

Unlock Your Savings Potential: WHY FEES MATTER



Fees can significantly impact your retirement account over time. **Don't worry! Member Benefits is here for you!** Below is a list of fees commonly charged by many investment providers on retirement savings products.



Pssst. Member benefits *DOES NOT* charge any of these:

- 1. Mortality and Expense charge (M&E):** is a percentage fee imposed on the investor to protect the insurance company against the risk of the account holder living longer than projected or the company's expenses being greater than expected.
- 2. Commissions (Loads):** A sales charge paid when an individual buys or sells an investment. There are two main types of commissions or loads:
 - **Front end:** A front-end load is a fee that is charged when you buy shares of a mutual fund. This fee is a percentage of the total amount you invest, and it is deducted from your initial investment.
 - **Back end:** A back-end load, also known as a deferred sales load or redemption fee, is charged when funds are withdrawn or transferred before the end of the holding period.
- 3. Custodial Fee:** One of the primary functions of a custodian is to hold and safeguard your investment assets. Custodial fees may cover the costs associated with maintaining the security of these assets, such as stocks, bonds, or other investments.
- 4. 12b-1 Fee:** This charge generally allows fund companies to compensate broker/dealers for selling their funds, with a payment to the representative who sold the fund. This fee is also used to cover the marketing and distribution costs of the investment.
- 5. Annual Contract Charge:** A fee charged by a vendor for administrative expenses.
- 6. Surrender Charge (Withdrawal Charge):** A fee charged by some annuities when an investor takes money out of his or her account before a minimum amount of time has passed since the initial investment.
- 7. Wrap Account Fee:** Charged by a personal financial advisor, this fee is expressed as a percentage of the client's assets under management. and is deducted from account assets.

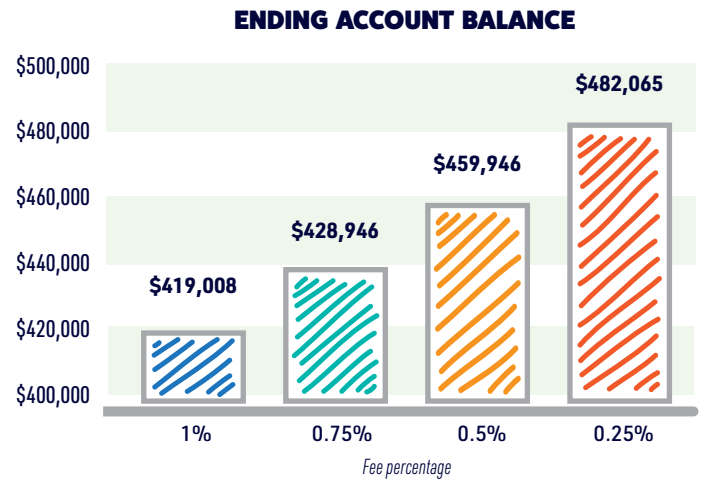
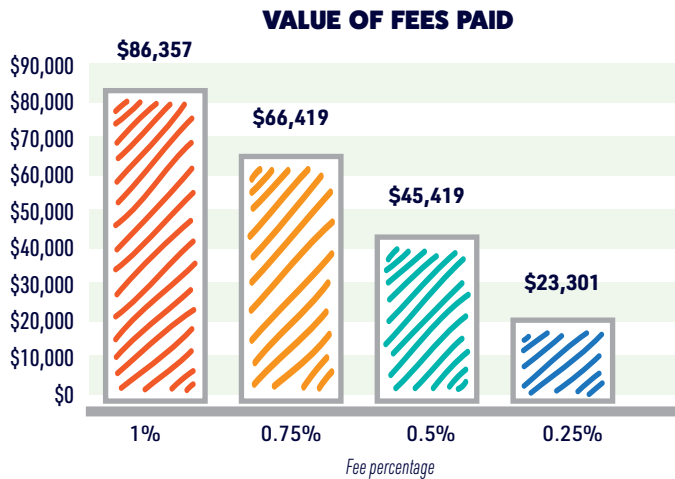
Here is a quick glance at our cost structure.

To further explain this pricing structure, the first \$150,000 is charged at a rate of 0.28% (\$2.80 per \$1,000). The next \$150,000 is charged at a rate of 0.25% (\$2.50 per \$1,000), and so on.

NOTE: An annual minimum cost of \$25 applies. This minimum is waived for accounts with active contributions during the year.

403(b) BALANCE	ADMINISTRATIVE COST	ADMINISTRATIVE COST in dollars
\$0 to \$150,000	0.28%	\$2.80 per thousand
\$150,001 to \$300,000	0.25%	\$420 on the first \$150K plus \$2.50 per additional thousand
\$300,001 to \$450,000	0.20%	\$795 on the first \$300K plus \$2.00 per additional thousand
\$450,001 to \$600,000	0.10%	\$1,095 on the first \$450K plus \$1.00 per additional thousand
\$600,001 to \$750,000	0.05%	\$1,245 on the first \$600K plus \$0.50 per additional thousand
Above \$750,000	0.01%	\$1,320 on the first \$750K plus \$0.10 per additional thousand

FEES ADD UP



Illustrations assume an annual contribution of \$5,000 and an annual rate of return of 7% over a period of 30 years. This is for illustrative purposes only and not indicative of any investment.

FAQ

Q: How do retirement account fees impact my savings?

A: Retirement account fees can reduce the overall returns on your investments. Over time, even seemingly small fees can significantly erode the growth of your retirement savings. Higher fees mean you have less money available for compounding and achieving your long-term financial goals.

Q: How can I find out the fees associated with my retirement account?

A: Your retirement account provider is required to provide you with a fee disclosure document that outlines the various fees associated with your account.

Q: Can I avoid all retirement account fees?

A: It's challenging to avoid all fees, but you can minimize them. Look for low-cost investment options, such as the 403(b) tax-sheltered annuity (TSA) program at WEA Member Benefits.



Have questions? Give us a call
1-800-279-4030

Disclosures

The information provided is referencing investments in 403(b), Traditional IRA, or Roth IRA accounts and is for informational purposes only. It does not take into account your risk tolerance, time horizon, or investment objectives. Please note that mutual funds may assess contingent deferred charges on withdrawals that have not been on deposit for a set period of time described in its contract or prospectus. Your account will also be taxed and penalized on withdrawals prior to reaching age 59½. Please consult your professional tax advisor prior to taking any withdrawal. The WEA TSA Trust, WEA Member Benefits IRA, mutual funds, and other investment products have varying degrees of risk and should be considered carefully prior to investing. This example assumes a 7% rate of return net of any other applicable fees such as mutual fund operating expenses. For example, a mutual fund with a 7.50% return and an 0.50% expense ratio would net a 7% rate of return. Investments in mutual funds and other investment products are subject to investment risk and its principal is not guaranteed. Please review the prospectus carefully prior to investing. TSA and IRA program registered representatives are licensed through WEA Investment Services, Inc., member FINRA. The 403(b) retirement program is offered by the WEA TSA Trust. The Trustee Custodian for the WEA Member Benefits IRA accounts is Newport Trust Company. To be eligible for this program, you must meet the IRS eligibility requirements for contributing to an IRA. Restrictions may apply. Certain state residency required. FS 4577-240-1123