




### The Reasons We Are Here

- Learn a process for education funding
  - 6 simple steps
- Review the resources available to you
  - Through the FRS and your Employer
- Create an easy-to-follow action plan
  - Customized to meet your education funding goals



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## Tools and Resources



MyFRS.com



MyFRS  
Financial  
Guidance Line  
866-446-9377



Employee  
workshops



Print and e-mail  
communications

MyFRS

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## Workshop Survey

- If you are attending an in-person workshop, please text “FRS survey” now to 609-644-9622
  - You will receive a text with a link to the survey
- If you are attending a webinar, click the survey link once session ends or text using the above instructions

*Thank you for providing feedback  
to help ensure we are meeting your needs*



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## Personal Action Plan

Action Steps	Done



See Appendix G for your own  
Personal Action Plan

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## What is the Education Planning Process?

- Step 1: What are your goals?
- Step 2: What will you need?
- Step 3: What will you have?
- Step 4: Is there a gap?
- Step 5: What should you do?
- Step 6: How can you stay on track?



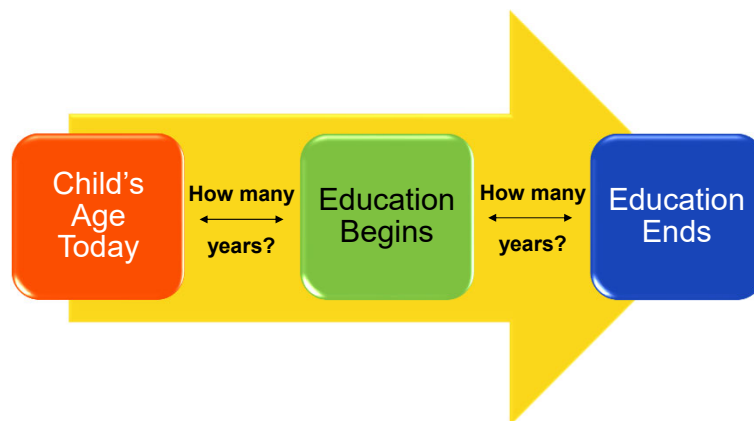
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## The Education Planning Process

- Step 1: What are your goals?
  - Step 2: What will you need?
  - Step 3: What will you have?
  - Step 4: Is there a gap?
  - Step 5: What should you do?
  - Step 6: How can you stay on track?
- When will you need the funds for education?
  - What is your financial commitment to your child's education?

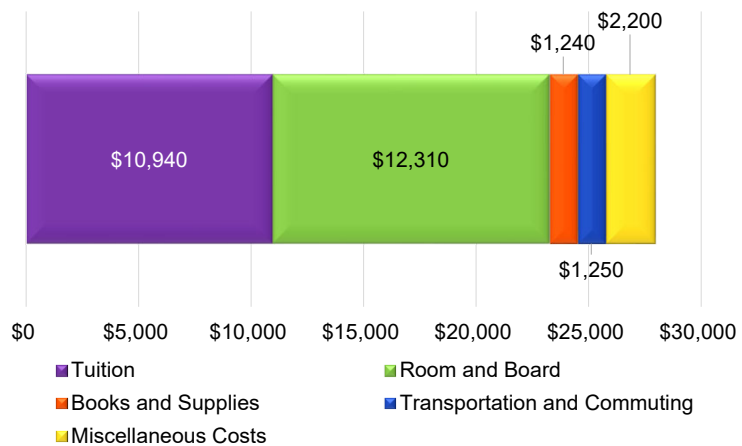
## When Will You Need Education Funds?



## The Education Planning Process

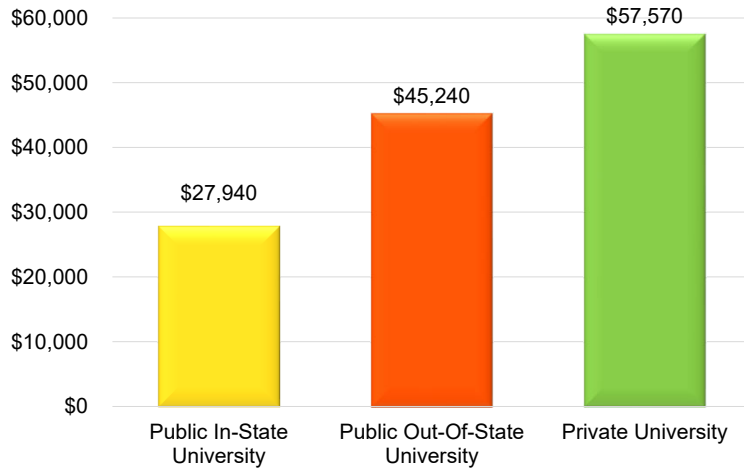
- Step 1: What are your goals?
  - Step 2: What will you need?
  - Step 3: What will you have?
  - Step 4: Is there a gap?
  - Step 5: What should you do?
  - Step 6: How can you stay on track?
- What are the costs of education
  - What type of school: public or private?
  - What are the effects of inflation?

## What Are The Costs of Education?



Source: Information from *The College Board 2022 Trends in College Pricing, Figure 1* (assumes 4 year Public College costs for in-state resident).

## What Type of School?



Source: *The College Board 2022 Trends in College Pricing, Figure 1*

## What Will You Need? Tuition + Room & Board + Other

Current Age	Age 7	Age 1
Year 1	\$43,000	\$54,400
Year 2	\$44,700	\$56,600
Year 3	\$46,500	\$58,900
Year 4	\$48,400	\$61,200
<b>Total Cost</b>	<b>\$182,600</b>	<b>\$231,100</b>

Projections based on inflation rate of 4% each year. Assumes child begins college at age 18. Figures are rounded to the nearest hundred. Current cost used is \$27,940.

Source: *The College Board 2022 Trends in College Pricing, Figure 1* (assumes 4 year Public College costs for in-state resident).

## The Education Planning Process

- Step 1: What are your goals?
  - Step 2: What will you need?
  - Step 3: What will you have?
  - Step 4: Is there a gap?
  - Step 5: What should you do?
  - Step 6: How can you stay on track?
- What are your education funding sources?

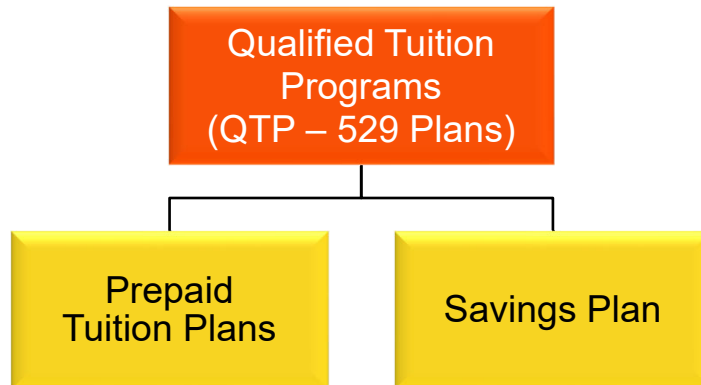
## What Are Your Education Funding Sources?

- ***Personal savings and investments***
  - Qualified Tuition Programs
  - Individual Retirement Accounts (IRAs)
  - Other tax-favored investments
- Financial aid



See Appendix B to calculate what you have saved so far

## Personal Savings and Investment Alternatives



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## Personal Savings and Investment Alternatives

- Prepaid Tuition Plans
  - Prepay the future cost of tuition and other specified fees
  - Funds may be applied to any eligible educational institution
  - Florida Prepaid College Plan



Visit [MyFloridaPrepaid.com](http://MyFloridaPrepaid.com) for additional information on the Florida Prepaid College Plan

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## Personal Savings and Investment Alternatives

- 529 Savings Plans
  - Let you save at your own pace for the future cost of education
  - Some guarantee a minimum annual rate of return
    - The Florida 529 Savings Plan investments are not guaranteed
  - Investment alternatives vary by state
    - The Florida 529 Savings Plan offers three portfolio and eight fund options, including the popular age-based / years-to-enrollment portfolio
  - Fees vary by state
    - Up to 0.75% for Florida
  - Florida 529 Savings Plan



Visit [MyFloridaPrepaid.com](http://MyFloridaPrepaid.com) for additional information on the Florida 529 Savings Plan



## Personal Savings and Investment Alternatives – 2023

Consideration	Coverdell ESA	Roth IRA
<b>Contribution limit</b>	<ul style="list-style-type: none"> <li>• \$2,000 annual contribution</li> </ul>	<ul style="list-style-type: none"> <li>• \$6,500 annual contribution (\$7,500 for individuals age 50 or older by end of the year)</li> </ul>
<b>Deductibility of contribution</b>	<ul style="list-style-type: none"> <li>• Not deductible</li> </ul>	<ul style="list-style-type: none"> <li>• Not deductible</li> </ul>
<b>Taxability of earnings</b>	<ul style="list-style-type: none"> <li>• No tax on amounts used qualified higher education expenses</li> </ul>	<ul style="list-style-type: none"> <li>• Earnings are taxable unless requirements are met</li> <li>• No 10% penalty</li> </ul>
<b>Eligibility to contribute</b>	<ul style="list-style-type: none"> <li>• Eligibility phased out for Adjusted Gross Income:               <ul style="list-style-type: none"> <li>• Single: \$95,000-\$110,000</li> <li>• MFJ: \$190,000-\$220,000</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Eligibility phased out for Adjusted Gross Income:               <ul style="list-style-type: none"> <li>• Single: \$138,000-\$153,000</li> <li>• MFJ: \$218,000-\$228,000</li> </ul> </li> </ul>



## Personal Savings and Investment Alternatives

- US Government Series EE and I Bonds
  - Purchased at 100% of face value
  - Interest is exempt from state and local income tax
  - Interest may be exempt from federal tax
  - Protection of principal



Visit [TreasuryDirect.gov](https://www.treasurydirect.gov)

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## The Education Planning Process

- Step 1: What are your goals?
- Step 2: What will you need?
- Step 3: What will you have?
- Step 4: Is there a gap? **• Will you have enough?**
- Step 5: What should you do?
- Step 6: How can you stay on track?

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## What Are Your Education Funding Sources?

- Personal savings and investments
- **Financial aid**
  - Federal and state grants
  - Student loans
  - State and local aid
  - Work-study programs
  - College scholarships and grants



Visit [StudentAid.gov](http://StudentAid.gov)

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## What Types Of Financial Aid Are Available?

- Grants
  - Federal Pell Grant
  - Federal Supplemental Education Opportunity Grant
  - Teacher Education Assistance for College and Higher Education Grant (TEACH)
  - Iraq and Afghanistan Service Grant
- Loans
  - Federal Perkins Loan
  - Direct Subsidized/Unsubsidized Stafford Loan
  - Direct PLUS Loan



Call the MyFRS Financial  
Guidance Line to learn more

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## What Other Types of Financial Aid Are Available?

- Aid
  - State aid
    - Florida Bright Futures Scholarship Program
  - Local aid
- Federal Work-Study
- College scholarships



Visit [FloridaStudentFinancialAidsg.org](http://FloridaStudentFinancialAidsg.org) for additional information on the Florida Bright Futures Scholarship Program

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## Will You Qualify For Financial Aid?

Estimate Future Cost  
of Education



Your Family Contribution  
(Expected Family Contribution)



Your Need  
(Financial Aid Eligibility)

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## What is Expected Family Contribution (EFC)?

- Your EFC is the annual dollar amount that your family is expected to provide toward a student's education
- Based on information provided on Federal Application for Student Aid (FAFSA) which reflects your financial situation and your child's financial status
- The EFC is calculated separately for parents and child and then combined



Visit [FinAid.org](http://FinAid.org)

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## What Determines Annual EFC?

- Parent/Student AGI
- Parent/Student Income
- Tax paid
- Parent/Student savings
- Number of dependents in family
- Number of children in college
- Parents' ages
- Grants received
- Current value of investments and real estate
- Child support
- Social Security benefits
- Contributions to tax-deferred plans

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## What Should You Do? Applying for Financial Aid

- Keep your financial records organized to be ready to complete the FAFSA
- Submit the FAFSA as early as October to increase your chances of receiving aid
- Deadline for FAFSA is June 30th
- Contact the Department of Education
  - (800) 433-3243 or (334) 206-7400
  - [studentaid.gov](http://studentaid.gov)

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## What Should You Do Next? Applying for Financial Aid

- After receiving a Student Aid Report (SAR) (in approximately 3-4 weeks):
  - Check the amount of EFC listed on SAR
  - Check for Pell Grant eligibility
  - Check to see that each college financial aid office you apply to received a SAR

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## What Are Some Alternatives to Traditional Financial Aid Vehicles?

- Private scholarships
  - Private foundations
  - Religious organizations
  - Contact high school guidance counselor
- Home equity loans
- Cash-value life insurance loan
- Employer-sponsored retirement plans (if allowed)



## The Education Planning Process

- Step 1: What are your goals?
  - Step 2: What will you need?
  - Step 3: What will you have?
  - Step 4: Is there a gap?
  - Step 5: What should you do?
  - Step 6: How can you stay on track?
- Establish an education spending program
  - Apply for financial aid when the time arrives
  - Determine your investment and savings strategy

## Sample Savings Program to Fund 50% of Education Costs

	Child Currently Age 7	Child Currently Age 1
Estimated Total Education Costs	\$182,600	\$231,100
50% Education Goal	\$91,300	\$115,550
Estimated Monthly Savings Required To Age 18	\$475	\$300
Estimated Annual Savings Required	\$5,700	\$3,600

\* Assumes a 7% rate of return and no financial aid.  
 Monthly savings rounded up to nearest \$25.



See Appendix C to figure education savings into your budget

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## Structuring Your Savings and Investment Strategies

- Ownership
  - Custodial account in child's name
  - Parent's name
  - Trust



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## The Education Planning Process

- Step 1: What are your goals?
  - Step 2: What will you need?
  - Step 3: What will you have?
  - Step 4: Is there a gap?
  - Step 5: What should you do?
  - Step 6: How can you stay on track?
- Monitor your expenses annually
  - Monitor your asset value
  - Review your goals annually
  - Perform annual reality check

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## Workshop Survey

- If you are attending an in-person workshop, please text “FRS survey” now to 609-644-9622
  - You will receive a text with a link to the survey
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*Thank you for providing feedback  
to help ensure we are meeting your needs*



## Tools and Resources



MyFRS.com



MyFRS  
Financial  
Guidance Line  
866-446-9377



Employee  
workshops



Print and e-mail  
communications

## Next Steps: Personal Action Plan



Action Steps	Done

## Questions and Answers





The graphic is a rectangular banner divided into four quadrants. The top-left quadrant is black with a white sunburst logo at the bottom. The top-right quadrant features a colorful, abstract background of green and yellow rays. The bottom-left quadrant is white and contains the MyFRS logo and the text 'Education Planning'. The bottom-right quadrant shows a woman in a red cardigan. The text 'MyFRS FINANCIAL GUIDANCE PROGRAM' is written across the top in white and yellow.

**MyFRS** FINANCIAL GUIDANCE PROGRAM

**MyFRS**  
Florida Retirement System

**Education Planning**

# Education Planning Workshop

Appendix	Description	Page
A	EY Disclosure Statement and Form ADV Part 2A	1
B	Net Worth Statement	9
C	Cash Flow Worksheet	11
D	Websites of Interest	13
E	MyFRS Financial Guidance Line Appointment	15
F	Workshop Survey	17
G	Personal Action Plan	19

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## A. NOTICE TO ELIGIBLE PARTICIPANTS

Dear Eligible Participant:

Ernst & Young LLP (“EY”) has been engaged to provide financial wellness services to you through this program. We expect that you will find EY’s services to be valuable, but we think it is also important that you understand the scope of these services. The following explains what financial wellness services can and cannot do for you, particularly as regards investment planning.

### **General Financial Planning Considerations**

Here are points to understand regarding your personal financial planning and your participation in financial wellness services:

- EY has prepared certain financial planning materials and is providing other services for your personal use as an eligible participant; such materials may not be shared publicly.
- The financial education program includes historical financial information and well-accepted financial planning strategies. It may also include information on Social Security benefits and your sponsoring organizations benefit plans. This information is based on sources that EY believes to be reliable. However, EY cannot guarantee its accuracy.
- Past performance, which may be referenced in the program, is not a guarantee or even necessarily an indication of future results.
- The financial planning materials you receive will not change or affect your rights under your sponsoring organization’s benefit plans. In all cases, the benefit plan documents will govern.
- As you plan your financial future, you will need to make assumptions about future financial trends (such as inflation and rates of return), laws and regulations, and apply these to your particular circumstances. Your results can be significantly affected by even small changes in your assumptions, your individual circumstances or laws and regulations, as well as the extent to which your assumptions ultimately vary from actual financial conditions. You may need to reevaluate your financial planning strategy and your decisions from time to time to determine if any changes have occurred that would necessitate amendments to your assumptions or plan.
- A financial education program provides only some of the resources for assisting you in preparing your financial planning strategies. Financial education does not provide accounting, tax or legal advice and does not involve recommendation of specific investments.
- You need to decide on your own whether to consult with a financial advisor or other professional regarding your personal circumstances. If you do, please be aware, you may incur additional costs.
- In providing financial education, EY may help you decide on your asset allocation or help you make informed assumptions about rates of return and other investment issues. While EY will help you understand what you need to do, you are responsible for making and acting on these decisions. EY cannot provide you with all information that may be relevant nor can any materials provided address every possible scenario in connection with such decisions.
- Neither EY nor your employer will make any financial planning decisions for you or assume any responsibility for decisions you make.
- EY may provide audit or other accounting services to the investments or service providers discussed. The provision of other services will not be a determining factor whether to discuss or recommend an investment or service provider.

## Privacy of Information Provided to EY

In the event EY collects nonpublic personal information about you from you or other sources authorized by you, EY will not disclose such information to third parties, except as permitted by law or as otherwise authorized by you. EY maintains physical, electronic, and procedural safeguards to guard your nonpublic personal information.

### Further Considerations

All services are provided “as is,” and there are no warranties of any kind or nature, whether express or implied, including but not limited to warranties of merchantability or fitness for a particular purpose or use. In addition, neither EY nor its affiliates nor any of their partners, officers, directors or employees shall be liable to you for any services performed or omitted or for any errors of judgment, or for consequential, incidental, indirect, punitive or special damages in connection with providing the services described above. Federal securities laws impose liabilities under certain circumstances on certain persons, even those who act in good faith, and therefore nothing in this notice constitutes a waiver or limitation of any rights that you may have under these laws.

If you should have any kind of claim or dispute with EY as a result of this program, these will be resolved in accordance with EY’s Alternative Dispute Resolution Procedures (“Procedures”) in effect on the date of this notice. You may receive a copy of the Procedures by requesting them from the Compliance officer of EY, at the following address:

200 Plaza Drive  
Suite 2222  
Secaucus, NJ 07094

\* \* \* \* \*

If, after considering the issues discussed above, you do not want to participate in financial education and counseling in conjunction with this program, please contact your sponsoring organization, as soon as possible.



# FOR INFORMATIONAL PURPOSES ONLY

## DISCLOSURE STATEMENT

Ernst & Young LLP  
Ernst & Young Investment Advisers LLP  
*Employee Financial Services*  
09/15/2022

Please note that this disclosure statement provides a summary of the investment advisory services provided by Ernst & Young LLP. Please note that a full copy of Form ADV Part 2 can be located at this link [www.adviserinfo.sec.gov/IAPD/Content/Search/iapd\\_Search.aspx](http://www.adviserinfo.sec.gov/IAPD/Content/Search/iapd_Search.aspx)<sup>1</sup>

### Form ADV Part 2A

Ernst & Young LLP (“EY”), under the supervision of Ernst & Young Investment Advisers LLP (“EYIA”), provides Employee Financial Services (“EFS”), including investment education and counseling services to employees, members of associations, unions or other large groups (“Participants”) pursuant to engagements by corporate employers, pension plan trustees, or other entities formed for the benefit of such Participants (“Sponsors”). Such services are provided through EFS, a functional specialty within the firm’s Tax Department. EYIA is registered with the Securities and Exchange Commission as an investment adviser under the Investment Advisers Act of 1940 (“Advisers Act”) and maintains its main office at 200 Plaza Drive, Suite 2222, Secaucus, NJ 07094 (telephone: 800-273-0588).

### Employee Financial Services (“EFS”)

**Employee Financial Services** provides financial wellness services that educates participants with different learning styles and approaches to financial planning, including via interaction with EY financial planners as well as digital tools. The service offers the convenience of different learning methods and tools (telephone counseling, web-based and mobile tools, group learning, and interaction through social media) providing participants the opportunity to “try out” all the available learning styles to select their preferred one or a combination that best meets their needs. (Please note: these services can be bundled together or sold separately.)

- **Telephone-based financial planning** provides:
  - Unlimited toll-free access to experienced, credentialed, and objective EY financial planners
  - EY financial planners who are trained on sponsoring organizations’ benefit plans and programs
  - EY financial planners who provide information and guidance across all areas of financial planning. Common topics include: employer-provided benefit plans, cash flow and debt management, investment planning, education funding, etc.
  - Personalized reports are available on a variety of topics including retirement, asset allocation, cash flow, net worth, education funding, insurance planning, and debt management
- **Financial planning website** offers:
  - A unique and interactive planning experience that grows as the participant’s needs and knowledge level expand
  - Robust resources, including calculators and videos

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<sup>1</sup> From this webpage follow these steps to view the most current Form ADV: a) select Firm, b) enter CRD #110921, c) click **Ernst & Young Investment Advisers LLP**, d) Part 2 Brochure link is below

- EY financial planner communication through messaging
- Chat feature for help
- Single sign on which allows users to access the EFS website from client sites without further login
- Connection of financial accounts to facilitate information-sharing with EY financial planners (this feature will not be available to clients with independence restrictions)
- Access to a user dashboard which provides participants with the ability to view their personal financial situation, including their aggregation of financial account information if applicable
- Mobile app to allow users to obtain financial education and communicate with EY financial planners
- **Group learning:**
  - Group learning that informs participants about their benefits and comprehensive financial planning. This learning can be delivered as live workshops, live webinars and/or recorded sessions.
  - A list of action items that apply to a participant's personal situation
- **Organization support:**
  - Dedicated EY project manager(s), including periodic service reviews
  - Periodic engagement reports highlighting participant activity
  - Integration of services with other benefit providers to create a cohesive program
  - Assist client with developing communication materials to promote service

As part of the personal financial advisory services EY may prepare personal asset allocation targets (based on modern portfolio theory and using EY's own or other approved financial planning tools) for such Participants after obtaining and evaluating information concerning their individual circumstances provided by each Participant either in conversation with an EY financial planner and/or by completing a questionnaire.

**EY does not recommend, and should not be deemed to have recommended, any particular investment as an appropriate investment for the Participants and discussions of various investments should not be construed as such a recommendation.**

EY's advisory services also may be offered by a Sponsor to Participants in tandem with the personal advisory services of another registered investment adviser designated by the Sponsor that is not affiliated with EY ("Other Adviser"). In some EFS engagements, the Sponsor contemplates that EY will refer individual Participants to the Other Adviser for specific recommendations and/or implementation of the Participant's investment decisions. Such referrals by EY do not constitute a recommendation of the Other Adviser by EY to Participants, and, in such cases, EY does not perform any quantitative or qualitative screening procedures with respect to the Other Adviser.

EY, in certain circumstances, is contracted solely to help train employees of financial institutions seeking to offer financial and tax planning services to clients. Such services do not involve EY providing advice directly to the clients of such financial institutions, but rather entails training a financial institution's counselors on financial and tax planning topics and such other support as is mutually agreed upon by EY and the financial institution.

### **All Selections and Investments Are Made Solely by the Participant**

**EY's investment education and counseling does not include recommendations concerning the purchase or sale of particular investments or particular industry sectors. EY may provide counseling on the purchase or sale in the context of providing tax, compensation and benefits, or estate planning services, but that counseling does not reflect a view as to the intrinsic merits of the investment. All decisions to invest in or dispose of particular investments are made solely by the**

## **Participant in the exercise of his or her own discretion.**

### **Fees**

Fees for EFS Services generally are negotiated between EY and the Sponsors of such groups on a case-by-case basis. They usually are based upon (i) a “per capita” eligible participant amount, (ii) a “usage by Participants” amount, (iii) the number of workshops designed and presented by EY, or (iv) other negotiated factors. EY’s fees in such engagements are paid by the Sponsor. Participants may incur expenses for fees to any other investment adviser they may consult and will be responsible for transaction charges imposed by broker-dealers through or with whom they effect transactions for their accounts. Generally, EY’s contracts with Sponsors for services to Participants are terminable by either party in accordance with a specified notice period. If such a contract is terminated at a time other than the end of the quarter, a pro rata portion of any quarterly or other fee paid in advance is refunded.

### **Investment Advisers**

All personal investment advice, and most impersonal investment advice, typically is given only by EY Financial Planners. Financial Planners are persons who spend all or substantial portions of their time on financial planning. Typically, all of these professionals have at least a degree from a four-year college or university and must meet such other standards as EYIA may establish from time to time. Those standards may include participation in continuing education programs each year and maintaining what EY regards as significant involvement in financial counseling engagements. Moreover, financial planners must satisfy applicable State investment adviser representative registration requirements or pass the Series 65 Uniform Investment Adviser Exam of the Financial Industry Regulatory Authority (“FINRA”). In some instances, EY may retain consultants to assist in providing workshops and staffing the telephone-based financial planning service. Generally, consultants are subject to the same requirements as EY Financial Planners. However, consultants are not subject to the same public accounting independence requirements as EY Financial Planners and their continuing education programs differ in some respects.

### **Monitoring, Reviews and Reports**

In the case of EFS engagements that extend beyond one year and involve the provision of personal advisory services to Participants, Participants are asked questions concerning any changes in their relevant individual circumstances. EY will take into account the changed circumstances of any Participant of which it has notice in the event that Participant seeks additional personal advisory services from EY.

### **Miscellaneous**

Clients and prospective clients of EY also should be aware of the following additional information concerning EY and EYIA:

Custody of Securities or Funds. EY does not manage participant accounts on a discretionary basis and does not take custody of participant securities or participant funds.

Other Financial Industry Activities. As noted above, EYIA is responsible for supervising the investment advisory services provided by EY. EY and Ernst & Young (U.S.) are general partners of EYIA. In consideration of EYIA’s supervising the rendering of investment planning services provided by EY, EY provides EYIA with office and filing space, staff and other assistance. All of EYIA’s time is spent supervising the compliance and operations of the investment planning services provided by EY.

Other Business Activities. EY is a public accounting firm which spends substantially all of its time providing accounting, audit, tax, and business advisory services.

**Form ADV Part 2B Client Brochure Supplement**

**Ernst & Young Investment Advisers LLP (“EYIA”)**

200 Plaza Drive, Suite 2222, Secaucus, NJ 07094

09/15/2022

EYIA’s investment advice is provided by a team comprised of more than six Supervised Persons and EYIA has provided group supplementary information for the six supervised persons with the most significant responsibility for the day to day advice provided to clients:

(1) Name, (2) year of birth, (3) education and (4) business background for preceding five years:

1. Christopher Williams – Chair, EYIA Board
2. 1970
3. B.A. Political Science, Union College, Schenectady, NY; JD, Albany Law School, Albany, NY
4. 1998 to date, Ernst & Young LLP

1. Robert J. Porter, EYIA Board Member
2. 1964
3. B.S., Siena College, Loudonville, NY
4. 1998 to date, Ernst & Young LLP

1. Greg Rosica, EYIA Board Member
2. 1964
3. B.S., Accounting with Honors, M.S., Accounting, University of Florida, Gainesville, FL
4. 2002 to date, Ernst & Young LLP

1. Dayton Nordin
2. 1970
3. B.A. Political Science, MBA Finance, Emory University, Atlanta Georgia
4. 1997 to date, Ernst & Young LLP

1. Aaron Cherry
2. 1976
3. B.A. Caldwell University, Caldwell, NJ
4. 2014 to date, Ernst & Young LLP

1. Raymond A. Echevarria, EYIA Chief Compliance Officer
2. 1971
3. B.S.in Accounting, SUNY at New Paltz
4. 2013 to date, Ernst & Young LLP

**Disciplinary Information for the above: None**

**Other Business Activities for the above: None**

**Additional Compensation for the above: None**

**Supervision:** Christopher Williams serves as the Chairman of EYIA and supervises all of the above individuals. He is not subject to any additional supervision as EYIA Board Chairman.

## Form CRS: Customer Relationship Summary

Ernst & Young Investment Advisers LLP (“EYIA”)  
200 Plaza Drive, Suite 2222, Secaucus, NJ 07094

09/15/2022

### Introduction

EYIA is registered with the Securities and Exchange Commission (“SEC”) as an investment adviser. Brokerage and investment advisory services differ, and it is important for you to understand these differences. Free and simple tools are available to research firms and financial professionals at <http://investor.gov/crs>, which also provides educational materials about broker-dealers, investment advisers, and investing.

Please note that we are required to include “Conversation Starter Questions” in Form CRS to help you in your discussions of our investment services with EY financial planners. In addition, these questions can help you compare our services with other providers you may be considering. Certain questions relevant to our services have been answered here. Please address any additional questions you may have with an EY financial planner.

### What Investment Services and Advice Can You Provide Me?

We offer investment education and counseling services to employees, members of associations, unions or other large groups (“Participants”) pursuant to engagements by corporate employers, pension plan trustees, or other entities formed for the benefit of such Participants (“Sponsors”). These services include, at a Participant’s request, the following:

- Investment education on various topics including, but not limited to: risk management; asset classes; asset allocation; diversification; dollar cost averaging; rebalancing; market timing; potential implementation strategies; mutual funds/ETFs, and investment-related costs.
- Preparation of personal asset allocation targets (based on modern portfolio theory and using EY’s own or other approved financial planning tools) after obtaining and evaluating information concerning a Participant’s individual circumstances provided either in conversation with an EY financial planner and/or by completing a questionnaire.
- Please note that EY’s investment advisory services may also be offered by a Sponsor to Participants in tandem with the personal advisory services of another registered investment adviser designated by the Sponsor that is not affiliated with EY (“Other Adviser”). In some engagements, the Sponsor contemplates that EY will refer individual Participants to the Other Adviser for specific recommendations and/or implementation of the Participant’s investment decisions. Such referrals by EY do not constitute a recommendation of the Other Adviser by EY to Participants, and, in such cases, EY does not perform any quantitative or qualitative screening procedures with respect to the Other Adviser.

Please note that our investment advisory services do **NOT** include the sale and/or recommendation of any type of investment or insurance product and we do **NOT** manage and/or monitor investments on behalf of Participants. In particular, please note the following:

- **EY’s investment education and counseling does not recommend, and should not be deemed to have recommended, any particular investment as an appropriate investment for a Participant and discussions of various investments should not be construed as such a recommendation.**

- EY's investment education and counseling may provide counseling on the purchase or sale in the context of providing tax, compensation and benefits, or estate planning education services, but that counseling does not reflect a view as to the intrinsic merits of an investment. All decisions to invest in or dispose of particular investments are made solely by the Participant in the exercise of his or her own discretion.

**Conversation Starters when speaking with your financial professional:**

- Given my financial situation, should I choose an investment advisory service? Why or why not?
- How will you choose investments to recommend to me?
- What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

**What fees will I pay?**

EY's fees are paid by the Sponsor. Participants may incur expenses for fees to any other investment adviser they may consult and will be responsible for transaction charges imposed by broker-dealers through or with whom they effect transactions for their accounts.

**Conversation Starter when speaking with your financial professional:**

- Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?

**What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?**

When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. The way we make money (EY fees are paid by the Sponsor) does not conflict with your interests and does not impact our ability to act in your best interest.

**Conversation Starter when speaking with your financial professional:**

- How might your conflicts of interest affect me, and how will you address them?

**How do your financial professionals make money?**

Our financial professionals are compensated on a salaried or hourly basis.

**Do your financial professionals have legal or disciplinary history?**

No

Visit <http://investor.gov/crs> for a free and simple search tool to research us and our financial professionals.

**Conversation Starter when speaking with your financial professional:**

- As a financial professional, do you have any disciplinary history? For what type of conduct?

**For additional information about our services**, please see the rest of this Disclosure Statement and/ or speak with your EY planner. If you would like additional, up-to-date information or a copy of this disclosure, please call 800-273-0588.

**Conversation Starter when speaking with your financial professional:**

- Who is my primary contact person? Is he or she a representative of an investment-adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me

## B. NET WORTH STATEMENT

As of \_\_\_\_\_

### What You Own (Assets)

### What You Owe (Liabilities)

<b><u>Cash and Equivalents</u></b>		<b><u>Housing Debt</u></b>	
Checking account	\$ _____	Mortgage loan balance ( <i>primary</i> )	\$ _____
Savings account	_____	Mortgage loan balance ( <i>secondary</i> )	_____
Money market	_____	Home equity loan balance	_____
Certificates of Deposit (CDs)	_____	Property taxes	_____
Other _____	_____	Maintenance loan ( <i>other than through home equity loan, e.g., for roofing, major repairs</i> )	_____
		Other _____	_____
<b><u>Investments</u></b>		<b><u>Loans</u></b>	
Government issues ( <i>e.g., bonds, notes, and Treasury bills</i> )	_____	Automobile 1	_____
Corporate & Municipal bonds	_____	Automobile 2	_____
Stocks	_____	Other auto debt	_____
Mutual funds	_____	Education loans	_____
Investment real estate	_____	Other _____	_____
Life insurance cash value	_____		
Other _____	_____		
<b><u>Retirement Assets</u></b>		<b><u>Installment Debt</u></b>	
IRAs	_____	Department store 1 debt	_____
Annuities	_____	Department store 2 debt	_____
Deferred Compensation	_____	Gas credit card debt	_____
Vested profit sharing/ savings plan balances	_____	National credit card 1 debt	_____
Vested pension benefit	_____	National credit card 2 debt	_____
Other _____	_____	National credit card 3 debt	_____
		Other _____	_____
<b><u>Personal Assets</u></b>		<b><u>Additional Debt</u></b>	
Primary residence	_____	Other _____	_____
Second residence (summer home)	_____	Other _____	_____
Automobile 1	_____		
Automobile 2	_____		
Household furnishings	_____		
Collectibles	_____		
Jewelry/Antiques	_____		
Other _____	_____		
<b><u>Additional Assets</u></b>		<b><u>Total Liabilities</u></b>	
Other _____	_____		\$ _____ (B)
<b>Total Assets</b>	<b>\$ _____ (A)</b>	<b>Your Total Assets (A)</b>	<b>\$ _____</b>
		<b>minus (-)</b>	
		<b>Your Total Liabilities (B)</b>	<b>\$ _____</b>
		<b>equals (=)</b>	
		<b>YOUR NET WORTH (A-B)</b>	<b>\$ _____</b>

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## C. CASH FLOW WORKSHEET

	Monthly		Annually
<b><u>Income</u></b>			
Salary	\$		\$
Bonuses			
Dividends			
Capital gains			
Interest			
Net rents and royalties			
Self-employment income			
Social Security			
Distributions from trusts or partnership			
Pension income			
Other income _____			
<b>Total cash available (A)</b>	\$	<b>(A)</b>	\$

	Monthly		Annually
<b>Expenditures</b>			
Home mortgage (or apartment rent)	\$		\$
Utilities			
Gas/oil			
Electricity			
Water			
Sewer			
Home maintenance			
Property taxes			
Car payments			
Car/commuting expenses			
Maintenance and repairs			
Gas			
Commuting fees/tolls			
Credit card/loan payments			
Insurance premiums			
Life			
Health			
Disability			
Car			
Home			
Liability			
Other			
Income taxes			
Employment taxes (Social Security & Medicare)			
Clothing			
Child care			
Food			
Medical expenses			
Education			
Vacations			
Entertainment			
Alimony			
Charitable contributions			
Gifts			
Personal items			
Savings/investments			
Company savings plans			
Emergency fund			
Investment fund			
Other payments _____			
<b>Total cash expenditures</b>	\$	<b>(B)</b>	\$
<b>Net cash inflow/(outflow)</b>	\$	<b>(A-B)</b>	\$

## D. WEBSITES OF INTEREST

Site Name	Web Address (URL)
FinAid! The SmartStudent Guide to Financial Aid	<a href="http://www.finaid.org">www.finaid.org</a>
The Council of Independent Colleges	<a href="http://www.cic.edu">www.cic.edu</a>
College Search	<a href="http://collegesearch.collegeboard.org">collegesearch.collegeboard.org</a>
Campus Tours.com	<a href="http://www.campustours.com">www.campustours.com</a>
The Princeton Review	<a href="http://www.Princetonreview.com">www.Princetonreview.com</a>
CNN Business	<a href="http://www.cnn.com/business">www.cnn.com/business</a>
College Savings Plans Network	<a href="http://www.collegesavings.org">www.collegesavings.org</a>
CollegeNet	<a href="http://www.collegenet.com">www.collegenet.com</a>
FastWeb!	<a href="http://www.fastweb.com">www.fastweb.com</a>
USNews.com Education	<a href="http://www.usnews.com/education">www.usnews.com/education</a>
The Scholarship Page!	<a href="http://www.scholarship-page.com">www.scholarship-page.com</a>
Florida Student Financial Aid	<a href="http://www.floridastudentfinancialaid.org">www.floridastudentfinancialaid.org</a>
Florida Bright Futures Scholarship	<a href="https://www.floridastudentfinancialaidsg.org/SAPHome/SAPHome">https://www.floridastudentfinancialaidsg.org/SAPHome/SAPHome</a>
Florida 529 Plans	<a href="http://www.myfloridaprepaid.com/savings-plan/">http://www.myfloridaprepaid.com/savings-plan/</a>

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## E. MYFRS FINANCIAL GUIDANCE LINE APPOINTMENT

There are two ways of setting an appointment to speak with a financial planner at the MyFRS Financial Guidance Line. Please use the method below which is most convenient for you.

### **Text “Callback FRS” to 609 644 9622**

After sending a text, you will receive a reply asking you to provide your first and last name. Upon receipt of this information, a representative from the MyFRS Financial Guidance Line will call you within 3 business days to schedule an appointment with a financial planner at a time and date convenient for you.

### **Call the MyFRS Financial Guidance Line – 1 866 446 9377 (option 1)**

Start planning your finances by directly calling the MyFRS Financial Guidance Line - scan this QR Code with your mobile phone to call now and/or save this number for future use. Select “option 1” from the phone menu to speak with a representative.



You may schedule an appointment at a time and date that is convenient for you, or if you'd like to begin planning immediately, you may hold an introductory call if a planner is available when you call. Our lines are open Monday-Friday, 8 a.m. – 6 p.m. Eastern Time.

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## F. WORKSHOP SURVEY

There are two ways of providing feedback on this workshop. Please use the method below which is most convenient for you. There are 12 questions which should take approximately 5 minutes to complete.

**Text “FRS survey” to 609 644 9622**

After sending a text, you will receive a reply with a link to the survey.

**Go directly to the survey – [www.surveymonkey.com/r/FRSWorkshop](http://www.surveymonkey.com/r/FRSWorkshop)**

Type the web address into your browser or scan this QR Code with your mobile phone to go directly to the survey.



*Thank you for providing feedback to help ensure we are meeting your needs!*

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## G. PERSONAL ACTION PLAN

<u>Action Step</u>	<u>When</u>	<u>Done</u>
_____	_____	<input type="checkbox"/>
_____	_____	<input type="checkbox"/>
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