

# The Benefits of a Lifetime Income Solution without the Technology Hassle

Countless studies show that participants want a source of guaranteed income in retirement, but today's recordkeeping infrastructure is not designed to transmit the individual participant characteristics required for annuity-based solutions. To offer these solutions, recordkeepers typically need to endure a time consuming and costly technology build out.

Product innovation has led to the creation of a lowcost target date fund (TDF) series that is built with three unique elements:

A unit-based income solution embedded in the TDF's glidepath

No participant-level purchase or income activation decisions

A propriety data-exchange platform to streamline the process





## An investment worth considering

An ARS-designed TDF incorporates our patent-pending income solution – Lifetime Income Builder – into the glidepath, which enables a seamless and automatic participant experience. It also is already connected to our proprietary data exchange, ARDX. These product innovations offer many benefits:

Solves one of the top issues your participants and plan sponsors face today 73% of participants worry they will run out of money in retirement, and 83% are asking for guaranteed income.<sup>1</sup>

### Improve retention and win new business

Plan sponsors are looking to answer their participant's desire for income.

#### Increase customer lifetime value

Keep assets in-plan for 20 to 30 years longer. Participants with a lifetime income solution are much less likely to roll assets out once they retire.

#### Achieve fast and easy implementation

The data exchange platform comes built in. It's nearly as easy as adding a CUSIP.

## What is ARDX and how does it work?

The ARDX platform enables end-to-end connectivity across product solution providers including recordkeepers, asset managers, and insurers. It calculates unit-based data at the fund level, including the fund's net asset value (NAV) and net income value (NIV), which is income per unit. It then transmits this data to support administration of the fund. Data is transferred daily and includes the following:

- Recordkeeper-to-ARDX: participant census and daily transactional information
- ARDX-to-recordkeeper: fund-level values (NAV and NIV), quarterly high-water mark, participant experience support data

<sup>1</sup>Greenwald Research. USA Today, "Hurt by Inflation, Americans Yearn for Pensions in Retirement", March 2024.

#### How does this investment benefit the participant?

This investment offers the core benefits of a traditional TDF, while also providing:

- Continued growth opportunity
- Protection against market losses
- A "paycheck" in retirement for life

# A simplified data exchange



## Offer this investment in a few easy steps:

- **1.** Start with an ARS-driven project implementation plan
- 2. Execute the paperwork: ARDX Agreement and GTC Recordkeeper Agreement
- **3.** Connect to the ARDX platform to enable the exchange of data elements
- 4. Add CUSIPs to recordkeeping fund line up
- 5. Go live



#### **Ready to learn more?**

As a next step, we will connect you with our operations team to discuss how simple it can be to add lifetime income to your platform.



Investing involves risk including the risk of loss of principal. Such activities may not be suitable for everyone.

Each target date fund ("TDF") in a series is established by a trustee (the "Trustee") and held in a collective investment trust (the "Trust"). The Trust is a bank-sponsored collective investment trust and not a mutual fund. Different series for the TDFs have been established by the Trustee and operate differently. The Trustee manages the Trust and has ultimate investment authority for each TDF in the applicable series. The Trust is exempt from registration under the Securities Act of 1933, as amended, and the Investment Company Act of 1940, as amended. Because the Trust is not registered with or required to file prospectuses or registration statements with the SEC or any other regulatory body, neither one is available. Investors should consult the Offering Memorandum for the applicable series and carefully consider the investment objectives, risk, charges, and expenses of the TDFs in that series before investing. Investors should further consult the Offering Memorandum for the applicable series and carefully consult the Offering Memorandum for the applicable series and careful consult the Offering Memorandum for the applicable series to understand how the TDFs provide lifetime income, including whether a certain amount of lifetime income is guaranteed or not, how the income payment percentages at income activation are set, whether a joint income option is offered, and if so, how election of that option impacts income payments, how the high-water mark is set, and other important details regarding the operation of the TDFs in the applicable series.

"Lifetime Income Builder" is a group fixed indexed annuity with a guaranteed lifetime withdrawal benefit (a "FIA"). Each TDF may invest in more than one FIA. Advantage Retirement Solutions, LLC ("ARS") is the inventor of Lifetime Income Builder. Lifetime Income Builder is not provided by or guaranteed by the Trustee, ARS or any of their affiliates.

The TDFs invest in FIAs that are intended to back the Trust's investment objectives, lifetime income. Each FIA is issued by an insurance company to the Trustee. The FIAs provide guaranteed payments to the Trust and are subject to the claims-paying ability of the issuing insurance companies. The FIA guarantees are not made to the participants, and participants are not beneficiaries of any annuity contract. If the value of the other investments in the TDFs reaches zero at or after income activation, income payments are adjusted as detailed in the applicable Offering Memorandum.

The TDFs are designed for investors expected to retire around the year indicated in each TDF's name. When choosing whether to invest in the TDF for which an investor age qualifies, investors should consider whether they anticipate retiring significantly earlier or later than age 65 even if such investors retire on or near a TDF's target date. There may be other considerations relevant to determining whether investment in the TDF best meets their individual circumstances and investment goals. The TDF's asset allocation strategy becomes increasingly conservative as it approaches the target date and beyond. The investment risks of each TDF change over time as its asset allocation changes.

An investment in a TDF is not a bank deposit and is not insured or guaranteed by the insurance companies, the trustee, the asset manager, the Federal Deposit Insurance Corporation ("FDIC"), or any other government agency. The Trust is not insured by the FDIC and is not registered with the Securities and Exchange Commission.

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