

Private Offerings

INSTITUTIONAL RELATIONSHIPS

ABOUT MIDLAND IRA

Since 2002, Midland IRA has collaborated with investment managers to provide IRA administration for their clients' investments in alternative assets. We pride ourselves in understanding your needs and providing exceptional service to both investment managers and clients. As the record-keeper of your clients' accounts, we are not a conflict of interest because we do not give investment advice and serve in a non-fiduciary capacity. With **over \$1.5B in assets** under management and the experience of serving **tens of thousands of clients** through the self-direction process, Midland IRA has the experience and expertise you and your clients deserve.



IRA vs. Personal Investments

IRAs investments have **several key differences** from investments your clients may make with personal funds in a private offering. When an IRA invests in a private company, the IRA receives all the rights and responsibilities of the company; the IRA is the beneficial owner. The titling of the asset (stock certificates, LLC membership certificates, or LP interests) is to the IRA (Midland Trust Company FBO Client Name and Account #). Also, to keep the asset in a tax-deferred (or tax-free, in the case of a Roth) status, the asset's tax ID must be registered to Midland's trust ID (#47-5560347).



Personalized Service

We offer a one-to-one **Dedicated Client Service Representative** for every investment manager and their clients. Your Dedicated Client Service Representative knows your investment management team, tailors their client service approach to suit you, and works with investors from start to finish to ensure continuity and efficiency in the investment process. Not only do you receive personalized service, you get the fastest processing time in the industry. Investments are processed one business day after receipt of retirement funds and completed investment paperwork.





Accounts and Investment Funding

Your clients' accounts are opened quickly and easily by visiting apply.midlandira.com. Within 24 hours, the account is open and our Dedicated Client Service Representatives are onto the next step of transferring the clients' funds (which typically takes between 5-7 days).

After receiving the funds, clients can login to our online portal, **Midland360**, to request their purchase. Our portal allows clients real-time access to their account balances, the ability to purchase and sell assets, request distributions, and pay bills online at their convenience.

Benefits for Financial Professionals



We get you **up-to-speed** quickly by adding you to our online platform within 24-48 hours of your clients opening their accounts, with no setup costs.



In our platform, you have an **online master account** that aggregates referred client accounts, specific asset values, and real-time updates on your clients' investments.



You receive real-time updates from your **Dedicated Client Service Representative**, so you know where your clients are in the process and what Midland IRA is missing in order to fund.



We charge **simple, flat fees** for our service (we are not paid on the asset's performance).



Your clients pay Midland IRA's fees and may do so with retirement or non-retirement funds.

The Process is Easy (typically 5-7 days)

1

Submit new investment documents

- ▶ Submit to Midland IRA to determine the feasibility of the asset holding
- ▶ Midland reviews and processes within 24 hours

2

Investors open an account

- ▶ Account can be opened within minutes online
- ▶ Account funding typically takes a few days but can take up to two weeks

3

Investor electronically authorizes Midland IRA to release funds for investment

- ▶ Process completed electronically typically takes a few minutes
- ▶ Investment will fund next business day

