

## Supplemental Disclosure for Certain Plan and IRA Clients

Mariner Wealth Advisors ("Mariner Wealth Advisors" or our "Firm") and your individual Wealth Advisor (together, "we," "us" or "our") are providing you with this Supplemental Disclosure to acknowledge our fiduciary status with respect to your retirement plan account or IRA, and to provide you with additional information about certain conflicts of interest that we have concerning investment recommendations that we can make to you, for your retirement plan and/or IRA.

## **Our Fiduciary Acknowledgement**

When we provide investment advice to you regarding your retirement plan account or IRA, we are fiduciaries within the meaning of Title I of the Employee Retirement Income Security Act ("ERISA") and/or Section 4975 of the Internal Revenue Code (the "Code"), as applicable, which are laws governing retirement accounts. The way we make money creates some conflicts with your interests, so we operate under a special rule that requires us to act in your best interest and not put our interest ahead of yours. Under this special rule's provisions, we must:

- Meet a professional standard of care when making investment recommendations (give prudent advice);
- Never put our financial interests ahead of yours when making recommendations (give loyal advice);
- Avoid misleading statements about conflicts of interest, fees, and investments:
- Follow policies and procedures designed to ensure that we give advice that is in your best interest;
- Charge no more than is reasonable for our services; and
- Give you basic information about conflicts of interest.

For purposes of this special rule, covered "plans" include 401(k), 403(b), profit sharing, pension and all other plans that are subject to ERISA, together with tax-qualified retirement plans under the Code (even if not subject to ERISA) such as Solo 401(k) and "Keogh" plans. "IRAs" subject to the special rule include both traditional and Roth IRAs, individual retirement annuities, health savings accounts, Archer medical savings accounts and Coverdell education savings accounts.

## **Our Material Conflicts of Interest**

Our material conflicts of interest are described in our Form ADV, Part 2A brochure. You should review that brochure document carefully.

Certain of our individual Wealth Advisors, in addition to being investment adviser representatives of Mariner Wealth Advisors, are also registered representatives of MSEC, LLC ("MSEC"), a broker-dealer firm which is under common control with Mariner Wealth Advisors. If we provide (or may recommend to you) brokerage services with MSEC, we encourage you to review the MSEC *Broker-Dealer Disclosure* which describes the material conflicts of interest associated with those brokerage services.

In addition, please note the following:

Advisory Services (Mariner Wealth Advisors) vs. Brokerage Services (MSEC). In most cases, the total compensation that our Firm receives (consisting primarily of advisory fees) for providing investment advisory services is more than our affiliate MSEC receives (consisting primarily of commissions and other transaction-based payments, including trail compensation) for providing brokerage services. Also, the advisory fees you would pay to Mariner Wealth Advisors in an investment advisory account do not decrease even where the level of investment trading activity in your advisory account is low. Our individual Wealth Advisors, in addition to salary, typically receive bonuses based largely on overall Firm performance and/or a percentage share of the fee and commission revenue they generate, with respect to Mariner Wealth Advisors and our affiliates (including MSEC) alike.

Therefore, both our Firm (considered together with our affiliate MSEC) and our individual Wealth Advisors typically make more money if you to choose an advisory account with Mariner Wealth Advisors over a brokerage account with MSEC. Thus we have a financial incentive to encourage you to select an advisory account with Mariner Wealth Advisors over a brokerage account with MSEC.

While we are not prohibited from doing so, if you are an investment advisory client of Mariner Wealth Advisors, in most cases we do not expect to recommend that you roll over plan accounts or IRAs into brokerage IRAs serviced by MSEC, because we generally intend to manage these accounts on an integrated basis together with your other advisory accounts, and those of your household (if applicable). More typically, brokerage IRAs serviced by MSEC are established where we have acquired another firm, or hired an individual advisor, that already maintains brokerage IRAs. In these cases, if you wish to receive continued brokerage services from such firm or advisor, MSEC may be substituted for a prior firm as "broker of record" on the account.

**Rollovers.** Regardless of the investments and services you select, the Firm (together with our affiliates such as MSEC) will make more money if you roll over assets from a retirement plan or IRA for which we do not provide services, to a retirement plan or IRA for which we do provide services, whether the rollover is from (1) a plan to an IRA, (2), an IRA to an IRA, (3) a plan to another plan, or (4) an IRA to a plan (as those terms are described above). As noted above, our individual Wealth Advisors are typically compensated in part based on the total advisory fee and commission revenues they generate for our Firm and its affiliates. Therefore, both our Firm and our individual Wealth Advisors have financial incentives to recommend plan and/or IRA rollovers to plans and IRAs serviced by us, or by MSEC.

Certain QDIA (Investment Management) Services. If you are the sponsor or other fiduciary (e.g., a committee or trustee) of a 401(k) or other participant-directed plan, we may recommend to you that your plan utilize one of the Firm's Managed QDIA Services, which are provided in partnership with certain third-party providers. Managed QDIA Services will result in our receipt of additional asset-based fees (which vary according to the specific program you select), and the level of fees will likewise depend on whether a regular or "dynamic" QDIA service, or a participant-by-participant "opt-in" service, will be used. Likewise, our Managed QDIA Service with Morningstar imposes a "minimum assets" requirement which, if not met, would require the Firm to make a payment to Morningstar.

Again, as noted above, our individual Wealth Advisors are typically compensated in part based on the total fees and other revenues they generate for our Firm. Therefore, both our Firm and our individual Wealth Advisors have financial incentives to recommend Managed QDIA Services, and those particular services, which would pay us the most additional revenues. If we recommend a Managed QDIA Service for your plan, you will be provided with additional information about fees and costs at that time.