

# Disclosures and Fee Schedule

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# A Message from the President

Thank you for your interest in Edward Jones Trust Company. We are honored to share with you the important information within this document, including our structure, services overview, operating guidelines, privacy policies and fees.

As part of our commitment to you, we want to provide open, transparent communication. We hope you will find this information readable and digestible. If you have questions as you read through the document, please contact us at 800-445-7224, or reach out to your financial advisor.

We also want to take this opportunity to thank you. It is an honor and a privilege to serve you, and we value the opportunity.

Best regards,

A handwritten signature in black ink that reads "AMCarnie". The letters are cursive and fluid.

Alison Carnie, President

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# Who we are

## A Look Back

In the mid-1990s, Edward Jones began recognizing an unmet need. Many clients had accumulated or inherited assets and began thinking about the next generation. These clients needed wealth and trust management services and naturally looked to their Edward Jones financial advisors, with whom they had long-term relationships.

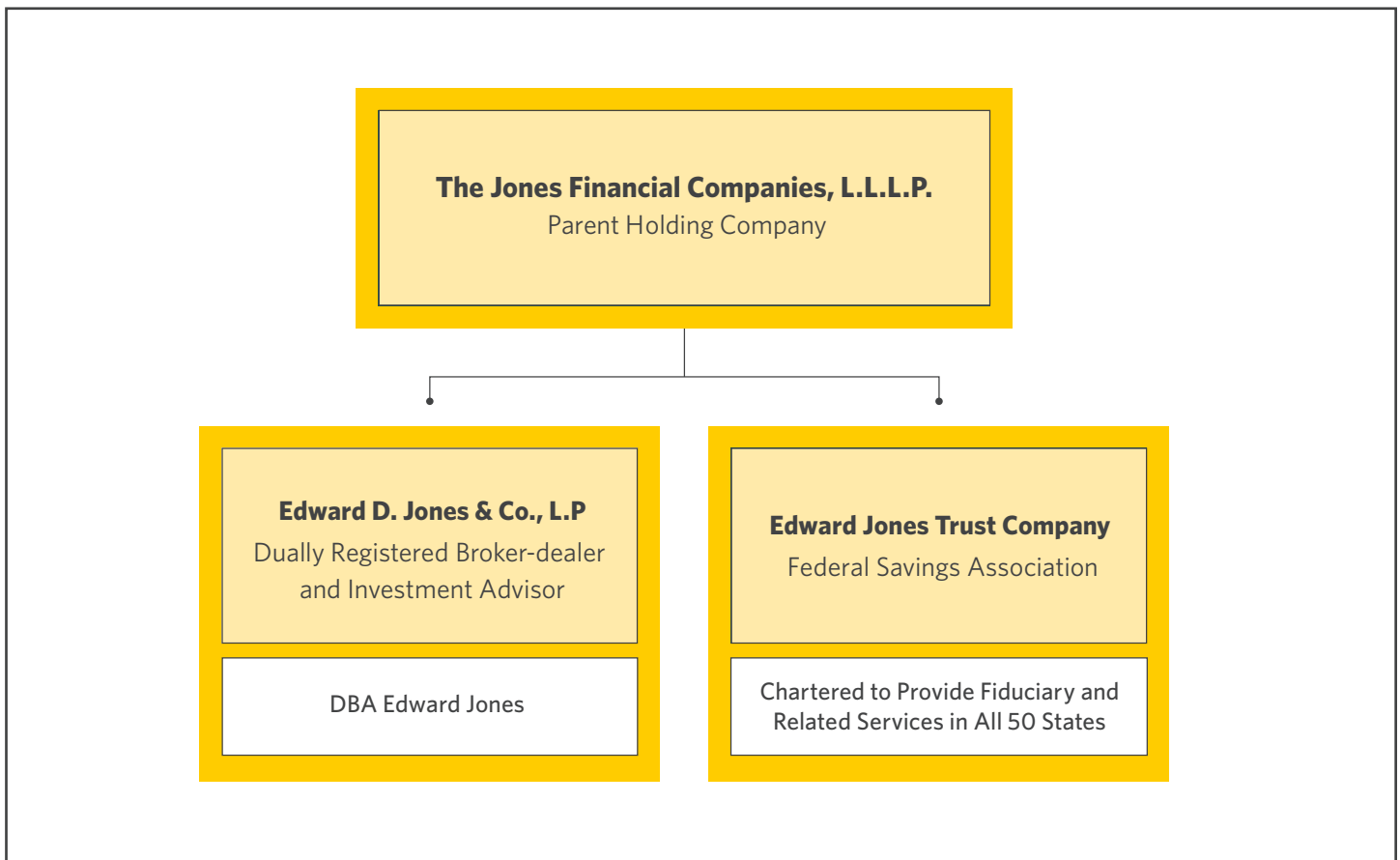
In 1995, Edward Jones purchased Boone National Savings and Loan in Columbia, Mo., to respond to those clients' needs. As a federally chartered savings and loan association, Boone National had nationwide trust powers that were never exercised. We activated the trust charter and began serving clients as Edward Jones Trust Company in 1996.

Building on the unique business model of the local financial advisor, the Edward Jones Trust Company adds a dedicated Portfolio Manager and Trust Officer to the client's service team. This unique approach of personal service and dedicated trust resources has fueled our steady growth since then.

Our commitment to providing long-term tailored solutions will continue to shape and drive our growth.

## Corporate Structure

### Selected Corporate Affiliates of Edward Jones



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# What we do

Edward Jones Trust Company provides trust, investment advisory and custody services to individuals, businesses, charitable organizations and private foundations.

We offer a full range of personal trust and investment management services, including portfolio management, administrative services, beneficiary assistance, and reporting and performance review.

## **Portfolio Management**

While serving as trustee or investment agent, we manage assets according to your account's investment objective. In addition to traditional investments, we also assume responsibility as a trustee for a variety of special assets.

## **Administrative Services**

We perform a variety of administrative duties on your behalf. We will pay household, nursing home and medical bills according to your and your trust's direction. As part of the administrative service, we provide periodic statements that summarize receipts, disbursements and the value of assets within the account.

## **Beneficiary Assistance**

Edward Jones Trust Company will make asset distributions according to the terms of the governing instrument and offer budgeting and distribution planning assistance to beneficiaries.

## **Reporting and Performance Review**

We provide monthly or quarterly statements as well as periodic conference calls to review your portfolio's performance.

## **More about Portfolio Management**

### **Strategic, Objectives-based Approach**

As trustee or investment agent, we develop an investment objective for each account you have. When establishing the investment objective, we consider a number of factors, including income needs, risk tolerance, your tax situation, provisions of the governing document and applicable law. We then manage the investments to each of your specific account objectives. Our investment philosophy reflects that of Edward Jones, which includes a long-term strategy, with an emphasis on diversification and quality investments.

### **Account Review and Reporting**

Following an initial review of your portfolio, formal investment reviews are conducted every calendar year. More frequent informal reviews may occur based on changes in your needs, objectives or tax situation.

We provide recurring statements plus comprehensive annual statements. The information includes a reporting of all account holdings and transactions.

In terms of oversight, the Trust Investment Committee is responsible for reviewing of assets and/or investment processes of all discretionary accounts. The Committee consists of Trust Company and Edward Jones employees.

## Types of Securities and Special Assets

Common stocks, mutual funds and fixed-income securities are the primary investment vehicles for most accounts. Life insurance policies are the primary investments in irrevocable life insurance trusts. When serving as trustee, we assume responsibility for a variety of assets that we would not purchase in our normal course of business. These special assets include real estate, limited partnerships, annuities, savings bonds, private stock and private bonds. These assets are managed according to the terms of the governing document, applicable law and Trust Company policies.

## Investment Discretion

As trustee or investment agent, we have discretion over account investments. This discretionary authority comes under the governing document and applicable law. For investment agency services, discretionary authority is outlined in your account agreement.

## Best Execution Practices

Best execution refers to well-informed trade execution decisions made with the intention of helping to enhance the value of your portfolio under the particular circumstances at the time. Equity and fixed-income transactions are typically made through our affiliate, Edward Jones.

As a fiduciary, we monitor to verify Edward Jones' best execution practices, including price, reliability, service, speed of execution and delivery.

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# How we operate

## Code of Ethics

Edward Jones Trust Company has adopted a Code of Ethics that governs our associates. Among other things, the Code of Ethics covers compliance with applicable regulations, policies and procedures surrounding the protection of client information and is reviewed annually by all associates. A complete copy of our Code of Ethics is available upon request. Please contact your Trust Officer or write to us at:

### Edward Jones Trust Company

Attn: Chief Compliance Officer  
12555 Manchester Road  
St. Louis, MO 63131

## Account Acceptance

We accept accounts based on our ability to deliver quality fiduciary services at a reasonable profit without undue risk. The Account Acceptance Committee develops and maintains account acceptance guidelines. Edward Jones Trust Company will begin serving as trustee or investment agent upon formal account acceptance; we assume no fiduciary responsibility unless we have formally accepted the account and its assets.

The factors we use in considering accounts include:

- Identity, residency and capacity of the parties
- The character of the assets, including their nature and location and any conditions that would hinder efficient management, such as the size of the account

- Any conflicts of interest in administering the account or undocumented needs of the beneficiaries
- The adequacy of the fee in relation to the time and effort for administration, as well as the risk of litigation among beneficiaries
- The adequacy of the powers and directions in the governing document
- Any factors that would affect our duties as fiduciary, such as state law or provisions, duties, restrictions or obligations of the governing document
- Whether co-trustees can work together to serve the grantors and beneficiaries

## **Custody Activities**

We serve as custodian for certain Edward Jones IRA accounts. As custodian, the Trust Company is responsible for the safekeeping of client assets. We may delegate some or all of our custodial duties to Edward Jones.

## **Customer Identification Program**

To help in the fight against terrorism, and in accordance with federal law, the Trust Company or Edward Jones will obtain and verify information that identifies each person who opens an account. To open a Trust Company account, you'll need to provide information including, but not limited to, name, address, date of birth and Social Security number.

## **Safekeeping of Fiduciary Assets**

The safekeeping of fiduciary assets occurs through our depository relationships with SEI Private Trust Company and our affiliate, Edward Jones. The depositories include Depository Trust Clearing Corporation (DTCC), the Federal Reserve Bank and the Bank of New York (BONY).

In unique situations, the Trust Company's fiduciary assets are held in Edward Jones' depository account. Examples would include assets that are not transferable, limited partnerships that are in the process of liquidation and assets that are in the process of estate redemption. Physical securities that are not depository-eligible are maintained in a secured vault under dual control at either the Trust Company or Edward Jones. In limited circumstances, mutual funds or sub-accounts of insurance contracts are held in unissued share form at the fund company. The Trust Company's primary custodians are:

### **SEI Private Trust Company**

1 Freedom Valley Drive  
Oaks, PA 19456

### **Edward Jones**

12555 Manchester Road  
St. Louis, MO 63131

## **Proxy Voting**

As a fiduciary, Edward Jones Trust Company retains an unaffiliated third-party proxy voting agent to analyze, recommend and execute proxy votes. The use of third-party voting guidelines serves to prevent proxy votes from conflicts of interest involving the Trust Company or its affiliates. Proxies will be voted in accordance with the best interests of the account.

## **Ending Our Relationship**

Investment agency or managed IRA relationships may be terminated at any time by written request. The termination of trust account relationships is considered and determined based on consistency with our trustee duties and applicable law.

# Our fee structure

## Trust Services, Managing Agent, Managed IRA

When serving as trustee, co-trustee or managing agent, we provide you and your beneficiaries with personalized asset management and fiduciary services coordinated through the financial advisor.

Account fees are a combination of an annual base charge and a tiered scale according to assets under management:

- The annual base charge differs according to account type as follows: Trustee or Co-trustee is \$1,200 per year; Managing Agent is \$600 per year; and IRA is \$300 per year.
- The tiered scale is calculated by a percentage of the assets under management. At increasing intervals of assets under management, the fee percentage decreases (see chart and example below). Accounts of \$5 million or more are charged a flat percentage fee.

Unless otherwise noted in the governing document or specified by applicable law, all fees are charged monthly in arrears. Half (½) the fee is charged to the principal, and half (½) the fee is charged to the income of the account.

While we do not have a minimum account size, the minimum annual fee is \$6,000 for the first account and \$3,000 for each additional account. For accounts subject to the minimum annual fee, the effective annual fee percentage rate may exceed the rates listed below.

### Schedule of Account Fees

| Annual Base Charge    |         |
|-----------------------|---------|
| Trustee or Co-trustee | \$1,200 |
| Managing Agent        | \$600   |
| IRA                   | \$300   |

PLUS

| Fair Market Value of Assets under Management |                          |
|--|--------------------------|
| First \$500,000                              | @ 1.50%                  |
| Next \$500,000                               | @ 1.15 %                 |
| Next \$2,000,000                             | @ 0.75 %                 |
| Next \$2,000,000                             | @ 0.50%                  |
| <b>Total Annual Fees</b>                     | <b>Base Charge + FMV</b> |

Accounts of more than \$5 million are charged a flat percentage fee.

### Example of a \$2 million Trustee Account

| Annual Base Charge    |         |
|-----------------------|---------|
| Trustee or Co-trustee | \$1,200 |
| Managing Agent        | \$600   |
| IRA                   | \$300   |

PLUS

| Fair Market Value of Assets under Management |                 |
|--|-----------------|
| First \$500,000 @ 1.50%                      | \$7,500         |
| Next \$500,000 @ 1.15%                       | \$5,750         |
| Next \$1,000,000 @ 0.75%                     | \$7,500         |
| Total FMV                                    | \$20,750        |
| <b>Total Annual Fees</b>                     | <b>\$21,950</b> |



## Real Estate Services

For trusts that include real estate, such as residential, commercial and agricultural property, these specialty assets require different management and additional fees from traditional investments. Third parties may be used for certain real estate services, such as insurance, appraisals or inspections, third-party management or the sale of property. Fees from outside professionals will be charged as an expense to the trust.

| Service Provided             | Annual Fee Assessed         |
|------------------------------|-----------------------------|
| Title Transfer Fee (No Sale) | \$1,500 per occurrence      |
| Sales Fee                    | \$3,750 per occurrence      |
| Property Administration Fee  | \$750 per year per property |

## Tax Preparation Services

Trust Company employees manage the preparation and filing of federal and state fiduciary income tax returns. To assist in that process, we may retain third-party accounting firms. In such cases, the outside firms may be referenced as paid preparers on the tax returns. We may allocate some of the tax preparation fee to the third-party accounting firm for its services. Any excess portion is retained.

| Service Provided                  | Annual Fee Assessed |
|-----------------------------------|---------------------|
| Agency 1099                       | No charge           |
| IRA 1099-R                        | No charge           |
| Grantor Trust Tax Return          | \$300               |
| Charitable Remainder Trust Return | \$600               |
| Private Foundation Return         | \$600               |
| Irrevocable Trust Return          | \$500               |
| Estate Income Tax Return          | \$600               |

## Trust and Estate Settlement and Distribution Services

| Service Provided  | Fee Assessed  |
|---|---|
| Trust Settlement Services<br>Covers the final administration and distribution of trust assets following the trust creator's death.  | Assets up to \$2 million: 2% (\$12,500 minimum)<br>Next \$3 million in assets: 1.5%<br>Over \$5 million: 1% |
| Trust & Estate Settlement Services<br>Includes serving as a personal representative or executor, administration and distribution of real estate, and/or tax preparation services. | Assets up to \$2 million: 2% (\$17,500 minimum)<br>Next \$3 million in assets: 1.5%<br>Over \$5 million: 1% |

## Other Notes about Fees

- Brokerage commissions and other transaction costs are generally included.
- Related accounts may be grouped for fee calculation at our discretion.
- No less than one year of fees will be charged for accounts.
- Certain assets may be excluded for fee calculation purposes.
- Unless otherwise noted in the governing document or specified by applicable law, all fees are charged based on the rates in this document.
- Account fees are reviewed periodically and subject to change upon client notification.
- When unusual or extraordinary services are requested or required, reasonable additional fees will be charged for the duties performed.
- The Trust Company may outsource the performance of specialized services, and the expense will be paid by the account.
- An additional fee may be charged and allocated among any individual co-trustees. In the absence of a specific agreement, the fee is one-quarter ( $\frac{1}{4}$ ) of the Trust Company's trustee fee.

## Affiliate Transactions

Edward Jones Trust Company is a wholly owned subsidiary of The Jones Financial Companies, L.L.P. ("Jones Financial"). We are a separate entity from Edward D. Jones & Co., L.P. ("Edward Jones"), a dually registered broker-dealer and investment advisor and also a subsidiary of Jones Financial.

Edward Jones Trust Company's published fee schedule provides a listing of the fees for our services. We may use Edward Jones and our other affiliates for account-related services. We typically use Edward Jones to act as a broker-dealer for securities transactions within our accounts. The commissions for these transactions are typically included in our fees, but additional fees for other services by our affiliates may be charged to your account. You will be notified of any change to our published fee schedule.

## Financial Advisor Compensation

Unless otherwise determined by state law, the Edward Jones financial advisor who assists with the account receives a portion, not to exceed 35%, of the fee charged by us. The assistance may include identifying clients in need of fiduciary services, collecting account or client information and communicating with clients. We remain solely responsible for all fiduciary services, including administrative and investment decisions.

Financial advisors may also participate in a bonus program sponsored by Edward Jones that will allocate a credit of 54 cents for every \$1,000 under management at Edward Jones Trust Company. Under this program, financial advisors may receive production awards, trips and other incentives. Additional information with respect to financial advisor compensation can be found on the Edward Jones website ([www.edwardjones.com/disclosures](http://www.edwardjones.com/disclosures)).

Compensation paid to financial advisors may be adjusted from time to time. We may or may not reimburse Edward Jones for some or all of the compensation it pays to the financial advisor. Any such payments to the financial advisor or Edward Jones will not result in additional charges to the account.

The financial advisor does not receive direct allocation of the fees that we collect in our capacity as trustee of an irrevocable life insurance trust. However, those fees may be considered by Edward Jones when calculating bonuses paid to financial advisors. When life insurance policies are purchased, insurance companies pay a commission to Edward Jones. Edward Jones also receives annual renewal commissions. These commissions do not result in additional charges to the account.

### **Mutual Fund Fee Information**

When acting as trustee or in other fiduciary capacities, we may hold or invest clients' assets in mutual funds, money market funds, annuities or other pooled investments. Such funds are generally bought and sold at net asset value, resulting in no direct sales charge to the account. The fund management companies and their affiliates charge various commissions or management fees for their services, as described in their prospectuses. Those commissions or fees are separate from and in addition to the fees paid to Edward Jones Trust Company.

### **Rule 12b-1**

A portion of the commissions or fees charged by the fund management companies or their affiliates may be paid to Edward Jones Trust Company, Edward Jones or our third-party service providers for administrative services. Such payments are governed by Rule 12b-1 of the Investment Company Act of 1940, as amended. Generally, the fees (known as "12b-1 fees") are less than 1.00% of the average annual share value of the fund shares.

When 12b-1 fees arise from mutual fund assets held in accounts in which Edward Jones Trust Company has discretionary authority, which includes those accounts in which we serve as trustee, we will provide a Fee Offset in an amount approximately equivalent to the 12b-1 fees received by us or our third-party providers. The Fee Offset will be applied to our account fees and will show on the account statement.

When 12b-1 fees arise from assets held in the subaccounts of annuities, life insurance policies or other similar products, they may be retained or credited to us or our providers. In these cases, a Fee Offset will not be applied to the account fees.

Additional information concerning the calculation of 12b-1 fees is set forth in a fund's prospectus relating to the mutual fund or a pooled investment and is available upon request.

### **Preferred Fund Families**

The Edward Jones Trust Company Trust Investment Committee reviews and maintains a list of permitted mutual fund holdings for trusts and other accounts for which we have investment discretion. The list may include mutual funds on Edward Jones' "preferred family" list. Edward Jones exclusively promotes the mutual funds within the preferred fund families. A significant portion of the mutual fund assets held for client accounts at Edward Jones Trust Company are invested in mutual funds designated as preferred funds by Edward Jones.

Edward Jones Trust Company does not provide investment advisory services or investment management services to mutual funds or other pooled investments. However, Olive Street Investment Advisers, LLC, a subsidiary of The Jones Financial Companies, L.L.P., and affiliate of Edward Jones Trust Company, serves as the investment adviser of certain affiliated mutual funds. Edward Jones Trust Company will generally not purchase or retain these affiliated mutual funds for client accounts over which it has investment discretion. These funds may, however, be used in certain advisory accounts offered by Edward Jones, including Individual Retirement Accounts where Edward Jones Trust Company is the custodian for account assets. Certain current or former associates of Edward Jones may serve as officers or directors of the affiliated investment adviser or the affiliated mutual funds.

## Revenue Sharing

Our affiliate Edward Jones receives payments, known as “revenue sharing,” which are payments made by the fund’s management or distribution company. The revenue sharing payments may also be received from companies of mutual funds not included in the preferred fund families.

Such revenue sharing payments may be based on the average asset value, as is the case with the 12b-1 fees, or based on sales of fund shares during certain periods. As a result of such payments, Edward Jones and its representatives and affiliates, including Edward Jones Trust Company, may have a direct or indirect incentive to choose or recommend investments in mutual funds that are members of the preferred fund families.

Additional information with respect to revenue sharing may be found in the mutual fund prospectuses and on Edward Jones’ website ([www.edwardjones.com/disclosures](http://www.edwardjones.com/disclosures)).

## Training and Education Seminars

In addition to fees paid to Edward Jones Trust Company and our affiliates, mutual fund management companies and distributors for the preferred fund families and other funds may provide Edward Jones and its affiliates training and education seminars for its personnel, clients and potential clients. This may take place in connection with recreational activities, recognition events and “due diligence” meetings regarding the funds. The employees of Edward Jones Trust Company or our affiliates may receive noncash items or benefits from such activities.

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# Information Privacy

## The Privacy of Your Information

Edward Jones Trust Company takes the privacy of your information seriously. On the following page is an industry standard table to help communicate our privacy practices. If you have questions, please call us at 800-445-7224.

## Email Communication

Email can be a very efficient and effective method to communicate about your account. However, because email is not typically a secure means of communication, it is important that you not include confidential information (e.g., account numbers and Social Security numbers) in messages you send to the Trust Company. If you need to communicate confidential information to the Trust Company, please do so via telephone, fax or traditional mail.

If you choose to communicate with the Trust Company via email, you will be solely responsible for preventing unauthorized access to your computer and email account (including user names and passwords). The Trust Company will treat all correspondence originating from your email account as initiated by you and will not be responsible for damages when acting on instructions and requests communicated by unauthorized individuals using your email account. For your protection, certain disbursement or transfer instructions that you communicate to us by email may be verified by a Trust Company employee (typically by phone or in person) before the request will be processed.

**If you have any questions or concerns regarding this fee disclosure, please contact your Local Edward Jones Financial Advisor or Edward Jones Trust Company at 800-445-7224.**

## Privacy Notice

| Facts        | What does Edward Jones do with your personal information?   |
|--------------|---|
| <b>Why?</b>  | Financial companies choose how they share your personal information. Federal law gives consumers the right to limit some but not all sharing. Federal law also requires us to tell you how we collect, share and protect your personal information. Please read this notice carefully to understand what we do.   |
| <b>What?</b> | <p>The types of personal information we collect and share depend on the product or service you have with us. This information can include:</p> <ul style="list-style-type: none"> <li>• Social Security number and investment experience</li> <li>• Income and risk tolerance</li> <li>• Assets and account transactions</li> </ul> <p>When you are <i>no longer</i> our customer, we continue to share your information as described in this notice.</p> |
| <b>How?</b>  | All financial companies need to share customers' personal information to run their everyday business. In the section below, we list the reasons financial companies can share their customers' personal information; the reasons Edward Jones chooses to share; and whether you can limit this sharing.   |

| Reasons we can share your personal information  | Does Edward Jones share? | Can you limit this sharing? |
|---|--------------------------|-----------------------------|
| <b>For our everyday business purposes</b> - such as to process your transactions, maintain your account(s), respond to court orders and legal investigations, or report to credit bureaus | Yes                      | No                          |
| <b>For our marketing purposes</b> - to offer our products and services to you   | Yes                      | No                          |
| <b>For joint marketing with other financial companies</b>   | Yes                      | No                          |
| <b>For our affiliates' everyday business purposes</b> - information about your transactions and experiences   | Yes                      | No                          |
| <b>For our affiliates' everyday business purposes</b> - information about your creditworthiness   | No                       | We don't share              |
| <b>For nonaffiliates to market to you</b>   | No                       | We don't share              |

|                   |  |
|-------------------|--|
| <b>Questions?</b> | <b>Call (800) 803-3333 or go to <a href="http://www.edwardjones.com/privacy">www.edwardjones.com/privacy</a></b> |
|-------------------|--|

| Who we are  |  |
|---|--|
| <b>Who is providing this notice?</b>                          | Edward D. Jones & Co., L.P.; The Jones Financial Companies, L.L.P.; Olive Street Investment Advisers, LLC; Passport Research, Ltd.; Edward Jones Insurance Agency of New Mexico, L.L.C.; Edward Jones Insurance Agency of Massachusetts, L.L.C.; Edward Jones Insurance Agency of California, L.L.C.; and Edward Jones Trust Company.  |
| What we do  |  |
| <b>How does Edward Jones protect my personal information?</b> | To protect your personal information from unauthorized access and use, we use security measures that comply with federal law. These measures include computer safeguards and secured files and buildings.  |
| <b>How does Edward Jones collect my personal information?</b> | <p>We collect your personal information, for example, when you:</p> <ul style="list-style-type: none"> <li>• Open an account or give us your contact information</li> <li>• Seek advice about your investments or tell us about your investment or retirement portfolio</li> <li>• Enter into an investment advisory contract</li> </ul> <p>We also collect your personal information from others, such as credit bureaus, affiliates or other companies.</p>  |
| <b>Why can't I limit all sharing?</b>                         | <p>Federal law gives you the right to limit only:</p> <ul style="list-style-type: none"> <li>• Sharing for affiliates' everyday business purposes – information about your creditworthiness</li> <li>• Affiliates from using your information to market to you</li> <li>• Sharing for nonaffiliates to market to you</li> </ul> <p>State laws and individual companies may give you additional rights to limit sharing. See the Other Important Information section for more on your rights under state law.</p> |
| Definitions   |  |
| <b>Affiliates</b>   | <p>Companies related by common ownership or control. They can be financial and nonfinancial companies.</p> <ul style="list-style-type: none"> <li>• <i>Our affiliates include companies with a name that contains "Edward Jones" or "EDJ" and financial companies such as Edward D. Jones &amp; Co., L.L.P.; Olive Street Investment Advisers, LLC; Passport Research, Ltd.; and Edward Jones Trust Company.</i></li> </ul>  |
| <b>Nonaffiliates</b>  | <p>Companies not related by common ownership or control. They can be financial and nonfinancial companies.</p> <ul style="list-style-type: none"> <li>• <i>Edward Jones does not share with nonaffiliates so they can market to you.</i></li> </ul>  |
| <b>Joint marketing</b>  | <p>A formal agreement between nonaffiliated financial companies that together market financial products or services to you.</p> <ul style="list-style-type: none"> <li>• <i>Our joint marketing partners include a company that offers Edward Jones-branded credit cards.</i></li> </ul>   |

## Other important information

### California residents

We will not share information we collect about you with companies outside of Edward Jones, unless permitted by law. We also limit sharing among Edward Jones and our affiliate companies to the extent required by California law.

### Nevada residents

We are providing this notice to you pursuant to state law. Nevada law requires us to disclose that you may request to be placed on our internal "Do Not Call" list at any time by calling 800-441-2357, and that you may obtain further information by contacting the Nevada Attorney General, 555 E. Washington Ave., Suite 3900, Las Vegas, NV 89101; phone 702-486-3132; email [BCPINFO@ag.state.nv.us](mailto:BCPINFO@ag.state.nv.us).

### Vermont residents

As a resident of Vermont, we will automatically limit sharing of your information outside of the Edward Jones corporate family, unless otherwise permitted by law. We may share information with your consent to service your accounts or under joint marketing agreements.