



Instructions to the Financial Professional

Opening an Investment Account to Fund a OnePersonPlus® Defined Benefit Plan

Once your client has signed the plan document and adopted the OnePersonPlus plan, you'll work with your client to open an investment account and choose the appropriate investments. Only one account will be opened for the plan, regardless of the number of participants. In a defined benefit plan, all assets are maintained in a single account for the benefit of all participants. The investment account should not be opened until after the Adoption Agreement has been signed.

Opening the OnePersonPlus® Defined Benefit Investment Account

- 1 Open a single investment account only after the Adoption Agreement has been signed and you have been provided with a Trust Identification Number (TIN) by Dedicated DB. This account would normally be opened at your broker/dealer.
- 2 Establish the investment account in the name of the Trust. For example, if the name of the firm is John Jones, LLC, the account would be named John Jones, LLC Defined Benefit Plan and Trust.
- 3 Use the unique TIN provided by Dedicated DB for the account holder's ID.
- 4 The account application form would be the form your broker/dealer normally uses in opening a qualified retirement plan account. Contact your retirement plan department for the specific form used and any requirements they may have.

Funding the OnePersonPlus® Defined Benefit Investment Account

- 1 Once the account has been opened, the client can begin making contributions. If contributions are made prior to the end of the year, the contribution should not exceed 50% of the estimated contribution. Any contributions made during the year must be credited with interest and could reduce the total contribution. Any excess, non-deductible contribution may be subject to a 10% excise tax.
- 2 Contributions must be made by the due date of the tax return (including extensions) to be deductible. Contributions made after this date will not be deductible for the current year.
- 3 Contribution must be made no later than 8 1/2 months after the plan year end to meet minimum funding requirements. This means that for a calendar year plan, contributions must be made not later than September 15th of the following year to meet the minimum funding requirements and avoid any penalties for under-funding the plan.

Choice of Investments

The choice of investments is up to you and your client. Dedicated Defined Benefit Services, LLC (Dedicated DB) has no requirements as to what they should be. They can be variable annuities, individual stocks, bonds, mutual funds, etc. For optimal business tax deductions, the portfolio should be designed to closely mimic the funding rate, generally between 5% - 7%, that is used to determine the benefit under the plan. If there are no other changes, such as compensation, years in which the investment earnings exceed the funding rate will generally reduce the following years' contributions, potentially decreasing the tax-deductible contribution. If investments fall short of the funding rate, the following years' contributions will generally increase.

Using AXA Equitable Accumulator as a Defined Benefit Plan Investment Vehicle

The AXA Equitable Accumulator variable annuity may be used as an investment vehicle for the OnePerson-Plus DB. If an AXA Accumulator is used, the investment in equities carries the underlying guarantees provided in the annuity contract.

To ensure liquidity to pay a future lump sum distribution to a terminated plan participant, AXA Equitable requires that no more than 80% of a contribution be used to purchase annuity contracts and at least 20% of each year's contribution be made to other investments.

The plan provides for a separate contract for each of the plan participants. When the plan is terminated, the participants may roll over their annuity to an IRA. If an annuity is rolled over to the IRA, all guarantees provided under the annuity contract remain unchanged. Plan provisions do provide for investment in deferred variable annuities and offer a lump sum distribution option that allows for the rollover of the accrued benefit into an IRA to exercise the GMIB benefit (if elected). Loans are not available; all riders are available except EEB rider and Accumulator Select is not available.

Structuring the Annuity

When an annuity is used as an investment vehicle, the defined benefit plan is the owner of the annuity; the annuitant is the plan participant; and the beneficiary of the contract is the plan.

Funding the Account

To establish a new defined benefit plan, AXA Equitable requires that a Qualified Plan Defined Benefit (QPDB) form and ERISA information statement be completed by the Financial Advisor. AXA Equitable requires that a separate paper application be submitted for each annuity that is established. An Accumulator annuity is subject to all product funding requirements, including contract minimums and large case exception approval for cases over \$1.5 million. Requests will be reviewed on a case by case basis. AXA Advanced Markets will provide written approval for submission of case. Contributions should be deposited to the investment account established in the name of the Trust. The accumulator is then funded (up to 80% of the contribution) from the Plan Trust account.

Actuarial Services and Tax Reporting

AXA Equitable does not provide actuarial or third party administration services, including filing the IRS Form 5500 and Schedule B. but will provide Schedule A of IRS 5500. Dedicated Defined Benefit Services provides IRS Form 5500 reporting services, Schedule B, and actuarial services for OnePersonPlus® DB plans.



Annual Funding

Each year, Dedicated DB will calculate and notify the client of the contribution amount required to fund plan benefits. Contribution amounts may vary from year to year, even if the plan was designed to provide a specific contribution. This variance is due to changes in the compensation of the participants, addition of new participants or termination of a current participant, investment gains and losses, and changes in the limitations on benefits. If there are no other changes, the closer the investment returns track the assumed rate, the less the contribution will vary. Although it is possible to amend or terminate the plan due to unforeseeable circumstances, this cannot be done retroactively so any change in circumstances should be communicated to Dedicated DB as soon as possible.

If you have any additional questions concerning opening the investment account, contact your retirement plan department.

If you have questions concerning the design of the plan and estimated contribution, contact Dedicated DB Technical Sales at 877-488-4332.

If you have questions concerning the operation of the plan, contact the Dedicated DB Retirement Plan Consultant assigned to the plan at 800-982-6961.

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