

# Understanding how we are compensated for financial services

At Edward Jones, our approach to financial services is different. By living and working in your community, our financial advisors are able to meet with you personally to discuss investment strategies and help you achieve your goals.

We've created this summary of how we are compensated because we want you to be fully aware of the costs and fees you pay, and the compensation we receive, for the products and services we provide. When we do business with you, the firm and our financial advisors benefit from fees, commissions, and other payments we receive from you and our investment providers. These financial incentives may create a conflict between Edward Jones' interests, your financial advisor's interests and your own.

We believe that the best investor is a well-informed investor. We also understand that, even with this information, investing can seem complicated and some things may be easier to talk through. So, if you have any questions after reading this summary, your branch team is always available. Just stop by, give them a call or send them a message.



























agent, your trade confirmation will display the commission you pay. If you buy a bond from our inventory or sell a bond that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation.

In addition to either a commission or markup or markdown, Edward Jones generally charges a transaction fee when you buy or sell a secondary municipal bond through our brokerage services. If the bond's principal is \$1,000 or less, you will not be charged a transaction fee.

### **What are certificates of deposit (CDs)?**

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

When you buy or sell a CD, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay. If you buy a CD from our inventory or sell a CD that we purchase directly from you, we act as a principal, and you will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation.

If you purchase a newly issued CD and we act as principal, we receive a selling concession and it is incorporated into the initial offering price. You will see the selling concession amount displayed on your trade confirmation.

### **What are United States Treasury securities (US Treasuries)?**

U.S. Treasuries are debt obligations of the U.S. government. These include bills, notes, bonds, Treasury Inflation-Protected Securities (TIPS), and savings bonds. When you buy a U.S. Treasury, you lend money to the federal government for a specified period of time. U.S. Treasury bills are short-term instruments with maturities of no more than one year. U.S. Treasury notes are intermediate- to long-term investments, typically issued in maturities of two, three, five, seven and 10 years. U.S. Treasury bonds cover terms of more than 10 years and are currently issued in 30-year maturities. Interest is paid semiannually.

We sell newly issued U.S. Treasury securities at the offering price during the initial public offering period. We receive a selling fee, which is incorporated into the initial offering price.

When you buy or sell a secondary U.S. Treasury, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay. If you buy Treasuries from our inventory or sell Treasuries that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation.

In addition to either a commission or markup or markdown, Edward Jones generally charges a transaction fee when you buy or sell secondary U.S. Treasuries through our brokerage services. If the security's principal is \$1,000 or less, you will not be charged a transaction fee.

### **What are mortgage-backed securities?**

Mortgage-backed securities are bonds or notes backed by mortgages on residential or commercial properties. When you buy a mortgage-backed security, you are purchasing an interest in pools of loans or other financial assets. As the borrowers pay off the underlying loans, you receive payments of interest and principal over time.

*Secondary mortgage-backed securities:*

- Secondary mortgage-backed securities are transactions involving previously issued securities. When you buy or sell secondary mortgage-backed securities, Edward Jones may act as either an agent or a principal. If we act as an agent, your trade confirmation will display the commission you pay, which may be up to 2% of the dollar amount you buy and up to 0.75% of the dollar amount you sell.

If you buy securities from our inventory or sell securities that we purchase directly from you, we act as a principal. You will see the markup or markdown, which is included in the price, displayed as a line item in the trade confirmation. The markup may be up to 2% of the dollar amount you buy and the markdown may be up to 0.75% of the dollar amount you sell. The price is also adjusted to reflect changes in interest rates and market prices that have occurred since we bought the security. As a result of these changes, Edward Jones can earn revenue or incur losses from buying or selling securities as principal.

In addition to either a commission or markup or markdown, Edward Jones generally charges a transaction fee when you buy or sell a secondary mortgage-backed security through our brokerage services. If the security's principal is \$1,000 or less, you will not be charged a transaction fee.

**Sales charges – You pay a sales charge (sometimes referred to as a sales load) when you purchase a mutual fund, a fund in a 529 plan or a fixed-income unit investment trust.**

### **Mutual Funds and 529 Education Savings Plans:**

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.

**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.

### **What are mutual funds?**

Mutual funds are professionally managed portfolios of securities that pool the assets of individuals and organizations to invest toward a common objective, such as current income or long-term growth. Most mutual funds carry a direct or indirect sales charge that you pay to the mutual fund company either at the time the shares are purchased (front-end charges) or on a regular basis for as long as you hold the fund (deferred sales charges). Your front-end charges may be reduced or eliminated as the amount of your investment with the mutual fund company increases above certain levels. Such reduced charges are known as breakpoint discounts.

All mutual funds carry built-in operating expenses that affect the fund's return. Examples include investment management fees, distribution and/or service fees (12b-1 fees) and mutual fund transaction fees. Details on the operating expenses are included in each fund's prospectus or offering document.

### **What is a 529 education savings plan?**

State-sponsored 529 education savings plans are designed to help finance education expenses. These plans generally carry sales charges, either front-end or deferred, based on the share class and the amount invested. Front-end sales charges typically decrease as your investment increases, based on a breakpoint schedule. Programs with deferred sales charges carry a fee if you sell investment units before a specified period of time elapses. The sales charge declines over time until it reaches zero. In addition, you may pay an annual account maintenance fee depending on the plan — typically \$0 to \$30. Generally, this fee is automatically deducted from your account and goes directly to the plan provider.



Built-in operating expenses can affect the fund's return. Examples of operating expenses include distribution and/or service fees (12b-1 fees), management fees and transaction fees. Details on the operating expenses are included in each plan's program description document.

For more information, see [edwardjones.com/529plans](http://edwardjones.com/529plans).

## Unit Investment Trusts:

With a fixed income unit investment trust 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.

### What is a Unit Investment Trust (UIT)?

A UIT is an investment in a fixed, diversified group of professionally selected securities. As a holder of a unit trust, you own a portion of the securities in the trust. You typically pay either a front-end sales charge or a combination of front-end and deferred sales charges. We receive a portion of that sales charge from the provider sponsoring the UIT. UITs carry built-in operating expenses that affect their return. Details on the operating expenses and organizational fees are included in each UIT's prospectus.

More detailed cost and expense information for each specific product 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.

### 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 trade confirmation, product prospectus, statement of additional information, offering statement, annuity contract or plan information or by speaking with your financial advisor.

### Annuities

You may be able to purchase various types of fixed, variable, deferred income and immediate annuities within your Select Account. For information about each type of annuity product, including information about the costs and how Edward Jones and your financial advisor are paid, see the following sections:

- [Fixed Annuities](#)
- [Variable Annuities](#)
- [Immediate Annuities](#)
- [Deferred Income Annuities](#)

## Insurance

You may be able to purchase various types of insurance products within your Select Account. For information about each type of insurance product, including information about the costs and how Edward Jones and your financial advisor are paid, see the following sections:

- [Disability Income Insurance](#)
- [Life Insurance](#)
- [Long-term Care Insurance](#)

## 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 product prospectus, statement of additional information, or offering statement, or by speaking with your financial advisor.

## 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 [edwardjones.com/accountfees](https://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, consult your financial advisor or visit [edwardjones.com/disclosures/account-features-service-terms/saving-spending-borrowing](https://edwardjones.com/disclosures/account-features-service-terms/saving-spending-borrowing).

## C. Additional compensation for our services in a Select Account

### Edward Jones Money Market Fund

Edward Jones receives revenue in connection with services it performs for the Edward Jones Money Market Fund and in connection with its ownership of the Fund's investment adviser. Your financial advisor does not directly receive any portion of the revenue sharing, shareholder accounting fees, revenue from Edward Jones' ownership of the Edward Jones Money Market Fund's investment adviser or inforce contract service payments received by Edward Jones. However, the revenue that Edward Jones receives from these sources affects the firm's overall profitability and thus may affect any branch bonus your financial advisor receives.

### 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. For information about revenue sharing, see [edwardjones.com/revenuesharing](https://edwardjones.com/revenuesharing).

## Inforce contract service fees

Edward Jones has entered into inforce contract service agreements with certain insurance companies to support certain issued and outstanding insurance contracts. For information about inforce contract service fees, see [edwardjones.com/revenuesharing](https://edwardjones.com/revenuesharing).

## Shareholder accounting fees

Edward Jones has entered into shareholder accounting 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 provide certain services for the mutual fund companies. The mutual funds available in your Select Account involve product partners that pay shareholder accounting fees to Edward Jones. For more information regarding shareholder accounting fees that Edward Jones receives, see [edwardjones.com/revenuesharing](https://edwardjones.com/revenuesharing).

## D. How Edward Jones and your financial advisor are compensated for your Select Account

**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 accounts 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, volume concessions, inforce contract service agreements and training and marketing expenses.

**How your financial advisor is compensated for financial services** – In your brokerage 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 Award 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.

Associate financial advisors receive a base salary as well as a branch profitability bonus, which varies based on revenue the branch earns through the activities described above. Associates who serve in an associate financial advisor capacity do not receive variable direct compensation based upon your activity, such as any commissions or fees you pay.

## **E. Conflicts of interest associated with the firm and your financial advisor's recommendations in your Select Account**

When we provide you with a recommendation regarding securities transactions or investment strategies involving securities in a Select Account, we must act in your best interest, within the meaning of Regulation Best Interest, and must not put our interests ahead of yours. The way the firm generates revenue in a Select Account 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 the firm and your financial advisor's recommendations, it is also important that we disclose the material facts regarding these conflicts.

For material information regarding these conflicts, please see the following resources or talk to your financial advisor:

**Client Relationship Summary:** [edwardjones.com/FormCRS](https://edwardjones.com/FormCRS)

**Important Information About Our Brokerage Services:** [edwardjones.com/regbidisclosures](https://edwardjones.com/regbidisclosures)

## Section 3: Our Investment Advisory services

Investment advisory services allow you to choose how involved you want to be with daily investment decisions. You may choose to delegate such decisions to investment professionals or choose a more hands-on approach. The services we offer depend on which advisory program you select. For each of our advisory programs, please read the program's brochure, which describes the program and fees as well as information about our business, personnel and conflicts of interest.

### A. Our responsibilities when providing Investment Advisory services

Federal and state securities laws set forth our responsibilities when providing Investment Advisory services to you. These include that we:

- Obtain important information to help complete a client profile, which forms the basis of Edward Jones' and your financial advisor's investment advice, before investing in your investment advisory account. This includes your goal or purpose for investing, risk tolerance(s).
- As your investment adviser, act in your best interest and not put our interest ahead of yours.
- Disclose or avoid material conflicts between our interests and yours.
- Provide investment advice and recommendations that will have a reasonable, independent basis, and we will execute trades so that your total cost or proceeds in each transaction are the most favorable under the circumstances.
- Provide advisory services only pursuant to a written agreement with you.

### What is your financial advisor's role when providing Investment Advisory services?

Your financial advisor helps you identify your financial situation and investment objectives to assess the type of advisory program that may be appropriate for you. Then, your financial advisor discusses the type of advisory program that may fit you based on your investment objectives and any reasonable restrictions you may impose. Your financial advisor serves as your key relationship contact for all of your Edward Jones accounts.

### B. Material fees and costs you pay for Investment Advisory services

#### Advisory Solutions Fund Models and Advisory Solutions UMA Models

When you invest in an Edward Jones Advisory Solutions Fund Model, you pay asset-based fees — the Program Fee and Portfolio Strategy Fee (if applicable) — to Edward Jones (collectively, the "Advisory Solutions Fund Models Fee"). When you invest in an Advisory Solutions UMA Model, you pay asset-based fees — the Program Fee, Portfolio Strategy Fee, and SMA Manager Fees to Edward Jones (collectively, the "Advisory Solutions UMA Models Fee"). The Program Fee is charged for certain investment advisory services, including initial and ongoing analysis of your investment needs and objectives, periodic consultations, evaluation and selection of investments for the program, Edward Jones investment policy guidance and services to keep your account aligned with such guidance, periodic performance reporting, custody and transaction execution services. The Portfolio Strategy Fee is charged for discretionary management of your portfolio model, including services related to model construction and active model management and other related discretionary services provided by Edward Jones. Benefit Plan accounts (as defined in the applicable Client Services Agreement and Brochure) participating in Advisory Solutions Fund Models prior to June 1, 2018, do not pay the Portfolio Strategy Fee.

The Advisory Solutions Fund Models and Advisory Solutions UMA Models Fees are based on the market value of all assets held in your account and are assessed monthly, in arrears. The Program Fee and Portfolio Strategy Fee are based on annual tiered fee rate schedules. As the value of the assets in your account increases or decreases, you are charged according to the tiered fee rate schedules. Annual SMA Manager Fee rates are assessed based on the target allocation of assets associated with each SMA Manager in your account. SMA Manager annual fee rates are based on the target allocation of assets associated with SMA Managers in your account. The exact SMA Manager Fee rates depend on the Program Investment of the SMA Manager(s) included in your account. Advisory Solutions Fund Models and Advisory Solutions UMA Models accounts are subject to a \$10 minimum monthly fee. Affiliated mutual funds will be sub-advised for investment management by multiple sub-advisers who are unaffiliated with Edward Jones.

If your account invests in affiliated mutual funds, the investment adviser to the mutual funds will be an affiliate of Edward Jones. If your account invests in such an affiliated mutual fund and the mutual fund pays Edward Jones or its affiliate a management or other fee with respect to the investment, the amounts received by Edward Jones and its affiliates will first be used to compensate the affiliated mutual fund's sub-advisers and certain other service providers. Remaining amounts, if any, that are not otherwise waived by Edward Jones or its affiliate will be credited back to your account.

You also incur internal fees and expenses associated with the mutual funds and ETFs in your account.

## **Guided Solutions Flex Accounts and Guided Solutions Fund Accounts**

When you invest in a Guided Solutions Fund or Flex Accounts, you pay an asset-based fee — the Program Fee — to Edward Jones. The Program Fee is charged for certain investment advisory services, including initial and ongoing analysis of your investment needs and objectives, periodic consultations, evaluation and selection of investments for the program, Edward Jones investment policy guidance and services to keep your account aligned with such guidance, periodic performance reporting, custody and transaction execution services. Mutual funds, ETFs and UITs have internal fees and expenses, in addition to the Program Fee.

The Program Fee is based on the market value of all assets held in your account and is assessed monthly, in arrears, based on annual tiered fee rate schedule. As the value of the assets in your account increases or decreases, you are charged according to the tiered fee rate schedule. Guided Solutions Fund Accounts and Guided Solutions Flex Accounts are subject to a \$10 minimum monthly fee (certain account types with an initial investment of less than \$5,000 are subject to a \$4 minimum monthly fee until the account value exceeds \$5,000).

## **C. How your financial advisor is compensated for Investment Advisory services**

Your financial advisor receives a portion of the Program Fee as a form of compensation.

Your financial advisor may also receive additional variable cash and non-cash compensation as described in the introduction of the document in greater detail, which is based in part upon activity in your investment advisory accounts through new asset accumulation bonuses, branch profitability bonuses, firm profit sharing, awards and recognition, and participation in our domestic and international travel awards program (or cash in lieu of travel).



Below is a description of each program type for which your financial advisor is compensated.

Program Type	What is this account?
Edward Jones Advisory Solutions® Fund Models	A wrap fee program in which you can combine multiple investments into a single advisory account. Advisory Solutions Fund Models will invest in various allocations of affiliated mutual funds, unaffiliated mutual funds, exchange-traded funds (ETFs) and unaffiliated money market funds.
Edward Jones Advisory Solutions® Unified Managed Account (UMA) Models	<p>A wrap fee program in which you may combine multiple investments into a single advisory account. UMA Models offers multi-style investment services implemented by an investment adviser (“Overlay Manager”).</p> <p>Investments available in Advisory Solutions UMA Model include separately managed allocations (SMAs) which are managed or recommended by one or more investment advisers (“SMA Managers”), affiliated mutual funds, unaffiliated mutual funds and ETFs.</p>
Edward Jones Guided Solutions® Flex Account	<p>A client-directed wrap fee advisory program designed to provide you with ongoing investment advice, guidance and services for an asset-based fee.</p> <p>With a Flex Account, you select the investments for your account and allocate your money according to guidelines developed by Edward Jones.</p>
Edward Jones Guided Solutions® Fund Account	<p>A client-directed wrap fee advisory program designed to provide you with ongoing investment advice, guidance and services for an asset-based fee.</p> <p>You can rebalance your account monthly but can make changes to your investments more frequently.</p> <p>Edward Jones will automatically rebalance your allocations once a year to help ensure your account stays in line with your risk tolerance and goals.</p>

Program Type	Your Investment Choices
Edward Jones Advisory Solutions® Fund Models	Mutual funds and/or ETFs
Edward Jones Advisory Solutions® Unified Managed Account (UMA) Models	Mutual funds, ETFs and/or separately managed allocations (professionally managed individual stocks and bonds)
Edward Jones Guided Solutions® Flex Account	Mutual funds, ETFs and stocks. Bonds and CDs are also available for accounts of \$50,000 or more.
Edward Jones Guided Solutions® Fund Account	Mutual Funds and ETFs

Program Type	Your Costs & Fees
<b>Edward Jones Advisory Solutions® Fund Models</b>	<p>Program Fee begins at 1.35% and the Portfolio Strategy Fee begins at 0.09%. These fees are tiered so additional invested assets are subject to lower fees.</p> <p>Mutual funds and ETFs also have internal fees and expenses.</p>
<b>Edward Jones Advisory Solutions® Unified Managed Account (UMA) Models</b>	<p>Program Fee begins at 1.35% and the Portfolio Strategy Fee begins at 0.19%. These fees are tiered so additional invested assets are subject to lower fees.</p> <p>SMA Manager annual fee rates generally range from 0.15% to 0.40%, based on the target allocation of assets associated with the Program Investment of the SMA Manager(s) included in your account.</p> <p>Mutual funds and ETFs also have internal fees and expenses.</p>
<b>Edward Jones Guided Solutions® Flex Account</b>	<p>Program Fee begins at 1.35% and is tiered so additional invested assets are subject to lower fees.</p> <p>Mutual funds and ETFs have internal fees and expenses, in addition to the Program Fee.</p>
<b>Edward Jones Guided Solutions® Fund Account</b>	<p>Program Fee begins at 1.35% and is tiered so additional invested assets are subject to lower fees.</p> <p>Mutual funds and ETFs have internal fees and expenses, in addition to the Program Fee.</p>

Program Type	Your Cost & Fees in Dollars
<b>Edward Jones Advisory Solutions® Fund Models</b>	<p><b>Example: You have \$700,000 to invest in the Advisory Solutions Fund Model.</b></p> <p>The total Program Fee based on \$700,000 investment is:            First \$250,000: <math>.0135 \times \\$250,000 = \\$3,375</math>            Next \$250,000: <math>.0130 \times \\$250,000 = \\$3,250</math>            Next \$200,000: <math>.0125 \times \\$200,000 = \\$2,500</math>  <b>Estimated Annual Fee: \$9,125</b></p> <p>The total Portfolio Strategy Fee on the \$700,000 investment is:            First \$250,000: <math>.0009 \times \\$250,000 = \\$225</math>            Next \$250,000: <math>.0009 \times \\$250,000 = \\$225</math>            Next \$200,000: <math>.0009 \times \\$200,000 = \\$160</math>  <b>Estimated Annual Portfolio Strategy Fee: \$610</b>  <b>Estimated Total Advisory Solutions Fund Models Fee (Program Fee + Portfolio Strategy Fee): <math>\\$9,735 / \\$700,000 = 1.39\%</math></b>            Mutual funds and ETFs have internal fees and expenses, in addition to the Advisory Solutions Fund Models Fee.</p>



Program Type	Your Cost & Fees in Dollars
<p><b>Edward Jones Advisory Solutions® Unified Managed Account (UMA) Models</b></p>	<p><b>Example: You have \$700,000 to invest in the Advisory Solutions UMA Model.</b></p> <p>The total Program Fee based on \$700,000 investment is:            First \$250,000: <math>0.0135 \times \\$250,000 = \\$3,375</math>            Next \$250,000: <math>0.0130 \times \\$250,000 = \\$3,250</math>            Next \$200,000: <math>0.0125 \times \\$200,000 = \\$2,500</math>  <b>Estimated Annual Program Fee: \$9,125</b></p> <p>The total Portfolio Strategy Fee on the \$700,000 investment is:            First \$250,000: <math>0.0019 \times \\$250,000 = \\$475</math>            Next \$250,000: <math>0.0019 \times \\$250,000 = \\$475</math>            Next \$200,000: <math>0.0018 \times \\$200,000 = \\$360</math>  <b>Estimated Annual Portfolio Strategy Fee: \$1,310</b>  <b>Estimated Total Advisory Solutions UMA Models Fee (Program Fee + Portfolio Strategy Fee): \$10,435 / \$700,000 = 1.49%</b>            Mutual funds and ETFs have internal fees and expenses, in addition to the Advisory Solutions UMA Models Fee. Additionally, SMA Manager annual fee rates are based on the target allocation of assets associated with SMA Managers in your account.</p>
<p><b>Edward Jones Guided Solutions® Flex Account</b></p>	<p><b>Example: You have \$700,000 to invest in the Guided Solutions Flex account.</b></p> <p>The total Program Fee based on \$700,000 investment is:            First \$250,000: <math>0.0135 \times \\$250,000 = \\$3,375</math>            Next \$250,000: <math>0.0130 \times \\$250,000 = \\$3,250</math>            Next \$200,000: <math>0.0125 \times \\$200,000 = \\$2,500</math>  <b>Estimated Annual Program Fee: \$9,125</b>  <b>\$9,125 / \$700,000 = 1.30%</b>            Mutual funds and ETFs have internal fees and expenses, in addition to the Program Fee.</p>
<p><b>Edward Jones Guided Solutions® Fund Account</b></p>	<p><b>Example: You have \$700,000 to invest in the Guided Solutions Fund account.</b></p> <p>The total Program Fee based on \$700,000 investment is:            First \$250,000: <math>0.0135 \times \\$250,000 = \\$3,375</math>            Next \$250,000: <math>0.0130 \times \\$250,000 = \\$3,250</math>            Next \$200,000: <math>0.0125 \times \\$200,000 = \\$2,500</math>  <b>Estimated Annual Program Fee: \$9,125</b>  <b>\$9,125 / \$700,000 = 1.30%</b>            Mutual funds and ETFs have internal fees and expenses, in addition to the Program Fee.</p>

## D. Edward Jones Retirement Plan Services

### What is Edward Jones Retirement Plan Services?

Certain employer-sponsored retirement plans are covered under the Employee Retirement Income Security Act of 1974 (“ERISA”). This law covers qualified plans that incorporate both the pertinent Internal Revenue Code provisions and labor law provisions. Edward Jones Retirement Plan Services is a program that provides investment advisory services to ERISA retirement plans and their plan sponsors. The Edward Jones Retirement Plan Services program is an option for plans that allow participants to exercise independent control over the investment of their individual accounts (“Participant-Directed Plans”) and to other plans, such as defined benefit and defined contribution plans that do not allow participants to exercise control over plan investments (“Pooled Plans”). Edward Jones serves as an investment advice fiduciary at the plan level and provides educational services at both the plan and participant level, if applicable. For more information, see [edwardjones.com/advisorybrochures](https://edwardjones.com/advisorybrochures).

## Section 4: Additional financial products and account services

You have certain financial goals in mind — planning for retirement, creating a college savings strategy, managing your day-to-day expenses, protecting your financial goals. We've got the accounts and services you need to turn your goals into reality.

Below is information about additional account types, products and services that Edward Jones offers to its clients to help them achieve their goals.

### A. Annuity and insurance products

We're committed to protecting you and your financial goals. That's why we offer insurance and annuities, along with guidance for choosing which policies and investments would best provide you and your family with financial resources in the event of the unexpected.

The sections below offer information about those products, and how Edward Jones and your financial advisor are compensated.

#### Fixed Annuities

##### What is a fixed annuity?

A fixed annuity is a contract issued by an insurance company that pays specific rates of interest for a predetermined period of time, subject to the insurance company's conditions and ability to meet obligations. You do not pay a front-end sales charge when you purchase a fixed annuity, but you may pay a contingent deferred sales charge (CDSC) to the insurance company if you liquidate the contract before the end of a certain period of time. The percentage amount of the CDSC usually declines over time.

Typically, you do not pay any sales charges or annual operating expenses when you purchase a fixed annuity. The insurance company considers all its costs, including commissions, when determining the interest rate and CDSC. If you choose to renew your fixed annuity contract, you typically renew the CDSC schedule as well. If you liquidate your fixed annuity before the age of 59½, some or all of the surrendered value may be subject to a 10% penalty under the Internal Revenue Code. Please consult your tax advisor for further details.

Also, you may pay a market value adjustment if interest rates have risen and you request a surrender before the end of a certain period of time. There may also be an additional ongoing expense to add an optional benefit to the contract, such as an income rider.

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

The insurance company pays Edward Jones a commission at the time you pay your premium and, for some contracts, at the time of any subsequent renewal. The commission is not deducted from your initial premium or renewal amount. The insurance company considers all its costs, including commissions, when determining the interest rate you earn on your premium.

*Inforce Contract Service Fees* – Edward Jones has entered into inforce contract service agreements with certain insurance companies to support certain issued and outstanding annuity contracts. We receive payments for providing these services. For information about inforce contract service fees, see [edwardjones.com/revenuesharing](https://edwardjones.com/revenuesharing).

More detailed cost information can be found in the applicable annuity prospectus or annuity contract, or by speaking with your financial advisor.

### How is your financial advisor compensated?

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

## What is a Variable Annuity?

### What is a variable annuity?

A variable annuity is a contract issued by an insurance company, by which the insurance company invests your premium in separate accounts composed of stocks, bonds or other investments. The value of your contract will fluctuate with changes in the value of the separate accounts.

### How are we paid for our services?

The insurance company pays Edward Jones a commission at the time you make your investment and typically ongoing trail commissions.

For a new purchase of a variable annuity, you will pay a commission of 5.00% 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. Depending on the pricing structure of the variable annuity, you may pay the insurance company a premium-based charge or sales charge over a period of time, a front-end sales charge when you make an investment, and/or a contingent deferred sales charge (CDSC) if you liquidate, surrender or withdraw all or a portion of your annuity within a certain time period.

Insurance companies that issue variable annuities make ongoing payments to Edward Jones known as trail commissions. The 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. The trail commissions reduce the return from your variable annuity.

If you surrender your variable annuity before the age of 59½, some or all of the surrendered value may be subject to a 10% penalty under the Internal Revenue Code. Please consult your tax advisor for further details.

In addition to sales charges, variable annuities have ongoing operating expenses that reduce your investment returns. These expenses "pay" the insurance benefit fees, administrative fees, distribution and marketing fees, investment management fees and securities transaction fees. There may also be an additional ongoing expense to add an optional benefit to the contract, such as a withdrawal benefit or an enhanced death benefit.

*Revenue Sharing* – Certain insurance companies may pay Edward Jones additional amounts known as revenue sharing. For information about revenue sharing, see [edwardjones.com/revenuesharing](http://edwardjones.com/revenuesharing).

*Inforce Contract Service Fees* – Edward Jones has entered into inforce contract service agreements with certain insurance companies to support certain issued and outstanding annuity contracts. We receive payments for providing these services. For information about inforce contract service fees, see [edwardjones.com/revenuesharing](http://edwardjones.com/revenuesharing).

More detailed cost information can be found in the applicable annuity prospectus or annuity contract, or by speaking with your financial advisor.

## How does the pricing structure impact the sales charge and annual costs you pay?

*Premium-based Charges* – When you purchase certain variable annuities, you pay a premium based charge or sales charge over a period of time, typically seven years. The premium-based charge or sales charge is an amount equal to a fixed percentage of the amount you invest in the contract. This fixed percentage will decrease as the amount of your investment increases above certain levels. The resulting reduced charges are known as breakpoint discounts. The annual operating costs of a variable annuity with this pricing structure are typically comparable to or slightly higher than those of a variable annuity that carries a front-end sales charge. Today, Edward Jones only offers this type of variable annuity pricing structure for new purchases.

You may also pay a CDSC to the insurance company when you liquidate, surrender or withdraw all or a portion of your annuity within a certain time period, typically seven years. The CDSC will reflect breakpoint discounts and will decrease each year until it reaches zero. Edward Jones does not receive a commission or share in any CDSC assessed by the annuity provider as part of a surrender or liquidation.

*Front-end Sales Charges* – For certain variable annuities, when you make an additional contribution to your contract, you pay a front-end sales charge which is deducted from your investment amount. Generally, the amount of the sales charge, as a percentage of your investment, is reduced as the amount of your investment increases above certain levels. The reduced charges are known as breakpoint discounts. The annual operating costs of a variable annuity with this pricing structure are typically comparable or slightly lower than those of a variable annuity for which you pay a premium-based charge.

*Other Pricing Structures* – In certain circumstances, Edward Jones may hold a variable annuity you purchased before premium-based charges or front-end sales charges were available either from Edward Jones or at another firm. These annuities will have a different or unique pricing structure than those listed above. Generally, you pay a CDSC to the insurance company when you liquidate, surrender, or withdraw all or a portion of these annuities within a certain time period, typically seven years. The annual operating expenses of variable annuities with these types of pricing structure are typically higher than those of a variable annuity for which you pay a premium based charge or front-end sales charge.

## How is your financial advisor compensated?

Your financial advisor receives a percentage of the commissions and also a portion of any ongoing trail commissions paid to Edward Jones by the insurance company. The trail commissions are composed of fees and charges imposed under the variable annuity contract, the separate accounts and other sources. The total revenue that Edward Jones receives affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## Immediate Annuities

### What is an immediate annuity?

An immediate annuity is a contract issued by an insurance company that provides regularly scheduled payments, often for life, subject to the insurance company's conditions and ability to meet obligations. Such payments typically begin within a year after you pay the premium.

## How are we paid for our services?

The insurance company pays Edward Jones a commission at the time you pay the premium. Typically, you do not pay any sales charges or annual operating expenses when you purchase an immediate annuity. The insurance company considers all its costs, including commissions, when determining the amount of the payments you will receive. Other factors that determine the amount of the payments you will receive include, but are not limited to, your age, your gender and the length of time you want the payments to last.

*Inforce Contract Service Fees* – Edward Jones has entered into inforce contract service agreements with certain insurance companies to support certain issued and outstanding annuity contracts. We receive payments for providing these services. For information about inforce contract service fees, see [edwardjones.com/revenuesharing](http://edwardjones.com/revenuesharing).

More detailed cost information can be found in the applicable annuity prospectus or annuity contract, or by speaking with your financial advisor.

## How is your financial advisor compensated?

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

## Deferred Income Annuities

### What is a deferred income annuity?

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

### How are we paid for our services?

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

*Inforce Contract Service Fees* – Edward Jones has entered into inforce contract service agreements with certain insurance companies to support certain issued and outstanding annuity contracts. We receive payments for providing these services. For information about inforce contract service fees, see [edwardjones.com/revenuesharing](http://edwardjones.com/revenuesharing).

More detailed cost information can be found in the applicable annuity prospectus or annuity contract, or by speaking with your financial advisor.

### How is your financial advisor compensated?

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

## Disability Income Insurance

### What is disability income insurance?

A disability income insurance policy is a contract issued through an insurance company to provide income if a disability prevents the insured from working.

### How are we paid for our services?

Typically, the insurance company pays Edward Jones a commission at the time you pay the premium for the policy. The commission may vary depending on the insurance company issuing the policy, the coverage provided and the amount of premium paid. Your premium amount depends on the options and level of coverage you select, your age and other factors.

In most cases, the commission we receive will be a fixed percentage of your first annual premium. We also receive annual renewal commissions.

### How is your financial advisor compensated?

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

## Life Insurance

### What is life insurance?

A life insurance policy is a contract issued by an insurance company to provide funds to address the financial impacts that may result from the death of the insured.

### How are we paid for our services?

When you purchase a 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 that 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. The percentage Edward Jones receives is the same for all insurance providers we work with, and your financial advisor receives a portion of these revenues. Edward Jones also receives a portion of the premium you pay after the first year as revenue for a set number of years (generally the second through the 10th years 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 to 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.

If you choose to pay more than the required premium in order to use your insurance policy to accumulate cash value or to fund your policy in advance, we receive a lower commission on any such excess premium that you pay. If your premium is higher due to poor health or the election of certain optional contract riders, the commission we receive may be based on a target premium. There may also be an additional expense to add an optional benefit to the contract, such as a long-term care or chronic illness rider, that would be reflected in a higher premium amount.



Certain “hybrid” life insurance policies, which also provide long-term care benefits, are often funded as a single lump sum. In such cases, the commission paid to Edward Jones will be a fixed percentage of the single premium amount.

You may also pay a contingent deferred sales charge (CDSC) to the insurance company if you liquidate, surrender or withdraw all or a portion of your permanent insurance policy (one with a cash value) within a certain time period. We do not receive a commission or share in any CDSC assessed by the insurance company as part of a surrender or liquidation.

### **How is your financial advisor compensated?**

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

## **Long-term Care Insurance**

### **What is long-term care insurance?**

A long-term care insurance policy is a contract issued through an insurance company to provide payments to cover nursing home care, assisted living, home health care and/or personal or adult day care for individuals with a chronic or disabling condition that needs constant supervision.

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

Typically, the insurance company pays Edward Jones a commission at the time you pay the premium for the policy. The commission may vary depending on the insurance company issuing the policy, the coverage provided and the amount of premium paid. Your premium amount depends on the options and level of coverage you select, your age and other factors.

In most cases, the commission that Edward Jones receives for long-term care insurance is a fixed percentage of your annual premium. We also receive annual renewal commissions, typically for a period of time. In some states, insurance companies are required to pay an equal amount of commissions for a period of years.

### **How is your financial advisor compensated?**

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

## **B. Retirement and education savings services**

We offer many types of retirement accounts and can help you understand the differences, so you can choose what makes the most sense for your financial goals and investing strategy. We also offer ways to help you to save for your education savings goals as well.

The sections below offer information about these account types and services, and how Edward Jones and your financial advisor are compensated.



## Individual Retirement Accounts (IRAs)

### What is an IRA?

IRAs are designed to help you save for retirement. IRAs include traditional, Roth, SEP and SIMPLE accounts. For more information, see [edwardjones.com/retirementaccounts](https://www.edwardjones.com/retirementaccounts).

### How are we paid for our services?

Depending on which Edward Jones solution you choose to invest in, you may either be charged asset-based fees, or you will pay transaction-based fees and charges when you buy or sell investments.

When you participate in our Advisory Solutions or Guided Solutions programs, you pay asset-based fees – the Program Fee and Portfolio Strategy Fee (if applicable) to Edward Jones instead of commissions. The fee(s) are based on the market value of all assets held in your account and are assessed monthly, in arrears, based on the annual tiered fee rate schedules. If you invest in SMAs, you will pay a monthly fee to Edward Jones for the services provided by the SMA managers in your account. Edward Jones will then pay that fee directly to the SMA managers. A portion of your fees is also paid to your financial advisor. The payout level to your financial advisor will depend on the average daily total asset value of advisory assets, taking into account any discounts or fee reductions. For information about our advisory services, see [edwardjones.com/advisorybrochures](https://www.edwardjones.com/advisorybrochures).

If you choose a transaction-based solution, depending on what you buy or sell, you may pay commissions, markups or markdowns, sales charges and/or administrative fees. The investments within your IRA may also have ongoing expenses such as distribution and/or service fees (12b-1 fees), and trail and renewal commissions that reduce your investment returns. Edward Jones receives a portion of these ongoing payments. If your IRA holds mutual fund investments or variable annuities, Edward Jones receives shareholder accounting or networking fees and inforce contract service fees. For more information, see [edwardjones.com/revenuesharing](https://www.edwardjones.com/revenuesharing). At certain investment levels, typically \$1 million, your investments with an individual mutual fund or insurance product partner provider may carry no sales charges. However, in these instances, the mutual fund or insurance company will pay Edward Jones a commission on these investments. A contingent deferred sales charge will apply if you sell these investments within a certain time frame. Please see your prospectus or offering document for more information.

Your investments may also have ongoing operating expenses including investment management fees or other fees. Details on the operating expenses are in each underlying investment's prospectus or offering document.

For more information regarding additional service and miscellaneous fees for your IRA account, see the applicable Schedule of Fees for your account, available at [edwardjones.com/agreements](https://www.edwardjones.com/agreements).

### How is your financial advisor compensated?

Your financial advisor's branch receives a P&L credit for the full amount of the IRA compensation. As a result, your financial advisor's eligibility for a bonus will be positively impacted. Your financial advisor also receives a share of commissions or other fees arising from investment of the account assets. Depending on the solution you choose for your IRA, if your account holds mutual fund investments or variable annuities, Edward Jones may receive revenue sharing, networking or shareholder accounting fees or inforce contract service fees. For more information, see [edwardjones.com/revenuesharing](https://www.edwardjones.com/revenuesharing). The revenue that Edward Jones receives affects our overall profitability and thus may affect any branch bonus your financial advisor receives.

## Individual 403(b) Plans

### What is an individual 403(b) plan?

An individual 403(b) plan is a retirement plan for certain employees of public schools, employees of certain Code §501(c)(3) tax-exempt organizations and certain ministers. An individual 403(b) plan allows employees to contribute some of their salary to the plan. An employer may also contribute to the plan for its employees. For more information, see [edwardjones.com/retirementaccounts](https://edwardjones.com/retirementaccounts).

### How are we paid for our services?

With individual 403(b) plans, you pay transaction-based charges when you buy or sell investments. Depending on what you buy or sell, you may pay commissions, markups or markdowns, sales charges and/or administrative fees. Edward Jones receives a portion of these transaction-based charges.

The investments within your 403(b) plan may also have ongoing expenses such as distribution and/or service fees (12b-1 fees), trail and renewal commissions that reduce your investment returns. Edward Jones receives a portion of these ongoing payments. Your ongoing operating expenses may also include investment management fees or other fees. Details on the operating expenses are in each underlying investment's prospectus or offering document.

Transfer fees for transferring or closing accounts are also imposed when applicable. All fee information is generally disclosed in your enrollment kit.

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

### How is your financial advisor compensated?

Your financial advisor also receives a share of any transaction-based charges, distribution and/or service fees (12b-1 fees), trail and renewal commissions. As a result, your financial advisor's eligibility for a bonus will be positively impacted.

Your financial advisor's branch receives P&L credits for certain revenues, expenses and assets under care in the branch. For more information, see [Understanding How We Are Compensated for Financial Services](https://edwardjones.com/compensationdisclosure) at [edwardjones.com/compensationdisclosure](https://edwardjones.com/compensationdisclosure).

## Individual 457 Plans

### What is an individual 457 plan?

457 plans are deferred compensation plans that are available for certain state and local governments and non-governmental entities. They include eligible plans under 457(b) or ineligible plans under 457(f).

State and local government employers may offer an Internal Revenue Code ("IRC") 457(b) plan to their employees. Tax-exempt organizations may offer another type of IRC 457(b) plan to upper management and highly paid employees only. Both governmental entities and tax-exempt organizations can offer the IRC 457(f), but only to top-level employees. For more information, please see [edwardjones.com/retirementaccounts](https://edwardjones.com/retirementaccounts).

## How are we paid for our services?

With individual 457 plans, you pay transaction-based charges when you buy or sell investments. Depending on what you buy or sell, you may pay commissions, markups or markdowns, sales charges and/or administrative fees. Edward Jones receives a portion of these transaction-based charges.

The investments within your 457 plan may also have ongoing expenses such as distribution and/or service fees (12b-1 fees), trail and renewal commissions that reduce your investment returns. Edward Jones receives a portion of these ongoing payments. Your ongoing operating expenses may also include investment management fees or other fees. Details on the operating expenses are in each underlying investment's prospectus or offering document.

Transfer fees are imposed by the vendor for transferring or closing accounts or for holding assets that are not publicly traded, if applicable.

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

## How is your financial advisor compensated?

Your financial advisor's branch receives P&L credits for certain revenues, expenses and assets under care in the branch. For more information, see Understanding How We Are Compensated for Financial Services at [edwardjones.com/compensationdisclosure](https://edwardjones.com/compensationdisclosure).

Your financial advisor also receives a share of any transaction-based charges, distribution and/or service fees (12b-1 fees), trail and renewal commissions. As a result, your financial advisor's eligibility for a bonus will be positively impacted.

## Employer-sponsored group retirement plans covered under the Employee Retirement Income Security Act of 1974 ("ERISA") Plans

### What are ERISA plans?

ERISA plans are employer-sponsored retirement plans covered under ERISA. This law covers qualified plans that incorporate both the pertinent Internal Revenue Code (IRC) provisions and labor law provisions. Pension plans, profit-sharing and 401(k) plans are common types of employer-sponsored retirement plans that may be covered under ERISA. For more information regarding employer-sponsored retirement plans, see [edwardjones.com/businessowners](https://edwardjones.com/businessowners).

Pooled employer-sponsored retirement plans in transaction-based accounts may have restrictions. You may not transfer investments into these accounts or make new purchases or contributions, other than automatic purchases and reinvestment of dividend and interest payments set up prior to June 9, 2017. If you own a fixed annuity, you may not renew it in this account. For more information, contact your financial advisor.

### How are we paid for our services?

Depending on several factors, including the type of plan you have, we may charge a one-time setup fee to plans for which Edward Jones provides plan installation services and ongoing custodial services, as well as an annual recurring fee. We charge separate fees for additional activities, including adoption agreements, amendments, participant loans, benefit payments, transferring or closing accounts and holding assets that are not publicly traded, if applicable.

In addition, depending on which Edward Jones solution you choose to invest in, you will either be charged asset-based fees or you will pay transaction-based charges when you buy or sell investments. If you choose a transaction-based solution, depending on what you buy or sell, you may pay commissions, markups or markdowns, sales charges and/or administrative fees. The investments within your ERISA plan also may have ongoing expenses such as distribution and/or service fees (12b-1 fees), and trail commissions that reduce your investment returns. Edward Jones receives a portion of these ongoing payments. Your ongoing operating expenses also may include investment management or other fees. Details on the operating expenses are in each underlying investment's prospectus or offering document.

At certain investment levels, typically \$1 million, your investments with an individual product provider may carry no sales charges. However, in these instances, the mutual fund or insurance company will pay Edward Jones a commission on these investments. A contingent deferred sales charge will apply if you sell these investments within a certain time frame. Please see your prospectus or offering document for more information.

When you participate in our Advisory Solutions or Guided Solutions programs, you pay asset-based fees — the Program Fee and Portfolio Strategy Fee (if applicable) to Edward Jones instead of commissions. The fee(s) are based on the market value of all assets held in your account and are assessed monthly, in arrears, based on the annual tiered fee rate schedules. If you invest in SMAs, you will pay a monthly fee to Edward Jones for the services provided by the SMA managers in your account. Edward Jones will then pay that fee directly to the SMA managers. A portion of your fees is also paid to your financial advisor. The payout level to your financial advisor will depend on the average daily total asset value of advisory assets, taking into account any discounts or fee reductions. For information about our advisory services, see [edwardjones.com/advisorybrochures](http://edwardjones.com/advisorybrochures).

When you participate in Retirement Plan Services, you pay a Retirement Plan Services Fee to Edward Jones. The Retirement Plan Services Fee is based on the plan's included assets in the program. If the plan's included assets grow and reach certain thresholds, you are eligible for a reduction of the Retirement Plan Services Fee.

Edward Jones will not automatically increase the Retirement Plan Services Fee if included assets decrease. For this fee, Edward Jones will serve as an investment advice fiduciary at the plan level, and provide educational services at both the plan and participant level, if applicable. Your financial advisor receives a portion of the Retirement Plan Services Fee. The payout level will vary based on years of experience and the state in which the branch is located.

If your plan participates in Edward Jones Retirement Plan Services, your plan will be subject to additional fees charged by your Plan Service Provider, Investment Fiduciary and Third-party Administrator, if applicable. For more information, please contact your applicable service provider.

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

### **How is your financial advisor compensated?**

Your financial advisor's branch receives P&L credits for certain revenues, expenses and assets under care in the branch. Your financial advisor also receives a share of any transaction-based charges, asset-based fees, distribution and/or service fees, and trail commissions. As a result, your financial advisor's eligibility for a bonus will be positively impacted. Your financial advisor does not share in the incidental fees, which include the adoption agreement amendments and participant loans.

In instances where the mutual fund or insurance company pays Edward Jones a commission for purchases at certain investment levels, typically \$1 million, your financial advisor will receive a portion of the commission.

Fee information is generally found in your account agreement and Schedule of Fees, available at [edwardjones.com/retirementaccounts](https://edwardjones.com/retirementaccounts).

The revenue that Edward Jones receives affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

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

### What are non-ERISA employer-sponsored retirement plans?

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

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

### How are we paid for our services?

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

If you choose a transaction-based solution, depending on what you buy or sell, you may pay commissions, markups or markdowns, sales charges and/or administrative fees. The investments within your non-ERISA plan may also have ongoing expenses such as distribution and/or service fees (12b-1 fees), trail and renewal commissions that reduce your investment returns. Edward Jones receives a portion of these ongoing payments.

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

At certain investment levels, typically \$1 million, your investments with an individual product provider may carry no sales charges. However, in these instances, the mutual fund or insurance company will pay Edward Jones a commission on these investments. A contingent deferred sales charge will apply if you sell these investments within a certain time frame. Please see your prospectus or offering document for more information.

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

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



## How is your financial advisor compensated?

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

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

## Owner-only 401(k) Plans

### What are owner-only 401(k) plans?

Owner-only 401(k) plans are plans certain business owners may use to save for retirement. Owner-only 401(k) plans are a type of "one-person" 401(k). Owner-only 401(k) plans may be appropriate for owner-only businesses with no eligible employees, other than business owner(s) and their spouse(s). An owner-only 401(k) plan may be set up by business types such as a sole proprietorship, partnership, limited liability company (LLC), corporation (S or C) or nonprofit organization.

### How are we paid for our services?

We charge a one-time setup fee of \$150 for plans for which Edward Jones provides plan installation services and ongoing custodial services, as well as an annual recurring fee of \$30. We charge separate transaction fees for additional activities, including adoption agreement amendments, participant loans, benefit payments, transferring or closing accounts and holding assets that are not publicly traded, if applicable. A complete list of fees can be found in the Schedule of Fees within your applicable account agreement.

In addition, depending on which Edward Jones solution you choose to invest in, you may either be charged asset-based fees, or you will pay transaction-based fees and charges when you buy or sell investments. If you choose a transaction-based solution, depending on what you buy or sell, you may pay commissions, markups or markdowns, sales charges and/or administrative fees. In addition, you pay transaction-based fees on the purchase or sale of certain equity and fixed income products. The investments within your owner-only 401(k) plan may also have ongoing expenses such as distribution and/or service fees (12b-1 fees), and trail and renewal commissions that reduce your investment returns. Edward Jones receives a portion of these ongoing payments. Your ongoing operating expenses may also include investment management fees or other fees. Details on the operating expenses are in each underlying investment's prospectus or offering document. If your plan holds mutual fund investments or variable annuities, Edward Jones receives shareholder accounting or networking fees and enforce contract service fees. For more information, see [edwardjones.com/revenuesharing](https://edwardjones.com/revenuesharing).

At certain investment levels, typically \$1 million, your investments with an individual product partner provider may carry no sales charges. However, in these instances, the mutual fund or insurance company will pay Edward Jones a commission on these investments. A contingent deferred sales charge will apply if you sell these investments within a certain time frame. Please see your prospectus or offering document for more information.

## How is your financial advisor compensated?

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

For more information, please see your account agreement or contact your financial advisor. The revenue that Edward Jones receives affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## 529 Education Savings Plans

### What is a 529 education savings plan?

529 education savings plans are state-sponsored programs designed to help finance education expenses. For more information, see [edwardjones.com/529plans](http://edwardjones.com/529plans).

### How are we paid for our services?

Edward Jones works with product partners to offer 529 plans. These plans generally carry sales charges, either front-end or deferred, based on the share class and the amount invested. We receive a portion of your front-end or deferred sales charge.

Front-end sales charges typically decrease as your investment increases, based on a breakpoint schedule. Programs with deferred sales charges carry a fee if you sell investment units before a specified period of time elapses. The sales charge declines over time until it reaches zero. In addition, you may pay an annual account maintenance fee depending on the plan — typically \$0 to \$30. Generally, this fee is automatically deducted from your account and goes directly to the plan provider.

529 plans carry built-in operating expenses that affect the fund's return. Examples of operating expenses include distribution and/or service fees (12b-1 fees), management fees, networking fees and transaction fees. Details on the operating expenses are included in each plan's program description document.

Some product partners may also make payments to Edward Jones for revenue sharing and/or shareholder accounting. For more information, see [edwardjones.com/revenuesharing](http://edwardjones.com/revenuesharing).

If you choose to close your account, you may pay the fund company a termination fee as detailed in the plan's program description. Edward Jones and your financial advisor do not receive a portion of this fee.

### How is your financial advisor compensated?

Your financial advisor receives a percentage of the sales charge received by Edward Jones. Your financial advisor also receives a portion of any ongoing payments, called distribution and/or service fees (12b-1 fees) paid to Edward Jones.

Certain 529 plan providers and some fund companies pay Edward Jones revenue sharing payments on assets in 529 plans. Revenue that Edward Jones receives from revenue sharing, networking and shareholder accounting fees affects our overall profitability and thus may affect any branch bonus your financial advisor receives.

## C. Cash management, credit and additional services we offer

We offer a variety of convenient services designed to help you manage your cash and credit needs.

### Edward Jones Insured Bank Deposit Program

#### What is the Edward Jones Insured Bank Deposit Program?

The Edward Jones Insured Bank Deposit Program is an interest-bearing spending and savings solution that provides Federal Deposit Insurance Corporation (FDIC) coverage. The coverage is provided by transferring available cash balances in your Edward Jones account into deposit accounts at banks insured by the FDIC.

For more information, see [edwardjones.com/disclosures/account-features-service-terms/saving-spending-borrowing](https://edwardjones.com/disclosures/account-features-service-terms/saving-spending-borrowing). Interest rates are available on Edward Jones' website at [edwardjones.com/rates](https://edwardjones.com/rates). For information about FDIC insurance, visit [www.FDIC.gov](https://www.FDIC.gov).

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

Banks selected for this program pay us a fee equal to a percentage of the average daily deposit balance in the deposit accounts at the bank.

The fee paid to Edward Jones by the Banks for serving as your agent may be as much as the Federal Funds Target - Upper Limit or 3.75% annually, whichever is greater. Information regarding the Federal Funds Target may be found at <https://fred.stlouisfed.org/series/DFEDTARU>.

#### How is your financial advisor compensated?

Deposits in the Edward Jones Insured Bank Deposit Program impact the branch P&L credit for client assets under care. As a result, your financial advisor's eligibility for a bonus will be positively impacted. More information is available at [edwardjones.com/disclosures/account-features-service-terms/saving-spending-borrowing](https://edwardjones.com/disclosures/account-features-service-terms/saving-spending-borrowing) or from your financial advisor.

### Free Credit Balance

#### What is a free credit balance?

The free credit balance is a portion of the account that consists of cash awaiting investment. Your free credit balances are payable on demand. You may require us to disburse the proceeds to you. Your instructions must be made during normal business hours and are subject to terms and conditions of the Account Agreement. We may, in our sole discretion, pay you interest on free credit balances, provided the funds in your account are awaiting investment. If you currently maintain free credit balances in your account solely for the purpose of receiving credit interest and don't plan to invest the funds in the future, we reserve the right to stop paying interest on those balances or to take any additional necessary action with respect to those balances. For more information, please contact your financial advisor to discuss your options. Interest rates are available on Edward Jones' website at [edwardjones.com/rates](https://edwardjones.com/rates).

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

The free credit balance portion of the account is not an investment or a permanent savings vehicle. We use free credit balances in the ordinary course of our business, subject to applicable laws, rules and



regulations. The use of free credit balances generates revenue for us, in the form of interest and income, which Edward Jones retains as additional compensation.

### **How is your financial advisor compensated?**

Your financial advisor does not receive any direct compensation from the free credit balance.

## **Edward Jones Income Manager® Account**

### **What is an Edward Jones Income Manager® account?**

An Edward Jones Income Manager® account (“Income Manager”) is an account for cash and/ or cash equivalents which allows you to consolidate income from multiple sources.

Income Manager is a cash management account that holds funds in the Edward Jones Insured Bank Deposit Program and/or Edward Jones Money Market Fund. Income Manager allows for systematic transfers of cash and/or cash alternatives from your brokerage account. An Income Manager account may not hold securities positions. For more information, please see [edwardjones.com/investment-services/account-options/cash-credit/savings-accounts](https://edwardjones.com/investment-services/account-options/cash-credit/savings-accounts).

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

We do not charge you a fee to establish Income Manager. However, we may receive account administrative fees for services utilized within Income Manager.

We receive fees from program banks for deposits in the Edward Jones Insured Bank Deposit Program. We own the investment adviser to the Edward Jones Money Market Fund. We receive compensation for the distribution and shareholder accounting services we provide for the Edward Jones Money Market Fund.

### **How is your financial advisor compensated?**

Deposits in the Income Manager account impact the branch P&L credit for client assets under care. As a result, your financial advisor’s eligibility for a bonus will be positively impacted.

## **Edward Jones Flex Funds™ Account**

### **What is an Edward Jones Flex Funds™ Account?**

An Edward Jones Flex Funds™ Account (“Flex Funds”) is a cash account, with check-writing functionality, designed for your short-term savings goals.

A Flex Funds account provides cash management through the Edward Jones Insured Bank Deposit Program and also previously offered the Edward Jones Money Market Funds. A Flex Funds account may not hold securities positions. For more information, see [edwardjones.com/investment-services/account-options/cash-credit/savings-accounts](https://edwardjones.com/investment-services/account-options/cash-credit/savings-accounts).

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

We do not charge you a fee to establish a Flex Funds account. However, we may receive account administrative or service fees for services utilized within your Flex Funds account (e.g., check reordering, stop payment).

We also receive fees from program banks for deposits in the Edward Jones Insured Bank Deposit Program. We own the investment adviser to the Edward Jones Money Market Fund. We receive compensation for the distribution and shareholder accounting services we provide for the Edward Jones Money Market Fund.

### How is your financial advisor compensated?

Your financial advisor does not receive direct compensation related to your Flex Funds account. However, deposits in the Flex Funds account impact the branch P&L credit for client assets under care. As a result, your financial advisor's eligibility for a bonus will be positively impacted if you open a Flex Funds account.

## Dollar Cost Averaging (DCA)

### What is dollar cost averaging?

DCA is a service that allows you to automatically invest a certain amount of money each month into a stock, ETF, mutual fund or an annuity. For more information, see [edwardjones.com/systematicinvesting](http://edwardjones.com/systematicinvesting).

### How are we paid for our services?

*Stocks & ETFs* – When you automatically buy stocks and ETFs, you pay 2% of the principal amount or a \$5 fee, whichever is greater. If you systematically sell out of a stock or ETF, you pay 2% of the amount you are selling or a \$5 fee, whichever is greater. Dollar cost averaging fees do not apply to Guided Flex Accounts. For example, if you invest \$1,000 per month into a stock, your DCA fee would be \$20 per month, leaving \$980 available for investment.

*Mutual Funds and Annuities* – If you systematically buy or sell a mutual fund or an annuity, you pay the price as determined by the prospectus. For more information, see [edwardjones.com/systematicinvesting](http://edwardjones.com/systematicinvesting).

### How is your financial advisor compensated?

For stocks, your financial advisor receives a percentage of the DCA fee you pay. For mutual funds and annuities purchased through the DCA service, your financial advisor receives a percentage of the sales charge, if any. Your financial advisor also receives a portion of any ongoing payments provided by distribution and/or service fees (12b-1 fees) paid to Edward Jones. Revenue that Edward Jones receives from revenue sharing, networking and shareholder accounting fees affects our overall profitability and thus may affect any branch bonus your financial advisor receives.

## Dividend and Income Reinvestment

### What is dividend and income reinvestment?

Dividend and income reinvestment is a service that allows you to automatically reinvest interest from bonds, certificates of deposit and unit investment trusts (UITs), and dividends from stocks and mutual funds, into either the same security or other investments. If you own bonds or other fixed-income investments, you can choose to automatically receive the income or reinvest into mutual funds. If you own UITs, you can choose to automatically receive the income, reinvest into the same strategy (if available), or cross-reinvest into mutual funds. With stocks, you can choose to automatically receive the

income or reinvest into the same stock or a mutual fund. For more information, see [edwardjones.com/systematicinvesting](http://edwardjones.com/systematicinvesting).

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

If you invest in stocks, you pay a 2% reinvestment fee based on the amount of income or dividends you reinvest. This means that if you reinvest \$500 into stocks per month, your fee would be \$10, leaving \$490 available for reinvestment. For most account types, these fees are waived for households with assets under care of \$250,000 or more.

If you invest into a mutual fund or an annuity, you pay the price determined by the prospectus. If you reinvest mutual fund dividends into the same mutual fund, there is no charge.

### **How is your financial advisor compensated?**

Your financial advisor's branch receives a branch P&L credit for the reinvestment fee when you reinvest into a stock. As a result, your financial advisor's eligibility for a bonus will be positively impacted. When mutual funds are purchased through reinvestment, your financial advisor receives a percentage of the sales charge, if any. Your financial advisor also receives a portion of any ongoing payments, called distribution and/or service fees (12b-1 fees) paid to Edward Jones.

Revenue that Edward Jones receives from revenue sharing, networking and shareholder accounting fees affects our overall profitability and thus may affect any branch bonus your financial advisor receives.

## **Edward Jones Mastercard® Credit Card with Loyalty Rewards**

### **What is the Edward Jones MasterCard® credit card with Loyalty Rewards?**

Edward Jones MasterCard® is a credit card. The creditor and issuer of the Edward Jones MasterCard® credit card with Loyalty Rewards® is Elan Financial Services, pursuant to a license from MasterCard International Inc.

MasterCard is a registered trademark of MasterCard International Inc. © 2016 Elan Financial Services. All rights reserved. Loyalty Rewards is a registered trademark of Edward Jones. For more information, see [edwardjones.com/disclosures/account-features-service-terms/saving-spending-borrowing](http://edwardjones.com/disclosures/account-features-service-terms/saving-spending-borrowing).

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

Edward Jones receives compensation from Elan Financial Services for the activation and initial use of the Edward Jones MasterCard®. To the extent that the Edward Jones MasterCard program produces a profit for Elan after all expenses (including Edward Jones compensation upon card activation), Edward Jones receives additional compensation equal to 50% of the program profit.

In addition, Edward Jones receives 0.01% of annual net credit card sales, defined as your total MasterCard charges minus your interest expense. For more information about the rates, fees, features and benefits associated with the use of your credit card, contact your financial advisor.

### **How is your financial advisor compensated?**

Your financial advisor and branch office administrator receive a portion of the compensation received from Elan Financial Services for the activation and initial use of the Edward Jones MasterCard®.

The total revenue that Edward Jones receives affects Edward Jones' overall profitability and thus may affect any branch bonus your financial advisor receives.

## Edward Jones Visa® Debit Card

### What is the Edward Jones Visa® debit card?

Edward Jones Visa® debit card enables you to access certain funds held in your Edward Jones Money Market Fund or in the Insured Bank Deposit Program. Charges and withdrawals using this card are debited from your account.

For more information, please see [edwardjones.com/disclosures/account-features-service-terms/saving-spending-borrowing](https://edwardjones.com/disclosures/account-features-service-terms/saving-spending-borrowing).

### How are we paid for our services?

We do not charge you a fee to establish the Edward Jones Visa® debit card. However, we may receive administrative fees for deposits tied to your debit card.

### How is your financial advisor compensated?

Your financial advisor does not receive direct compensation related to your debit card. However, deposits in the account tied to the debit card may impact the branch P&L credit for client assets under care.

## D. Margin accounts/Personal lines of credit

### Margin Accounts/Personal Lines of Credit

#### What is a margin account/personal line of credit?

Margin accounts allow you to purchase securities or take cash loans by using your margin-eligible securities as collateral. Margin accounts are governed by Regulation T, FINRA and individual brokerage house rules. For more information, see [edwardjones.com/disclosures/marginloans](https://edwardjones.com/disclosures/marginloans).

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

We charge interest when you borrow against securities held in a margin account. The interest rate is tied to the effective prime rate, as long as the prime rate is equal to or greater than 4.0%. (We have a 4.0% base interest rate.) The prime rate is the prime rate as published in The Wall Street Journal. Your interest rate is determined monthly based on the total value of your “Pricing Group,” which may include multiple accounts you and other related parties hold with Edward Jones. For more information, see [edwardjones.com/disclosures/marginloans](https://edwardjones.com/disclosures/marginloans).

#### How is your financial advisor compensated?

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’s P&L (described above). 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 the balance, instead of using available cash or new investments to pay down the loan. For more information, see [edwardjones.com/disclosures/marginloans](https://edwardjones.com/disclosures/marginloans).

## E. Edward Jones Reserve Line of Credit

### Edward Jones Reserve Line of Credit

#### What is an Edward Jones Reserve Line of Credit?

A Reserve Line of Credit (“Reserve Line”) is a securities-based loan offered by the lender, Edward Jones SBL, LLC, a non-bank affiliate of Edward Jones. It is secured by a pledged account and the assets, including securities, within that account. If your account is used as collateral to take an advance under the Reserve Line (a “Reserve Line Advance”), your account and assets within it are pledged to secure your advance, and you will not be permitted to withdraw securities or funds from your account unless sufficient collateral remains as required under Edward Jones Reserve Line of Credit Agreement.

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

Edward Jones SBL, LLC (“the lender”) will receive interest from your Reserve Line Advance and will pay Edward Jones a fee. You will pay interest charges on a Reserve Line Advance, which is based on the amount of the Reserve Line advance. The larger the amount of the Reserve Line Advance, the more revenue Edward Jones receives. Reserve Lines of Credit share the same pricing tiers and rates as margin loans.

#### How is your financial advisor compensated?

While your financial advisor does not receive direct compensation from the interest you pay on your Reserve Line Advance, it does positively impact the branch’s P&L (described above). If you need cash, we have an incentive to recommend a Reserve Line Advance instead of selling investments. Additionally, your financial advisor has an incentive to recommend that you maintain a Reserve Line Advance balance and to grow the balance, instead of using available cash or new investments to pay it down.

## Section 5: 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:

- **Edward Jones Client Relationship Summary:** [edwardjones.com/FormCRS](https://edwardjones.com/FormCRS)
- **Information About Our Brokerage Services:** [edwardjones.com/RegBldisclosures](https://edwardjones.com/RegBldisclosures)
- **Account Agreements:** [edwardjones.com/agreements](https://edwardjones.com/agreements)
- **Account Schedules of Fees:** [edwardjones.com/accountfees](https://edwardjones.com/accountfees)
- **Understanding How We Are Compensated for Financial Services:** [edwardjones.com/compensation](https://edwardjones.com/compensation)
- **Revenue Sharing, Shareholder Accounting, Inforce Contract and Unit Investment Trust Additional Compensation Disclosures:** [edwardjones.com/revenuesharing](https://edwardjones.com/revenuesharing)
- **Financial Reports:** [edwardjones.com/financialreports](https://edwardjones.com/financialreports)
- **Investment Advisory Program Account Agreements and Brochures:** [edwardjones.com/advisoryagreements](https://edwardjones.com/advisoryagreements)
- **Trust Company Information:** [edwardjones.com/trustcompany](https://edwardjones.com/trustcompany)