

COMMISSION TO FEE ANALYSIS

RELATIVE ALIGNMENT WITH NEEDS & OBJECTIVES

STAY WITH COMMISSION

NEUTRAL

MOVE TO FEE BASED



CONSIDERATIONS	IMPORTANCE TO CLIENT	BEST ALIGNMENT WITH NEEDS & OBJECTIVES	DEGREE OF DIFFERENCE	WEIGHTED ALIGNMENT						
EXPECTED FREQUENCY OF TRADING	<table border="1"> <tr> <td>LOW</td> <td>MED</td> <td>HIGH</td> </tr> </table>	LOW	MED	HIGH	Fee	<table border="1"> <tr> <td>LOW</td> <td>MED</td> <td>HIGH</td> </tr> </table>	LOW	MED	HIGH	<p>Low</p>
LOW	MED	HIGH								
LOW	MED	HIGH								

In a commission-based account, each transaction may result in commissions and or trading fees. Retirement investors that expect to trade frequently may benefit from a fee-based account, whereas "buy and hold" investors, may incur lower expenses in a commission-based account. Confirm the Retirement Investor's desired level of trading and help evaluate whether a commission- or fee-based account best aligns with their needs.

ONGOING ACCOUNT MONITORING	<table border="1"> <tr> <td>LOW</td> <td>MED</td> <td>HIGH</td> </tr> </table>	LOW	MED	HIGH	Fee	<table border="1"> <tr> <td>LOW</td> <td>MED</td> <td>HIGH</td> </tr> </table>	LOW	MED	HIGH	<p>Strong</p>
LOW	MED	HIGH								
LOW	MED	HIGH								

A fee-based account includes ongoing account monitoring as part of the fee; in a commission-based account, ongoing account monitoring may not be available. Confirm the level of importance to the Retirement Investor and help evaluate whether a commission- or fee-based account best aligns with their needs.

ONGOING INVESTMENT ADVICE OR DISCRETIONARY MANAGEMENT	<table border="1"> <tr> <td>N/A</td> <td>LOW</td> <td>MED</td> <td>HIGH</td> </tr> </table>	N/A	LOW	MED	HIGH	Fee	<table border="1"> <tr> <td>LOW</td> <td>MED</td> <td>HIGH</td> </tr> </table>	LOW	MED	HIGH	<p>Moderate</p>
N/A	LOW	MED	HIGH								
LOW	MED	HIGH									

In a fee-based account, a financial professional can provide ongoing investment advice or discretionary management as part of the service for the fee charged. In a commission-based account, the financial professional may only be able to provide advice incidental to the transaction. Confirm the level of importance to the Retirement Investor and help evaluate whether a commission- or fee-based account best aligns with their needs.

AVAILABLE INVESTMENTS AND/OR PRODUCTS	<table border="1"> <tr> <td>N/A</td> <td>LOW</td> <td>MED</td> <td>HIGH</td> </tr> </table>	N/A	LOW	MED	HIGH	Comm	<table border="1"> <tr> <td>LOW</td> <td>MED</td> <td>HIGH</td> </tr> </table>	LOW	MED	HIGH	<p>Moderate</p>
N/A	LOW	MED	HIGH								
LOW	MED	HIGH									

Available products can differ based on the type of account in which they are held. For example, there are more alternative investments or variable annuities available in commission-based accounts than in fee-based accounts. Additionally, certain investments may not be available within one of the accounts. Confirm the level of importance to the Retirement Investor and help evaluate which account best aligns with their needs.

OTHER CONSIDERATIONS	<table border="1"> <tr> <td>N/A</td> <td>LOW</td> <td>MED</td> <td>HIGH</td> </tr> </table>	N/A	LOW	MED	HIGH			
N/A	LOW	MED	HIGH					

Confirm whether the Retirement Investor has other needs that are not captured above, and, if so, document them and help evaluate which account best aligns with their need(s).

COMMISSION TO FEE ANALYSIS

Analysis completed on 03/06/2023. Report generated on 03/06/2023. Analysis ID: 87763.

John Doe

DECISION FACTORS: DETAIL SUMMARY

Each consideration which had additional detail recorded to support the importance level, best alignment with needs & objectives and/or degree of difference is shown below.

ONGOING ACCOUNT MONITORING STRONG ALIGNMENT WITH FEE

INVESTOR NEEDS

- ✓ Ongoing investment monitoring.
- ✓ Ongoing education.

CURRENT ACCOUNT FEATURES

Not Applicable

ONGOING INVESTMENT ADVICE OR DISCRETIONARY MANAGEMENT MODERATE ALIGNMENT WITH FEE

INVESTOR NEEDS

- ✓ Investment advice.
- ✓ Discretionary investment management or managed accounts.

CURRENT ACCOUNT FEATURES

Not Applicable

AVAILABLE INVESTMENTS AND/OR PRODUCTS MODERATE ALIGNMENT WITH COMM

INVESTOR NEEDS

- ✓ Access to investments that are not available in the current account.

CURRENT ACCOUNT FEATURES

Not Applicable

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John Doe

NAME OF INDIVIDUAL: John Doe

INDIVIDUAL EMPLOYMENT STATUS: No

RETIREMENT INVESTOR ATTESTATION

Language truncated for sample purposes