



NYLIFE Securities

“How are NYLIFE Securities and Your Financial Services Professional Compensated for the Sale of Variable Products?”

Your Financial Services Professional sells variable insurance products (including variable annuities and variable universal life policies) manufactured and issued by New York Life Insurance and Annuity Corp. (“NYLIAC”), a subsidiary of New York Life Insurance Company. In addition, a certain limited number of NYLIFE Securities Financial Services Professionals can also sell the variable insurance products of unaffiliated insurance companies.

While your Financial Services Professional does not act as your fiduciary, he/she has an obligation to recommend products that are suitable for your needs. NYLIFE Securities, and in turn your Financial Services Professionals, will receive compensation when his/her clients purchase a variable insurance product whether it is issued by an affiliate or by an unaffiliated insurance company. For those Financial Services Professionals who may offer variable insurance products of unaffiliated insurance companies, one factor that will likely have a significant impact on the recommendation made to you by your Financial Services Professional is his/her familiarity with the insurance company and the product.

Compensation may consist of commissions (part of which may be in the form of a “trailing commission”), asset-based compensation, allowances for expenses, and other compensation programs. The amount of compensation received by your Financial Services Professional will vary depending on the product sold, the sales production goals, and the commission schedule and other specific payment arrangements. Your Financial Services Professional can qualify to attend New York Life-sponsored educational, training, and development conferences based on the sales he/she makes of life insurance, annuities, and investment products. In addition, New York Life sponsors recognition programs, qualification for which depends on the sale of products manufactured and issued by New York Life Insurance Company or its affiliates. Finally, in order for your Financial Services Professional to be eligible to receive group insurance benefits from New York Life he/she must meet productivity standards as measured by sales of products issued by affiliates, including variable insurance products.

For more information on variable insurance products please contact your Financial Services Professional.