

How is your advisor paid?

Potential sources of Advisor income	Fee-only	Fee-based
Client paid fee based on AUM, fixed fee, hourly rate, or project-based	Yes	Yes
Insurance & Annuity Commissions paid to Fee-based advisors by Insurers - Upfront Sales Commissions - Annuity Placement Commissions - Trail Commissions	No	Yes
Mutual Fund & Exchange Traded Funds (ETF) Investment fees paid by Fund Sponsors 12b-1 Fees - Front-End Loads (Class A Shares) - Back-End Loads / Contingent Deferred Sales Charges (CDSC)	No	Yes
Transactional & Placement Commissions paid by Broker-Dealer - Trade Commissions (Ticket Charges): - Alternative Investment Placement Fees: - Markups and Markdowns on Principal Trades	No	Yes
Behind-the-Scenes Platform & Custodial payments Broker-Dealer - Revenue Sharing - Cash Sweep Income / Interest Float - Sub-Transfer Agency (Sub-TA) Fees	No	Yes
Corporate Recruiting & Transition Incentives Forgivable Loans / Transition Notes	No	Yes
Soft Dollars & Non-Cash Compensation paid by Broker-Dealer - Soft Dollar Arrangements - Wholesaler Marketing & Educational Support	No	Yes