



February 1, 2022

Dear NLADA members,

We are excited to announce a redefined and enhanced relationship with Mutual of America Financial Group.

Our relationship started in 2004 when Mutual of America offered NLADA members a waiver of administrative fees for their retirement plans. Throughout the years, this has resulted in thousands of dollars in savings per year for many NLADA members. Mutual of America currently provides services to the retirement plans of 43% of our members and is a proud supporter of the work we do.

As a benefit to being an NLADA member, effective October 1, 2020, Mutual of America has extended its reduced National Account Pricing to our members, which will provide increased savings to your plan participants. This special low-cost pricing is in addition to the administrative cost waiver of monthly charges that all NLADA members already receive. This will allow more of your employees' savings to go toward accumulating a larger nest egg rather than fees, which should help to provide them with better retirement outcomes.

Steve Ortiz is our dedicated National Relationship Manager at Mutual of America, and he will coordinate this new initiative. If you are not already working with Steve or Mutual of America, I strongly recommend reviewing your current retirement plan arrangement and taking a serious look at what Mutual of America can offer. His contact information is [steve.ortiz@mutualofamerica.com](mailto:steve.ortiz@mutualofamerica.com).

Steve and his team would be happy to conduct a complimentary benchmarking analysis, which will look at your current plan and compare how it would look with Mutual of America. During times like these, your employees need every dollar they can get, and we hope that you will take the time to review and compare your current retirement plan arrangement.

**Sample savings: A retirement plan with \$2 million in assets, on average, costs 1.60%. With this special reduced pricing, you would pay approximately 0.95% and save approximately \$13,245.00.**

**Sample savings: A retirement plan with \$5 million in assets, on average, costs 1.12%. With this special reduced pricing, you would pay approximately 0.72% and save approximately \$20,634.00.**

**Sample savings: A retirement plan with \$10 million in assets, on average, costs 1.11%. With this special reduced pricing, you would pay approximately 0.66% and save approximately \$44,623.00.**

As many of you know, Mutual of America is a trusted retirement plan provider that has been providing retirement services and investments to organizations for over 75 years. Today, 85% of Mutual of America's customers are nonprofit organizations. We are proud to partner with Mutual of America and look forward to offering this new and exciting member benefit to our NLADA member network.

Sincerely,

A handwritten signature in black ink that reads "A. Camara".

April Frazier Camara  
President & CEO, NLADA