

## Athene process changes due to DOL Fiduciary Rule repeal

We are sending this note to give you our view of the “best interest” landscape. Yesterday, the Fifth Circuit Court of Appeals issued a mandate vacating the Department of Labor (DOL) Fiduciary Rule in its entirety, meaning the fiduciary rule no longer applies to sales of annuity products. Now that the court has issued the

official order to vacate, we wanted to confirm that **you are no longer a fiduciary** when recommending annuity products to your customers.

We understand that this change will not impact how you will interact with your customers, as we at Athene have always known that our producers act in the best interest of their customers when making a recommendation of our products.

We will continue to monitor both the NAIC and the SEC as the regulatory environment evolves.

Thank you for your continued business and your patience as we navigate through these uncertain regulatory times.

Sincerely,



**Chris Grady**  
EVP and Head of Retail  
Sales, Athene USA



**Rod Mims**  
Senior Vice President  
Head of National Sales

Thank you for your business. Athene is committed to providing tools and guidance that will help you navigate today's regulatory landscape. For DOL related product and sales support, please contact the best Sales Desk in the business at **888-ANNUITY (266-8489)**. We're ready to help take your business to the next level!



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