

Understanding Our Brokerage and Investment Advisory Services

At Edward Jones, our relationship begins by getting to know you and your financial goals. This helps us understand why you are investing so that our discussions about investments make sense.

Edward Jones is registered and provides services as both a broker-dealer and an investment adviser. Provided below is a summary of our brokerage and investment advisory services, as well as the differences in legal and regulatory responsibilities that apply to these services.

Our brokerage services

Brokerage services allow you to provide us with instructions to buy, sell and hold your investments. We provide you with investment education, research and planning tools. Depending on your account type, we may make recommendations about your investments. You make each investment decision and do not delegate such decisions to us.

Our responsibilities when providing brokerage services.

Applicable federal and state securities laws, regulations and self-regulatory organizations set forth our responsibilities. These include that we:

- Obtain your investment profile, including your age, investment experience, time horizon, liquidity needs, risk tolerance, financial situation and needs, tax status and investment objectives
- Act under a suitability responsibility to you. This means that we provide information about investments that we believe are suitable for you based on your investment profile.
- Provide information about investments based on the nature of the security as well as its potential risks and rewards
- Obtain prices for trades that are fair and reasonable according to market conditions and make sure that the commissions and fees that you pay are not excessive

How are we paid for brokerage services?

Depending on what you buy or sell, you may pay commissions, markups or markdowns, sales charges and/or administrative fees. In addition, you pay transaction-based fees on the purchase or sale of certain equity and fixed-income products. The investments within your non-ERISA plan also may have ongoing expenses such as distribution and/or service fees (12b-1 fees), trail and renewal commissions that reduce your investment returns. Edward Jones receives a portion of these ongoing payments. For more information regarding the fees, commissions and other payments earned by Edward Jones and our financial advisors, see the applicable sections within this document.

What is your financial advisor's role when providing brokerage services?

Your financial advisor helps you identify your investment profile, goals and strategies to assess which types of investments may be appropriate for you. Then your financial advisor discusses investments with you based on your financial circumstances, risk tolerance and investment objectives. Your financial advisor serves as your key relationship contact for all of your Edward Jones accounts.

Edward Jones Select Retirement Account™

What is an Edward Jones Select Retirement Account™?
 An Edward Jones Select Retirement Account™ is a type of

transactional retirement account. Within this account, you have the choice to buy or sell investments and the ability to use our guidance as a framework, including the flexibility to use this account as a complement to other diversified accounts. The investment options for this account include stocks, bonds, certificates of deposit ("CDs"), exchanged traded funds ("ETFs"), mutual funds and annuities.

How are we paid for our services?

Edward Jones receives a commission each time you buy or sell a stock, bond, ETF, or CD, or purchase a mutual fund, a fixed annuity or a variable annuity. The amount of the commission Edward Jones receives on mutual funds varies depending upon the mutual fund company, type of mutual fund, applicable discounts and amount of mutual fund purchased. Insurance companies that issue variable annuities also typically pay Edward Jones a "trail commission." The trail commissions are composed of fees and charges imposed under the variable annuity contract, the separate accounts and other sources. Mutual fund companies also pay Edward Jones ongoing distribution and/or service fees (12b-1 fees) that are paid out of fund assets. Edward Jones or Edward Jones Trust Company also may impose fees for certain transactions and/or services within your account.

At certain investment levels, typically \$1 million, your investments with an individual product provider may carry no sales charges. However, in these instances, the mutual fund company may pay Edward Jones a commission on these investments. A contingent deferred sales charge may apply if you sell these investments within a certain time frame. Please see your prospectus for more information.

Revenue Sharing – Certain mutual funds and insurance companies may pay Edward Jones additional amounts known as revenue sharing. For information about revenue sharing, please see www.edwardjones.com/revenuesharing.

Inforce Contract Service Fees – Edward Jones has entered into inforce contract service agreements with certain insurance companies to provide support of certain issued and outstanding insurance contracts. We receive payments for providing these services. For information about inforce contract service fees, please see www.edwardjones.com/revenuesharing.

Networking and Shareholder Accounting Fees – Edward Jones has entered into networking agreements and shareholder accounting agreements with many mutual fund companies to provide certain services for the mutual fund companies. The mutual funds available in the Select Retirement Account involve product partners that pay shareholder accounting and/or networking fees to Edward Jones. For more information regarding networking or shareholder accounting fees that Edward Jones receives, please see www.edwardjones.com/revenuesharing.

Edward Jones Money Market Fund – Edward Jones receives revenue in connection with services it performs for the

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Edward Jones Money Market Fund and in connection with its ownership of the Fund's investment adviser. Your financial advisor does not receive any portion of such revenues.

How is your financial advisor compensated?

Your financial advisor receives a portion of the commission you pay each time you buy or sell a stock, bond, ETF, or CD, or purchase a fixed annuity, or a variable annuity.

When you purchase a mutual fund, your financial advisor receives as compensation a percentage of your purchase amount. This compensation does not vary based on the mutual fund family, but rather only by the type of fund, amount of purchase and applicable breakpoint. Your financial advisor receives one percentage for equity and balanced funds¹, and a different percentage for fixed income funds², regardless of the mutual fund company. Edward Jones also shares a portion of the 12b-1 fees it receives with your financial advisor.

As mentioned above, insurance companies that issue variable annuities also typically pay Edward Jones "trail commissions." Your financial advisor receives a percentage of these revenues as compensation based upon a number of factors, including: your financial advisor's years of experience, the location of the branch, the type of the investment, the type of transaction, the size of the transaction and discounts, if any.

Your financial advisor does not directly receive any portion of the revenue sharing, networking or shareholder accounting fees, or inforce contract service payments received by Edward Jones. However, the revenue that Edward Jones receives from revenue sharing, networking or shareholder accounting fees and inforce contract service payments affects the firm's overall profitability and thus may affect any branch bonus your financial advisor receives.

For more information about how Edward Jones and your financial advisor are compensated within the Select Retirement Account, please see www.edwardjones.com/select-client-services.

Our investment advisory services

Investment advisory services allow you to choose how involved you want to be with daily investment decisions. You may choose to delegate such decisions to investment professionals or choose a hands-on approach. The services we offer depend on which advisory program you select. For each of our advisory programs, you will want to read the program's brochure, which describes the program and fees as well as information about our business, personnel and any potential conflicts of interest that could exist.

Our responsibilities when providing investment advisory services

Applicable federal and state securities laws set forth our responsibilities. These include that we:

- Obtain your overall financial situation, including your age, investment experience, time horizon, liquidity needs, risk tolerance, financial needs, tax status and investment objectives
- Act under a fiduciary responsibility to you. This means that we provide investment advice in your best interest and that we disclose or avoid any material conflicts between our interests and yours

- Provide suitable investment advice and have a reasonable, independent basis for our recommendations
- Obtain prices for trades so that your total cost or proceeds in each transaction are the most favorable under the circumstances

Advisory services are provided only pursuant to a written agreement with you. Additionally, a fiduciary responsibility to you is established only when it is stated in writing in our agreement with you.

What is your financial advisor's role when providing investment advisory services?

Your financial advisor helps you identify your financial situation and investment objectives to assess the type of advisory program that may be appropriate for you. Then your financial advisor discusses the type of advisory program that may fit you based on your investment objectives and any reasonable restrictions you may impose. Your financial advisor serves as your key relationship contact for all of your Edward Jones accounts.

Our investment advisory programs

Edward Jones Advisory Solutions® Fund Model

What is the Edward Jones Advisory Solutions® Fund Model program?

This is an asset allocation program. Your account is invested in various allocations of program investments, which include affiliated mutual funds, unaffiliated mutual funds, exchange-traded funds ("ETFs"), affiliated money market funds and unaffiliated money market funds. For more information, please see our Advisory Solutions Fund Model brochure, www.edwardjones.com/advisorybrochures.

How are we paid for our services?

When you invest in Edward Jones Advisory Solutions® Fund Model, you pay asset-based fees - the Program Fee and Portfolio Strategy Fee (if applicable) - to Edward Jones (collectively, the "Advisory Solutions Fee"). The Program Fee is charged for certain investment advisory services, including initial and ongoing analysis of your investment needs and objectives, periodic consultations, evaluation and selection of investments for the program, Edward Jones investment policy guidance and services to keep your account aligned with such guidance, periodic performance reporting, custody and transaction execution services. The Portfolio Strategy Fee is charged for discretionary management of your portfolio model, including services related to model construction and active model management and other related discretionary services provided by Edward Jones. Benefit Plan accounts (as defined in the applicable Client Services Agreement and Brochure) participating in Advisory Solutions Fund Models prior to June 1, 2018 do not pay the Portfolio Strategy Fee. You also incur internal fees and expenses associated with the mutual funds and ETFs in your account.

The Advisory Solutions Fee is based on the market value of all assets held in your account and is assessed monthly, in arrears, based on the annual tiered fee rate schedule. As the value of the assets in your account increases or decreases, you are charged according to the tiered fee rate schedule. Advisory Solutions Fund Models Accounts are subject to a \$10 minimum monthly fee. If your account invests in affiliated mutual funds, the investment adviser to the mutual

¹ This includes international equity, commodity and asset allocation funds, as well as funds categorized by Morningstar as U.S. equity or sector equity.

² This includes currency and convertible funds, as well as funds categorized by Morningstar as taxable bond.

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funds will be an affiliate of Edward Jones. Affiliated mutual funds (other than Edward Jones Money Market Funds) will be sub-advised for investment management by multiple sub-advisers who are unaffiliated with Edward Jones. If your account invests in such an affiliated mutual fund and the mutual fund pays Edward Jones or its affiliate a management or other fee with respect to the investment, the amounts received by Edward Jones and its affiliates will first be used to compensate the affiliated mutual fund's sub-advisers and certain other service providers. Remaining amounts, if any, that are not otherwise waived by Edward Jones or its affiliate will be credited back to your account.

How is your financial advisor compensated?

Your financial advisor receives a portion of the Program Fee as a form of compensation.

Edward Jones Advisory Solutions® Unified Managed Account (“UMA”) Model

What is the Edward Jones Advisory Solutions® Unified Managed Account (“UMA”) Model program?

This is a wrap fee program in which you may combine multiple investments into a single advisory account. UMA Model offers multi-style investment services implemented by an investment adviser (“Overlay Manager”). Investments available in Advisory Solutions UMA Model include separately managed allocations (“SMAs”) which are managed or recommended by one or more investment advisers (“SMA Managers”), affiliated mutual funds, unaffiliated mutual funds and ETFs. For more information, please see our Advisory Solutions UMA Model brochure, www.edwardjones.com/advisorybrochures.

How are we paid for our services?

When you invest in Advisory Solutions UMA Model, you pay asset-based fees – the Program Fee, Portfolio Strategy Fee, and SMA Manager Fees to Edward Jones (collectively, the “Advisory Solutions UMA Models Fee”). The Program Fee is charged for certain investment advisory services, including initial and ongoing analysis of your investment needs and objectives, periodic consultations, evaluation and selection of investments for the program, Edward Jones investment policy guidance and services to keep your account aligned with such guidance, periodic performance reporting, custody and transaction execution services. The Portfolio Strategy Fee is charged for discretionary management of your portfolio model, including services related to model construction and active model management, overlay management and other related discretionary services. You also incur internal fees and expenses in the program investments, including the mutual funds and ETFs in your account.

The Advisory Solutions UMA Models Fee is based on the market value of all assets held in your account and is assessed monthly, in arrears. The Program Fee and Portfolio Strategy Fee are based on annual tiered fee rate schedules. As the value of the assets in your account increases or decreases, you are charged according to the tiered fee rate schedules. Annual SMA Manager Fee rates are assessed based on the target allocation of assets associated with each SMA Manager in your account. Advisory Solutions UMA Models Accounts are subject to a \$10 minimum monthly fee. For more information, please see our Advisory Solutions UMA Model brochure, www.edwardjones.com/advisorybrochures.

If your account invests in affiliated mutual funds, the

investment adviser to the mutual funds will be an affiliate of Edward Jones. Affiliated mutual funds (other than Edward Jones Money Market Funds) will be sub-advised for investment management by multiple sub-advisers who are unaffiliated with Edward Jones. If your account invests in such an affiliated mutual fund and the mutual fund pays Edward Jones or its affiliate a management or other fee with respect to the investment, the amounts received by Edward Jones and its affiliates will first be used to compensate the affiliated mutual fund's sub-advisers and certain other service providers. Remaining amounts, if any, that are not otherwise waived by Edward Jones or its affiliate will be credited back to your account.

How is your financial advisor compensated?

Your financial advisor receives a portion of the Program Fee as a form of compensation.

Edward Jones Guided Solutions® Flex Account

What is Guided Solutions Flex Account?

Edward Jones Guided Solutions® Flex Account is a client-directed wrap fee advisory program designed to provide you with ongoing investment advice, guidance and services for an asset-based fee. With Flex Account, you select the investments for your account and allocate your money according to guidelines developed by Edward Jones. You can invest in eligible stocks, mutual funds, ETFs, and, for accounts at certain investment thresholds, individual bonds and CDs are also available. Guided Solutions provides clients with ongoing monitoring and notifications so that if your portfolio moves outside of Edward Jones' guidance, you can work with your financial advisor to bring your account back into alignment. For more information, please see our Guided Solutions Flex Account brochure at <https://www.edwardjones.com/advisorybrochures>.

How are we paid for our services?

When you invest in Guided Solutions Flex Account, you pay an asset-based fee – the Program Fee – to Edward Jones. The Program Fee is charged for certain investment advisory services, including initial and ongoing analysis of your investment needs and objectives, periodic consultations, evaluation and selection of investments for the program, Edward Jones investment policy guidance and services to keep your account aligned with such guidance, periodic performance reporting, custody and transaction execution services. Mutual funds, ETFs and unit investment trusts have internal fees and expenses, which are in addition to the Program Fee.

The Program Fee is based on the market value of all assets held in your account and is assessed monthly, in arrears, based on annual tiered fee rate schedule. As the value of the assets in your account increases or decreases, you are charged according to the tiered fee rate schedule. Guided Solutions Flex Accounts are subject to a \$10 minimum monthly fee.

How is your financial advisor compensated?

Your financial advisor receives a portion of the Program Fee as a form of compensation.

Edward Jones Guided Solutions® Fund Account

What is Guided Solutions Fund Account?

Edward Jones Guided Solutions® Fund Account is a client-directed wrap fee advisory program designed to provide you with ongoing investment advice, guidance and services

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for an asset-based fee. In consultation with your financial advisor, you select from among the eligible mutual funds and ETFs and allocate your money to the eligible funds based on Edward Jones' guidance. You can rebalance and make changes to your account as often as monthly, and Edward Jones will automatically rebalance your allocations once a year to help ensure your account stays in line with your risk tolerance and goals. For more information, please see our Guided Solutions Fund Account brochure at www.edwardjones.com/advisorybrochures.

How are we paid for our services?

When you invest in Guided Solutions Fund Account, you pay an asset-based fee – the Program Fee – to Edward Jones. The Program Fee is charged for certain investment advisory services, including initial and ongoing analysis of your investment needs and objectives, periodic consultations, evaluation and selection of investments for the program, Edward Jones investment policy guidance and services to keep your account aligned with such guidance, periodic performance reporting, custody and transaction execution services. Mutual funds and ETFs have internal fees and expenses, which are in addition to the Program Fee.

The Program Fee is based on the market value of all assets held in your account and is assessed monthly, in arrears, based on annual tiered fee rate schedule. As the value of the assets in your account increases or decreases, you are charged according to the tiered fee rate schedule. Guided Solutions Fund Accounts are subject to a \$10 minimum monthly fee.

How is your financial advisor compensated?

Your financial advisor receives a portion of the Program Fee as a form of compensation.

Edward Jones Retirement Plan Services

What is Edward Jones Retirement Plan Services?

Certain employer-sponsored retirement plans are covered under Employee Retirement Act of 1974 ("ERISA"). This law covers qualified plans that incorporate both the pertinent Internal Revenue Code (IRC) provisions and labor law provisions. Edward Jones Retirement Plan Services is a program that provides investment advisory services to ERISA retirement plans and their plan sponsors. The Edward Jones Retirement Plan Services program is an option for plans that allow participants to exercise independent control over the investment of their individual accounts ("Participant-Directed Plans") and to other plans, such as defined benefit and defined contribution plans that do not allow participants to exercise control over plan investments ("Pooled Plans"). Edward Jones serves as an investment advice fiduciary at the plan level and provides educational services at both the plan and participant level, if applicable. For more information, see www.edwardjones.com/advisorybrochures.

How are we paid for our services?

When you invest in Edward Jones Retirement Plan Services, you pay a "Retirement Plan Services Fee" to Edward Jones. The Retirement Plan Services Fee is based on the plan's included assets in the program. If the plan's included assets grow and reach certain thresholds, you are eligible for a reduction of the Retirement Plan Services Fee. Edward Jones will not automatically increase the Retirement Plan Services Fee if included assets decrease. For this fee, Edward Jones serves as an investment advice fiduciary at the plan level and provides educational services at both the plan and participant level, if applicable.

In addition to the Retirement Plans Services Fee paid to Edward Jones, your plan will be subject to additional fees and charges imposed by your Plan Service Provider, Investment Fiduciary, and Third-Party Administrator, if applicable. For more information, please contact your applicable service provider.

How is your financial advisor compensated?

Your financial advisor receives a portion of the monthly Retirement Plan Services Fee. The revenue that Edward Jones receives affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.