

# Fee Disclosure

Updated as of 09/20/2024

## Guide to Fees and Services

This disclosure is being provided in accordance with the Department of Labor's 408(b)(2) fee disclosure requirements. This disclosure contains a description of services provided to the plan and/or its participants as well as sources of compensation received by Wells Fargo Advisors or its affiliates. We realize not all plans are subject to this requirement. We are providing this disclosure to all plans, regardless of our regulatory obligation, in order to provide greater transparency of our fees and services.

The terms "participant," "you," and "your" are used throughout this document to refer to the person(s) or organization(s) who engage us for the services described herein. Wells Fargo Advisors Solutions ("WFAS"), "we," "our," and "us" refer to Wells Fargo Clearing Services, LLC (referred to hereinafter as "Wells Fargo Advisors" or "WFA") together with our affiliates, including but not limited to, Wells Fargo & Company and our agents with respect to any services provided by those agents. "Affiliate" means any entity that is controlled by, controls, or is under common control with WFA. Each affiliate is a separate legal entity, none of which is responsible for the obligations of the other.

## Description of Services

Wells Fargo Advisors Solutions (WFAS) is comprised of a team of Financial Advisors who provide financial advice and recommendations, as well as account services support, through a centralized phone-based model. WFAS may help clients by providing educational assistance in connection with retirement plans. WFAS may also establish a periodic savings plan to help clients reach their retirement savings goals over time.

As a financial services company that is dually registered with the Securities and Exchange Commission (SEC) as broker-dealer and investment advisor, we can serve in either capacity with serving your retirement plan account(s). Our services and fees differ between our brokerage and investment advisory services. When we act in the capacity of a broker for your retirement plan, the primary service we provide to you is our trading capabilities for your account. While you direct trading in your brokerage account, we will implement trades at your direction. Within this type of account, we also may provide incidental services such as research reports and other similar services. If we provide brokerage services to you or the plan, we charge commissions and other related fees to each account. Commissions and other account fees are direct compensation received by us. Our current commission schedule is provided below by product type. Unless otherwise specified, the applicable commission is based on the dollar amount of the trade. Our investment advisory services are available through different relationships, including discretionary managed account programs where we, an affiliate, or a third party provide portfolio construction and management of your money; non-discretionary advisory programs where we provide investment advice but you make the ultimate investment decisions; and financial planning and consulting services. The services provided in our advisory programs are detailed in our advisory brochures. We acknowledge that we are a fiduciary as outlined in the "Retirement Accounts and Education Savings Account" section of your Wells Fargo Advisors General Account Agreement and Disclosure Document.

**Important Note:** The information included in this disclosure describes the services that we would expect to provide to you with respect to the plan. The disclosure is not intended as and does not constitute an agreement for services from WFA, and it does not create a contractual relationship or provide any type of guarantee with respect to the pricing of any services. Any future services relating to the plan would be provided in consultation with you, and they would be subject to your cooperation, and the reporting of timely and accurate information by us.

For health and welfare benefit accounts, we do not provide the following services: selection of insurance products (including dental & vision), recordkeeping services, medical management vendor, benefits administration, stop-loss insurance, pharmacy benefit management, wellness, transparency tools/vendors, group purchasing organizations preferred vendor panels, disease management vendors and products, compliance services, employee assistance programs TPA services and development or implementation of plan design.

### Investment and Insurance Products are:

- **Not Insured by the FDIC or Any Federal Government Agency**
- **Not a Deposit or Other Obligation of, or Guaranteed by, the Bank or Any Bank Affiliate**
- **Subject to Investment Risks, Including Possible Loss of the Principal Amount Invested**

Wells Fargo Advisors is a trade name used by Wells Fargo Clearing Services, LLC (WFCS), Member SIPC, a registered broker-dealer and non-bank affiliate of Wells Fargo & Company.

## Compensation

We may receive direct and indirect compensation in connection with plan accounts. Direct compensation is taken directly from the affected account. Indirect compensation is compensation paid other than directly from the account and may impact the value of the associated investment in your account. The sections below describe the direct and indirect compensation that we receive in connection with various investments that may be available to you in connection with our services. In many cases, the descriptions that follow refer to a prospectus or offering documents.

## Stocks, Rights, Warrants, and Options

Stocks, Rights, Warrants, and Options compensation is received as direct compensation, as described below.

### Commission Schedule for Stocks, Rights, Warrants, and Options

This schedule below details the commission charged to the participant and received by us for trades of stocks, rights, warrants, and options.

### Stocks/Equities, Rights, Warrants, Secondary Market Closed-End Funds (CEFs), Exchange Traded Products (ETPs), and Options

The schedule below details the maximum commission charged to you and received by us for trades of stocks/equities, rights, warrants secondary market closed-end funds (CEFs), exchange traded products (ETPs) and options transactions. Detailed information concerning your specific commission charge will be provided in your trade confirmation, which we will send you at or prior to completion of your transaction.

Principal or Options Premium Band	% of Principal
\$1 - \$4,999.99	3.90%
\$5,000 - \$9,999.99	2.90%
\$10,000 - \$49,999.99	2.15%
\$50,000 - \$99,999.99	1.50%
\$100,000 - \$249,999.99	1.20%
\$250,000 - \$499,999.99	1.00%
\$500,000 - \$999,999.99	0.85%
\$1,000,000 - \$9,999,999.99	0.70%
\$10,000,000 - \$24,999,999.99	0.35%
\$25,000,000 - \$49,999,999.99	0.20%
\$50,000,000+	0.10% (max \$1,000,000)

- Minimum is \$55, not to exceed 5% of principal value.
- Schedule price maximum is \$1,000,000.

## Payment for Order Flow

Equities & Options: WFA does not have payment for order flow agreements with other broker-dealers for executing equity orders, however we may receive payment from national stock exchanges when routing non-marketable limit orders that are subsequently executed (orders that "make" liquidity). WFA does not accept payment for equity orders executed with market makers or broker-dealer affiliates. For option orders, WFA may receive compensation for routing option orders to specific market centers for execution, and such compensation includes cash payments as well as noncash items, such as discounts, rebates, reductions, or credits against fees that would otherwise be payable in full. For additional information, please see Rule 606 Disclosure of Order Routing Information at <https://www.wellsfargoadvisors.com/disclosures/legal-disclosures.html> and reference the "Payment for Order Flow" section of your General Account Agreement and Disclosure Document.

Fixed Income: Fixed income securities could be traded for you in one or more marketplaces, including an alternative trading system ("ATS"), subject to our obligations for best execution. When we execute fixed income orders through an ATS, the current terms of usage provide for trade-related credits paid in cash to WFCS. Credits begin after executing a certain aggregate volume of trades on the ATS during the year and are paid quarterly thereafter. These credits can range from 6% to 19.75% of the aggregate revenue received by the ATS. As a result, the potential to earn credits can be an additional factor in determining where we execute fixed income orders.

## Debt Securities

For debt securities, including preferred securities and CDs, we may apply a charge (i.e. markup) of up to 3% of the amount of your secondary market transaction. Additionally, we may incur gains (or losses) on positions we hold in inventory in response to market movements or other events that impact the value of the securities we own.

## Spot Market Foreign Currency Exchange Commission Schedule for Multi-Currency Accounts

For accounts enrolled in the Multi-Currency Services Program, WFA will effect foreign currency transactions on an agency basis. WFA clients will receive the same exchange rate obtained by WFA from unaffiliated service providers; however, WFA may charge a commission (based on the following table) for completing the transaction.

Notional U.S. Dollar Transaction Value	Commission
\$0.01 to \$99,999.00	the lesser of 2.00% of U.S. dollar value or \$1,000
\$100,000 to \$249,999.99	the lesser of 1.50% of U.S. dollar value or \$2,500
\$250,000 to \$499,999.99	the lesser of 1.00% of U.S. dollar value or \$3,500
\$500,000 to \$999,999.99	the lesser of 0.50% of U.S. dollar value or \$5,000
Over \$1,000,000	the lesser of 0.25% of U.S. dollar value or \$10,000

## Mutual Funds

We currently offer over thousands of mutual funds varying in share class structure and investment style. If the plan invests in mutual funds, we may receive direct and indirect compensation in connection with such mutual fund investments, as described below.

### 12b-1/Shareholder Service Fees

Annual 12b-1 fees, also known as “trails,” are paid by the fund and paid to us out of fund assets each year for marketing and distribution expenses. These payments are subject to a distribution and servicing arrangement to cover distribution expenses and sometimes shareholder services expenses we provide on the fund's behalf. Typically, these fees range between 0.05% and 0.35% for Class A Shares and Class B Shares, and these fees can range between 0.05% and 1.00% for Class C Shares. Please note that 12b-1s and similar fees or compensation are not received or are rebated on ERISA assets held in Advisory Program accounts.

### Front-end Sales Charge Fees/Contingent Deferred Sales Charges (CDSC)

Front-end sales charge fees may be charged and paid to us when you purchase a fund. The front-end sales charge is deducted from the initial investment on certain share classes. This charge normally ranges from 0.00% to 5.75%. Some purchases may qualify for a reduced front-end sales charge due to breakpoint discounts based on the amount of transaction and rights of accumulation. In addition, some purchases may qualify for a sales charge waiver based on the type of account, and/or certain qualifications within the account (e.g., number of plan participants). You should contact a Financial Advisor if you believe your plan is eligible for sales charge waivers.

CDSC is a charge you pay upon withdrawal of money from a fund prior to the end of the fund's CDSC period. CDSC charges range from 0.00% to 5.50%. CDSC periods can range from 0 to 7 years. This charge typically only exists on share classes that do not have a front-end sales charge. It is sometimes referred to as the back-end load. CDSCs are not charged when you purchase a fund. The fee charged will depend on the share class purchased by the investor.

You can find a description of the amount and payment frequency of all fees and expenses charged and paid by the fund in the fund's prospectus. Fees and expenses disclosed in the fund's prospectus are charged against the investment values of the fund.

### Revenue Sharing

Revenue sharing fees are paid to us for providing continuing due diligence, training, operations, systems support, and marketing to Financial Advisors and participants with respect to mutual fund companies and their funds. We may receive revenue sharing from mutual fund companies in connection with your plan's assets through arrangements we have with them. Please note that revenue sharing is not paid on ERISA assets held in Advisory Program accounts.

Revenue sharing fees are usually paid by the fund's investment advisor, or an affiliate, as a percentage of our aggregate value of participant assets invested in the funds. In certain instances, revenue sharing may be paid as a percentage of annual new sales to participants, or as a combination of a percentage of new sales and a percentage of aggregate participant assets. The percentage amounts are typically established in terms of basis points, which are equal to one one-hundredth of 1%. For example, if we received 10 basis points in revenue sharing for a given fund, that would equate to receiving \$10 for each \$10,000 of total assets in participant accounts in the fund.

We receive different revenue sharing rates from each mutual fund family, and may receive different revenue sharing rates for certain funds within a particular fund family. There are also some mutual fund families who do not pay revenue sharing to us.

Mutual fund companies pay us revenue sharing compensation at an annual rate of approximately 1 to 20 basis points on aggregate participant assets and/or new sales (on a \$10,000 participant position, 20 basis points equals \$20 per year).

Certain funds may pay us a negotiated, fixed annual amount for revenue sharing, regardless of the amount of assets held in participant accounts or in new sales to participants.

For a full list of companies that pay revenue sharing to us, please see the "A Guide to Investing in Mutual Funds" available at <https://www.wellsfargoadvisors.com/disclosures/guide-to-investing.htm>. If you would like to obtain information regarding specific amounts received by us and the payer, as well as information regarding a specific mutual fund company, please contact a Financial Advisor. For more information regarding compensation that may be received from a particular fund, please reference the underlying fund prospectus.

### **Networking and Omnibus Fees**

These fees are designed to compensate us for providing varying degrees of participant account and administrative services for participant accounts holding mutual funds. In recent years, fund companies have outsourced many of these operations functions to broker-dealers such as us. The following are examples of networking and omnibus services: the processing of purchases, redemptions and exchanges; check processing; dividend reinvestments; preparation and mailing of consolidated account statements; delivery of fund proxies and shareholder materials; tax reporting; maintaining ownership records; and other sub-accounting and recordkeeping services. We are responsible for all costs associated with networking and omnibus services we perform including, but not limited to, technology and personnel.

The compensation paid for networking and omnibus services is negotiated separately with each fund company under arrangements we have with them and the amount varies depending on the fund company and each individual fund. These fees are mutually exclusive in nature, so a single mutual fund position would not be charged networking and omnibus fees, only one or the other.

There are also some mutual fund families who do not pay networking or omnibus fees to us. If a participant owns multiple funds in one fund family, we generally receive networking or omnibus compensation for each individual fund.

We may receive networking compensation based on a dollar amount per year, per participant account with an individual fund or based on a percentage of assets in a fund. Networking compensation is paid at a rate between \$2 to \$12 per year per participant position or at a rate between 5 to 10 basis points on assets (on a \$10,000 participant position, 10 basis points equals \$10 per year).

Compensation paid to us for omnibus services are generally higher than networking compensation because we are required to perform a more extensive array of services to participants and the fund for omnibus accounts.

We may receive omnibus compensation based on a dollar amount per year per participant position with an individual fund or based on a percentage of assets in a fund. Omnibus compensation is paid at a rate between \$8.50 to \$25 per year per participant position or at a rate between 2 to 30 basis points on assets, as agreed upon by the fund company and us. Depending on asset levels, basis point pricing may result in higher or lower compensation than a per position fee.

For example, \$10,000 held in a given fund might incur a per position fee up to \$25 or a basis point fee up to \$30. These fees are indirectly borne by the fund client, in that we do not bill or collect these fees from clients. Specific fund fees are disclosed in the fund prospectus and included in its expense ratio.

Please note that networking and omnibus fees are not paid on ERISA assets held in Advisory Program accounts.

For a full list of companies that pay networking and omnibus fees to us, please see the "A Guide to Investing in Mutual Funds" available at <https://www.wellsfargoadvisors.com/disclosures/guide-to-investing.htm>. If you would like to obtain information regarding specific amounts received by us and the payer per mutual fund company, please contact a Financial Advisor.

### **Data Agreement**

Wells Fargo Advisors provides sales information aggregation services for certain mutual fund families, ETP sponsors and annuity companies. These payments are not attributable to a particular account or holdings nor does the service include any information identifiable to a particular account or holding. For these services, we receive payments ranging up to \$650,000 per year. These payments are paid to and retained by us and are not directly shared with financial advisors. This presents a conflict of interest for us and our financial advisors to the extent it leads us to focus more on entities that purchase the data over those that do not.

### **Annuities**

Our annuities consist of fixed, index, and variable annuities. Under arrangements with insurance companies, we receive commissions from the insurance companies for the sale of annuities, as well as trail commissions, and they are considered indirect compensation. Commissions and trails paid to us vary by product type and may vary by insurance carrier.

For all currently offered fixed, index, and variable contract annuities, commission options range from 0.95% to 5.00%.

A select number of annuity contracts have been grandfathered and are no longer available for sale. The commission options on these contracts range from 0.00% to 8.40%, and trail commission options range from 0.00% to 1.30%. For more information regarding these types of contracts, please contact a Financial Advisor.

For certain variable annuity products, Allspring Global Investments may be utilized as an underlying investment or subadvisor on the subaccounts. Allspring Global Investment ("Allspring") is the trade name used by the asset management businesses of Allspring Global Investment Holdings, LLC. This group of companies includes Allspring Funds Management, LLC, the investment adviser to each of the mutual funds within the Allspring Global family of funds, and Allspring Funds Distributor, LLC, the principal underwriter of the Allspring Global mutual funds. It also includes Allspring Global Investments, LLC, an investment adviser to pooled investment vehicles and separately managed accounts.

Wells Fargo will have no role in the management of Allspring. However, Wells Fargo will retain less than a 10% equity ownership interest in Allspring and, for a limited period of time following the close of the sale, continue to provide research and certain non-advisory transition services to Allspring for a fee. WFCS will continue to receive compensation from Allspring for the distribution, administrative and operational services that we provide to the Allspring Global mutual funds. Additionally, WFCS and Wells Fargo Investment Institute, Inc. ("WFII") will continue to provide Allspring, for a fee, with thematic recommended lists and research regarding individual equities used by Allspring to construct portfolios for separately managed accounts that are exclusively distributed by WFCS and its related person. For a limited period of time, WFII will also continue to provide manager research to Allspring for a fee.

Wells Fargo's equity ownership in Allspring and the agreements by WFCS and its related persons to provide ongoing services and research to Allspring for a fee will provide us with a financial incentive to continue to recommend to our clients products that are managed and distributed by Allspring, including mutual funds, sweep options, and separately managed account programs. Although Allspring will not be a related person of WFCS, WFCS and its related person will continue to benefit from the sales of these products to a greater extent than the sale of other third-party products in which we do not have a similar financial interest.

For sales of variable annuities, we receive revenue sharing from the carriers on both new sales and AUM, which is considered indirect compensation. We receive up to 20 basis points for all deposits into existing contracts or newly established contracts. In addition, we currently receive between 3 and 5 basis points on AUM beginning in the 13th month. On certain grandfathered contracts that are no longer available for sale, we may receive 2.5 to 10 basis points on AUM for contracts in force greater than 13 months. For the fees above, Financial Advisors are not directly compensated from the sources mentioned, and other compensation is given to us.

For additional information regarding Annuities, please reference "A Guide to Buying Annuities" available at <https://www.wellsfargoadvisors.com/disclosures/guide-to-investing.htm>.

## Market Linked Investments Information

Market Linked Investments are comprised of both Market Linked Notes and Market Linked CDs. Market Linked Investments offered by WFA are issued by WFA affiliates and by third parties and are distributed by WFA's affiliate Wells Fargo Securities (WFS). The primary market offering fees are included in the offering price of the Market Linked Investment and are disclosed in the preliminary and final offering documents.

Market Linked Investments' primary market offering fees are comprised of WFA's sales concession (or similar fee) and a distribution expense fee for selling a Market Linked Investment and WFS' underwriting expenses and projected profit for structuring and hedging the particular offering sold. These fees are based on a general commission schedule and are considered indirect compensation. For Market Linked Investments WFA's sales concession is customarily 0.5% to 3.5% and WFA's distribution expense fee is customarily 0.075% to 0.12%. WFS' underwriting expenses and projected profit for structuring and hedging are customarily 0% to 4.75%.

Please refer to the offering documents for each individual offering for specific information regarding fees. For additional information please also see:

"A Guide to Market Linked Certificates of Deposit" and

"A Guide to Investing in Market Linked Investments" at

<https://www.wellsfargoadvisors.com/disclosures/guide-to-investing.htm>.

## Alternative Investments Information

Our Alternative Investments funds consist of Hedge Funds, Hedge Fund of Funds, Managed Futures, Private Equity, Private Real Estate and Commodity Funds. These products are comprised of third party and proprietary offerings which are available in different interests/units. Annual trails and placement fees paid to us will vary based on the particular interest or share class selected. Annual trails and placement fees are considered indirect compensation, and are paid by the issuer or manager of the fund under our agreement with them. The following section provides more detail on fees and expenses for each of the product types within the different fund types. During 2017 we revised our share classes and fees for these funds. Please note, prior to these revisions, clients may have purchased other share classes and/or incurred other fees. The fees are:

**Managed Futures/Commodities** - maximum placement fee of 2%, with a 75bps trail.

**Hedge Funds** - maximum placement fee of 2%, with a 75bps trail.

**Private Equity/Private Real Estate** - maximum placement fee of 2%, with a 85bps trail.

These fees shown above represent the maximum range of fees paid to us for each offering category. Not all individual product offerings within these categories have the same range, and investors typically incur costs that are within the specified range without going over the maximum amount listed. Please refer to the offering documents for each individual offering for specific information regarding these fees and others which may apply for a particular fund. Fund sponsors will typically notify clients of fund-initiated updates to share classes and/or fees.

We may also receive revenue sharing as indirect compensation for providing ongoing day-to-day marketing and sales support to our Financial Advisors and participants with respect to Alternative Investment providers and their funds. Revenue sharing fees are usually paid by the fund as a percentage of our aggregate value of participant assets invested in the funds. In certain instances, revenue sharing may be paid as a percentage of annual new sales to participants, or as a combination of a percentage of new sales and a percentage of aggregate participant assets. The revenue sharing fees range from 0% to 0.30%.

Wells Fargo Investment Institute, Inc. (WFII), a registered investment advisor and separate non-bank affiliate of Wells Fargo & Company, may also receive service fees or management fees depending on the structure of the fund from the fund or its manager. These fees are received in consideration of Wells Fargo Advisors or WFII sponsoring, operating, operationally supporting, and/or managing certain funds. These fees range from 0% to 2%.

Please refer to the offering documents for each individual offering for specific information regarding fees. For additional information please also see:

"A Guide to Investing in Hedge Funds,"

"A Guide to Investing in Private Equity and Private Real Estate Funds,"

"A Guide to Investing in Non-Traded Real Estate Investment Trusts/Non-Traded Business Development Companies," and

"A Guide to Investing in 1031 Exchange Programs," at

<https://www.wellsfargoadvisors.com/disclosures/guide-to-investing.htm>.

## **Investment Advisory Programs**

We offer a wide variety of Advisory Programs. Below is a listing of the Advisory Programs offered by us. Please note that not all Advisory Programs offered by us are supported in Wells Fargo Advisors Solutions.

### **Research Directed Advisory Programs**

Investment advisers selected for the following Investment Advisory Programs employ a variety of investment strategies depending on your investment objectives, financial circumstances, risk tolerance, and any restrictions you have indicated.

#### **Personalized Unified Managed Account (UMA)**

A discretionary Investment Advisory Program that offers access to institutional money managers, mutual funds, ETFs, internally managed strategies and Advisory Annuities, that offer asset allocation and a choice of investment styles.

#### **Private Advisor Network**

A discretionary separately managed Investment Advisory Program designed to give participants direct access to professional money managers and their investment services.

#### **Customized Portfolios**

The Customized Portfolios Program offers portfolios based on the investment strategies of one of our affiliates, Wells Fargo Bank, N.A., or Wells Fargo Investment Institute ("WFII"), including fixed-income strategies (Bank Managed Portfolios) and a custom option strategy (WFII Managed Portfolios).

#### **FundSource®**

A discretionary mutual fund Advisory Program that offers managed portfolios of mutual funds tied to specific investment objectives. Portfolios are constructed by the Wells Fargo Advisors Portfolio Management team from a broad array of mutual funds recommended by the Wells Fargo Investment Institute ("WFII"). You can choose a pre-defined portfolio or create a customized portfolio using recommended funds that best fit your investment goals and risk tolerance.

#### **Client Directed Advisory Program**

A non-discretionary Investment Advisory Program which includes advisory services and custodial/transaction costs in a single asset-based fee. The FA may provide information on a broad range of investment recommendations based on your investment objectives, financial circumstance, and risk tolerance. However, the client ultimately makes the investment decisions regarding what to buy, sell, and hold within the account.

#### **CustomChoice**

A non-discretionary mutual fund Advisory Program that allows investors to construct a portfolio of mutual funds, including institutional share class, no-load, and load-waived mutual funds.

#### **Asset Advisor**

A non-discretionary, participant-directed investment Advisory Program that allows you to work with your Financial Advisor to create an individualized investment portfolio.

#### **FA Directed Advisory Programs**

For the following Investment Advisory Programs, certain specially trained FAs provide investment advisory and brokerage services to your account on a discretionary basis.

### **Fundamental Choice**

A discretionary Investment Advisory Program where specially trained Financial Advisors manage participant portfolios guided by the research recommendations and collective insights of our strategists and external research firms whose services we subscribe. Each portfolio follows an investment plan customized to the participants needs and represents a blend of stocks, cash alternatives, exchange-traded funds, select closed-end funds, and allowable mutual funds.

### **Quantitative Choice**

A discretionary Investment Advisory Program where specially trained Financial Advisors act as portfolio managers for participant portfolios composed of stocks and cash. Mutual funds and individual bonds are not an eligible asset in the Quantitative Choice Program.

### **Private Investment Management (PIM)**

A discretionary Investment Advisory Program where a Financial Advisor who has met stringent criteria based on experience and expertise acts as your personal portfolio manager. As your portfolio manager, he or she actively manages your portfolio on an ongoing, discretionary basis using his or her individual investment style.

For additional information about our investment advisory services, including our indirect compensation, please read our Form ADV, Part 2A Brochure, which is available at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Advisory fees are negotiable, so each client's specific advisory fee is documented in their Program Agreement with us. Fees are billed against assets in each account.

Advisory Programs annualized standard fee is a maximum of 2.00% based on your total account value. Additionally, there could be a money manager fee in the Personalized UMA and Private Advisor Network programs. Please note that Wells Fargo Advisors Solutions only supports the Allocation Advisors and FundSource Programs. The annualized standard fee is 1.00%.

### **Unit Investment Trusts (UITs)**

Our UITs consist of Equity and Fixed-Income UITs. We are compensated in ways that vary depending on the type and terms of the UIT portfolio selected. The types of fees received by us are described below and are disclosed via the prospectus issued by the UIT provider. A Financial Advisor can provide you a copy of the most recent prospectus.

The UIT provider deducts fees as direct compensation from the proceeds available for investments for marketing and distribution expenses, which may include compensating us as described in each UIT prospectus.

#### **Equity UITs**

Sales charges and our compensation can vary according to the term of the trust. Trust terms are 13 - 15 months, 2 years, and 5 years. Maximum sales charges for these trusts are 1.85%, 2.75%, and 3.95%, respectively. Our compensation for these trusts is 1.25%, 2.00%, and 3.00%, respectively.

For certain affiliate UITs, we receive additional compensation in the form of a Licensing fee and a Sub-Supervisory fee. These are part of the max sales charge (e.g., 1.85% for a 15-month trust) but are in addition to our compensation (e.g., 1.25% for a 15-month trust). These affiliate UITs are not available for purchase in FA Directed Advisory Programs (PIM and Fundamental Choice).

See the trust prospectus for details.

#### **Fixed-Income UITs**

Sales charges and our compensation can vary according to the term of the trust. Trust terms are <5 years, 5 - 12 years, and 12+ years. Maximum sales charges for these trusts are 1.95%, 2.50%, and 3.50%, respectively. Our compensation for these trusts is 1.10%, 1.60%, and 2.60%, respectively.

See the trust prospectus for details. A UIT unit is similar to a share of a mutual fund.

For participating in the underwriting of a fixed-income UIT, the provider may also pay us a percentage of the accumulated profit that was made in purchasing the underlying bonds for the portfolio before the initial deposit date of the UIT, as well as additional per unit sales concessions. In addition, when you purchase a fixed-income UIT in the secondary market, the concession amount and rate may vary.

Volume Sales Concession may be paid to us as described in each financial-services firm's UIT prospectus. Volume Sales Concessions are additional revenue received by us based on the volume of equity and fixed-income UIT sales. These payments may be used for a number of purposes, including training and educational conferences and meetings for our Financial Advisors, as well as for conducting due diligence on the trusts.

For additional information, please see "A Guide to Investing in Unit Investment Trusts" at <https://www.wellsfargoadvisors.com/disclosures/guide-to-investing.htm>.

## **Cash Sweep Program/Bank Deposit Sweep/Other Float Compensation**

Accounts opened under your plan must provide consent, through the Self-Directed Retirement Plan Agreement (ERISA) and general account opening agreement, to use our Cash Sweep Program. Under our Cash Sweep Program, uninvested cash balances in your account are automatically swept into interest bearing deposit accounts (“Standard Bank Deposit Sweep” and “Expanded Bank Deposit Sweep”, together the “Bank Deposit Sweep Programs”) or, if available, stable-value money market mutual funds (“Money Market Funds”), or such other sweep arrangements made available to you (collectively “Cash Sweep Options”), until these balances are invested by you or otherwise needed to satisfy obligations arising in connection with your account. The Cash Sweep Program is subject to the terms and conditions of the Cash Sweep Program Disclosure Statement.

Prior to receipt of the Self-Directed Retirement Plan Agreement (ERISA) and general account opening documents, cash deposited in the Participant's account and not otherwise invested, will be held as a free credit balance and not placed in the Cash Sweep Program until written consent is provided to participate in our Cash Sweep Program. While any cash remains in free credit balance, we will retain any interest earned on assets awaiting investment or disbursement. You understand and agree that this interest (generally referred to as "float") will be retained by us as additional compensation for the provision of services with respect to the account. Such interest shall generally be a prevailing interest rate. While cash is held in free credit, we will pay the account a rate of return. The rate will be set by us, will vary over time, and will be based on prevailing business and economic conditions.

The Bank Deposit Sweep Programs consist of interest-bearing accounts at affiliated banks, unaffiliated banks, or a mix of both in our Expanded Bank Deposit Sweep program, and interest-bearing deposit accounts at two or more affiliated banks in our Standard Bank Deposit Sweep program. Each unaffiliated and affiliated bank is a depository institution regulated by bank regulatory agencies under various federal banking laws and regulations.

We, along with our affiliates, including the affiliated banks, benefit financially from cash balances held in the Bank Deposit Sweep Programs. As with other depository institutions, the profitability of the banks in the Bank Deposit Sweep Programs, including affiliated banks, is determined in large part by the difference or “spread” between the interest they pay on deposit accounts, such as Bank Deposit Sweep Programs, and the interest or other income they earn on loans, investments, and other assets. The banks in the Bank Deposit Sweep Programs pay rates of interest on deposits in the Bank Deposit Sweep Programs that are significantly less than prevailing market interest rates. The participation of the affiliated banks in the Bank Deposit Sweep Programs is expected to increase their respective deposits and, accordingly, overall profits.

Deposits in the Bank Deposit Sweep Programs from your account are not segregated from other deposit funds, so attributing an exact earnings or interest factor applicable to your account's sweep deposits is not possible. Earnings on the float (or the corresponding reduction in borrowing, depending on anticipated funding needs) depends on numerous factors such as current interest rates, Federal Funds rates, credit risk, and the duration of the particular debt instrument. We receive fees and compensation from the banks (and/or our affiliates) in the Bank Deposit Sweep Programs in connection with the Bank Deposit Sweep Programs. This compensation will be in an amount not to exceed a percentage (equivalent to Federal Funds Target plus 30 basis points (0.30%)) of the daily total deposit balances at that Affiliated Bank. For the Expanded Bank Deposit Sweep, the compensation will be a fixed fee up to 79% of Federal Funds Effective Rate multiplied by the average daily total deposit balances at each unaffiliated bank in the Expanded Bank Deposit Sweep.

We also retain any interest earned (generally at the Federal Funds rate) on cash balances awaiting disbursement, from the date of disbursement check issuance through the day before presentment, or prior to such balances being swept into your Cash Sweep Option (see the referenced cash sweep disclosure for more information about the times at which balances are swept). For additional information regarding the Bank Deposit Sweep Programs, please reference [https://www.wellsfargoadvisors.com/why-wells-fargo/products-services/account-services.htm#cash\\_sweep](https://www.wellsfargoadvisors.com/why-wells-fargo/products-services/account-services.htm#cash_sweep).

## **Training and Education**

We work closely with many product and service providers who provide training and education compensation to offset or reimburse us for costs incurred in conducting comprehensive training and educational meetings for our Financial Advisors. These meetings or events are held to educate Financial Advisors on product characteristics, business building ideas, successful sales techniques, suitability as well as various other topics. In some cases, this compensation is applied to cover costs our financial advisors incur to obtain professional designations. In addition, certain vendors provide free or discounted research or other vendor products and services, which can assist our Financial Advisors with providing services to the plan.

We offer multiple ways for product and service providers to provide training and education to our Financial Advisors. This training and education may be offered in local branch offices or in larger group settings, including at the national level. Certain product and service providers have agreed to dedicate resources and funding to provide this training and education at our nationally organized events. This commitment could lead our Financial Advisors to focus on the products offered from these product providers versus the products offered by families not providing this level of training and education support. We select the product and service providers that participate in the training and education events based on a variety of qualitative and quantitative criteria. The subset of these families that offer this support and participate in national organized training and education events may change periodically.

Likewise, from time to time, product providers will reimburse us for expenses incurred by individual branch offices in connection with conducting training and educational meetings, conferences, or seminars for Financial Advisors and participants. Also, Financial Advisors may receive promotional items, meals or entertainment or other non-cash compensation from product providers. Financial Advisors may receive a maximum value of \$100 worth of gifts from each product provider per year. In addition, Financial Advisors may receive a maximum value of \$1,000 of meals and business entertainment from each product provider per year.

Although training and education compensation is not related to individual transactions or assets held in participant accounts, it is important to understand that, due to the total number of product providers whose products are offered by us, it is not possible for all companies to participate in a single meeting or event. Consequently, those product providers that do participate in training or educational meetings, seminars, or other events gain an opportunity to build relationships with Financial Advisors; these relationships could lead to sales of that particular company's products.

We receive varying amounts of training and education compensation from companies. The training and education compensation for centrally organized events and vendor products or services may vary from \$25,000 to \$1,200,000 per company annually. There are also some companies that do not provide any training and education compensation to us.

For additional information, please see "A Guide to Investing in Mutual Funds" and "A Guide to Buying Annuities" available at <https://www.wellsfargoadvisors.com/disclosures/guide-to-investing.htm>. If you would like to obtain specific information regarding amounts received by us per product provider, please contact a Financial Advisor.

## **Fees Payable Among Related Parties**

With respect to any brokerage services provided to the plan's participants through a brokerage account, WFA performs trade execution, clearing, and other related services. A portion of the firm's compensation from the plan is paid to WFA for its services on a transaction basis in accordance with its fee schedule. Our fee schedule for these services is as follows:

The following services have fees ranging from \$7 to \$35: transaction fees (principal/agency/mutual funds), deposited/cashed item chargeback, and re-deposited item.

Please note that transaction fees do not apply to transactions in new issues or insurance products, delivery-versus-payment (DVP) accounts, automatic investment plans, or fee-based accounts (with the exception of trades involving ineligible assets). The transaction fee is charged to all other transactions, including but not limited to equities, bonds, mutual funds, UITs, and options.

The following services have fees ranging from \$30 to \$125: outgoing wire, account transfers, U.S. Treasury Auctions, no-load mutual fund accommodation, and rejection of ineligible physical certificate presented for deposit.

Please note, no-load mutual fund accommodation fees are for purchases only. They do not apply to eligible trades in fee-based accounts. Also, please note that other administrative fees may apply (check reorder fees, check copies, etc.) and are disclosed in the fee schedule.

The following services have fees that are dependent on the number of documents, securities or positions involved with the transaction: Outside investment fees cost \$250 annually per position. Physical Certificate Presentment fee of \$500 for each certificate presented for initial deposit into safekeeping.

The following services have fees that are variable: account research or document retrieval fees cost \$15 per hour and \$5 per document, with a one hour minimum. Replacing a certificate lost by the participant costs \$100 + out-of-pocket expenses. For physical certificate issuance, the actual fee charged to us and passed along to the participant cost a minimum of \$500. Deposit/Withdrawal At Custodian fees are \$250 per occurrence. This fee applies only to transactions delivering shares from Wells Fargo Advisors to the custodian.

Please note that if you maintain accounts with Wells Fargo Bank, assets in those accounts are not included in your Wells Fargo Advisors household relationship and are not covered in this fee disclosure.

For more information regarding our affiliates, please reference each applicable product's Guide to Buying, within the product area sections above.

For more information regarding account fees for brokerage services, please reference [Annual and Operational Fees](#).

## **Trade Corrections**

WFA processes trade instructions (including for the investment of new deposits, transfers between funds and other directions) that are timely received in good order on the business day received. If WFA is responsible for a trade processing delay or error, it is WFA's policy to correct the issue as soon as possible and return the account to the economic position that it would be in absent the delay or error. If correction processing generates a shortfall to the account, we make the account whole by paying the shortfall. If correction processing generates an overage (i.e., an amount in excess of what would be in the account if the error did not occur), WFA retains the overage as a component of its compensation for trade processing services.

**Compensation for Termination of Services**

Other than any contingent deferred sales charge for a fund (as described under the Mutual Funds section above, if applicable), the firm would not receive any additional compensation in connection with the termination of its services.

**Participant Information Required under ERISA 404(a)**

To the extent that you or another plan fiduciary must provide certain fee information to plan participants as required by ERISA Section 404(a), this disclosure document contains information that you may need to describe any "brokerage windows" or "self-directed brokerage accounts" available as participant investment options in your plan. In addition, the regular account statements and confirmation statements we send in connection with participant accounts will contain information about fees and expenses that are charged at the brokerage account level. However, please note that neither this document nor any other account or confirmation statements provided by us is intended to satisfy your requirements of ERISA Section 404(a). Therefore, you will need to review the information contained in those documents to determine if other supplementary information must also be provided.

If you have questions or need additional copies, contact a Financial Advisor.