

## Understanding How We Are Compensated for Financial Services

### Deferred Income Annuities

**What is a deferred income annuity?**

A deferred income annuity is a contract issued by an insurance company that provides regularly scheduled payments subject to the insurance company's conditions and ability to meet obligations. Such payments typically begin at least one year after you pay the premium.

**How are we paid for our services?**

The insurance company pays Edward Jones a commission at the time you pay the premium.

Typically, you do not pay any sales charges or annual operating expenses when you purchase a deferred income annuity. The insurance company considers all its costs, including commissions, when determining the amount of the payments you will receive. Other factors that determine the amount of the payments you will receive include, but are not limited to, your age, your gender,

when you want your payments to begin and the length of time you want the payments to last.

*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 annuity contracts. We receive payments for providing these services. For information about inforce contract service fees, please see [www.edwardjones.com/revenuesharing](http://www.edwardjones.com/revenuesharing).

**How is your financial advisor compensated?**

Your financial advisor receives a percentage of the commissions the insurance company pays to Edward Jones. The total revenue that Edward Jones receives affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.