

applicable), relative to commission mutual fund purchases, may also receive additional, ongoing 12b-1 trailing commission compensation directly from applicable mutual fund companies during the period that the client maintains the mutual fund investment.

### **Other Brokers**

AIC has arrangements with several other broker-dealers and custodians for the purpose of purchasing no-load mutual funds and other securities for the benefit of supervised or managed portfolios.

### **Other Investment Advisers**

AIC may enter into agreements with other Registered Investment Advisers and recommend those advisors to clients. In such instances, AIC may receive a portion of the account fee or commissions. In these instances, we will make available to the client a "Compensation Disclosure Statement" and the Form ADV for the other Advisor. The Client is under no obligation to use the services of the Advisor(s) we recommend. Refer also to response pertaining to third-party money managers

Affiliates and Reps of AIC may be independently registered as investment advisors to offer financial planning services or other advisory services which may not be covered under the auspices of AIC, when these services are offered under a "dba" (doing business as name) other than American Investors Company.

### **Other Investment Advisers (Solicitor Arrangements)**

AIC may receive a solicitor's/referral fee from third party money managers to whom clients are referred. AIC will disclose the amount of such fees; the nature of the relationship between AIC, the Affiliate, and the third party money manager; and whether the payment to AIC and the Affiliate will affect the fees that the client would otherwise have to pay for the services of the third party manager as required by rule 206(4)-3 under the Investment Advisers Act. As required by that rule, the Affiliate will at the same time give the client a copy the third party manager's ADV Part 2 or a brochure containing the same information. The third party manager's ADV Part 2 will describe its services and contain a complete fee schedule.

Pursuant to Rule 206(4)-3, a separate written disclosure document prepared by the third party manager will be furnished by the Affiliate to the client containing the following information:

1. The name of the solicitor;
2. The name of the investment adviser;
3. The nature of the relationship, including any affiliation, between the solicitor and the investment adviser;
4. A statement that the solicitor will be compensated for his solicitation services by the investment adviser;
5. The terms of such compensation arrangement, including a description of the compensation paid or to be paid to the solicitor; and
6. The amount, if any, for the cost of obtaining his account the client will be charged in addition to the advisory fee, and the differential, if any, among clients with respect to the amount or level of advisory fees charged by the investment adviser if such differential is attributable to the existence of any arrangement pursuant to which the investment adviser has agreed to compensate the solicitor for soliciting clients for, or referring clients to, the investment adviser.