

TASBO Transparency Questionnaire

Submitted At

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Full Name

Alex Taylor

I hereby authorize myself as an individual in association with the interested party of this questionnaire



<https://s3.amazonaws.com/pf-upload-01/u-23667/0/2020-12-30/dm3526r/dm252ub.png>

Company Name

PFS Investments, Inc.

Company Website

<http://primerica.com/>

Company Phone

(800)544-5445

Company Email

N/A

Company Fax

N/A

Enrollment Website

<http://primerica.com/>

What types of products does your company offer on the 403(b) platform?

Mutual Funds, Mutual Funds Platform, Fixed Annuities, Indexed Annuities, Variable Annuities, Mutual Funds on the Primerica Services Platform

What are your 403(b) Assets Under Management?

<\$2B

What is your rating?

Moody's (Aaa / Aa1 / Aa2 / Aa3 / A1 / A2 / A3 / Baa1 / Baa2 / Baa3 / Ba1 / Ba2 / Ba3 / B1 / B2 / B3/ Caa1 / Caa2/ Caa3/None)

Is your organization licensed by Texas Department of Insurance (TDI)?

No

Is your organization in compliance with minimum capital and surplus requirements, including applicable risk-based capital and surplus requirements prescribed by rules adopted by TDI and supporting documentation?

No

As of 9/1/2019, do you agree to offer and sell only products that met former Teacher Retirement System of Texas (TRS) Requirements as of 9/1/2019?

No

Has your organization ever been petitioned into bankruptcy or insolvency in the last 10 years?

No

Has your organization or any of its officers been cited, or reprimanded by any regulatory agency within the past ten years?

No

What enrollment options does your company offer?

Representative Only

How are clients able to make changes to their accounts?

Online, Mail, Phone, Representative Only

Do you offer specific investment advice to individual 403(b) account holders?

Yes

Does your organization have experience in providing 403(b) qualified investment products and have a specialized department dedicated to the service of 403(b) qualified investment products?

Yes

Does your organization require that each of its representatives are properly licensed and qualified, by training and continuing education, to sell and service the company's eligible qualified investments?

Yes

Does your sales force consist of captive agents or brokers?

Captive Agents

If your organization uses commissioned sales representatives, will you commit to limit the number of representatives working with a particular school district? If so what will this limitation be (e.g., no more than X, X number of representatives per Y number of employees, etc.)?

We will agree to the restrictions set forth by either the ISD or school.

What products do you currently actively offer?

Mutual Funds- Platform Access, Fixed Annuities, Indexed Annuities, Variable Annuities

Share Class

A

What is your management fee?

This varies by the fund. We have emailed TASBO a comprehensive list of all funds currently offered, including their expenses, performance, and ratings.

What are your Distribution and/or service 12b-1 Expenses?

These are also by fund. Typically equity funds are 25 basis points and income funds are 15 basis points or lower.

What are your Other Fees & Expenses?

This varies by the fund. We have emailed TASBO a comprehensive list of all funds currently offered, including their expenses, performance, and ratings.

What are your Acquired Fund Fees & Expenses?

This varies by the fund. We have emailed TASBO a comprehensive list of all funds currently offered, including their expenses, performance, and ratings.

Do you allow loans?

Yes

If yes, what is your Loan Fixed Dollar Fee?

\$75 loan processing fee (\$50 for Texas)

If yes, what is your Loan Interest Rate?

Wall Street Prime Rate

If yes, who keeps the interest?

Any earned interest goes into the shareholder's 403(b) loan account. Once the loan has been repaid all funds are then moved back to the shareholder's 403(b) source account.

Do you have any other transaction fees?

Mailing Fees, There is a \$75 loan processing fee (\$50 for Texas) that is charged once the loan has been approved and the shareholder signed off on it.

Submission ID

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