

## Edward Jones Retirement Packet

Edward Jones Client Relationship Summary

Important Information About Our Brokerage Services

Edward Jones Retirement Account Agreement

Privacy Notice

Revenue Sharing Disclosure

IRS Notice of Non-Bank Custodian Status for Plans

### **Based on your account, you may also receive:**

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Confirmation of Electronic Delivery

Confirmation of Authorizations and Services

Brochure Supplement

Important Information about Your Account

Client Services Agreement

FINRA 2273 Educational Communication

Custodian Services Agreement

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## Client Relationship Summary as of June 20, 2020

At Edward Jones, there's no "one size fits all" approach to your investment journey. This document provides you, the retail investor, information about the types of brokerage and advisory services we offer and how you pay. Use this to help you understand our services and start a conversation with your financial advisor. Edward Jones is registered with the Securities and Exchange Commission (SEC) as a broker-dealer and investment adviser. Brokerage and investment advisory services and fees differ, and it is important for you to understand the differences. For more information, free and simple tools are available to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers and investing.

### What investment services and advice can you provide me?

We offer brokerage and investment advisory services as explained below.

#### Brokerage Services

We offer brokerage services through our Select Account. Here are the primary features:

- **Investment authority:**
  - **Our Select Account is non-discretionary.** This means your financial advisor may offer education, advice and recommendations, and you make the yes/no decision on which investments to buy and sell.
- **Investment offerings:** We offer a variety of investments including stocks, bonds, CDs, mutual funds, exchange-traded funds (ETFs) and annuities. Investments vary by Select Account type and may be limited based on your account's value. Depending on your account and investment type, you may not be able to purchase certain share classes. Additional investments are offered in other account types or at other firms.
- **Monitoring:** We may voluntarily review your account to determine whether to recommend an investment to better align your account with our investment guidance. However, we do not provide investment monitoring with our Select Accounts.
- **Account minimums:** There is no minimum required to open or maintain a Select Account.

#### Investment Advisory Services

We offer investment advisory services through several advisory programs. Here are the primary features:

- **Investment authority:**
  - **Some of our advisory programs are discretionary.** This means after you work with your financial advisor to select a portfolio model, we invest your account based on the portfolio you select.
  - **Other advisory programs are non-discretionary.** This means your financial advisor may offer education, advice and recommendations, and you make the yes/no decisions for buys and sells in alignment with our guidance.
- **Investment offerings:** All programs offer mutual funds and ETFs, and certain programs also offer stocks, bonds, CDs and separately managed allocations (SMAs). Investments vary by program and may be limited based on your account's value.
- **Monitoring:** We provide ongoing investment monitoring as a standard service to help you stay within our investment guidance.
- **Account minimums:** Generally, our programs require a minimum investment to open and maintain an account. Minimums vary by program.

**Margin:** With a margin loan, you borrow money from us using securities in your account as collateral. We offer margin loans in eligible, non-retirement Select Accounts and certain advisory program accounts.

**To learn more about the services we offer, talk to your financial advisor or review these resources:**

- [www.edwardjones.com/agreements](http://www.edwardjones.com/agreements) (Select Account agreements)
- [www.edwardjones.com/advisorydisclosures](http://www.edwardjones.com/advisorydisclosures) (Items 4 and 5 of each advisory program brochure)

**Here are some questions about investment services and advice you can ask your financial advisor:**

- Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? Why or why not?
- How will you choose investments to recommend to me?
- What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?

## What fees will I pay?

What you pay will vary depending on the services and investments you choose. You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying.

### Brokerage Services

Fees and costs you pay in your Select Account include:

- **Fees and costs when you make trades**, including commissions (stocks, bonds, ETFs) and markups or markdowns (bonds). For the purchase of investments such as mutual funds and variable annuities, you pay sales charges or commissions. The more trades in your account, the more you pay us. As a result, we have an incentive to encourage you to trade more often in your account.
- **Ongoing fees and costs depending on the investments you own**. Mutual funds, ETFs and annuities carry built-in operating expenses and ongoing fees, such as management fees and trail commissions, that are in addition to any initial commissions or sales charges you pay. Your financial advisor can help you evaluate internal costs and fees and their impact on what you earn from your investments.
- **Other fees and costs**. Select Accounts are subject to certain additional fees and costs for services, including (if applicable) cash management fees, annual account fees, wire fees, estate service fees, account transfer and/or termination fees and margin interest.

### Investment Advisory Services

Fees and costs you pay in your advisory program account include:

- **Fees based on assets in your account**, for advisory services, based on the market value of the assets held in the advisory program accounts in your pricing group and subject to a minimum monthly fee. The more assets (including cash) in your account, the more you pay us. As a result, we have a financial incentive to increase assets in your account.
- **Ongoing fees and costs depending on the investments you own**. Mutual funds, ETFs and SMAs include built-in operating expenses and/or ongoing fees, such as management fees, in addition to the asset-based fee(s) you pay us. Your financial advisor can help you evaluate internal costs and fees and their impact on what you earn from your investments.
- **Other fees and costs**. Advisory accounts are subject to certain additional fees and costs for services, including (if applicable) transfer and wire fees, estate service fees, account transfer and/or termination fees, step-out trading costs (trades within certain SMAs only) and margin interest.

Before choosing what's right for you, think about how often you expect to trade in your account and how much you may pay in commissions (Select Account) or asset-based fees (investment advisory). You will typically pay more in upfront fees and commissions through brokerage services and more over time through investment advisory services.

### To learn more about fees and costs, talk to your financial advisor or review these resources:

- [www.edwardjones.com/regbidisclosures](http://www.edwardjones.com/regbidisclosures) (further information on brokerage services)
- [www.edwardjones.com/compensation](http://www.edwardjones.com/compensation) (further information on compensation and conflicts of interest)
- [www.edwardjones.com/accountfees](http://www.edwardjones.com/accountfees) (further information on account services, fees and costs)
- [www.edwardjones.com/advisorydisclosures](http://www.edwardjones.com/advisorydisclosures) (Item 4 of each advisory program brochure)
- **Investment-specific disclosures you can get from your financial advisor** (applicable prospectus, statement of additional information, offering statement or SMA brochures)

### Here is a question about fees and costs you can ask your financial advisor:

- Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?

**What are your legal obligations to me when providing recommendations as my broker-dealer or when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?**

When we provide you with a recommendation as your broker-dealer or act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the recommendations and advice we provide you. Here are some examples to help you understand what this means.

<b>Brokerage Services</b>	<b>Investment Advisory Services</b>
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**Proprietary products:** A proprietary product is one that is issued, sponsored or managed by us or one of our affiliates. The Edward Jones Money Market Fund is a proprietary fund that we make available to some clients. One of our affiliates receives a management fee for this fund, and we receive revenue for performing other services for this fund. The revenue we receive affects the firm’s overall profitability.

**Third-party payments:** Mutual funds and annuities pay us ongoing service fees (12b-1s) or trail commissions. Most mutual funds and annuities also pay us for distribution, marketing, networking, shareholder accounting and other services. These payments create an incentive for us to recommend these investments over others, such as stocks, bonds and ETFs.

**Revenue sharing:** We receive payments known as revenue sharing from certain mutual fund companies, 529 plan program managers and annuity providers (known as product partners). Virtually all transactions relating to mutual funds, 529 plans and annuity products involve product partners that pay us revenue sharing. Revenue sharing is paid from the assets of the product partner and is not an additional charge to you. We have an incentive to recommend products for which we receive revenue sharing payments.

In our advisory programs, if we receive payments from the following, we credit them back to you:

- **Proprietary products:** A proprietary product is one that is issued, sponsored or managed by us or one of our affiliates. The Bridge Builder Mutual Funds and the Edward Jones Money Market Fund are proprietary funds. Third parties that are not affiliated with us are paid to perform services for these funds. If Edward Jones or our affiliates receive fees for performing services for these funds, they are credited back to you.
- **Third-party payments:** Some mutual funds pay us for distribution, marketing, recordkeeping and other services. If we receive third-party payments for shares held in your account, we will credit them back to you.
- **Revenue sharing:** We do not receive revenue sharing payments on assets held in our advisory programs. We do not consider revenue sharing received from existing business relationships outside our programs when selecting potential investments for our programs.

**Program Selection:** Our brokerage and advisory services have different compensation and incentive structures. These differences may create a conflict between our interests and yours when recommending a type of program.

**Principal trading:** Edward Jones may engage in transactions directly with you. This means we may sell an investment from our inventory to you or purchase an investment from you for our inventory. Due to market movement, we may make a profit on our inventory.

**Margin:** If you need cash, we may have an incentive to recommend a margin loan instead of selling investments. In Select Accounts, you pay us margin interest, and we receive ongoing fees from some investments. In advisory accounts, you pay us ongoing asset-based fees on your entire account balance plus margin interest.

- To learn more about our compensation and conflicts, talk to your financial advisor or review these resources:**
- [www.edwardjones.com/compensation](http://www.edwardjones.com/compensation) (further information on compensation and conflicts of interest)
  - [www.edwardjones.com/revenuesharing](http://www.edwardjones.com/revenuesharing) (further information on revenue sharing)
  - [www.edwardjones.com/advisorydisclosures](http://www.edwardjones.com/advisorydisclosures) (Items 4, 6 and 9 of each advisory program brochure)

**Here are some questions about conflicts of interest you can ask your financial advisor:**

- How might your conflicts of interest affect me, and how will you address them?

### How do your financial professionals make money?

Your financial advisor's compensation varies depending on the services and investments you select.

#### Brokerage Services

Your financial advisor receives a portion of the commissions, markups or markdowns, or sales charges you pay when you make trades. He or she also receives a portion of the ongoing service fees or trail commissions we get from mutual funds and annuities.

#### Investment Advisory Services

Your financial advisor receives a portion of the ongoing fees you pay us based on assets in your account.

Financial advisors receive cash and noncash compensation through bonuses, firm profit sharing, education and training, awards and recognition, and participation in our Travel Award Program (which includes the option for a cash award instead of a trip). Eligibility for these types of compensation is based on several factors including:

- The amount of revenue from the brokerage and advisory services described above
- Assets under care in the branch and at Edward Jones Trust Company
- The revenue and expenses of your financial advisor's branch

New financial advisors are eligible to receive a supplemental salary for up to four years.

Financial advisors receive certain credits from both direct compensation and client activities that result in firm revenue but no additional compensation to the financial advisor. These credits offset branch expenses (such as rent), which helps determine potential bonuses (known as "branch P&L").

Financial advisors may receive an opportunity to invest in the Edward Jones partnership.

Financial advisors receive a portion of the fees for accounts managed by Edward Jones Trust Company and for annuities sold by affiliates.

#### Your financial advisor's compensation creates conflicts of interest when:

- Providing advice on rollovers or transfers, withdrawals, discounts, margin loans, trades, investment types and other services.
- Helping you choose one service over another. A financial advisor typically earns more in upfront fees and commissions through brokerage services and more over time through investment advisory services.

While such conflicts exist, we have policies and review processes designed to mitigate these conflicts.

**For more information on financial advisor compensation and conflicts of interest, see [www.edwardjones.com/compensation](http://www.edwardjones.com/compensation) or ask your financial advisor.**

### Do you or your financial professionals have legal or disciplinary history?

Yes. Edward Jones and certain of our financial advisors have legal and disciplinary history.

Please visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for a free and simple search tool to research our firm and your financial advisor.

#### Here are some questions about conduct you can ask your financial advisor:

- As a financial advisor, do you have any disciplinary history? For what type of conduct?

### Additional Information

For more information about our brokerage or investment advisory services, or to obtain a copy of this relationship summary, contact your financial advisor, visit [www.edwardjones.com/disclosures](http://www.edwardjones.com/disclosures) or call 855-226-9249.

#### Here are some additional questions you can ask your financial advisor:

- Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?



## Important information about our brokerage services

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### The purpose of this disclosure

At Edward Jones, our approach to financial services is different. By living and working in your community, our financial advisors meet with you personally to discuss investment strategies and help you achieve your goals. One of our core values is that our clients' interests come first, and we're providing this disclosure to you, a retail investor, because we want you to understand the material facts about a brokerage relationship with us, including:

- The capacity in which we will act;
- Details and resources about the material fees and costs you will incur in your account;
- The type and scope of the services we will provide in your brokerage account, including any material limitations related to products, our investment philosophy and general risks; and
- Material facts related to conflicts of interest associated with our recommendations.

Throughout this document, we have included links to more detailed information. We encourage you to review the referenced links and disclosures on [www.edwardjones.com](http://www.edwardjones.com), as well as any applicable statements, trade confirmations, prospectuses, statements of additional information, offering statements, annuity contracts, insurance policies or plan information. If you have any questions about this disclosure, please talk with your financial advisor.

### Material facts about your brokerage relationship with Edward Jones

We offer retirement and non-retirement brokerage accounts, which may have different product and service offerings. When you enter into a brokerage relationship with Edward Jones, you generally open a Select Account. In your brokerage account, Edward Jones and your financial advisor act in the capacity of a broker-dealer. We must act in your best interest at the time a recommendation is made, without placing our financial or other interest ahead of yours.

If your brokerage account is a certain type of retirement plan account or individual retirement account, we are fiduciaries when we provide investment advice to you within the meaning of the Employee Retirement Income Security Act of 1974 (ERISA) section 3(21)(A)(ii)(B) and/or Internal Revenue Code sections 4975(e)(3)(B), 4975(c)(1) and the regulations thereunder, as applicable. If we are a fiduciary in your account type, this information can be found in your account agreement. In these applicable accounts, the way we make money creates some conflicts with your interests, so we operate under a Department of Labor regulation, and as a fiduciary we must act in your best interest and not put our interest ahead of yours. Under this regulation's provisions, we must: give you prudent and loyal advice; avoid misleading statements about conflicts of interest, fees, and investments; and charge no more than is reasonable for our services.

Acting in the capacity of a broker-dealer is different from acting as an investment adviser. Edward Jones is a registered broker-dealer and investment adviser. Edward Jones offers investment advisory services through our investment advisory programs. For more information about the differences between an investment adviser and a broker-dealer, please talk with your financial advisor or see a copy of the Edward Jones Client Relationship Summary (Form CRS) at [www.edwardjones.com/FormCRS](http://www.edwardjones.com/FormCRS).

Our Select Accounts are non-discretionary transactional brokerage accounts. This means that while your financial advisor may offer education, advice and recommendations, you make all yes/no decisions on which investments to buy and sell. This also means that within your Select Account, you pay transactional fees and costs when you buy or sell securities. Fees and costs within your Select Account are more fully described below.

### Material fees and costs that may apply to your transactions, holdings and account(s)

Below is a summary of the material fees and costs that may apply to your transactions, holdings and account. Additionally, some of the costs described in the section titled "Internal Costs, Fees and Expenses of Certain Investments" are not direct fees or costs you pay to us, but they will reduce your return on your investment(s).

You will also find references to more detailed and specific information regarding referenced fees and costs. To learn more about fees and costs, and the compensation received by Edward Jones and your financial advisor, please talk with your financial advisor or visit [www.edwardjones.com/compensation](http://www.edwardjones.com/compensation).

**Transactional costs for investments** – Your financial advisor may offer education, advice and recommendations to you about investments, and you pay us certain costs described below for transactions within your account.

You pay a commission each time you buy or sell certain investments such as a stock, exchange-traded funds (ETFs), master limited partnership (MLP), real estate investment trust (REIT) or preferred stock. The commissions on these trades may be up to 2.5% of the principal amount or a \$50 minimum commission. The commission charge could be reduced based upon the principal amount of the trade and may be as low as 0.1% plus \$2,705 for trades of a principal amount of \$1,000,000 or more. You also pay a commission or pay a markup or markdown when you buy or sell a bond or certificate of deposit (CD). Edward Jones earns revenue from clients when we sell you a security from our inventory at a price that is higher than the prevailing market price (a markup) or when we buy a security from you at a price that is lower than the prevailing market price (a markdown). For bonds and CDs, the commission or markup may be up to 2% of the dollar amount you purchase, and the commission or markdown may be up to 0.75% of the dollar amount you sell. Depending on the principal amount of the trade and the maturity date, you may pay a lower commission or

markup/markdown rate. In addition to these costs, you also pay a \$4.95 transaction fee per trade for most buy and sell trades in your account. In certain instances, your financial advisor is permitted to discount the commission or markup on a trade.

You pay a sales charge (sometimes referred to as a sales load) when you purchase a mutual fund, a fund in a 529 plan, a fixed-income unit investment trust (UIT) or a variable annuity. For equity mutual funds, you will generally pay a sales charge between 4.25% and 5.75%, and for fixed-income mutual funds a sales charge between 2.25% and 4.75%, before any applicable discounts or breakpoints. Breakpoint discounts are volume discounts to the sales charge you pay when purchasing a mutual fund. The extent of the discount depends on the amount invested in a particular family of funds. For example, a mutual fund might charge a front-end load of 5.75% for share purchases of less than \$50,000 but reduce the load to 4.50% for investments between \$50,000 and \$99,999, and further reduce or eliminate the load for larger investments.

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. The specific amount of the sales charge on a mutual fund or 529 plan varies depending upon the fund company, type of fund and applicable breakpoints or sales charge waivers. You do not pay a commission to Edward Jones or your financial advisor when you exchange or sell a fund.

For a new purchase of a variable annuity, you will pay a commission of 5% unless you qualify for a breakpoint discount. Your sales charge may be as low as 1.25% if you qualify for a \$1 million or higher breakpoint discount. With a fixed-income UIT purchase, you will generally pay a sales charge between 1.95% and 3.5%. The amount of transactional costs and fees you pay depends on the number of and principal amounts of transactions, types of investments, specific funds and any applicable discounts or breakpoints. Larger-size trades may result in lower sales charge rates. More detailed information about specific commission rates, sales charges, breakpoints/discounts and costs can be found in the applicable trade confirmation, product prospectus, statement of additional information, offering statement, annuity contract or plan information, or by speaking with your financial advisor.

- **Example of a stock purchase:** If you authorize your financial advisor to purchase \$5,000 of a stock, you would pay a 2.5% commission (\$125) plus a \$4.95 transaction fee, for a total transactional cost paid to us of \$129.95,<sup>1</sup> plus the principal amount of the trade.
- **Example of a mutual fund purchase:** If you authorize your financial advisor to purchase \$5,000 of a Class A share of a mutual fund with a 5% front-load sales charge, with no breakpoints, you would pay \$250, reducing your amount invested to \$4,750.

**Distribution and/or service fees (12b-1 fees)** – Mutual fund companies and 529 plans pay Edward Jones ongoing distribution and/or service fees, often known as 12b-1 fees. You pay 12b-1 fees to the mutual fund company as one of the ongoing internal costs of holding the shares. These fees generally range between 0.25% and 1.00%, depending on the fund and share class. The amount of the 12b-1 fee you pay, and Edward Jones receives from the fund company, varies depending upon the mutual fund company, 529 plan, type of fund and amount of the fund you purchased. We pay a portion of these fees to your financial advisor. The 12b-1 fee reduces the return from your mutual fund. More detailed information can be found in the applicable product prospectus or plan information, or by speaking with your financial advisor.

**Trail commissions** – Insurance companies that issue variable annuities make ongoing payments to Edward Jones known as trail commissions. Trail commissions are composed of fees and charges imposed under the variable annuity contract, the separate accounts and other sources. Trail commissions are generally 0.25% but are higher for certain share classes. We pay a portion of these fees to your financial advisor. The trail commissions reduce the return from your variable annuity. More detailed information can be found in the applicable annuity prospectus or annuity contract, or by speaking with your financial advisor.

**Variable life insurance** – When you purchase a variable life insurance policy, you pay a premium determined by the life insurance provider. The amount of premium you pay depends on several factors including the type of policy, the options and level of coverage you select, your age and other factors. If you choose to pay for your variable life insurance policy over the lifetime of the policy, you will pay ongoing premium payments in addition to your initial premium payment. These ongoing payments are generally paid annually, quarterly or monthly. Edward Jones receives revenue from your first year's premium payment, as well as a portion of the premium you pay after the first year, for a set number of years (generally years 2-10 of the policy). This additional revenue may be called renewal commissions. More detailed information can be found in the insurance policy or by speaking with your financial advisor.

#### **Internal costs, fees and expenses of certain investments**

– Mutual funds, ETFs, UITs, 529 plans, annuities and life insurance policies carry built-in operating expenses in addition to any initial commissions or sales charges, ongoing 12b-1 fees, trail commissions or premiums. These costs and expenses impact your returns. For mutual funds and 529 plans, examples of these additional internal costs and fees include investment management fees and fund transaction fees. Built-in operating expenses reduce the return from your investment. Additional information about a particular product's internal costs, fees and expenses can be found in the product's applicable prospectus, statement of additional information, offering statement, contract, policy or plan information.

**Account-based fees** – If applicable, accounts are subject to certain additional fees and costs for services, including cash management fees, annual account fees (for Select Retirement



Accounts), transfer and wire fees, estate service fees, account termination fees and margin interest. The applicable schedule of fees for your account will outline the service and frequency of any charges. To learn more about additional account service fees and costs, talk with your financial advisor or review your applicable account Schedule of Fees at [www.edwardjones.com/accountfees](http://www.edwardjones.com/accountfees).

**Margin fees** – If you take out a margin loan, you will pay ongoing interest to Edward Jones on your margin loan balance. For more information about our policy regarding margin accounts/personal lines of credit, please consult your financial advisor or visit [www.edwardjones.com/us-en/disclosures/account-features-service-terms/saving-spending-borrowing](http://www.edwardjones.com/us-en/disclosures/account-features-service-terms/saving-spending-borrowing).

## Type and scope of services provided to you

**Classification of your account** – Select Accounts at Edward Jones are brokerage accounts and are classified as either non-retirement or retirement accounts. Accounts can be opened jointly or individually; by a representative fiduciary, trustee or other type of representative; or by certain types of entities. There is no minimum amount to open and maintain a Select Account. The terms and conditions, including the obligations of each party, are listed at [www.edwardjones.com/agreements](http://www.edwardjones.com/agreements).

Please visit [www.edwardjones.com/disclosures/account-features-service-terms](http://www.edwardjones.com/disclosures/account-features-service-terms) for additional information about the following:

- Certain investments, including equities and fixed income;
- Our policies on order execution and routing;
- Our systematic transactions disclosure and online services terms and conditions, including the terms and conditions applicable to e-delivery, texting and electronic signature; and
- Linking your outside accounts.

**Our investment philosophy and strategy** – We believe in a thoughtful, straightforward investment philosophy rooted in three investment principles working together:

1. Quality
2. Diversification
3. A long-term focus

All three of these elements work together. We believe a long-term strategy is the best way to build and preserve your financial security. We also believe clients are more likely to be successful owning quality investments. We develop our investment advice and guidance using time-tested strategies that avoid investment fads and overly complex instruments that are more likely to confuse and be misunderstood. While diversification does not ensure a profit or protect against loss in declining markets, we believe a well-diversified portfolio of quality investments, aligned with a client's goals and risk tolerance, will lead to more successful outcomes over time.

**Your Account Portfolio Objective** – Before you start investing in your account, you provide important information to your financial advisor to help complete a Client Profile, which forms the basis of Edward Jones' and your financial advisor's recommendations. This includes your goal or purpose for

investing, risk tolerance(s) and investment time horizon(s), as well as other important financial information. These details help us recommend an appropriate Portfolio Objective for both your account and the goal to which your account is assigned. You are responsible for choosing either a recommended Portfolio Objective or an alternative Portfolio Objective for your account, if available. If any information in the Client Profile changes, you are responsible for notifying us or your financial advisor. You may be required to complete a new Client Profile in order for Edward Jones and your financial advisor to recommend a modification of the Portfolio Objective for your account after considering such change(s).

Recommendations to buy, sell or exchange investments will be provided to you based on the Portfolio Objective for your account. You will make all decisions with respect to your account and may follow or reject any recommendations made by Edward Jones or your financial advisor.

**Review of your account with your financial advisor** – We do not provide investment or account monitoring with our brokerage accounts. However, we may voluntarily review your account to determine whether to recommend a securities transaction or an investment strategy involving a security to better align your account with our investment guidance.

**Summary of how we select investments available in your account** – We are selective about the investments we make available for purchase in your account. That's because we know you're working to achieve important milestones in your life, and we want to provide what we believe are appropriate investment choices for you.

We use a disciplined approach to select the investments available to you. We strive to find those that align with our focus on quality investments, work well together in a diversified portfolio, and are compatible with our long-term philosophy. This gives you and your financial advisor a starting point for choosing investments depending on your goals, situation and the amount of risk you're willing to take.

With hundreds of thousands of investment options out there today, we start by narrowing down investments such as publicly traded stocks, bonds and mutual funds using characteristics such as:

- Track record
- Debt and cash flow
- Credit risk and other types of risk
- Management
- Investment process
- Geography

This allows you and your financial advisor to focus on which of those investments will work for you and your personal goals and risk tolerance.

Investments always carry risks, and there are no guarantees when investing. Please read the "General Risks and Disclosures" section below for more information.

**Material limitations on investments in your account –**

- **Limitations on mutual funds:** All mutual funds available for purchase in your Select Account have entered into shareholder accounting agreements (described more fully below) with Edward Jones and provide ongoing compensation to Edward Jones. Edward Jones also limits the purchase of mutual funds available in your Select Account to funds that charge a front-end sales charge. Additionally, Edward Jones limits the mutual fund share classes available for purchase within Select Accounts to Class A shares or shares with similar sales charge and expense structures. Please note, these limitations are not applicable to the funds you may purchase through a 529 plan.
- **Limitations on variable annuities:** All variable annuities available for purchase of new contracts have entered into inforce contract service agreements with Edward Jones. They also provide ongoing compensation to Edward Jones. As described more fully below, Edward Jones has entered into these agreements to maintain technology and provide other administrative services in support of issued and outstanding variable annuities. Additionally, Edward Jones limits the share classes available for new variable annuity contract purchases to Class O shares.

**Resources for additional information about Edward Jones and your financial advisor –** You may find additional information about Edward Jones and its financial advisors using FINRA's BrokerCheck (<https://brokercheck.finra.org>), the Investment Adviser Public Disclosure website ([www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)) or other databases maintained by any state or federal agency that may contain similar information.

**General risks and disclosures –** While we will take reasonable care in developing and making recommendations to you, securities involve risk, and you may lose money. There is no guarantee that you will meet your investment goals or our recommended investment strategy will perform as anticipated. If you place unsolicited trades or trades that are otherwise against our recommendations, this may impact your diversification and/or the potential range of returns within your account. Please consult available offering documents for any security we recommend to see a discussion of specific risks associated with the product. We can provide those documents to you or help you find them.

- **Conditions beyond Edward Jones' control:** There is always a risk that conditions beyond Edward Jones' control – such as war, terrorism, civil unrest, natural disaster, government restrictions or rulings, interruptions of systems, health issues or labor unrest – may pose a risk to your investments or investment strategies.
- **Cybersecurity risk:** The computer systems, networks and devices used by Edward Jones and our service providers employ a variety of protections designed to protect against damage or interruption from computer viruses, network/computer failures and cyberattacks. Despite such protections, systems, networks and devices could be breached. Cyber incidents may cause disruptions and impact business operations, potentially resulting in financial losses, the inability

of Edward Jones or service providers to trade, violations of privacy and other laws, regulatory fines, reputational damage, reimbursement costs and additional compliance costs, as well as the inadvertent release of confidential information.

**How Edward Jones and your financial advisor are compensated**

**How Edward Jones is compensated for financial services –** Edward Jones earns revenue from our clients, as well as from product providers and money managers (“third parties”) who assist us in providing the investments and services we offer you in your account. Our revenue from clients includes commissions, markups and markdowns, sales charges, transaction fees, interest on margin loans and miscellaneous account service fees. Our revenue from third parties includes ongoing 12b-1 fees, trail commissions, renewal commissions, revenue sharing, shareholder accounting fees, inforce contract service agreements and training and marketing expenses.

**How your financial advisor is compensated for financial services –** In your account, your financial advisor receives a portion of the commissions you pay each time you buy or sell a security or pay any markup or markdown. Your financial advisor also receives a portion of any sales charges, 12b-1 fees, trail commissions and annual premiums (renewal commissions) you pay. The amount of this compensation differs depending on the investment type and transaction amount.

Your financial advisor generally receives between 36% and 40% of the revenue Edward Jones receives from the transactional revenue and ongoing 12b-1 fees, trail commissions and revenue from premiums generated by activity in your Select Account. Financial advisors with less tenure at the firm may have a payout level below the general range. Payout levels vary based on your financial advisor's years of experience, the location of the branch, the type and amount of the investment, and applicable discounts, if any.

Each mutual fund sets its own sales charge for the cost of purchasing shares in the fund, which results in Edward Jones and your financial advisor potentially receiving a different amount of compensation depending on the fund you purchase. To reduce these potential compensation differences for your financial advisor, we pay your financial advisor the same percentage amount of your purchase regardless of the actual sales charge to purchase the specific mutual fund. Your financial advisor receives one set percentage for equity and balanced funds and a different percentage for fixed-income funds. If you qualify for an applicable breakpoint, this will reduce the percentage of the purchase your financial advisor receives. However, this percentage will not differ across different mutual fund families within the same breakpoint level.

Please ask your financial advisor to explain any commissions, sales charges, markups/markdowns, fees/internal costs and expenses that may apply to any investments you consider.

Financial advisors may also receive additional variable cash and noncash compensation through internal incentive programs, new asset accumulation bonuses, branch profitability bonuses, firm

profit sharing, education and training, awards and recognition, third-party gifts and entertainment, and participation in our domestic and international travel awards program (or cash in lieu of travel). Eligibility for these types of compensation is based on several factors including:

- The amount of revenue generated from all your accounts;
- The amount of assets under care in the branch and at Edward Jones Trust Company; and
- The revenues and expenses of Edward Jones assigned to your financial advisor's branch.

Most new financial advisors to the firm are eligible for new asset accumulation bonuses for up to five years. Asset accumulation bonuses are based upon the amount of new assets brought to the firm during a specific period of time.

New financial advisors are eligible to receive a supplemental salary for up to four years. All financial advisors receive either a minimum guaranteed salary in an amount determined by federal and state law or a set base payment that does not vary based on the quality or quantity of the work.

Financial advisors who work as part of Edward Jones Connection or are based in Edward Jones' headquarters to serve employee accounts do not receive variable direct compensation based upon client activity, including commissions or fees. Instead, these financial advisors receive a salary.

## Material facts regarding conflicts of interest associated with recommendations

When we provide you with a recommendation regarding securities transactions or investment strategies involving securities in your account, we must act in your best interest, within the meaning of Regulation Best Interest, and must not put our interests ahead of yours.

Additionally, when we provide investment advice to you regarding certain types of retirement plan accounts or individual retirement accounts, we are fiduciaries within the meaning of Title I of the Employee Retirement Income Security Act and/or the Internal Revenue Code, as applicable, which are laws governing retirement accounts. We are therefore required to act in your best interest and to not put our interest ahead of yours. If we are a fiduciary in your account type, this information can be found in your account agreement.

At the same time, the way the firm generates revenue, and the way your financial advisor is compensated, create some conflicts with your interests. While we have taken numerous steps to mitigate, disclose and/or eliminate conflicts of interest associated with our and your financial advisor's recommendations in your account, it is also important that we disclose the material facts regarding these conflicts.

We encourage you to review the referenced links and information below. Ask your financial advisor questions as needed to help you understand these disclosures or if you have additional questions.

**Recommendations regarding securities** – The compensation Edward Jones and your financial advisor receive when you buy, sell, hold or exchange investments within your account creates conflicts of interest. Your financial advisor has an incentive to recommend you purchase investments that create the most compensation for the firm and your financial advisor. In general, commissions on stocks and ETFs are higher than commissions on bonds or CDs. Additionally, initial compensation from the sale of mutual funds, funds in a 529 plan, variable annuities and variable life insurance policies is generally higher than that of stocks, bonds, ETFs or CDs. Mutual funds, 529 plans, variable annuities and variable life insurance policies also pay ongoing compensation.

These sources of transactional revenue and compensation create a conflict between the firm and your financial advisor's interests and your own relating to recommendations regarding the investment type, number of transactions, the amount to invest per transaction and the allocation of investment amounts among different securities and fund families, and different types of securities. For variable annuities, it also creates a potential conflict regarding recommendations on whether to annuitize, transfer or exchange your current variable annuity.

We may sell you certain bonds and CDs from our inventory or purchase a security from you for our inventory in a principal transaction. We may generate firm revenue on these trades due to market movement, resulting in gains on our inventory positions. In certain circumstances, this incentivizes us to engage in principal transactions as well as an incentive to recommend you purchase a security from our inventory that is difficult to sell.

When you purchase shares in a mutual fund, a 529 plan or a variable annuity, you may be eligible for a breakpoint discount, which lowers your front-end sales charge, based on the amount of your investment and how much you have invested in a certain fund family or annuity. Your financial advisor has an incentive to provide advice that would avoid breakpoint discounts.

In certain instances, your financial advisor is permitted to negotiate with you for a lower commission, which could result in reduced compensation for your financial advisor. This is a conflict of interest because your financial advisor is incentivized to avoid negotiating commissions.

**Additional investment type considerations** – In most instances, your financial advisor has an incentive to recommend you purchase investments such as a mutual fund, 529 plan, variable annuity or variable life insurance policy that generate revenue when purchased, as well as provide ongoing compensation (e.g., 12b-1 fees, trail commissions) as opposed to investing in alternatives that may pay lower upfront commissions and do not provide ongoing compensation. Over a longer period of time, your financial advisor and Edward Jones will generally earn more revenue from a mutual fund, a 529 plan or an annuity than from an ETF, a stock or a bond, but this will depend on several factors including the specific product, how much you invest, breakpoints and how frequently you trade.



As a further example, mutual funds and ETFs may have similar investment characteristics but differ in the ways you pay for them and how your financial advisor and Edward Jones are compensated over time. Mutual funds generally have higher upfront commissions and ongoing expenses but enable you to rebalance through exchanges and liquidate for no additional cost. ETFs generally have lower upfront commissions and ongoing fees, but all future transactions to rebalance or liquidate an investment will be charged a commission. As a result, mutual funds are typically more expensive than ETFs for clients who trade infrequently, but they become less expensive as the amount of trading increases.

**Variable life insurance** – When you purchase a variable life insurance policy, the insurance company sets a target premium that will be used to compensate the firm and your financial advisor for the specific policy (the “Target Premium”), and this Target Premium could be higher or lower than the premium you would pay on your specific policy. Based upon the actual premium you pay for your policy, Edward Jones will receive up to 80% of the Target Premium amount and 2% of any excess you pay above the Target Premium amount from your first-year premium.

The percentage Edward Jones receives is the same for all insurance providers we work with, and your financial advisor receives a portion of this revenue. Edward Jones also receives a portion of the premium you pay after the first year as revenue for a set number of years (generally years 2-10 of the policy) and shares a portion of this revenue with your financial advisor. Your financial advisor has an incentive to make recommendations to increase the premium or recommend the purchase of a policy with a higher Target Premium. This may also create a conflict regarding recommendations on whether to renew or exchange your current policy.

#### **Additional third-party compensation to Edward Jones**

– Edward Jones receives additional compensation from mutual fund companies, 529 plans, UITs and insurance companies (collectively referred to as “product partners”) for the sale and ongoing servicing of mutual funds, 529 plans, UITs, variable annuities and variable life insurance policies. We want you to understand that Edward Jones’ receipt of third-party compensation – including revenue sharing, shareholder accounting fees, and inforce contract service payments – creates a potential conflict of interest in the form of an additional financial incentive and financial benefit to the firm and our financial advisors in connection with the sale of products from these product partners.

To mitigate potential conflicts of interest, your financial advisor does not directly receive any portion of the revenue sharing, shareholder accounting fees, or inforce contract service payments received by Edward Jones. This revenue received by Edward Jones affects the firm’s overall profitability. For more information about the information in this section, please talk with your financial advisor or visit [www.edwardjones.com/revenuesharing](http://www.edwardjones.com/revenuesharing).

- **Revenue sharing:** Edward Jones receives payments known as revenue sharing from certain mutual fund companies, 529 plan program managers and insurance companies. Virtually all

of Edward Jones’ transactions relating to mutual funds, 529 plans and variable annuity products involve product partners that pay revenue sharing to Edward Jones. Revenue sharing, as received by Edward Jones, involves a payment from a mutual fund company’s adviser or distributor, a 529 plan program manager, or an insurance company or the entity that markets an annuity contract. It is not an additional charge to you.

These payments are in addition to standard sales charges, distribution and/or service fees (12b-1 fees), expense reimbursements, and sub-transfer agent fees for maintaining client account information and for providing other administrative services for mutual funds (shareholder accounting fees). These payments are also in addition to fees for maintaining technology and providing other administrative services for insurance products (inforce contract service fees).

- **Shareholder accounting fees:** Edward Jones has entered into shareholder accounting fee agreements with many mutual fund companies and 529 plans, including all of our strategic mutual fund product partners and all mutual funds available for purchase in your account, to perform certain services for the mutual fund companies. Being a strategic mutual fund product partner means that Edward Jones has determined these mutual fund product partners have a broad or strategically aligned spectrum of investment solutions designed to meet a variety of our clients’ needs.

Edward Jones grants strategic mutual fund product partners greater access to certain information about our business practices. In addition, these product partners have frequent interactions with our financial advisors to provide training, marketing support and educational presentations. Virtually all of Edward Jones’ transactions relating to mutual funds and 529 plans involve product partners that pay shareholder accounting fees to Edward Jones, including all mutual funds available for purchase in a Select Account.

Under a shareholder accounting agreement, Edward Jones agrees to perform certain transfer agent support services, which may include:

- Tracking the holdings of a fund for a client;
- Distributing dividends and shareholder information for the mutual fund company;
- Facilitating purchases, redemptions and exchanges; and
- Responding to client inquiries regarding their mutual fund holdings.

Mutual fund companies pay Edward Jones up to \$19 per mutual fund position, or up to 25 basis points (0.25%) of total invested assets in the mutual fund annually for these services. If you own multiple funds offered by mutual fund families for which we have a shareholder accounting agreement, we will receive payment for each individual mutual fund.

- **Inforce contract service agreements:** Edward Jones has entered into inforce contract service agreements with certain insurance companies, including all of the issuers of variable

annuities available for purchase in your Select Account, to maintain technology and provide other administrative services in support of certain issued and outstanding annuities and life insurance policies. In exchange for this support, insurance companies generally pay Edward Jones up to 25 basis points (0.25%) of total invested assets in the inforce variable annuity contracts annually. For example, if a variable annuity contract had a value of \$10,000, Edward Jones would be paid \$25 by the insurance company. If you own multiple insurance contracts in which we have an inforce contract service agreement, we will receive payment for each individual contract.

**Rollovers and transfers** – Your financial advisor has an incentive to recommend that you roll over or transfer your assets from an employer-sponsored plan or another brokerage firm or investment adviser because these actions may generate transaction-based compensation for Edward Jones and your financial advisor when the assets are invested in your Select Account. Additionally, when you roll over or transfer your assets to Edward Jones, this contributes toward your financial advisor qualifying for additional variable compensation, including new asset accumulation bonuses, branch profitability bonuses, domestic and international travel awards (or cash in lieu of travel), and other noncash compensation as described herein.

**Brokerage accounts vs. advisory accounts (investment advisory services)** – In addition to brokerage accounts, you have the option to invest in fee-based advisory accounts. Instead of paying a commission per transaction, in our advisory programs you pay a fee(s) based on the market value of the assets held in your account for investment advisory services that, in most cases, includes transaction costs. Our advisory programs offer ongoing account monitoring, which is not available in brokerage accounts, and additional types of investment options and services.

When determining what's right for you, think about how much you expect to trade in your account and how much you may pay in commissions (brokerage account) or asset-based fees (advisory account). You will typically pay more in upfront fees and commissions through brokerage services and more over time through investment advisory services. These differences in compensation potentially create a conflict between your financial advisor's interest and your own when recommending which type of program you should invest in. For additional information regarding investment advisory programs offered by Edward Jones, please visit [www.edwardjones.com/advisoryagreements](http://www.edwardjones.com/advisoryagreements).

**Distributions** – Compensation and performance incentives may cause a conflict between your financial advisor's interest and your own when your financial advisor provides advice relating to distributions from any of your accounts. When you make a distribution through a full or partial liquidation, certain commissions may be generated. If you have a brokerage account and an advisory account of the same type (e.g., a traditional IRA in a Select Account and a traditional IRA in an advisory account), your financial advisor may have an incentive to advise you to take a distribution from your Select Account and not your advisory account because the distribution could generate additional

transactional revenue and would not affect the amount of your asset-based fee in your advisory account.

**Trust fees** – Your financial advisor receives a portion of the compensation Edward Jones receives from its affiliate, Edward Jones Trust Company, for the referral and ongoing support of accounts managed by Edward Jones Trust Company. The payout level may vary based on your financial advisor's years of experience and office location. This creates an incentive for your financial advisor to recommend your use of the services of Edward Jones Trust Company.

**Uninvested funds** – You have the option to have uninvested funds either remain in the firm's Cash Interest Program or be automatically swept to a different investment vehicle, which may provide a higher return or offer other benefits to you. Edward Jones receives varying portions of the revenue associated with the investment option you choose for your uninvested funds. While your financial advisor does not receive direct compensation, the amount of your holdings may contribute positively to your financial advisor's variable compensation.

Depending on several factors, including the current interest rates and your financial advisor's noncash incentives, the firm or your financial advisor may have an incentive for you to select one uninvested cash option over another. You should review the terms, interest rates, compensation the firm receives, incentives your financial advisor receives and other features and trade-offs of these options with your financial advisor. Interest rates are available at [www.edwardjones.com/rates](http://www.edwardjones.com/rates).

If the Edward Jones Money Market Fund ("Fund") is available as a cash sweep option in your account, all uninvested cash balances in your account are automatically swept into the Fund. The investment adviser to the Fund, Passport Research Limited ("Passport"), is an affiliate of Edward Jones and provides distribution and shareholder accounting services for the Fund. The Fund pays Passport a management fee and pays Edward Jones for performing services for the Fund. While your financial advisor does not receive any portion of this revenue, it does have a positive financial impact on overall firm profitability.

**Branch P&L and profitability bonuses** – Revenues and expenses of Edward Jones are assigned to each branch's Profit and Loss Statement ("branch P&L"). Your financial advisor's P&L is positively impacted by compensation received from client activities, including commissions, sales charges, 12b-1 fees, account fees, fees from investment advisory accounts, margin loans and other account service fees. Your financial advisor also benefits from credits to the P&L without directly receiving any portion of such revenue the firm receives, for certain things including assets under care in the branch, other fees received by the firm, margin loans and variable third-party compensation that is not paid to your financial advisor.

Increased P&L positively impacts your financial advisor's performance and qualifications to receive additional variable compensation. If Edward Jones has reached a certain level of profitability and the branch is profitable on its P&L, the financial advisor receives a branch profitability bonus. Your financial

advisor has an incentive to make recommendations that will increase the profitability of the P&L.

**Incentive compensation for your financial advisor** – Your financial advisor’s performance and variable compensation are positively impacted by client activities such as commissions, sales charges, account fees, assets under care in the branch, margin loans and the value of assets you roll over or transfer to Edward Jones. These positive impacts can lead to increased compensation through internal incentive programs, new asset accumulation bonuses and branch profitability bonuses, as well as additional noncash benefits such as domestic and international travel awards (or cash in lieu of travel), educational and training trips, awards and seminars, and regional leadership opportunities. These incentives create a conflict between your financial advisor’s interest and your own when providing advice to you.

**Travel Award Program** – Our financial advisors may be eligible to participate in the Edward Jones Travel Award Program, which includes domestic and international trips, or a cash award in lieu of a trip. Eligibility for a Travel Award Program is based upon the amount of new and existing assets under care for a financial advisor. Certain product providers, such as preferred mutual fund and annuity providers, may participate in these travel programs. These incentives create a conflict of interest between your financial advisor’s interest and your own when providing advice to you.

**Margin loans** – Your financial advisor does not receive direct compensation from the interest you pay on your margin loan balance, but it does positively impact the branch P&L. If you need cash, we may have an incentive to recommend a margin loan instead of selling investments. Additionally, your financial advisor has an incentive to recommend that you maintain a margin loan balance and to grow that balance instead of using available cash or new investments to pay down the loan.

**Training and marketing incentives** – Third-party providers such as mutual fund wholesalers, annuity wholesalers, UIT wholesalers, investment managers and insurance distributors may reimburse and/or pay certain expenses on behalf of financial advisors and the firm, including expenses related to training, marketing and educational efforts. The training focuses on, among other things, the third-party provider’s products, suitability, product literature and product support. These reimbursements or payments could lead our financial advisors to focus on these third-party providers’ products versus other third-party products that are not represented at these meetings, seminars and/or conferences. This creates a potential conflict of interest for Edward Jones and our financial advisors to the extent that this may cause them to prefer those product partners that have greater access, marketing opportunities and educational opportunities.

**Noncash third-party incentives** – Third-party providers, such as mutual fund wholesalers, annuity wholesalers, UIT wholesalers, investment managers, and insurance distributors, may also give financial advisors gifts up to a total value of \$100 per provider per year, consistent with industry regulations. Third parties may

occasionally provide financial advisors with meals and entertainment of reasonable value. Additionally, third parties may provide the firm and our financial advisors with access to certain research tools, or software that is developed or subscribed to by third parties. This creates a potential conflict of interest to the extent that this may cause the firm or our financial advisors to prefer those product partners that provide these noncash incentives over other product partners.

**Profit sharing** – Financial advisors receive contributions to an employer-sponsored retirement plan based on their total compensation, which includes commissions, fees, salary and bonuses. Profit sharing causes a conflict between your financial advisor’s interest and your own regarding advice that generates additional compensation to your financial advisor and revenue for the firm.

**Partnership opportunities** – Certain financial advisors have been given the opportunity to buy limited and/or general partnership interests in The Jones Financial Companies, L.L.L.P., the parent company of Edward Jones. All revenue that contributes to Edward Jones’ profitability has a positive impact on the amount of income each partner receives.

**Mitigation of conflicts of interest** – One of Edward Jones’ core values is that our clients’ interests come first. We have taken various steps to mitigate, disclose and/or eliminate these conflicts of interest associated with recommendations in your account, including developing policies and procedures, supervisory systems, processes and controls, compensation and incentive policies, disclosures, agreements and training. If you have any questions about conflicts of interest, please talk with your financial advisor or review the information referenced throughout this document.

## Additional information and resources

For additional information about the topics discussed in this document, please talk with your financial advisor or review the following resources:

- **Information about our brokerage services:** [www.edwardjones.com/RegBdisclosures](http://www.edwardjones.com/RegBdisclosures)
- **Account agreements:** [www.edwardjones.com/agreements](http://www.edwardjones.com/agreements)
- **Account schedules of fees:** [www.edwardjones.com/accountfees](http://www.edwardjones.com/accountfees)
- **Understanding how we are compensated for financial Services:** [www.edwardjones.com/compensation](http://www.edwardjones.com/compensation) (pdf)
- **Edward Jones client relationship summary:** [www.edwardjones.com/FormCRS](http://www.edwardjones.com/FormCRS) (pdf)
- **Revenue sharing, shareholder accounting, inforce contract and unit investment trust additional compensation disclosures:** [www.edwardjones.com/revenuesharing](http://www.edwardjones.com/revenuesharing)
- **Financial Reports:** [www.edwardjones.com/financialreports](http://www.edwardjones.com/financialreports)

<sup>1</sup> Your total costs and fees may vary. This example is for illustrative purposes only and does not account for discounts or trades executed over multiple days.



# Edward Jones Retirement Account Agreement

This Retirement Account Agreement is incorporated into and is part of the Business Retirement Account Authorization Form (collectively, "the Agreement") signed by me (collectively the "Client," "me," "my," "I," "you" or "your") and constitutes a binding contract between Edward D. Jones & Co., L.P. (collectively, "Edward Jones" or "Custodian") and me. I represent that I have read and understand the Agreement and agree to be bound by its terms as well as the separate disclosures and notices referenced in and/or provided with this Agreement. By executing this Agreement, I am establishing an account with Edward Jones ("Account").

## I. Account Owner Representations and Agreements.

- (a) **Client Representation and Warranties.** I am a natural person of legal age with the ability to enter into this Agreement. The information I have provided to Edward Jones in connection with this Account is current, accurate, truthful, and complete. Unless I have notified Edward Jones to the contrary, I am not an employee of: (1) the Financial Industry Regulatory Authority, Inc. ("FINRA"); (2) any stock exchange; (3) any member firm of any exchange; (4) a bank; (5) a trust company; or (6) any member firm of FINRA. If I become so employed, I agree to notify Edward Jones of that employment promptly after becoming so employed.
- (b) **Identity Verification.** I understand that federal law requires all financial institutions to obtain, verify, and record information that identifies each person who opens an account. In connection with opening my Account, I have supplied Edward Jones with truthful information to allow Edward Jones to identify me and will supply additional information reasonably requested by Edward Jones. I authorize Edward Jones to obtain consumer credit reports and other information, as necessary, to determine whether to establish my Account or, after the account is opened, whether to maintain that account or decline, restrict or discontinue certain services. Edward Jones will, upon written request made by me within a reasonable time, furnish the names and addresses of any of the consumer credit reporting agencies from which Edward Jones obtained any consumer credit reports.
- (c) **Beneficial Owner and Authority to Act.** No persons other than those signing this Agreement are authorized to act on behalf of this Account. I will not assign or otherwise encumber assets held in this Account as security for any obligation.
- I understand and acknowledge that I have the right to designate a Trusted Contact Person for this Account. A Trusted Contact Person is someone aged 18 years or older that Edward Jones is authorized to contact and disclose information to about my Account to address possible financial exploitation to confirm the specifics of my current contact information, health status, or the identity of any legal guardian, executor, trustee or holder of a power of attorney, or as otherwise permitted by applicable rules and law including but not limited to, FINRA Rule 2165.
- (d) **Designation of Beneficiary(ies).** If my Account is an owner only 401(k), I may designate one or more beneficiaries of my IRA. Beneficiaries must be designated by me in a writing that is received by and acceptable to Edward Jones. Any beneficiary designation accepted by Edward Jones will be effective as of the date executed by me. Edward Jones may declare any beneficiary designation not received by Edward Jones during my lifetime to be void. If any designated beneficiary dies within 120 hours of my death, such beneficiary shall not be considered to have survived me. In addition, if a beneficiary does not claim such beneficiary's interest in my

Account by September 30 of the year following my death, then Edward Jones may treat such beneficiary as failing to survive me.

After my death, Edward Jones shall, determine the method for transferring or otherwise administering all assets in my Account or payments (e.g., dividends) received into my Account. Edward Jones shall have no liability to any beneficiary for any loss of or fluctuation in the value of assets held in my Account.

**Beneficiary Not Designated.** If I have no designated beneficiaries, or no beneficiaries survive me, then my beneficiaries shall be deemed to be designated in the following order and priority: (1) my surviving spouse; or if none, then (2) my descendants, per stirpes, as defined under the laws of the State of Missouri; or if none, then (3) my estate.

**Death of Beneficiary.** If a beneficiary survives me, but dies before receiving his or her entire interest in my Account, his or her remaining interest in my Account shall be paid to any successor beneficiaries designated by the deceased beneficiary in a writing received by and acceptable to Edward Jones. If the deceased beneficiary has no designated successor beneficiaries, or no successor beneficiaries survive the deceased beneficiary, then Edward Jones shall distribute the deceased beneficiary's interest in my Account in the following order and priority: (1) the deceased beneficiary's surviving spouse; or if none, then (2) the deceased beneficiary's descendants, per stirpes, as defined under the laws of the State of Missouri; or if none, then (3) the deceased beneficiary's estate. If any successor beneficiary dies within 120 hours of the death of a designated beneficiary, such successor beneficiary shall not be considered to have survived the designated beneficiary.

- (e) I understand that I can obtain information about the background of my financial advisor at [www.brokercheck.finra.org](http://www.brokercheck.finra.org) or [www.investor.gov](http://www.investor.gov).
- (f) I understand that information about the protection, handling, and sharing of any non-public personal information can be found in the Edward Jones Privacy Notice provided to me at account opening.

## II. Contributions, Rollovers, Transfers, and Conversions.

As applicable, I may make contributions, rollovers, and transfers to my Account, in amounts and at such time as may be permitted by Edward Jones, the terms of this Agreement, and applicable laws and regulations. I shall designate whether each such deposit is a contribution, rollover, or transfer and Edward Jones shall have no responsibility for whether such designation is correct or permissible. Edward Jones reserves the right to refuse any contribution, rollover, transfer, or conversion. I am responsible for the determination of any excess contributions and the timely withdrawal thereof. I shall designate, in a form and manner acceptable to Edward Jones, the taxable year for which such contribution is made. All contributions will be recorded as current year contributions unless I provide timely notice to Edward Jones to the contrary. Edward Jones may terminate contributions for any reason, including, but not limited to, if Edward Jones is notified of my death.

## III. Investments and Instructions.

Investments must be registered and held in the account in the form and manner required by Edward Jones. Unless I have entered into an Edward Jones investment advisory agreement that states otherwise, Edward Jones will not act as an investment adviser to me, shall have no obligation or discretion to direct the investment

of my Account and is merely authorized to hold the particular investments specified by me. Edward Jones shall not question any such directions.

I understand and agree that I can: 1) hold investments approved by Edward Jones as hold-eligible, and 2) purchase investments approved by Edward Jones as purchase-eligible. Edward Jones, at its discretion, can modify eligible investments at any time. If Edward Jones notifies me that an investment may no longer be held in my Account, I agree to remove the investment from my Account within the time frame determined by Edward Jones. I agree that if I do not provide instructions to remove the investment, Edward Jones has the right to liquidate or distribute that investment to me and/or terminate my Account in accordance with the terms of this Agreement. I understand that distribution of such an investment may result in adverse tax consequences.

Certain additional services are authorized by this Agreement and may be activated upon request, including, but not limited to, electronic transfers and electronic delivery of statements and/or other information ("Additional Services"). The availability of these Additional Services is subject to approval and may vary by account type or investment. Additional Services may be subject to separate terms and conditions and the applicable Schedule of Fees in effect from time to time, which are available at [www.edwardjones.com/disclosures](http://www.edwardjones.com/disclosures).

Edward Jones offers a sweep program that provides clients, depending on their account type, with the option to automatically transfer uninvested cash in their account ("Free Credit Balances") to either a money market mutual fund or a bank whose deposits are insured by the Federal Deposit Insurance Corporation ("Sweep Program"). The products offered in the Sweep Program are the Edward Jones Money Market Fund ("Fund") and the Edward Jones Insured Bank Deposit Program ("Bank Program"). By choosing one of these as my sweep product, I consent to have Free Credit Balances in my Account included in the Sweep Program. Clients should review the terms, interest rates, and other features and tradeoffs of the Sweep Program with their financial advisor. Interest rates are available on Edward Jones' website at [www.edwardjones.com/rates](http://www.edwardjones.com/rates).

If my Account is an Edward Jones investment advisory account, my cash balances awaiting investment will be held in accordance with the terms of the investment advisory agreement applicable to my Account. If my Account is not an Edward Jones investment advisory account, the following terms apply:

- (i) As of February 9, 2019, if I am currently utilizing the Fund as my sweep product, my Free Credit Balances will continue to be automatically transferred to the Fund unless I change my selection thereafter, in which case, I may not select the Fund again as a sweep product.
- (ii) As of February 9, 2019, if I am not currently utilizing the Fund as my sweep product, the Fund will no longer be available as an option. In that case, consistent with my direction, my Free Credit Balances will be automatically transferred to the Bank Program or held as cash and eligible to receive interest thereon ("Cash Interest"). I acknowledge and agree that funds held as Cash Interest are awaiting investment and should not be held in Cash Interest solely for the purpose of earning interest. If I do not intend to invest funds held as Cash Interest in the future, I agree to notify my financial advisor and will transfer the funds to another available cash option, such as the Bank Program, or withdraw them from my Account, in a timely manner.

Certain terms and conditions apply to the Bank Program. Investment in the Fund is subject to the terms and conditions set forth in the Fund prospectus. The Program Disclosure for the Bank Program and the Fund prospectus are available from my financial advisor or on Edward Jones' website at [www.edwardjones.com/disclosures](http://www.edwardjones.com/disclosures). Edward Jones may change the products available under the Sweep Program at any time.

If I have not given other directions to Edward Jones, I hereby elect and authorize Edward Jones, acting as my agent, to deposit and hold some or all of my Free Credit Balances as Cash Interest

in Customer Reserve Accounts. If Edward Jones holds Free Credit Balances in Customer Reserve Accounts on my behalf, certain terms and conditions apply, which are available from my financial advisor or on Edward Jones' website at [www.edwardjones.com/disclosures](http://www.edwardjones.com/disclosures).

I further agree that Edward Jones may be appointed as "custodial owner" on any annuity contract in my Account and, to the extent Edward Jones is not so appointed, I agree Edward Jones shall be able to resign as agent of record for any annuity contract in my Account without any further consent or other action by me or on my behalf.

#### IV. Distributions.

(a) **Form of Distributions.** Distributions may be made in cash or, if permitted under policies and procedures established by Edward Jones, in kind. Edward Jones shall make distributions from my Account at such time, in such manner and in such amounts as shall be requested by me (or, in the event of my death, any designated or successor beneficiary). Any such request may be verbal or in writing in a form acceptable to Edward Jones, shall designate the assets to be sold to provide for the distribution, and shall be followed or accompanied by such documentation as shall be requested by Edward Jones. I shall be solely responsible to pay all taxes and penalties that may become due as a result of any such distribution. Edward Jones shall not be responsible or be liable for the purpose, timing, sufficiency or propriety of any distribution or for distributions made in reasonable good faith.

(b) **Withholding.** All distributions may be subject to applicable withholding, taxes and penalties. Edward Jones may require me or my beneficiaries to provide a withholding election and taxpayer identification number before making any distribution from my Account.

#### V. Powers, Duties and Obligations of Edward Jones.

**Non-discretionary Broker-dealer Services.** Unless I have entered into an Edward Jones investment advisory agreement that states otherwise, I understand Edward Jones will provide non-discretionary broker-dealer services, execution, information about financial products as well as investment research, investment recommendations, financial assessment tools, investor education, advice incidental to such services, and other services to enable me to make my investment decisions. I understand and agree that with respect to this Account, Edward Jones is acting in the capacity or role of a broker-dealer and my financial advisor is an associated person of Edward Jones as defined by Regulation Best Interest. These services will be limited to those offered by Edward Jones in its regular course of business and subject to such limits as Edward Jones may establish from time to time for my Accounts. I agree these services do not constitute financial planning or investment advisory services as provided by a Registered Investment Adviser. My financial advisor may utilize a professional designation. I understand that Edward Jones is not affiliated with any of the sponsoring firms of such professional designations and that the use or attainment by my financial advisor of a particular professional designation in no way implies that either Edward Jones or my financial advisor provides financial planning services or investment advisory services, for my Account. I understand that should I determine I need financial planning services, neither Edward Jones nor my financial advisor provide financial planning services, and that I will need to seek those services elsewhere.

I authorize and direct Edward Jones, as broker-dealer, to provide execution services for securities and financial investments in my Account. Edward Jones will arrange for delivery and payment in connection with the execution services rendered to me, and I authorize Edward Jones to act on my behalf in all other matters necessary or incidental to the handling of my Account. Transactions in my Account will be made in accordance with the trading practices of Edward Jones.

Redemption fees or sales charges may be assessed upon the liquidation or redemption of securities. I understand that these fees and expenses may negatively affect my investment performance.

Unless I have entered into an Edward Jones investment advisory agreement that states otherwise:

- (i) I am responsible for all trading and investment decisions in my Account. Unless otherwise provided for under this Agreement, neither Edward Jones nor my financial advisor has authority for any trading or investment decisions in my Account.
- (ii) I understand that Edward Jones will not monitor my Account but may provide non-discretionary broker-dealer services as described in this Agreement.
- (iii) **Effective December 20, 2021** When we provide investment advice to you regarding your account, we are fiduciaries within the meaning of the Employee Retirement Income Security Act of 1974 (ERISA) section 3(21)(A)(ii)(B) and/or Internal Revenue Code section 4975(e)(3)(B), 4975(c)(1) and the regulations thereunder, as applicable. When we provide investment education to you that does not include investment advice, we are not acting as a fiduciary under those sections of ERISA or the Code.
- (iv) When purchasing, selling or exchanging securities, I authorize Edward Jones to act either as agent on my behalf, or as principal for its own account.

While Edward Jones may from time to time provide generalized tax or legal information, I understand and agree that such information does not constitute tax or legal advice, and I must rely on my own independent tax advisor and/or attorney for such advice.

- (a) **Instructions on Account Transactions.** I acknowledge that Edward Jones does not generally accept instructions sent via electronic mail, text message or any other electronic medium, or provided as a recording such as voicemail, and agree not to give instructions in this manner. I agree Edward Jones may at any time, in its sole and absolute discretion, restrict trading, disbursements, deposits, or transfers or refuse to take an action in my Account.

Edward Jones may refuse to accept any account for any reason. I acknowledge that my Account will not become active and trading cannot begin until: (1) the acceptance of this Agreement by Edward Jones and (2) the funding of the Account at the initial minimum investment as determined by Edward Jones.

- (b) **Use of Electronic Systems and Third-party Data.** Use of any electronic systems to access my Account information is at my sole risk. Neither Edward Jones, nor its vendors providing data, information or other services, including but not limited to any exchange (collectively, "Service Providers"), warrant that the service will be uninterrupted, error-free, or free from viruses or other harmful effects. Edward Jones does not make any warranty as to the accuracy of information obtained from any of these systems. Edward Jones will not be liable in any way to me or to any other person for any loss or damage arising from failure, inaccuracy, error, or delay in transmission or delivery or omission of any data, information or message; or nonperformance, interruption in data due to neglect or omission by it or any Service Provider or any Force Majeure event, as defined below. Edward Jones will from time to time provide me with market data as well as periodic valuations of securities and/or other financial investments held in my Account. Such data is obtained from third-party Service Providers Edward Jones has selected. I understand and agree that Edward Jones has no liability to me for errors, delay, omissions in or interruption of such data.
- (c) **Prospectuses and Proxies.** Unless instructed otherwise by me in writing, Edward Jones shall deliver to me all prospectuses and proxies that may come into Edward Jones' possession by reason of its holding of securities in my Account in accordance with the standards of the Securities and Exchange Commission and FINRA. Additionally, unless instructed otherwise by me, Edward Jones shall release my name, address and security

position(s) to requesting issuers for securities held in my Account in accordance with the standards of the SEC.

I am solely responsible for voting proxies arising from any securities held in my Account. I understand and agree that Edward Jones will not take any action and will not render any advice regarding how to vote proxies arising from any securities held in my Account.

- (d) **Records and Reports.** Edward Jones shall furnish me with periodic brokerage statements, to the extent necessary for my Account type, and with such information concerning required distributions as is prescribed by the IRS. Unless I file with Edward Jones a written statement of exceptions or objections to any report, record or information within ten (10) days after notice of the report, record or information, I shall be deemed to have approved such report, record or information and Edward Jones shall be released from all liability to anyone (including my spouse or any beneficiary) with respect to all matters set forth in the report, record or information as though the report, record or information had been settled by judgment or decree of a court of competent jurisdiction. No person other than I may require an accounting.
- (e) **Right to Request Judicial Assistance.** Edward Jones shall have the right at any time to apply to a court of competent jurisdiction for judicial settlement of its accounts or for determination of any questions of construction that may arise, or for instructions. The only necessary party defendant to any such action shall be me, but Edward Jones may join any other person or persons as a party defendant. The cost, including attorneys' fees, of any such proceeding shall be charged as an administrative expense under Article VII, Section (c), of this Agreement. Any request by Edward Jones for judicial assistance shall not be considered a waiver of Edward Jones' right to arbitrate, as set forth in Article XVI, of this Agreement.
- (f) **Scope of Custodian's Duties.** It is my obligation to ensure that any transactions effected by me comply with all applicable laws and regulations. Edward Jones shall have no duty to question, investigate or ascertain whether contributions, transfers, rollovers, distributions or any other account activity comply with the laws and regulations applicable to my Account or whether the duties of those directing the activity have been satisfied. Edward Jones shall not have any duty to question my directions regarding the purchase, reinvestment, diversification, retention or sale of assets credited to my Account.
- (g) **Scope of Custodian's Liability.** Edward Jones shall not be liable for any loss of any kind that may result from any action taken by Edward Jones in accordance with my directions or from any failure to act because of the absence of any such directions or resulting from my control (whether by action or inaction) over my Account. Edward Jones shall not be liable for any taxes (or interest thereon) or penalties incurred by me in connection with my Account or in connection with any transaction of my Account. Edward Jones is entitled to act upon any instrument, certificate or form it believes is genuine and believes is executed or presented by the proper person or persons, and Edward Jones need not investigate or inquire as to any statement contained in such document but may accept it as true and accurate. I agree Edward Jones is not liable for any loss to me caused directly or indirectly by war, terrorism, civil unrest, natural disaster, extraordinary weather conditions, government restrictions, interruptions of communications, exchange or market rulings, labor unrest or strikes, or other conditions beyond the control of Edward Jones (each a "Force Majeure" event). I shall indemnify and hold harmless Edward Jones from any liability that may arise hereunder except liability arising from the gross negligence or willful misconduct of Edward Jones.
- (h) **Order Execution and Routing Practices** The SEC has rules to improve public disclosure of order execution and routing practices. Edward Jones' quarterly order execution statistics are available at [www.edwardjones.com/orderrouting](http://www.edwardjones.com/orderrouting). Upon request, we will also provide you with specific information,



including time of execution and the identity of the market center to which your order was routed for execution.

## VI. Edward Jones Select Transitional Account

The Edward Jones Select Transitional Account ("Transitional Account") is an Account with limited functionality. It is designed to provide you with a limited short-term account to facilitate the handling of certain transactions within a limited period of time that may not be available in other programs.

If you open a Transitional Account, your Transitional Account is subject to all of the terms and conditions of this Agreement, unless otherwise modified in this section. In the event of an inconsistency or discrepancy between this section and the rest of the Agreement, the terms of this section shall govern for your Transitional Account.

Transitional Accounts are assigned an Account Portfolio Objective by Edward Jones. Additionally, your ability to purchase or exchange investments within your Transitional Account may be limited and/or restricted.

All investments in your Transitional account must be removed from the account within sixty (60) days of the account's initial funding or, if subsequently re-funded after such period, within sixty (60) days of the subsequent re-funding of your account. During such time, you may need to take certain steps, such as selling any investments that are not eligible to be held in your chosen accounts, if applicable, and transferring the proceeds and any other eligible investments into such chosen accounts.

## VII. Fees, Expenses and Taxes.

(a) **Fees of Edward Jones.** I authorize Edward Jones to retain payment from my Account for its services as Custodian, in accordance with the applicable schedule(s) of fees as published from time to time and as in effect at the time such compensation becomes payable, and the commission schedule that is available from my financial advisor. Edward Jones' Schedule of Fees for and information concerning additional compensation Edward Jones may receive in connection with my Account can be found on Edward Jones' website at [www.edwardjones.com/disclosures](http://www.edwardjones.com/disclosures). This compensation, and other financial and non-financial incentives, may create a material conflict between Edward Jones' interest, my financial advisor's interest, and my own. These conflicts are disclosed on Edward Jones' website at [www.edwardjones.com/compensation](http://www.edwardjones.com/compensation) and in the Important Information About Our Brokerage Services document and the Edward Jones Client Relationship Summary.

(b) **Expenses and Taxes.** All expenses incurred by Edward Jones in connection with the establishment and maintenance of my Account and its duties under this Agreement, including fees for brokerage services, the fees of attorneys and other persons providing services with respect to my Account, and all taxes and penalties of any kind imposed, levied or assessed with respect to my Account or the assets or income thereof shall be paid from my Account, unless otherwise paid by me in accordance with policies and procedures established by Edward Jones, as the same may be changed from time to time.

(c) **Liquidation of Assets.** If I fail to pay any administrative fee, expense, or tax provided under this Agreement within a reasonable time after demand for such payment has been made by Edward Jones, or if my Account does not contain adequate cash to cover such items or cover the cost of investment purchases or brokerage fees provided under this Agreement, Edward Jones may liquidate without notice such of the assets of my Account as it deems appropriate for this purpose. If the liquidation of all assets in my Account is not sufficient, Edward Jones shall charge me for such excess amounts.

## VIII. Notices, Disclosures and Communications.

Any notices, disclosures or communications required under this Agreement may be (1) mailed, first-class, to me or any beneficiary at the last address set forth in Edward Jones' records, and to

Edward Jones at its principal place of business; (2) delivered by email to me or any beneficiary at the last email address set forth in Edward Jones' records; (3) sent by text message to me at the last phone number set forth in Edward Jones' records; (4) personally delivered to me or any beneficiary; or (5) posted on Edward Jones' public website and/or such website where Edward Jones provides me information, if allowed by applicable law. Any such notice mailed (a) to me or any beneficiary shall be effective when mailed, and (b) to Edward Jones shall be effective when actually received. Notice sent by email or text message is effective when sent; notice by personal delivery is effective when delivered; and notice by posting to Edward Jones' website is effective on the date posted. Edward Jones may, in its sole discretion and to the extent permitted by applicable law, including but not limited to the laws and Regulations applicable to my Account, provide or accept notice in any other form, such as orally or by telephonic or electronic media. There are important disclosures and policies of Edward Jones that apply to my Account. These disclosures and policies are subject to change without notice to me at any time and can be obtained from my Account my financial advisor or at [www.edwardjones.com/disclosures](http://www.edwardjones.com/disclosures).

## IX. Termination.

This Agreement may be terminated by me at any time by notice to Edward Jones with accompanying instructions regarding distribution of my Account. Distribution of my Account or transfer of the assets in my Account to another custodian shall be in accordance with this Agreement as soon as administratively practicable following receipt of such notice. Edward Jones may deduct the amount necessary to pay any outstanding fees, expenses and taxes with respect to this account from such distribution or transfer. This Agreement shall terminate upon complete withdrawal or transfer of the assets of my Account or upon resignation of Edward Jones.

Termination of the Agreement shall not alter the liabilities or obligation of the parties incurred prior to such termination. The provisions of Article XIV, Section (a), (c), and (d), Article XIII, and Article XV, of this Agreement shall survive the termination of this Agreement.

I understand that this Agreement is freely assignable by Edward Jones and shall inure to the benefit of Edward Jones' assigns and successors by merger, consolidation or otherwise. Edward Jones may transfer my Account s to any such successors and assigns. Any transfer or assignment by Edward Jones shall terminate any and all liability or responsibility Edward Jones may have under this Agreement, to the extent permitted by law.

## X. Resignation.

Edward Jones may resign for any reason by giving notice to me thirty (30) calendar days in advance. Upon receipt of such notice, I shall appoint a successor trustee or custodian and shall notify Edward Jones in writing of such appointment. Edward Jones shall transfer the balance of my Account as soon as administratively practicable following receipt of such notice. If I fail to appoint a successor trustee or custodian within thirty (30) calendar days after the date Edward Jones gives notice of its resignation, Edward Jones may transfer the balance of my Account to a successor trustee or custodian that it chooses, or distribute such balance to me in kind or may liquidate all or a portion of the assets and distribute in cash or in kind. Edward Jones may deduct the amount necessary to pay any outstanding fees, expenses and taxes with respect to my Account from such transfer or distribution. Edward Jones shall not be liable for any actions or failures to act neither on the part of any successor trustee or custodian nor for any tax consequences I may incur as a result of such transfer or distribution.

## XI. Successor or Substitute Custodian.

If Edward Jones merges with, purchases or is purchased by another organization, such organization shall automatically become custodian of the account established pursuant to this Agreement, but only if such organization is authorized under

applicable law to be custodian of the account. No successor trustee or custodian shall have any obligation or liability for the acts or omissions of its predecessors. If the Commissioner of the IRS notifies that a substitute custodian must be appointed, then I shall appoint a substitute custodian.

## XII. Amendments.

Edward Jones may amend this Agreement in any respect at any time so that it may conform with applicable provisions of any applicable law or regulations as in effect from time to time, or to make such other changes to this Agreement as Edward Jones deems advisable. I agree that Edward Jones may amend terms and conditions or services related to the account at any time, including fees and charges for the account. Edward Jones will notify me of such changes by mail, email, by posting such changes online or by any other means permitted by law, including a notification on my statement directing me to the Edward Jones website to review details of a change. Unless I object to such amendment(s) by sending written notice to Edward Jones in a form and manner acceptable to Edward Jones within thirty (30) calendar days from the date I am sent notification of such amendment(s), I shall be deemed to consent to any such amendment(s).

## XIII. Grouping Accounts.

- (a) **Grouping My Account for Planning Purposes.** To the extent allowed for my Account type, I may direct Edward Jones to group my Account with accounts owned by me or others for planning purposes, and in so doing hereby consent to information about me and my Account being shared with and accessible by each owner and authorized party of the grouped as well as individuals I have indicated I am planning with. If I have previously grouped accounts for planning purposes, my Account shall be added unless I direct Edward Jones otherwise.
- (b) **Delivery of Account-Related Documents.** To the extent allowed for my Account type, for delivery purposes, I may direct Edward Jones to group my Account with other accounts that share my address of record, and in so doing hereby consent to my Account documents being included with materials of other accounts and mailed to that address. If I have previously grouped accounts for delivery purposes, my Account shall be added unless I direct Edward Jones otherwise. Edward Jones maintains the right to send my Account documents directly to me. I can remove my Account from a planning or delivery grouping at any time by notifying Edward Jones.

## XIV. Governing Law.

Except to the extent preempted by federal law, this Agreement, its validity, effect, construction, administration and application, and the parties' respective rights and duties shall be governed by the laws of the State of Missouri without giving effect to any choice of law or conflict-of-laws provisions. Any property rights created or associated with any account that is established under this Agreement, including rights of spouses, as well as the rights of their legal and personal representatives, heirs, distributees and successors, shall be governed by the laws of the State of Missouri, regardless of any party's residency or domicile and without regard to the community property laws of any state.

## XV. Additional Agreement Provisions.

- (a) **Indemnification.** I agree to indemnify and hold Edward Jones harmless from any causes of action, claims, expenses or liabilities that might be asserted by me or any third party against Edward Jones by reason of my actions or omissions related to this Agreement. I agree that I am waiving my right to obtain punitive damages or rescission of any recommended transactions covered by this Agreement to the extent such waiver is permissible under applicable law.
- (b) **Binding Effect, Death, Incompetence, Disability, Succession.** This Agreement supersedes any prior agreement of the parties and its terms shall be binding upon my heirs, beneficiaries, personal representatives, agents, estate, executors, successors, administrators, assigns, trustees and conservators

("Successors") as to all matters involving my Account with Edward Jones, including but not limited to the terms relating to arbitration. I agree that in the event of my death, incompetency, or disability, I and/or my Successors shall hold Edward Jones harmless from any and all liability Edward Jones may incur for continuing to operate as though I was alive and competent until Edward Jones is notified in writing by Successors of such death or incompetency. Notwithstanding the foregoing, in the event of my death, incompetency or disability, Edward Jones may liquidate, restrict or terminate services to my Account without prior notice to or demand upon my Successors.

- (c) **Edward Jones' Conduct Not to Constitute Waiver.** Edward Jones' failure to insist at any time upon strict compliance with this Agreement or with any of its terms or any continued course of such conduct on Edward Jones' part shall not constitute or be considered a waiver by Edward Jones of any of its rights hereunder.
- (d) **Severability.** If any provision of this Agreement is or becomes invalid or unenforceable for any reason, this shall not affect the validity or enforceability of any other provision of this Agreement.
- (e) **Client Information and My Portfolio Objective.** I agree to provide certain information to Edward Jones, which includes my goal or purpose for investing, risk tolerance(s), and investment time horizon(s), as well as other important financial information. Edward Jones will rely, in part, on the information I provide to complete a client profile ("Client Profile") in order to recommend a portfolio objective for both my Account's goal and my Account ("Portfolio Objective") and the goal to which the Account is assigned to. I represent that all information contained within the Client Profile is true and accurate. I agree to promptly notify Edward Jones of any change in the information that I have provided in the Client Profile, which may result in being required to complete a new Client Profile in order for Edward Jones to recommend a modification of the Account Portfolio Objective for my Account after considering such change.

Depending on several factors as determined by Edward Jones I may be able to select an alternative Account Portfolio Objective for my Account. An alternative Portfolio Objective is not always available. I am responsible for selecting to invest in either a recommended Account Portfolio Objective or an alternative Account Portfolio Objective, if available. If you have selected an alternative Account Portfolio Objective, Edward Jones' investment recommendations will be made based on your selected Portfolio Objective for the Account, not our recommended Portfolio Objective.

Once I have selected an Account Portfolio Objective, Edward Jones will make recommendations to buy, hold, sell or exchange investments to me based on the Account Portfolio Objective for my Account. Unless I have entered into an Edward Jones investment advisory agreement that states otherwise, I will make all decisions with respect to my Account and may follow or reject, in whole or in part, any recommendations made by Edward Jones, including whether to change the Account Portfolio Objective for my Account.

- (f) **Assets Held Outside of Edward Jones.** Edward Jones may, as I request, permit information concerning assets and liabilities not held with Edward Jones to be reflected on certain reports relating to my Account. I acknowledge the information provided by Edward Jones for such assets and liabilities is based solely upon information provided by me or third parties, and Edward Jones is not responsible for its completeness or accuracy. The reflection of such assets and liabilities on reports relating to my Account in no way represents an affirmation by Edward Jones that I in fact own such assets or have such liabilities.

I understand that Edward Jones may, but is under no obligation to, consider assets and liabilities not held with Edward Jones when providing recommendations to me.

- (g) **Systematic Investing.** Unless I have entered into an Edward

Jones investment advisory agreement that states otherwise, this section applies:

To the extent it is allowed in my Account type, and as designated by me, Edward Jones will automatically purchase, sell or exchange certain securities on a periodic basis. These systematic transaction programs include: (1) automatic dividend reinvestments (“Dividend Reinvestment Program”), (2) automatic distribution crossreinvestments (“Cross-Reinvestment Program”), (3) periodic transactions of certain mutual funds (“Systematic Mutual Fund Program”), and (4) periodic transactions of certain equity securities (“Dollar Cost Averaging Program”). I authorize Edward Jones to act as my agent with respect to any securities I designate pursuant to a systematic transaction program in which I enroll following my oral or written instruction. Participation in a systematic transaction program is voluntary, and I may modify or discontinue my participation at any time. Only certain securities, as determined by Edward Jones, are eligible for participation. I understand participation in a systematic transaction program does not ensure profits on my investments or protect against losses in declining markets and that Edward Jones is not recommending the purchase or sale of any security by designating it as eligible for participation in a systematic transaction program.

**Dividend Reinvestment Program.** If I participate in the Dividend Reinvestment Program, all dividends or distributions paid on eligible securities I have selected will automatically be reinvested into shares of the same security. Edward Jones will purchase shares of the reinvestment security in the open market and the price I will pay will be the weighted average price paid by Edward Jones in any such market transaction(s). Generally, reinvestment purchases will be made in advance of and credited to my Account on the distribution payment date. In the event the distribution payment amount on an owned security is not known in advance, the purchase and reinvestment will be made as soon thereafter as the amount of the distribution payment can be calculated with certainty, including any necessary currency conversions. If a company offers its shareholders an option to receive their dividend in company stock, known as a scrip dividend, we will use your cash or reinvest election as the basis for allocating your dividend payments. If you elect or have elected company stock and the company suspends or cancels its company stock option, we will continue your accumulation of shares, by reinvesting your dividends through Edward Jones’ Dividend Reinvestment Program. If the company subsequently reinstates their company stock option and you are reinvesting, your dividends will be paid in shares in accordance with the company’s scrip dividend program.

**Cross-Reinvestment Program.** If I participate in the Cross-Reinvestment Program, distributions from eligible mutual funds in my Account that I select may be automatically reinvested into shares of certain eligible mutual funds of my choosing (“cross-reinvestment security”) for which I have received a current prospectus. Generally on the same business day as the distribution payment, Edward Jones will invest the funds received on my behalf into shares of the cross-reinvestment security, which will settle on the following business day. The price paid for such cross-reinvestment security will be the public offering price of the security as determined in its prospectus. The cross-reinvestment of distributions from one mutual fund to another mutual fund is generally only permitted among affiliated funds and may otherwise be limited by the terms of the funds’ prospectuses.

**Systematic Mutual Fund Program.** If I participate in the Systematic Mutual Fund Program, Edward Jones will periodically purchase, sell or exchange shares of my existing eligible mutual funds held in my Account. As described in the applicable prospectus, purchases will be made at the public offering price and sales or exchanges executed at the net asset value. These transactions will be executed automatically on a monthly, quarterly, semi-annual or annual basis, as I may choose

and at the dollar amount I specify for such transactions.

**Dollar Cost Averaging Program.** If I participate in the Dollar Cost Averaging Program, Edward Jones will periodically purchase or sell shares of eligible securities on a monthly basis. The price per share will be the weighted average price per share of all related trades. A separately signed form may be required for participation in the Dollar Cost Averaging Program.

**Confirmations.** All systematic transactions will be confirmed on my periodic Account statement. I will not receive separate immediate confirmations for these transactions. I understand details of any transaction will be provided to me by Edward Jones upon my written request.

**Fees.** For transactions in mutual funds under the Cross-Reinvestment and Systematic Mutual Fund Programs, compensation received by Edward Jones is only that which is set forth in the applicable prospectus. Fees for the Dividend Reinvestment and Dollar Cost Averaging Programs are described in the applicable schedule of fees.

**Fractional Shares.** Systematic transactions may result in my owning interests in fractional shares of securities. I remain entitled to receive dividend and distribution payments proportionate to my fractional shares in such holdings. In certain instances my fractional shares may be liquidated by Edward Jones at the prevailing market price.

I understand that liquidation of “orphaned fractional shares” will be confirmed on my periodic statements and that I will not receive separate immediate confirmations for these transactions. Orphaned fractional shares are fractional shares that I: (1) cannot transfer from Edward Jones if I initiate the transfer out of my account or (2) received from a pending dividend reinvestment program transaction after I liquidated my whole shares. I understand that orphaned fractional shares will be liquidated in a principal capacity.

- (h) I understand and agree that Edward Jones and its financial advisors will not review, monitor, accept or adhere to an investment policy statement or similar document that was not prepared by Edward Jones. Adherence to any such investment policy statement is my responsibility.
- (i) “Employer Provided Plan” or “Plan” means an employee benefit program or arrangement sponsored by the employer and includes, but is not limited to, plans that are part of trusts that are qualified as tax-exempt trusts under Internal Revenue Code Section 401(a) or 403(b), deferred compensation plans established pursuant to Code Section 457. “Plan Sponsor” means the employer maintaining the Plan.

Edward Jones will not be responsible for the provision of any administrative or related services to the Plan. Similarly, Edward Jones shall not be responsible for functions for which the Plan Sponsor or other plan fiduciary is responsible, such as but not limited to, the selection of investments available to the Plan, the type of plan, or the selection and monitoring of any third-party administrator. I hereby warrant that Edward Jones may rely on any instructions I may give as being compliant with both the terms of the Plan and any standards imposed by applicable laws and regulations.

- (j) Only I or other authorized fiduciaries of the Plan or, in the case of a participant-directed plan, participants, may exercise any discretion over Plan assets, and only I or they may make decisions regarding investments of the Plan. Edward Jones does not exercise any discretionary authority over Plan assets. Any service Edward Jones provides under this Agreement is intended to assist the decision makers of the Plan to provide benefits and/or defray reasonable expenses of the Plan.
- (k) If I am or a third party is a fiduciary to the account, I understand that the fiduciary is the person or entity authorized to make decisions with respect to this account. Fiduciaries may include, but are not limited to, a trustee, an executor, an administrator, a retirement plan trustee, or Plan Sponsor. I understand that Edward Jones has no obligation to review the fiduciary in



connection with my Account and is not responsible for determining whether a fiduciary's action or inaction meets the standard of care applicable to the fiduciary's handling of the account I agree to hold Edward Jones, its partners, directors, employees, agents and affiliates harmless from any liability, claim or expense (including attorneys' fees and disbursements), as incurred, for the actions or non-actions of any fiduciary to my Account.

- (l) I agree to review all plan-related documents and amendments with legal counsel prior to execution. I acknowledge that the Plan sponsor has appointed a Plan Trustee (Trustees), if required. Edward Jones shall not be named nor act as a Plan Administrator or Plan Trustee (or Co-Trustee). Edward Jones acts as Custodian as described in the Edward Jones Defined Contribution Prototype Plan and Trust only if I or other representatives of the Plan associated with this account have adopted that prototype plan. If I or other representatives of the Plan associated with this account have adopted a third party plan document, Edward Jones is not party to that document and acts only as described in this Agreement.
- (m) To the extent it is applicable to my Account, I acknowledge that neither I nor other representatives of the Plan may rely on IRS prototype Opinion Letter issued to Edward Jones to cover the IRS qualification of the Plan if I close the account or establish any plan account at any other financial institution, or sponsor any other plan intended to be qualified pursuant to ERISA.
- (n) The closing of the account on the records of Edward Jones will cause the immediate cancellation of all services under this Agreement.
- (o) Overdraft protection, VISA debit cards, unlimited check writing, business/commercial and institutional check options, and certain insurance transactions such as life insurance, long-term care insurance and disability insurance are not allowed within the Retirement Accounts governed by this Agreement.

## XVI. Arbitration Agreement.

**(a) THIS AGREEMENT CONTAINS A BINDING, PRE-DISPUTE ARBITRATION CLAUSE THAT MAY BE ENFORCED BY THE PARTIES. By signing the Agreement, I agree as follows:**

- 1. All parties to this Agreement are giving up the right to sue each other in court, including the right to a trial by jury, except as provided by the rules of the arbitration forum in which a claim is filed.**
- 2. Arbitration awards are generally final and binding; a party's ability to have a court reverse or modify an arbitration award is very limited.**
- 3. The ability of the parties to obtain documents, witness statements and other discovery is generally more limited in arbitration than in court proceedings.**
- 4. The arbitrators do not have to explain the reason(s) for their award unless, in an eligible case, a joint request for an explained decision has been submitted by all parties to the panel at least 20 days prior to the first scheduled hearing date.**
- 5. The panel of arbitrators will typically include a minority of arbitrators who were or are affiliated with the securities industry.**
- 6. The rules of some arbitration forums may impose time limits for bringing a claim in arbitration. In some cases, a claim that is ineligible in arbitration may be brought in court.**
- 7. The rules of the arbitration forum in which the claim is filed, and any amendments thereto, shall be incorporated into this Agreement.**

**Any controversy arising out of or relating to any of my Account(s) from its inception, business, transactions or relationships I have now, had in the past or may in the future have with Edward Jones, its current and/or former officers, directors, partners, agents, affiliates and/or employees, this Agreement, or to the breach thereof, or transactions or**

**accounts maintained by me with any of Edward Jones' predecessor or successor firms by merger, acquisition or other business combinations shall be settled by arbitration in accordance with the FINRA Code of Arbitration Procedure rules then in effect. My demand for arbitration shall be made within the time prescribed by those rules and will be subject to the applicable state or federal statutes of limitations as though filed in court. Judgment upon any award rendered by the arbitrators may be entered in any court having jurisdiction thereof.**

**To the extent permitted by law, the exclusive jurisdiction for any such controversy that is not arbitrable under this Agreement shall be the Circuit Court of St. Louis County, State of Missouri or the United States District Court for the Eastern District of Missouri, and I consent to the jurisdiction of such courts.**

- (b) Class Actions. No person shall bring a putative or certified class action to arbitration, nor seek to enforce any pre-dispute arbitration agreement against any person who has initiated in court a putative class action, or who is a member of a putative class who has not opted out of the class with respect to any claims encompassed by the putative class action until: (i) the class certification is denied; (ii) the class is decertified; or (iii) the customer is excluded from the class by the court. Such forbearance to enforce an agreement to arbitrate shall not constitute a waiver of any rights under this Agreement except to the extent stated herein.**

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## Privacy Notice

Facts	What does Edward Jones do with your personal information?
Why?	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.
What?	<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>
How?	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

**Questions?** Call (800) 803-3333 or go to [www.edwardjones.com/privacy](http://www.edwardjones.com/privacy)

## Who we are

### Who is providing this notice?

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.; Edward Jones Trust Company; and Edward Jones SBL, LLC.

## What we do

### How does Edward Jones protect my personal information?

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.

### How does Edward Jones collect my personal information?

We collect your personal information, for example, when you:

- Open an account or give us your contact information
- Seek advice about your investments or tell us about your investment or retirement portfolio
- Enter into an investment advisory contract

We also collect your personal information from others, such as credit bureaus, affiliates or other companies.

### Why can't I limit all sharing?

Federal law gives you the right to limit only:

- Sharing for affiliates' everyday business purposes – information about your creditworthiness
- Affiliates from using your information to market to you
- Sharing for nonaffiliates to market to you

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.

## Definitions

### Affiliates

Companies related by common ownership or control. They can be financial and nonfinancial companies.

- *Our affiliates include companies with a name that contains "Edward Jones" or "EDJ" and financial companies such as Edward D. Jones & Co., L.P.; Olive Street Investment Advisers, LLC; Passport Research, Ltd.; and Edward Jones Trust Company.*

### Nonaffiliates

Companies not related by common ownership or control. They can be financial and nonfinancial companies.

- *Edward Jones does not share with nonaffiliates so they can market to you.*

### Joint marketing

A formal agreement between nonaffiliated financial companies that together market financial products or services to you.

- *Our joint marketing partners include a company that offers Edward Jones-branded credit cards.*

**Other important information**

<b>California residents</b>	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.
<b>Nevada residents</b>	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.
<b>Vermont residents</b>	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.

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## Revenue Sharing Disclosure

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Edward D. Jones & Co., L.P. (“Edward Jones”) is a registered broker-dealer and investment adviser in the United States and is wholly owned by the Jones Financial Companies, L.L.L.P. (“JFC”). Edward Jones receives payments known as revenue sharing from certain mutual fund companies, 529 plan program managers and insurance companies (collectively referred to as “product partners”). Virtually all of Edward Jones’ transactions relating to mutual funds, 529 plans and annuity products involve product partners who pay revenue sharing to Edward Jones. We do not receive revenue sharing payments on assets within investment advisory programs. We want you to understand that Edward Jones’ receipt of revenue sharing payments creates a potential conflict of interest in the form of an additional financial incentive and financial benefit to the firm, our financial advisors and equity owners in connection with the sale of products from these product partners. For the year that ended on December 31, 2021, Edward Jones received revenue sharing payments of approximately \$313.2 million from mutual fund and 529 product partners and \$6.6 million from annuity product partners. For that same period, the total revenue of JFC and its affiliates was \$12.4 billion.

Revenue sharing, as received by Edward Jones, involves a payment from a mutual fund company’s adviser or distributor, a 529 plan program manager, or an insurance company or the entity that markets an annuity contract. It is not an additional charge to you. These payments are in addition to standard sales loads, distribution and/or service fees (12b-1 fees), expense reimbursements, and sub-transfer agent fees for maintaining client account information and for providing other administrative services for mutual funds (shareholder accounting and networking fees). These payments are also in addition to fees for maintaining technology and providing other administrative services for insurance products (inforce contract service fees).

Mutual fund and 529 plan product partners make revenue sharing payments to Edward Jones based on the value of assets under management, known as an asset-based fee. For example, if a product partner pays Edward Jones a revenue sharing payment that is 0.1% of the value of assets under management on an annualized basis and you make a \$10,000 purchase of an investment, hold it for a year, and its value remains the same, the product partner would make a \$10 payment to Edward Jones. For every subsequent year you continue to hold that \$10,000 investment in your Edward Jones account, the product partner would make another \$10 payment to Edward Jones, assuming no change in the value of your investment. Revenue sharing payments increase or decrease from year to year with changes in the value of the related assets.

Variable annuity product partners pay Edward Jones a one-time fee based on the amount of the product sold. This approach is referred to as a sales-based fee and is based on the dollar value of your initial purchase and any subsequent contributions you make to the contract. For example, if a product partner pays Edward Jones 0.25% for each dollar you invest or use to purchase a variable annuity product, if you made a \$10,000 investment, the product partner would pay Edward Jones \$25.

Edward Jones has designated many, but not all, of the product partners that pay revenue sharing to Edward Jones as strategic product partners. This designation means that Edward Jones has determined these product partners have a broad or strategically aligned spectrum of investment and annuity solutions designed to meet a variety of our client needs. Edward Jones grants strategic product partners greater access to certain information about our business practices. In addition, these product partners have frequent interactions with our financial advisors to provide training, marketing support and educational presentations. Non-strategic product partners that pay revenue sharing may receive similar treatment.

Most of the mutual funds, 529 plans and annuity products sold by Edward Jones involve strategic product partners and, as noted above, most of these product partners pay revenue sharing to Edward Jones. The names of strategic product partners are shown in bold and italics on the following revenue sharing summary tables. While Edward Jones financial advisors may sell, and our clients are free to select, funds from many mutual fund companies, we predominantly promote mutual fund strategic product partners. With regard to variable annuities, Edward Jones’ financial advisors have limited access to the products and services of insurance carriers that do not pay revenue sharing.

For additional information on a particular product partner’s payment and compensation practices, please review the applicable prospectus, statement of additional information or offering statement.

Detailed information and disclosures concerning revenue sharing received from product partners are included in the following revenue sharing summary tables.

<b>Mutual Fund Companies: Revenue Sharing Summary</b>		
<b>Paid by</b>	<b>Revenue Sharing Payment – Maximum Annual Asset Fee</b> (Based on \$10,000 of eligible Product Partner assets held by clients at Edward Jones)	<b>Total 2021 Revenue Sharing Payments Received<sup>1</sup></b>
<i>American Funds Distributors, Inc.</i>	\$3.50	\$121.8 million <sup>2</sup>
<i>BlackRock Investments, LLC</i>	\$13.00	\$11.3 million
Eaton Vance Distributors, Inc.	\$10.00	\$0.0 <sup>3</sup>
Federated Securities Corp.	\$10.00	\$0.4 million
Fidelity Distributors Company LLC	\$13.00	\$0.0 <sup>4</sup>
<i>Franklin Templeton Distributors, Inc.</i>	\$6.00	\$31.8 million
Goldman Sachs Asset Management, L.P.	\$13.00	\$2.1 million
<i>Hartford Investment Financial Services, LLC</i>	\$13.00	\$23.4 million
<i>Invesco Distributors, Inc.</i>	\$13.00	\$31.7 million
<i>John Hancock Funds, LLC</i>	\$13.00	\$11.7 million <sup>5</sup>
<i>J.P. Morgan Investment Management Inc.</i>	\$13.00	\$18.6 million
<i>Lord Abbett &amp; Co., LLC</i>	\$10.00	\$16.7 million
<i>MFS Fund Distributors, Inc.</i>	\$11.00	\$36.9 million <sup>6</sup>
Nuveen Securities, LLC	\$13.00	\$2.7 million
<i>PGIM Investments, LLC</i>	\$13.00	\$3.7 million
PIMCO Investments, LLC	\$5.00	\$0.4 million <sup>7</sup>
<b>529 Plan Program Managers: Revenue Sharing Summary</b>		
<b>Paid by</b>	<b>Revenue Sharing Payment – Maximum Annual Asset Fee</b> (Based on \$10,000 of eligible Product Partner assets held by clients at Edward Jones)	<b>Total 2021 Revenue Sharing Payments Received<sup>1</sup></b>
<i>American Funds Distributors, Inc.</i>	\$3.50	\$__ <sup>2</sup>
<i>MFS Fund Distributors, Inc.</i>	\$11.00	\$__ <sup>6</sup>
<b>Annuity Product Providers: Revenue Sharing Summary</b>		
<b>Paid by</b>	<b>Revenue Sharing Payment – Maximum Annual Sales Fee</b> (Based on \$10,000 of eligible Product Partner assets purchased by clients at Edward Jones)	<b>Total 2021 Revenue Sharing Payments Received<sup>1</sup></b>
<i>American General Life Insurance Company and The United States Life Insurance Company in the City of New York</i>	\$25.00	\$2.2 million
Brighthouse Securities, LLC (formerly MetLife Investors Insurance Company Inc. and First MetLife Investors Insurance Company)	\$25.00	\$0.0
<i>Lincoln National Life Insurance Company and Lincoln Life and Annuity Co. of NY</i>	\$25.00	\$1.7 million
Nationwide Life Insurance Company	\$25.00	\$0.0 <sup>8</sup>
<i>Pacific Life &amp; Annuity Company, Pacific Life Insurance Company and Pacific Select Distributors, Inc.</i>	\$25.00	\$0.9 million
<i>Protective Life Insurance Company and Investment Distributors, Inc.</i>	\$25.00	\$1.8 million
<i>Prudential Annuities Distributors, Inc., Pruco Life Insurance Company of New Jersey and Pruco Life Insurance Company</i>	\$25.00	\$0.0
<i>Transamerica Capital, Inc.</i>	\$25.00	\$0.0

- 1 The total 2021 revenue sharing payments received have been reported under the accrual basis of accounting in conformity with generally accepted accounting principles (GAAP).
- 2 Included in the revenue denoted above, American Funds Distributors, Inc. ("American Funds") made an additional \$5 million non-asset-based revenue sharing payment to Edward Jones. For further information on these payments, see the American Funds' prospectuses. Any revenue received in connection with 529 plan assets for which American Funds is the program manager is included in the total reflected on the mutual fund companies table.
- 3 The agreement with Eaton Vance became effective April 1, 2022.
- 4 The agreement with Fidelity became effective June 1, 2022.
- 5 In addition to asset-based fees, the amounts received include fees paid by John Hancock for its participation at conferences, seminars, programs and/ or other events sponsored by Edward Jones.
- 6 Any revenue received in connection with 529 plan assets for which MFS Funds is the program manager is included in the total reflected on the mutual fund companies table. On February 23, 2022, MFS Funds agreed to cease payment of revenue sharing on 529 plan assets.
- 7 The agreement with PIMCO Investments, LLC became effective as of April 1, 2021.
- 8 The agreement with Nationwide Life Insurance Company became effective as of Feb. 7, 2022.

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