



## Tomorrow's Scholar<sup>®</sup> 529 Plan

# Choosing the Right Share Class

Selecting the appropriate share class within the Tomorrow's Scholar<sup>®</sup> 529 Plan is an important part of delivering a cost-efficient and client-appropriate education savings strategy. Each share class differs in how fees are assessed and how advisors are compensated, which can influence long-term outcomes depending on contribution size, holding period, and advisory relationship. **Share-class selection should always be based on the client's investment horizon, contribution size, fee sensitivity, and advisory relationship, and reviewed periodically as circumstances change.**

### Overview of available share classes

Advisors should review the Tomorrow's Scholar<sup>®</sup> 529 Plan Program Description and Share Class Information for full details.

Share class	Up-front sales charge	Commission to B/D	12b-1 fee <sup>1</sup>	CDSC <sup>2</sup>
A shares	Yes—3.50% up to \$99,999 See breakpoints below	3.00%	0.25%	None
C1 shares (Index funds only)	None	0.50%	0.50%	0.50% for 12 months
C shares	None	1.00%	1.00% through year 5 then converts to A at 0.25%	1.00% for 12 months
W shares (For RIAs)	None	None	None	None

<sup>1</sup> 12b-1 fees typically are paid at the beginning of the 13th month.

<sup>2</sup> Purchases of \$1,000,000 that pay a selling institution commission of 1% have an 18-month CDSC.

### A shares

**May be best suited for: Clients making larger contributions or planning to invest long term.**

- Up-front sales charge with breakpoints that may reduce costs
- Ongoing 12b-1 fee of 0.25%
- No contingent deferred sales charge (CDSC)

#### Breakpoints

Purchase amount	Up-front sales charge	Commission to B/D
\$0–\$99,999	3.50%	3.00%
\$100,000–\$249,999	2.50%	2.00%
\$250,000–\$499,999	1.75%	1.50%
\$500,000–\$999,999	1.25%	1.00%
\$1,000,000+	None	1.00%

#### Advisor considerations

- May be cost-effective for clients who qualify for breakpoints or expect to hold investments for many years
- May be appropriate for advisors looking for the most cost-effective share class for clients over the longest holding period

### C shares

**May be best suited for: Clients preferring no up-front sales charge and a shorter-term horizon.**

- No up-front sales charge
- Higher ongoing expenses including 1.00% 12b-1 fee
- CDSC applies for the first 12 months
- Automatically converts to A shares after 5 years of ownership

#### Advisor considerations

- Designed for shorter-term investment horizons (< 4 years) to avoid up-front sales charge
- May be appropriate when clients expect to invest for several years but prefer to avoid up-front charges
- Conversion feature improves long-term cost efficiency if assets remain invested

### C1 shares

**May be best suited for: Advisors constructing a portfolio including index single-fund options, with C1 shares offering lower ongoing expenses without an up-front charge for clients.**

- No up-front sales charge
- Lower 12b-1 fee of 0.50%
- CDSC applies for the first 12 months
- Available only on index investment options

#### Advisor considerations

- May be attractive for clients focused on building a lineup using index single-fund options

### W shares

**May be best suited for: RIAs and fee-based advisory relationships using an AUM-based fee.**

- “Clean” share class with no sales charges or 12b-1 fees
- No CDSC
- For RIA platforms and fee-based models

#### Advisor considerations

- Clean-share structure supports transparent, fee-based advice
- Particularly appropriate when advisors bill clients directly rather than through commissions

### Share class alignment at a glance

Client profile	Share class often considered
Long-term investment horizon, up-front load	A shares
Shorter-term investment horizon, no up-front load	C shares
Index single-fund options only	C1 shares
RIAs and fee-based advisory relationships	W shares

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