

## Understanding How We Are Compensated for Financial Services

# Employer-Sponsored Retirement Plans Not Covered Under the Employee Retirement Income Security Act of 1974 (“Non-ERISA” Plans)

### What are Non-ERISA Employer-Sponsored Retirement Plans?

Non-ERISA plans are employer-sponsored retirement plans that are not subject to the Employee Retirement Income Security Act (“ERISA”) of 1974.

Plans established or maintained for employees by federal or state government entities, municipalities, school districts and certain non-profit organizations are examples of employer-sponsored plans that may not be subject to ERISA. For more information regarding employer-sponsored retirement plans, please see [edwardjones.com/businessowners](http://edwardjones.com/businessowners).

### How are we paid for our services?

We charge fees for certain account services such as wire transfers, disbursements, and transferring or closing accounts, if applicable. In addition, you either pay transaction-based charges when you buy or sell investments within your plan account, or asset-based charges if your plan is on a group annuity platform.

If you choose a transaction-based solution, depending on what you buy or sell, you may pay commissions, markups or markdowns, sales charges and/or administrative fees. The investments within your non-ERISA plan may also 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.

Your ongoing operating expenses may also include investment management or other fees. Details on the operating expenses are in each underlying investment’s prospectus or offering document.

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 or insurance company will pay Edward Jones a commission on these investments. A contingent deferred sales

charge will apply if you sell these investments within a certain time frame. Please see your prospectus or offering document for more information.

Depending on the solution you choose for your plan, if your account holds mutual fund investments or variable annuities, Edward Jones may receive shareholder accounting fees and enforce contract service fees. For more information, see [edwardjones.com/revenuesharing](http://edwardjones.com/revenuesharing).

Fee information is generally found in your account agreement and schedule of fees, available at [edwardjones.com/disclosures/account-agreements](http://edwardjones.com/disclosures/account-agreements).

### How is your financial advisor compensated?

Your financial advisor’s branch receives P&L credits for certain revenues, expenses and assets under care in the branch. For more information, see Understanding How We Are Compensated for Financial Services at [edwardjones.com/compensationdisclosure](http://edwardjones.com/compensationdisclosure). Your financial advisor also receives a share of any transaction-based charges, asset-based fees, distribution and/or service fees (12b-1 fees), and trail and renewal commissions. As a result, your financial advisor’s eligibility for a bonus will be positively impacted. Your financial advisor does not share in the incidental fees, which include the adoption agreement amendments and participant loans. In instances where the mutual fund or insurance company pays Edward Jones a commission for purchases at certain investment levels, typically \$1 million, your financial advisor will receive a portion of the commission.

Fee information is generally found in your account agreement and Schedule of Fees, available at [edwardjones.com/disclosures/account-agreements](http://edwardjones.com/disclosures/account-agreements). The revenue that Edward Jones receives affects Edward Jones’ overall profitability and thus may affect any branch bonus your financial advisor receives.