIC as the introducing broker dealer for execution of securities transactions. We have an incentive and conflict of interest in recommending the programs of AIP over other investment advisers due to the revenue AIC receives as a broker dealer for execution of securities transactions, fees received for assets placed in these programs, and common ownership by our parent company. We do not require IARs to utilize the services of AIP and makes multiple advisory programs available such that the IAR may select the program that is most suitable for an individual client.

We do not have a related person that is an investment company or other pooled investment vehicle, futures commission, banking or thrift institution, accountant or accounting firm, lawyer or law firm, real estate broker or dealer or sponsor or syndicator of limited partnerships.

### Third Party Investment Advisers

We maintain relationships with third-party investment advisers that your IAR may recommend. We have entered into marketing support agreements with certain third-party investment advisers through our Elite Partners Program which provide these firms with access to our IARs in order to promote their services including preferred status in business planning sessions and participation in our national conferences. In exchange, we receive compensation from these third-party investment advisers to support our technology, training, marketing, staffing and ongoing education of our IARs. This compensation is based upon assets under management and/or new monies placed under management of the third-party investment adviser. This additional compensation is a conflict of interest for us as we would either be unable to provide these services or be required to pay for these services from firm profits.

### Financial Institutions

We offer advisory services on the premises of unaffiliated businesses, including insurance companies and financial institutions, such as banks or credit unions. In some cases, the IAR pays such business entity a fee for the use of the premises and facilities and for administrative support. In the case of financial institutions, we have entered into agreements with financial institutions pursuant to which we share compensation, including a portion of the advisory fee, with the financial institution for the use of the financial institution's facilities and for client referrals. In such case, instead of paying the IAR the portion of the advisory fee as described above, we share a portion of the fee with the financial institution according to the agreement we have with the financial institution. The IAR may or may not be an employee of the financial institution.

### Other Affiliations

From time to time, we or our supervised persons donate to charitable organizations that are affiliated with clients, are supported by clients, and/or are supported by an individual employed by one of our clients. In general, such donations are made in response to requests from clients, or their personnel. Because such contributions may result in the recommendation of our firm or our services, such contributions may raise a potential conflict of

interest. As a result, we maintain procedures that generally limit the dollar amount and frequency of charitable contributions and requires that all contributions are made directly to the charitable organization (normally a 501(c)(3) organization). No contribution will be made if the contribution implies that continued or future business with our firm or our supervised persons, depends on making such contribution.

We disclose all material conflicts of interest so that existing and prospective clients may evaluate their impact on any relationship. The conflicts identified are addressed through the development, implementation, and monitoring of our compliance program. We have supervisory procedures in place to monitor the suitability of client transactions, adherence to client investment objectives, transactions with affiliates, monitoring third-party programs and the trading practices of our IARs.

### Code of Ethics Summary

We have adopted a Code of Ethics to address our fiduciary relationships with clients; specify or prohibit certain types of transactions deemed to create conflicts of interest (or the potential for or appearance thereof); establish reporting requirements; and enforcement procedures under federal, state, and all other applicable securities laws.

We have developed and adopted the following general principles to guide our employees, officers, and directors deemed to be Supervised Persons ("Supervised Persons") under the Code of Ethics. We support and drive the provision of investment advisory products and services. Supervised Persons also include all investment advisory personnel defined as key officers, home office associates, all IARs and all associates of an IAR's office, including licensed and non-registered fingerprinted people who have direct contact with our advisory clients.

The interests of clients are paramount and all Supervised Persons shall strive to conduct themselves in such a manner that the interests of clients take precedence over all others, and to prevent access to non-public information about securities recommendations, and client securities holdings and transactions, except to those associates that need such information to perform their duties.

Supervised Persons must comply with all federal and state securities laws. Further, no Supervised Persons shall, in connection with the purchase or sale of securities, directly or indirectly:

- Employ any device, scheme or artifice to defraud;
- Make any untrue statement of a material fact or omit to state a material fact;
- Engage in any act, practice or course of business which would operate as a fraud or deceit; or
- Engage in any manipulative practice.

All personal securities transactions by Supervised Persons must be accomplished in such a way as to avoid any conflict between the interest of clients and the interest of any Supervised Persons. All Supervised Persons shall strive to avoid actions or activities that allow personal benefit or profit from their position with regard to clients. Each Supervised Person is required to provide quarterly reports of all transactions in securities in which the person has, or by reason of such transaction acquires, any direct or indirect beneficial ownership to our Chief Compliance Officer ("CCO") or designee. Each Supervised Person is also required to submit appropriate holdings reports to our CCO, or designee, which shall be reviewed to determine whether a violation of the Code of Ethics may have occurred.

Our Code of Ethics includes specific provisions outlined in the Insider Trading and Gifts and Gratuity sections of our policies and procedures manuals. Supervised Persons are required to comply with these policies and procedures.

Supervised Persons are further required to report any violation of the Code of Ethics to the CCO, or his/her designee and submit written acknowledgment of receipt of the Code of Ethics and any amendments at least annually.

If you want to obtain a complete copy of our Code of Ethics, we will provide it upon request.

### Participation or Interest in Client Transactions and Personal Trading

Officers of the firm may, from time to time, make recommendations to our advisory clients relating to securities in which such officer has an interest. In addition, and as noted above, we are part of a family of companies engaged in the financial services and insurance industries. These companies, some of which may be regarded as "related persons" of ours, may have direct or indirect interests in securities about which we and/or our IARs may provide investment advice.

We may buy or sell for our accounts, or individuals associated with us may buy or sell for their personal accounts, securities identical to those recommended to customers.

Because we or a related person may have an interest or position in a certain security which may also be recommended to you, our client, and as these situations may present a conflict of interest, we have established the following restrictions in order to ensure our fiduciary responsibilities:

1. A Supervised Person shall not buy or sell securities for their personal portfolio(s) where their decision is substantially derived, in whole or in part, by reason of his or her employment, unless the information is also available to the investing public on reasonable inquiry. No Supervised Person shall prefer his or her own interest to that of the advisory client.
2. When implementing investment recommendations, clients are fully informed that Supervised Persons may receive separate compensation.
3. We emphasize the unrestricted right of a client to decline to implement any advice rendered.
4. We emphasize the unrestricted right of a client to select and choose any investment adviser, broker or dealer and/or insurance company he or she wishes.
5. All individuals must act in accordance with all applicable federal and state regulations governing registered investment advisers.
6. Any individual not in observance of the above may be subject to termination.



## Brokerage Practices

### Research and Other Soft Dollar Benefits

We do not receive research or other products or services other than execution from a broker-dealer or a third party in connection with client securities transactions ("soft dollar benefits"). AIP, a related company, receives brokerage and research services for securities transactions executed for institutional accounts it manages. For additional information regarding AIP's brokerage practices, please refer to the AIP ADV Part 2A available at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

### Brokerage for Client Referrals

When selecting or recommending broker-dealers, we do not consider whether we or a related person receives client referrals from such broker-dealer or third party.

### Directed Brokerage

You are under no obligation to act on our recommendations and are free to select any broker/dealer or investment adviser you'd like to implement our recommendations. In other words, you are not required to work with us. However, if you want to hire us for our investment management services, we are responsible for executing your account transactions and therefore responsible for attaining the best execution possible under the circumstances.

If clients contract for our investment management services, we require them to use broker/dealers recommended or approved by us. Please note that not all investment advisers require the use of specific broker/dealers. Some investment advisers permit clients to use any broker/dealer of the client's own choosing. In very rare cases, we may work with a client that wants to use a broker/dealer that has not been recommended or approved by us. In such cases, those clients must understand that we may be unable to effectively negotiate brokerage compensation on the client's behalf and that client's may not receive the best price for securities executed through that broker/dealer.

When directing brokerage business, clients should consider whether the commission expenses and execution, clearance and settlement capabilities that they obtain through the broker/dealer they select are favorable in comparison to those that we would otherwise obtain for our clients. Clients with client-directed brokerage arrangements should also understand we may be limited in our trading ability and may be required to execute client directed trades after trades are implemented through accounts at our preferred platforms. Clients are encouraged to discuss available alternatives with their IAR.

Our recommendation of a specific custodian or broker/dealer is based in part on our existing relationships, the custodian's financial strength, reputation, breadth of investment products, and the cost and quality of custody and brokerage services provided to you and our other clients.

The determining factor in the selection of a custodian to execute transactions for your accounts is not the lowest possible transaction cost, but whether the custodian can provide what is, in our view, the best qualitative execution for investment transactions for your account.

### Selection of Brokers

We permit our IARs to provide a variety of programs when recommending services to you, including different brokerage and custodial platforms. We reserve the right to limit an IARs use of available platforms based on factors such as industry and technical experience, assets under the IARs management, and training requirements.

When managing your assets, we require that you maintain your account with a "qualified custodian," generally a broker-dealer. We require that advisory clients to utilize one of our approved broker-dealers if they choose to have use manage their advisory accounts. AIC acts as the broker-dealer and National Financial Services ("NFS") acts as clearing firm and custodian for certain of our advisory programs. We also have relationships with Charles Schwab & Co. Inc., Fidelity Brokerage Services, Inc. ("Fidelity") and TD Ameritrade Institutional who act as custodian and provide brokerage platforms for other advisory programs we sponsor. We are independently owned and operated and not affiliated with the custodian we recommend. Our use of a particular custodian is, however, a beneficial business arrangement for us and for the custodian. Information regarding the benefits of these relationships are described in more detail below.

When selecting brokerage platforms and custodians for client accounts, we consider standard benefits that are available without cost to all investment adviser firms using the platform. These benefits include, but are not necessarily limited to, the following products and services: receiving duplicate client statements and confirmations; research related products and tools; access to a trading desk serving our clients; the ability to aggregate securities transactions for execution and then allocate the appropriate shares to client accounts; the ability to have advisory fees deducted directly from client accounts; access to an electronic communications network for client order entry and account information; and access to mutual funds with no transaction fees.

Our recommendation of a specific custodian is based in part on our existing relationships, the custodian's financial strength, reputation, breadth of investment products, and the cost and quality of custody and brokerage services provided to you and our other clients. We are able to negotiate preferred pricing with the custodians we select for our advisory programs. This preferred pricing is based on a number of factors such as expected level of assets placed with the custodian, an expected level of transactions and the types of securities purchased (e.g. no transaction fee mutual funds, transaction fee mutual funds, exchange traded funds, stocks, bonds, etc.). Where we pay transaction costs based upon these factors, we have an incentive and conflict of interest in selecting the types of securities to be purchased or custodian selected in order to maintain preferred pricing.

While we consider the overall services provided by the brokerage firms, products and services offered by these firms may benefit us but may not benefit our clients. We also have material arrangements with some firms that create an incentive for us to recommend those firms over other brokerage firms.

### Ameritas Investment Company, LLC

As a dually registered broker dealer and investment adviser, we utilize our clearing and custody relationship with National Financial Services ("NFS") for services provided under the following programs: Galaxy, Galaxy Wrap, Constellation, and Managed Account Solutions which are further described in this brochure or a brochure supplement.

NFS transmits client orders for execution to various exchanges or market centers based on a number of factors, including size of the order, trading characteristics of the security, favorable execution prices (including opportunity for price improvement), access to reliable market data, availability of efficient automated transaction processing, and reduced execution costs through price concessions from the market centers. Certain market centers may execute orders at prices superior to the publicly quoted market in accordance with their rules or practices. NFS' order-routing policies, taking into consideration all of the factors listed above, are designed to result in favorable transaction processing for customers.

NFS provides the following products and services without cost: receiving duplicate client statements and confirmations; research related products and tools; consulting services; access to a trading desk serving AIC; access to block trading (providing the ability to aggregate securities transactions for execution and then allocate the appropriate shares to client accounts); the ability to have advisory fees deducted directly from client accounts; access to an electronic communications network for client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers through its Managed Account Solutions platform.

While we can negotiate competitive pricing from NFS that we believe is beneficial to our clients, our clearing relationship with NFS provides us with certain economic benefits that we would not receive by using an unaffiliated broker/dealer. AIC marks up NFS' transaction fees by \$3 and statement and confirm processing fees by \$2 when clients do not opt into electronic delivery. AIC will also charge your IAR a \$25 service charge for utilizing its trade desk. Your IAR may or may not pass this cost on to you. AIC also retains net profits that result from the correction of trade errors in program accounts. All losses incurred by clients, due to error, will be removed from either the IAR's compensation or AIC's revenues, depending on the cause of error.

AIC participates in a cash sweep program with NFS and FDIC insured banks which creates financial benefits for AIC and NFS. In connection with the cash sweep program, AIC will receive a fee from each bank ("Program Bank") participating in the program. The fee will typically vary from Program Bank to Program Bank. The amount of the fee received will affect the interest rate paid to customers by the Program Bank. The Program Banks use Program Deposits to fund current and new lending and for investment activities. The Program Banks earn net income from the difference between the interest they pay on Program Deposits and the fees paid to us and the income they earn on loans, investments, and other assets. As noted above, the Program Banks may pay rates of interest on Program Deposits that are lower than prevailing market interest rates that have been paid on accounts otherwise opened directly with the Program Bank. Program Banks do not have a duty to provide the highest rates available and may instead seek to pay a lower rate. The revenue generated by us may be greater than revenues generated by sweep options at other brokerage firms and may be greater than other core account investment vehicles currently available to you or possible core account investment vehicles that we have used in the past or may consider using in the future. As a result of the fees and benefits described above, the cash sweep program may be more profitable to us than other available sweep options.

AIC receives compensation and transitional assistance from NFS to reimburse termination fees when clients transition their accounts to Ameritas Investment Strategies' ("AIS") custodian, NFS. This compensation is based on an expected level of assets transitioned to NFS by a particular IAR or AIC. These additional forms of compensation are a financial benefit to AIC and conflict of interest because AIC has an incentive to direct client accounts in consideration of the actual or anticipated incentives or consideration we will receive. In addition to compensation related conflicts, AIC, as a broker-dealer, has contractual relationships with NFS which limit its use of other clearing firms, broker-dealers and custodians. This contractual relationship is a conflict of interest in that we may be limited in our selection of broker dealers or have a bias to direct assets to NFS or affiliates of NFS, particularly Fidelity Brokerage Services, LLC.

### Charles Schwab & Co.

We recommend the use of Charles Schwab & Co., Inc. ("Schwab"), a registered broker dealer, member SIPC, as a qualified custodian for our Ameritas Investment Strategies ("AIS") Program, Ameritas Investment Strategies ("AIS Wrap") Program, Adviser Managed Retirement ("AMR") Program and Adviser Managed Solutions ("AMS") Program. We are independently owned and operated and are not affiliated with Schwab. Schwab will hold your assets in a brokerage account and buy and sell securities when we instruct them to. While we recommend that you use Schwab as custodian/broker, you will decide whether to do so and will open your account with Schwab by entering into an account agreement directly with them. We do not open the account for you, although we may assist you in doing so.

For our clients' accounts that Schwab maintains, Schwab generally does not charge separately for custody services but is compensated by charging commissions or other fees on trades that it executes or that settle into your Schwab account. Certain trades (for example, many mutual funds and ETFs) may not incur Schwab commissions and transaction fees. Schwab is also compensated by earning interest on the uninvested cash in your account in Schwab's Cash Features Program. Schwab's commission rates and asset-based fees applicable to our client accounts were negotiated based on the condition that our clients collectively maintain a total of at least \$500 million of their assets in accounts at Schwab. This commitment benefits you because the overall commission rates and asset-based fees are lower than they would be otherwise.

Schwab Advisor Services™ is Schwab's business servicing independent advisory firms. They provide us and our clients with access to their institutional brokerage services (trading, custody, reporting and related services), many of which are not typically available to Schwab retail customers. Schwab also makes available various support services. Some of those services help us manage or administer our clients' accounts, while others help us manage and grow our business. Schwab's support services are generally available on an unsolicited basis (we don't have to request them) and at no charge to us. Following is a more detailed description of Schwab's support services:

Services that benefit you: Schwab's institutional brokerage services include access to a broad range of investment products, execution of securities transactions, and custody of client assets. The investment products available through Schwab include some to which we might not otherwise have access or that would require a significantly higher minimum initial investment by our clients. Schwab's services described in this paragraph generally benefit you and your account.

Services that may not directly benefit you: Schwab also makes other products and services available that benefit us but may not directly benefit you or your account. These products and services assist us in managing and administering our clients' accounts. Schwab makes software and other technology available that provides access to client account data (such as duplicate trade confirmations and account statements); facilitates trade execution and allocates aggregated trade orders for multiple client accounts; provides pricing and other market data; facilitates payment of our fees from our clients' accounts; and assists with back-office functions, recordkeeping and client reporting.

Services that generally benefit only us: Schwab also offers other services intended to help us manage and further develop our business enterprise. These services include educational conferences and events; consulting on technology, compliance, legal and business needs; access to employee benefits providers, human capital consultants, and insurance providers; and marketing and consulting support.

Schwab may provide some of these services itself. In other cases, it will arrange for third-party vendors to provide the services to us. Schwab may also discount or waive its fees for some of these services or pay all or a part of a third party's fees. Schwab may also provide us with other benefits such as occasional business entertainment of our personnel.

The availability of these services from Schwab benefits us because we do not have to produce or purchase them. Services provided by Schwab are at no cost. Schwab has also agreed to pay up to \$50,000 in initial support if net new assets transferred to Schwab are at least \$250,000,000 and an additional \$50,000 for assets held exceeding \$500,000,000. Schwab has also agreed to reimburse account closing and transfer fees in an amount up to \$360,000 for new accounts that transfer to Schwab over a twelve-month period. Schwab's support services are not contingent upon us committing any specific amount of business to Schwab in trading commissions or assets in custody, however the fact that these benefits are available creates an incentive for us to recommend that you maintain your account with Schwab. We believe, however, that our selection of Schwab as custodian and broker is in the best interests of our clients.

Our selection is primarily supported by the scope, quality and price of Schwab's services and not Schwab's services that benefit only us.

### Fidelity Brokerage Services, LLC

We recommend the use of Fidelity Brokerage Services, LLC as custodian and broker dealer ("Fidelity") for our AIS Program, AIS Wrap Program, AMR Program, and AMS Program. Fidelity is an independent and unaffiliated SEC registered broker/dealer and FINRA member. Fidelity offers services to investment advisers that include custody of securities, trade execution, clearance and transaction settlement. Fidelity Investments has agreed to reimburse termination fees when clients transition their accounts to Fidelity to utilize their services and products. This agreement is based on an expected level of assets transitioned to Fidelity. Clients should consider other benefits in addition to such reimbursement of fees when making a decision to establish accounts through Fidelity versus other brokerage platforms.

We receive some benefits from Fidelity for assets invested in the AIS Program and AMS Program. Although we receive economic benefits that are typically not available to Fidelity's retail investors, there is no direct link between our use of Fidelity and the investment advice we give to our clients. These benefits include the following products and services (provided without cost or at a discount): receiving duplicate client statements and confirmations; research related products and tools; consulting services; access to a trading desk; access to block trading (providing the ability to aggregate securities transactions for execution and then allocate the appropriate shares to client accounts); the ability to have advisory fees deducted directly from client accounts; access to an electronic communications network for client order entry and account information; access to mutual funds with no transaction fees and discounts on compliance, marketing, research, technology and practice management products or services provided to us by third party vendors.

Fidelity may also pay for business consulting and professional services received by our related persons. Some of the products and services made available by Fidelity may benefit us but may not benefit our client accounts. These products or services may assist us in managing and administering client accounts, including accounts not maintained at Fidelity. Other services made available by Fidelity are intended to help us manage and further develop our business enterprise.

The benefits we receive do not depend on the amount of brokerage transactions directed to Fidelity. As part of our fiduciary duties to clients, we endeavor always to put the interests of clients first. Clients should be aware, however, that receiving economic benefits in and of itself creates a potential conflict of interest and may indirectly influence our choice of Fidelity for custody and brokerage services.

### TD Ameritrade Institutional

We also recommend the use of TD Ameritrade as custodian and broker dealer for our Galaxy II Program, Galaxy II Wrap Fee Program, AIS Program, AIS Wrap Program and AMS Program. TD Ameritrade Institutional is a division of TD Ameritrade, Inc., member FINRA/SIPC/NFA. TD Ameritrade is an independent and unaffiliated SEC-registered broker/dealer and FINRA member. TD Ameritrade offers services to investment advisers that include custody of securities, trade execution, clearance and transaction settlement. We receive some benefits from TD Ameritrade for assets invested in the Galaxy II Program, Galaxy II Wrap Fee Program, AMS Program, AIS Wrap Program and AIS Program.

Although we receive economic benefits that are typically not available to TD Ameritrade retail investors, there is no direct link between our use of TD Ameritrade and the investment advice we give to our clients. These benefits include the following products and services (provided without cost or at a discount): receiving duplicate client statements and confirmations; research related products and tools; consulting services; access to a trading desk; access to block trading (providing the ability to aggregate securities transactions for execution and then allocate the appropriate shares to client accounts); the ability to have advisory fees deducted directly from client accounts; access to an electronic communications network for client order entry and account information; access to mutual funds with no transaction fees and to certain institutional money managers; and discounts on compliance, marketing, research, technology and practice management products or services provided to us by third party vendors. TD Ameritrade may also pay for business consulting and professional services received by our related persons. Some of the products and services made available by TD Ameritrade may benefit us but may not benefit our client accounts. These products or services may assist us in managing and administering client accounts, including accounts not maintained at TD Ameritrade. Other services made available by TD Ameritrade are intended to help us manage and further develop our business enterprise.

We also receive an economic benefit from TD Ameritrade when our investment adviser representatives select TD Ameritrade Institutional to serve as the brokerage platform for their client accounts. When an account is opened through TD Ameritrade, we receive compensation from TD Ameritrade in the form of a reimbursement of annual fees charged by service providers we utilize to administer accounts in the Programs. The fact that TD Ameritrade has agreed to pay annual fees charged by service providers creates the potential for us to recommend or even require clients use the services of TD Ameritrade.

Additionally, we receive compensation and transitional assistance from TD Ameritrade Investments to reimburse termination fees when clients transition their accounts to TD Ameritrade to utilize their services and products. This compensation is based on an expected level of assets transitioned to TD Ameritrade. This creates a conflict of interest because we have an incentive to direct client accounts in consideration of the actual or anticipated incentives or consideration we will receive.

The benefits we and our personnel receive do not depend on the amount of brokerage transactions directed to TD Ameritrade. As part of our fiduciary duties to clients, we endeavor always to put the interests of clients first. Clients should be aware, however, that receiving economic benefits in and of itself creates a potential conflict of interest and may indirectly influence our choice of TD Ameritrade for custody and brokerage services.

### Selection of Broker Dealers by Envestnet or Sub-Managers

In effecting brokerage transactions, Envestnet or Sub-Managers may consider not only available prices and commission rates (including the fact that certain transactions effected through NFS are included in the Program Fee), but also relevant factors such as execution capabilities, research and other services. Envestnet or Sub-Managers will have the authority to effect transactions for accounts through the broker, dealer (including broker-dealers affiliated with Envestnet or the Sub-Manager) or bank if Envestnet or the Sub-Manager believes that best execution of transactions may be obtained. It is important to note that if a broker, dealer or bank other than NFS is utilized for execution of transactions, you may pay additional fees to that broker, dealer or bank which are not included in the Program Fee you pay. For additional information regarding the brokerage practices of Envestnet or any Sub-Manager, please review their respective Form ADV disclosure brochures which are provided in your MAS Proposal or through your IAR.

### Aggregation of the Purchase or Sale of Securities

When Envestnet or a Sub-Manager deems a transaction to be in the best interests of a client, to the extent permitted by applicable law and regulation, they may aggregate multiple client orders to obtain what Envestnet or the Sub-Manager believes will be the most favorable price and/or lower execution costs at the time of execution.

When Adviser Directed UMAs or Adviser Directed Models are selected for your account, multiple client orders will not be aggregated. As a result, you may receive a more or less favorable price than other clients holding the same security.

### Review of Accounts

Generally, the IAR conducts an initial meeting with you to assess your risk tolerance, investment objectives, and other financial information you provide. The IAR meets with you on an annual basis in order to review this information.

Written performance reports are delivered quarterly on our asset management programs which assist you and your IAR in reviewing all transactions and performance of the account. All of our asset management programs provide written client statements, at least quarterly. Trade confirmations are also provided for each securities transaction placed in your account.

We perform periodic account reviews to verify that transactions effected in client accounts are consistent with the established investment objectives of the client. The IAR may also periodically review client accounts. Triggering factors which could cause such reviews include, but are not limited to, changes in client objectives or circumstances, world events, market movements, interest rate changes or client requests. We also review financial planning activity, fee collection and debiting of client accounts.

### Client Referrals and Other Compensation

While we endeavor at all times to put your interest first as part of our fiduciary duty, you should be aware that receipt of additional compensation itself creates a conflict of interest. We disclose all material conflicts of interest so that existing and prospective clients may evaluate their impact on any relationship.

From time to time, IARs may recommend or select other investment advisers for their clients. We and our IARs are compensated for client referrals. Receipt of such compensation creates a conflict of interest. All solicitors' agreements are in compliance with the Investment Advisers Act Rule 206(4)-3. In addition, all applicable federal and state laws will be observed. All clients procured by solicitors will be given full written disclosures describing the potential conflict of interest, the terms and fee arrangements between us and the solicitor prior to or at the time of referral. We may also enter into an agreement to compensate a solicitor for client referrals.

The compensation received by your IAR in connection with investment advisory programs sponsored by affiliated advisers is noted above and is more fully described in the separate brochures relating to each program. These brochures are available upon request and will be supplied to you before a program account is established on your behalf.

AIC primarily acts as the principal underwriter for variable products offered by its affiliated insurance company Ameritas Life Insurance Corp. For qualified accounts, AIC and its IARs acting as fiduciaries will not receive both advisory fees and commissions or distribution fees unless in compliance with applicable prohibited transaction exemptions.

AIC receives distribution and 12b-1 fees on mutual funds in your MAS Program account. Receipt of such compensation creates a conflict of interest; therefore, we have implemented a policy requiring that to the extent AIC receives these fees in MAS Program accounts, such fees will be rebated back to clients. These charges are described in more detail in the prospectuses of the mutual funds.

IARs may receive production incentives as a result of reaching certain levels of sales and/or assets under management. Production levels and compensation to advisory representatives may vary. There is a conflict of interest for us and our associates in recommending certain affiliated programs.



IARs are eligible to receive incentive prizes, awards, and certain reimbursements for advertising, sales literature and promotions offered by product promoters such as mutual fund companies. Our policy is to permit all IARs to accept such awards and prizes to the extent that they are usual and customary within the industry, and in compliance with the SEC, FINRA, or state rules, regulations or guidelines. Because an IAR may receive such incentives, a conflict of interest exists.

### Third Party Asset Management Programs

We receive revenue sharing and/or marketing allowances under special agreements with independent investment management firms through our Elite Partners Program. Independent investment management firms are selected to participate based on several criteria, including investment strategy, investment performance, transaction reporting capabilities, and training and wholesaling support. In exchange for certain benefits, such as the opportunity to participate in our national conferences and broader access to our IARs, the independent investment managers in the Elite Partners Program share a portion of the revenue generated by distributing their products and services with us and/or pay a specified annual dollar amount.

Elite Partners pay an annual fee based on assets under management and/or a flat fee, not to exceed 10 basis points per partner. It is important to understand that our IARs do not receive any compensation through the Elite Partners Program, and as such, do not have a financial incentive to select one investment management firm over another.

Third-party asset managers may reduce the fees that they charge for services provided to your account based on the level of assets that an IAR may place with the asset manager. The reduction in fees may not necessarily reduce the advisory fee you pay and may instead increase the portion of the advisory fee paid to the IAR. This is a conflict of interest for the IAR in that they may earn more in advisory fees by placing your assets with a particular third-party asset manager over other programs that are available. As a fiduciary, your IAR has a duty to recommend investments, including those managed by third-party asset managers, that are in your best interest.

IARs are eligible to receive reimbursements, marketing and distribution allowances, due diligence fees, or other compensation based on deposits and/or assets under management directly from third party investment managers for the costs of marketing, distribution, business and client development, educational enhancement, and/or due diligence reviews incurred by IARs relating to the promotion or distribution of the investment manager's services. Because an IAR may receive such additional compensation, a conflict of interest exists. To mitigate this conflict, we require IARs to submit receipts for all expenses for which reimbursement is requested. All such reimbursements must be approved by and paid through the firm.

With respect to the AssetMark Program, your IAR is entitled to receive a quarterly and/or one-time reimbursement from AssetMark, Inc. for qualified marketing and/or business development expenses incurred by the IAR. The amount of such reimbursement is based on the total assets invested at the end of each calendar quarter in the AssetMark Program, which is an incentive and conflict of interest for your IAR to select AssetMark over other advisory programs we offer. The reimbursement fee arrangements are as follows:

Eligible AUM – Premier Consultant	One-time Reimbursement (Evaluated Quarterly)
\$5 million within 12 months of first funding	\$2,000
\$5 million after 12 months of first funding	\$1,000
\$10 million within 12 months of first funding	\$3,000
\$10 million after 12 months of first funding	\$1,000

Eligible AUM – Gold & Platinum Premier Consultant	Quarterly Reimbursement
\$25 million	\$1,250
\$35 million	\$1,750
\$50 million	\$2,500
\$75 million	\$3,750
\$100 million	\$6,250
\$125 million	\$8,750
\$150 million	\$11,250
\$175 million	\$13,750
\$200 million	\$16,250
\$225 million	\$18,750
\$250 million	\$21,250
\$275 million	\$23,750
\$300 million	\$26,250

### Custody

Custody, as it pertains to an investment adviser, has been defined by the SEC as having access or control over client funds and/or securities, but does not include the ability to execute transactions in client accounts. Custody is not limited to physically holding client funds or securities. If an investment adviser, or any of its affiliated companies, has the ability to access or control client funds or securities, the investment adviser is deemed to have custody for the purposes of the Investment Advisers Act of 1940 and must ensure proper procedures are implemented.

Based on the SEC's definition, we are deemed to have custody over advisory accounts we manage as we deduct advisory fees directly from our client's accounts and processes deposits on behalf of our clients. Further, clients may have standing letters of instruction authorizing us to send funds from a client's account upon request. In these instances, clients are required to sign a letter of authorization with the custodian of their assets granting such authority.

For accounts over which we are deemed to have custody we have established the following procedures to comply with the SEC's Custody Rule:

- All client funds and securities are held at a qualified custodians, Fidelity, National Financial Services, Schwab, or TD Ameritrade in a separate account for each client under that client's name.
- Clients, or independent representatives of clients, will direct, in writing, the establishment of all accounts and therefore are aware of the qualified custodian's name, address and the manner in which the funds or securities are maintained.
- Account statements are delivered directly from the qualified custodian to each client, or the client's independent representative, at least quarterly. Clients should carefully review those statements and are urged to compare the statements against reports received from the firm. When clients have questions about their account statements, they should contact us or the qualified custodian preparing the statement.

In accordance with SEC regulations, we are subject to an annual surprise verification examination and annual internal control review.

We must engage an independent, third-party accounting firm to perform an annual, surprise examination verifying the location of client funds and securities and ensuring the accuracy of quarterly statements. When completed, the accounting firm's report will be available through the SEC's Investment Adviser Public Disclosure page at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). You can view our information by searching for "Ameritas Investment Company, LLC" or our CRD number, 14869.

An internal control report must include an opinion of an independent public accountant as to whether controls are in place as of a specific date, are suitably designed for our business operations and are effectively meeting the control objectives relating to custodial services held by AIC on behalf of our clients. The accounting firm must also verify that funds and securities of which we are deemed to have custody are reconciled to a custodian (i.e. Fidelity, National Financial Services, Schwab or TD Ameritrade). The internal control report is prepared by a third-party accounting firm that is not affiliated in any way with our firm and that is registered with, and subject to regular inspection by, the Public Company Accounting Oversight Board ("PCAOB").

### Investment Discretion

You may choose to engage us and your IAR to provide investment advisory services on a discretionary or non-discretionary basis. In cases where we receive discretionary authority, we exercise that discretion in a manner consistent with the stated investment objectives for your account. An IAR must receive written approval from us prior to offering investment discretion services to you. If we approve an IAR to offer investment discretion to clients, they must also obtain written authorization from you prior to exercising such discretionary authority over your account. You may place reasonable restrictions (e.g., limiting the types or amounts of particular securities purchased or sold for your account or limiting the use of margin) on our discretionary authority at any time. Such restrictions must be made via written notice to the firm and your IAR.

If you engage us on a non-discretionary basis, you must be willing to accept that we cannot buy or sell securities in your account without your prior consent. If you are unavailable, we will not be able to buy or sell any securities (as we would for our discretionary clients) should there be a market correction or if we determine that a particular security should be bought or sold for our client accounts.

### Financial Information

We will disclose any financial condition that is reasonably likely to impair our ability to meet contractual commitments to you. At this time, we have no financial conditions that would impair our ability to meet contractual commitments to you.