Understanding How We Are Compensated for Financial Services

Certificates of Deposit (“CDs”)

What is a CD?
CDs are savings instruments issued by banks and savings and loans. When you buy a CD, you lend the bank or savings and loan a set amount of money, which the institution may use to invest in securities or loans. CDs offer a variety of maturities and interest payment options. For information about FDIC insurance, visit www.FDIC.gov.

How are we paid for our services?

Newly issued CDs: Selling concession, commission or asset-based fee
When you buy a CD during the initial offering period, Edward Jones may act as either a principal or an agent. The compensation we receive depends on whether we act as a principal or an agent in the transaction and the type of account in which you purchase the CD.

When we act as principal we receive a selling concession and it is incorporated into the initial offering price. You will see the selling concession amount displayed on your trade confirmation.

When we act as agent, you pay a commission for the transaction. You will see the commission amount on your trade confirmation.

If you buy a CD in a fee-based account, we will act as agent. You will not be charged a commission.

The non-Edward Jones entity arranging for a CD to be offered may receive a fee from the CD issuer in connection with your CD purchase during the initial offering period.

Secondary CDs
Secondary CDs are transactions involving previously issued CDs. When you buy or sell, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay, which may be up to 2% of the dollar amount you buy and up to .75% of the dollar amount you sell.

If you buy a CD from our inventory or sell a CD that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation. The markup may be up to 2% of the dollar amount you buy and the markdown may be up to .75% of the dollar amount you sell. The price is also adjusted to reflect changes in interest rates and market prices that have occurred since we bought the security. As a result of these changes, Edward Jones may earn revenue or incur losses from buying or selling securities as principal.

How is your financial advisor compensated?
Your financial advisor receives a percentage of any commissions or charges for CDs. In addition, our revenue affects Edward Jones’ overall profitability and thus may affect any branch bonus your financial advisor receives.