

APPENDIX B

~~[[Form ADV, Part 3:]]¹[[Instructions to
Form CRS] UNITED STATES¹
SECURITIES AND EXCHANGE COMMISSION~~

FORM CRS

OMB APPROVAL

OMB Number: 3235-0766

Expires: _____ [Date]

Estimated average burden

hours per response: [xx.xx]

¹ This cover page will be included for Form CRS (17 CFR 249.640) only.

Sections 3, 10, 15, 15(c)(6), 15(l), 17, 23, and 36 of the Securities Exchange Act of 1934 (“Exchange Act”) and section 913(f) of Title IX of the Dodd-Frank Act authorize the Commission to require the collection of the information on Form CRS from brokers and dealers. See 15 U.S.C. 78c, 78j, 78o, 78o(c)(6), 78o(l), 78q, 78w and 78mm. Filing Form CRS is mandatory for every broker or dealer registered with the Commission pursuant to section 15 of the Exchange Act that offers services to a retail investor. See 17 CFR 240.17a-14. Intentional misstatements or omissions constitute federal criminal violations (see 18 U.S.C. § 1001 and 15 U.S.C. 78ff(a)). The Commission may use the information provided in Form CRS to manage its regulatory and examination programs. Form CRS is made publically available.

An agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid control number. Any member of the public may direct to the Commission any comments concerning the accuracy of this burden estimate and any suggestions for reducing this burden. This collection of information has been reviewed by the Office of Management and Budget in accordance with the requirements of 44 U.S.C. § 3507.

The information contained in the form is part of a system of records subject to the Privacy Act of 1974, as amended. The information may be disclosed as outlined above and in the routine uses listed in the applicable system of records notice, SEC-70, SEC’s Division of Trading and Markets Records, published in the Federal Register at 83 FR 6892 (February 15, 2018).

[FORM ADV, PART 3: INSTRUCTIONS TO FORM CRS](#)²

General Instructions

Under rule 17a-14 under the Securities Exchange Act of 1934 and rule 204-5 under the Investment Advisers Act of 1940, broker-dealers registered under section 15 of the Exchange Act and investment advisers registered under section 203 of the Advisers Act are required to deliver to *retail investors* a *relationship summary* disclosing [certain](#) information about the firm.³ Read all the General Instructions as well as the particular item requirements before preparing or updating the *relationship summary*.

[If you do not have any retail investors to whom you must deliver a relationship summary, you are not required to prepare or file one. See also Advisers Act rule 204-5; Exchange Act rule 17a-14\(a\).](#)

1. ~~[Narrative and Graphical]~~ **Format.**

- A. The *relationship summary* must include the required items enumerated below. The items require you to provide specific information ~~[-and, in some cases, prescribe the particular wording that you must use].~~
- B. You must respond to each item and must provide responses in the same order as the items appear in these instructions. ~~[Unless otherwise noted, you must also present the required information within each item in the order listed.]~~

~~[e. Whether in electronic or] paper format, the *relationship summary* [must not exceed four 8½" x 11" pages if converted to PDF format, using at least an 11 point font size and a minimum 0.75" margins on all sides.][d.]~~ You may not include disclosure in the *relationship summary* other than disclosure that is required or permitted by these Instructions and the applicable item.

- C. ~~[If you are a dual registrant, present the information in Items 2 through 4 and Item 6 in a tabular format, comparing advisory services and brokerage services side by side. In the column discussing brokerage services, include the heading "Broker-Dealer Services" and the sub-heading "Brokerage Accounts." In the column discussing investment advisory services, include the heading "Investment Adviser Services" and the sub-heading "Advisory Accounts." Dual registrants should not complete Item 5, which must be completed by standalone investment advisers and standalone broker-dealers.]~~

~~[f. You may] use charts, graphs, tables, and other graphics or text features [to explain the required information, so long as the information: (i) is responsive to and meets the~~

² [The bracketed text will be included for Form ADV, Part 3 \(17 CFR 279.1\) only.](#)

³ [Terms that are italicized in these instructions are defined in General Instruction 11.](#)

requirements in these instructions (including space limitations); (ii) is not inaccurate or]

^[1] ~~The bracketed text will be included for Form ADV, Part 3 (17 CFR 279.1) only.~~

~~[misleading; and (iii) does] not, because of the nature, quantity, or manner of presentation, obscure or impede understanding of the information that must be included. When using interactive graphics or tools, you may include instructions on their use and interpretation. [g.] In a *relationship summary* that is posted on your website or otherwise provided electronically, you ~~[must use hyperlinks for any document that is cross-~~referenced in the *relationship summary* if the ~~[document is available online. See General Instruction 8.a. You may add embedded hyperlinks within the *relationship summary* in order to supplement required disclosures, for example, links]~~ to fee schedules, conflicts disclosures, the firm's narrative brochure required by Part 2A of Form ADV, or other regulatory disclosures [.] **You must make a copy of the *relationship summary* available upon request without charge. In paper format, the *relationship summary* for broker-dealers and investment advisers must not exceed two pages. For *dual registrants* that include their brokerage services and investment advisory services in one *relationship summary*, it must not exceed four pages in paper format. *Dual registrants* and *affiliates* that prepare separate *relationship summaries* are limited to two pages for each *relationship summary*. See General Instruction 5. You must use reasonable paper size, font size, and margins. If delivered electronically, the *relationship summary* must not exceed the equivalent of two pages or four pages in paper format, as applicable.**~~

2. Plain ~~[Language-]~~English; Fair Disclosure.

- A. The items of the *relationship summary* are designed to promote effective communication between you and *retail investors*. Write your *relationship summary* in plain ~~[language]~~English, taking into consideration *retail investors'* level of

financial experience. ~~[The]~~ **You should include white space and implement other design features to make the relationship summary easy to read. The relationship summary should be concise and direct.** ~~[In drafting the relationship summary:]~~ **(i) Specifically: (i) use short sentences and paragraphs;** (ii) use definite, concrete, everyday words; (iii) use active voice; (iv) avoid legal jargon or highly technical business terms unless you clearly explain ~~[them or you believe that reasonable retail investors will understand]~~ them; and (v) avoid multiple negatives. You must write ~~[the relationship summary]~~ **your response to each item** as if you are speaking to the *retail investor*, using “you,” “us,” “our firm,” etc.

Note: The SEC’s Office of Investor Education and Advocacy has published A Plain English Handbook. You may find the handbook helpful in writing your *relationship summary*. For a copy of this handbook, visit the SEC’s website at ~~[www.sec.gov/news/extra/handbook.htm]~~ ~~[or call 1-800-732-0330.]~~ **www.sec.gov/news/extra/handbook.htm.**

- B. ~~[Full and Truthful Disclosure.]~~ All information in your *relationship summary* must be true and may not omit any material facts necessary **in order** to make the disclosures required by these Instructions and the applicable ~~[item]~~ **Item, in light of the circumstances under which they were made,** not misleading. If a ~~[statement]~~ **required disclosure or conversation starter** is inapplicable to your business or ~~[would be misleading to a reasonable retail investor]~~ **specific wording required by these Instructions is inaccurate,** you may omit or modify that ~~[statement]~~ **disclosure or conversation starter.**

- C. Responses must be factual and provide balanced descriptions to help retail investors evaluate your services. For example, you may not include exaggerated or unsubstantiated claims, vague and imprecise “boilerplate” explanations, or disproportionate emphasis on possible investments or activities that are not offered to retail investors.**

- D.** Broker-dealers and investment advisers have disclosure and reporting obligations under state and federal ~~[law, including, but not limited to, obligations under the Exchange Act, the Advisers Act, and the respective rules thereunder.]~~ ~~Broker-dealers are also subject to disclosure obligations under the rules of self-regulatory organizations. Delivery of this document will not necessarily satisfy the additional disclosure requirements that you have under the federal securities laws and regulations or other laws.]~~ **laws, including, but not limited to, obligations under the Exchange Act, the Advisers Act, and the respective rules thereunder. Broker-dealers are also subject to disclosure obligations under the rules of self-regulatory organizations. Delivery of the relationship summary will not necessarily satisfy the additional requirements that you have under the federal securities laws and regulations or other laws or regulations.**

3. Electronic and Graphical Formats.

A. You are encouraged to use charts, graphs, tables, and other graphics or text features in order to respond to the required disclosures. You are also encouraged to use text features, text colors, and graphical cues, such as dual-column charts, to compare services, account characteristics, investments, fees, and conflicts of interest. For a *relationship summary* that is posted on your website or otherwise provided electronically, we encourage online tools that populate information in comparison boxes based on investor selections. You also may include: (i) a means of facilitating access to video or audio messages, or other forms of

information (whether by hyperlink, website address, Quick Response Code (“QR code”), or other equivalent methods or technologies); (ii) mouse-over windows; (iii) pop-up boxes; (iv) chat functionality; (v) fee calculators; or (vi) other forms of electronic media, communications, or tools designed to enhance a retail investor’s understanding of the material in the relationship summary.

B. In a relationship summary that is posted on your website or otherwise provided electronically, you must provide a means of facilitating access to any information that is referenced in the relationship summary if the information is available online, including, for example, hyperlinks to fee schedules, conflicts disclosures, the firm’s narrative brochure required by Part 2A of Form ADV, or other regulatory disclosures. In a relationship summary that is delivered in paper format, you may include URL addresses, QR codes, or other means of facilitating access to such information.

C. Explanatory or supplemental information included in the relationship summary pursuant to General Instructions 3.A. or 3.B.: (i) must be responsive to and meet the requirements in these instructions for the particular Item in which the information is placed; and (ii) may not, because of the nature, quantity, or manner of presentation, obscure or impede understanding of the information that must be included. When using interactive graphics or tools, you may include instructions on their use and interpretation.

4. Formatting for Conversation Starters, Additional Information, and Standard of Conduct.

A. For the “conversation starters” required by Items 2, 3, 4, and 5 below, you must use text features to make the conversation starters more noticeable and prominent in relation to other discussion text, for example, by: using larger or different font, a text box around the heading or questions; bolded, italicized or underlined text; or lines to offset the questions from the other sections.

B. Investment advisers that provide only automated investment advisory services or broker-dealers that provide services only online without a particular individual with whom a retail investor can discuss these conversation starters must include a section or page on their website that answers each of the questions and must provide in the relationship summary a means of facilitating access to that section or page. If you provide automated investment advisory or brokerage services but also make a financial professional available to discuss your services with a retail investor, a financial professional must be available to discuss these conversation starters with the retail investor.

C. For references to additional information regarding services, fees, and

conflicts of interest required by Items 2.C., 3.A.(iii), and 3.B.(iv) below, you must use text features to make this information more noticeable and prominent in relation to

other discussion text, for example, by: using larger or different font, a text box around the heading or questions, bolded, italicized or underlined text, or lines to offset the information from the other sections. A *relationship summary* provided electronically must include a hyperlink, QR code, or other means of facilitating access that leads directly to the relevant additional information.

5. *Dual Registrants, Affiliates, and Additional Services.*

A. If you are a *dual registrant*, you are encouraged to prepare a single *relationship summary* discussing both your brokerage and investment advisory services. Alternatively, you may prepare two separate *relationship summaries* for brokerage services and investment advisory services. Whether you prepare a single *relationship summary* or two, you must present the brokerage and investment advisory information with equal prominence and in a manner that clearly distinguishes and facilitates comparison of the two types of services. If you prepare two separate *relationship summaries*, you must reference and provide a means of facilitating access to the other, and you must deliver to each *retail investor* both *relationship summaries* with equal prominence and at the same time, without regard to whether the particular *retail investor* qualifies for those retail services or accounts.

B. If you are a broker-dealer or investment adviser and your *affiliate* also provides brokerage or investment advisory services to *retail investors*, you may prepare a single *relationship summary* discussing the services you and your *affiliate* provide. Alternatively, you may prepare separate *relationship summaries* for your services and your *affiliate's* services.

(i) Whether you prepare a single *relationship summary* or separate *relationship summaries*, you must design them in a manner that presents the brokerage and investment advisory information with equal prominence and clearly distinguishes and facilitates comparison of the two types of services.

(ii) If you prepare separate *relationship summaries*:

a. If a *dually licensed financial professional* provides brokerage and investment advisory services on behalf of you and your *affiliate*, you must deliver to each *retail investor* both your and your *affiliate's relationship summaries* with equal prominence and at the same time, without regard to whether the particular *retail investor* qualifies for those retail services or accounts. Each of the *relationship summaries* must reference and provide a means of facilitating access to the other.

b. If General Instruction 5.B.(ii)(a) does not apply, you may choose whether or not to reference and provide a means of

facilitating

access to your *affiliate's relationship summary* and whether or not to deliver your and your *affiliate's relationship summaries* to each *retail investor* with equal prominence and at the same time.

C. You may acknowledge other financial services that you provide in addition to your services as a broker-dealer or investment adviser registered with the SEC, such as insurance, banking, or retirement services, or investment advice pursuant to state registration or licensing. You may include references and means of facilitating access to additional information about those services. Information not pertaining to brokerage or investment advisory services may not, because of the nature, quantity, or manner of presentation, obscure or impede understanding of the information that must be included. See also General Instruction 3.C.

6. Preserving Records.

A. You must maintain [~~a copy of each version of the *relationship summary* and make it available to the SEC staff upon request. See SEC~~]records in accordance with Advisers Act rule 204-2(a)(14)(i)[~~SEC~~]and/or Exchange Act rule 17a-~~4.~~4(e)(10), as applicable.

7. Initial Filing and Delivery; Transition Provisions.

A. Initial filing.

(i) If you are [~~a registered~~]an investment adviser and are required to [~~give~~]deliver a *relationship summary* to a *retail investor*, you must [~~complete~~]file Form ADV, Part 3 (Form CRS) [~~and file it~~]electronically[~~in a text-searchable format~~] with the Investment Adviser Registration Depository (IARD). If you are a registered broker-dealer and are required to [~~give~~]deliver a *relationship summary* to a *retail investor*, you must [~~complete~~]file Form CRS [~~and file it electronically in a text-searchable format with the Electronic Data Gathering, Analysis and Retrieval System (“EDGAR”).~~]

~~If you do not have any *retail investors* to whom you must deliver a *relationship summary*, you are not required to prepare [one.]~~[~~Note to instruction 5(a):~~]electronically through the Central Registration Depository (“Web CRD®”) operated by the Financial Industry Regulatory Authority, Inc. (FINRA). If you are a *dual registrant* and are required to [~~give~~]deliver a *relationship summary* to one or more *retail investor* clients or customers of both your investment advisory and brokerage businesses, you must [~~prepare only one *relationship summary* and file it on IARD and EDGAR.~~]file using IARD and Web CRD®. You must file Form CRS using a text-searchable format with machine-readable headings.

(ii) Information for investment advisers on how to file with IARD is available on the [~~Commission~~SEC's website at www.sec.gov/iard. Information for broker-dealers on how to file [~~with the Commission on EDGAR~~through [Web CRD®](http://www.sec.gov/edgar) is available on [~~the Commission~~FINRA's website at <http://www.finra.org/industry/web-crd/web-crd-system-links>.

B. Initial delivery. [~~You must give~~

(i) *Investment Advisers: If you are an investment adviser, you must deliver* a *relationship summary* to each [~~retail investor, if you are an investment adviser,~~ retail investor before or at the time you enter into an investment advisory [~~agreement~~ contract with the *retail investor* [~~, or if you are a broker-dealer, before or at the time the retail investor first engages your services. See SEC Advisers Act rule 204-5(b)(1) and SEC Exchange Act rule 17a-14(e)(1). You~~]. You

must deliver the *relationship summary* even if your agreement with the *retail investor* is oral. See Advisers Act rule 204-5(b)(1).

(ii) *Broker-Dealers: If you are a broker-dealer, you must deliver a relationship summary to each retail investor, before or at the earliest of: (i) a recommendation of an account type, a securities transaction, or an investment strategy involving securities; (ii) placing an order for the retail investor; or (iii) the opening of a brokerage account for the retail investor. See Exchange Act rule 17a-14(c)(1).*

(iii) *Dual Registrants: A dual registrant [~~should~~] must deliver the relationship summary at the earlier of [~~entering into an investment advisory agreement with the retail investor or the retail investor engaging the firm's services~~] the timing requirements in General Instruction 7.B.(i) or (ii).*

C. **Transition provisions for initial filing and delivery after the effective date of the new Form CRS requirements.**

(i) *Filings for Investment Advisers*

- a. If you are [~~a broker-dealer, you must file~~] already registered or have an application for registration pending with the SEC as an investment adviser before June 30, 2020 you must electronically file, in accordance with Instruction 7.A. above, your initial *relationship summary* [~~with the Commission as required by instruction 5.a, by [INSERT DATE SIX MONTHS AFTER EFFECTIVE DATE OF RULES/FORM]. If you are an investment adviser or a dual registrant, you must amend your Form ADV by~~] beginning on May 1, 2020 and by no later than June 30, 2020 either as: (1) an other- than-annual amendment or (2) part of your initial application or *annual updating amendment*. See Advisers Act rules 203-1 and 204-1.
- b. If you file an application for registration with the SEC as an investment adviser on or after June 30, 2020, the Commission will not accept any initial application that does not include a *relationship summary*. See Advisers Act rule 203-1.

(ii) *Filings for Broker-Dealers*

- a. If you are already registered with the SEC as a broker-dealer before June 30, 2020, you must electronically [~~file~~] file, in accordance with [~~IARD~~] Instruction 7.A. above, your initial *relationship summary* [~~as part of the next] *annual updating amendment*~~] [you are required to file after [INSERT DATE SIX MONTHS AFTER EFFECTIVE DATE OF

~~RULES/FORM]~~ beginning on May 1, 2020 and by no later than June 30, 2020. See Exchange Act rule 17a-14.

- b. If you file an application for registration or have an application pending with the SEC as a broker-dealer on or after June 30, 2020, you must file your *relationship summary* by no later than the date that your registration becomes effective. See Exchange Act rule 17a-14.

- (iii) [Delivery to New and Prospective Clients and Customers:](#) As of the date by which you are first required to electronically file your *relationship summary* with the ~~[Commission]~~SEC, you must begin to deliver your *relationship summary* to new and prospective clients and customers who are *retail investors* as required by Instruction ~~[5.b.]~~7.B. See Advisers Act rule 204-5 and Exchange Act rule 17a-14.
- (iv) [Delivery to Existing Clients and Customers:](#) Within 30 days after the date by which you are first required to electronically file your *relationship summary* with the ~~[Commission]~~SEC, you must deliver your *relationship summary* to each of your existing clients and customers who are *retail investors*. [See Advisers Act rule 204-5 and Exchange Act rule 17a-14.](#)

8. Updating [the Relationship Summary and Filing Amendments.](#)

- A. You must update your *relationship summary* [and file it in accordance with Instruction 7.A. above](#) within 30 days whenever any information in the *relationship summary* becomes materially inaccurate. [The filing must include an exhibit highlighting changes required by Instruction 8.C. below.](#)
- B. You must communicate any changes in the updated *relationship summary* to *retail investors* who are existing clients or customers~~[-of the firm]~~ within ~~[30]~~60 days after the updates are required to be made and without charge. You can make the communication by delivering the amended *relationship summary* or by communicating the information ~~[in]~~through another ~~[way]~~disclosure that is delivered to the *retail investor*.
- C. ~~[You must file each amended *relationship summary* electronically with the Commission, on IARD if you are an investment adviser or dual registrant, and on EDGAR if you are a broker-dealer.]~~[Each amended *relationship summary* that is delivered to a retail investor who is an existing client or customer must highlight the most recent changes by, for example, marking the revised text or including a summary of material changes. The additional disclosure showing revised text or summarizing the material changes must be attached as an exhibit to the unmarked amended *relationship summary*.](#)

9. Additional Delivery Requirements to Existing Clients and Customers.

- A. You must deliver the [most recent](#) *relationship summary* to a *retail investor* who is an existing client or customer before or at the time [you](#): (i) [open](#) a new account~~[-is opened]~~ that is different from the *retail investor's* existing account(s); ~~[or (ii) changes are made to the *retail investor's* existing account(s) that would materially change the nature and scope of your relationship with the *retail investor*. For example, you must deliver a *relationship summary* before or at the time you]~~ [\(ii\)](#) recommend that the *retail investor* ~~[transfers from an investment advisory account to a brokerage account, transfers from a brokerage account to an investment~~

~~advisory account, or moves assets from one type of account to another in a transaction not in the normal, customary or already agreed course of dealing. Whether a change would require delivery of the *relationship summary* would depend on the specific facts and circumstances]~~ roll over assets from a retirement account into a new or existing account or investment; or (iii) recommend or provide a new brokerage or investment advisory service or investment that does not necessarily involve the opening of a new account and would not be held in an existing account, for example, the first-time purchase of a direct-sold mutual fund or insurance product that is a security through a “check and application” process, *i.e.*, not held directly within an account.

- B. You also must deliver the *relationship summary* to a *retail investor* within 30 days upon the *retail investor's* request.

10. Electronic Posting and Manner of Delivery.

- A. You must post the current version of the *relationship summary* prominently on your public website, if you have one, in a location and format that is easily accessible for *retail investors*. [~~If you do not have a public website, include in your *relationship summary* a toll-free number that *retail investors* may call to request documents.~~]
- B. You may deliver the *relationship summary* electronically, including updates, consistent with SEC guidance regarding electronic delivery [~~of documents~~], in particular Use of Electronic Media by Broker-Dealers, Transfer Agents, and Investment Advisers for Delivery of Information, which you can find at www.sec.gov/rules/concept/33-7288.txt <https://www.sec.gov/rules/concept/33-7288.txt>. You may deliver the *relationship summary* to new or prospective clients or customers in a manner that is consistent with how the *retail investor* requested information about you or your financial professional consistent with SEC guidance, in particular Form CRS Relationship Summary; Amendments to Form ADV, which you can find at www.sec.gov/rules/final/2019/34-86032.pdf.
- C. If the *relationship summary* is delivered [~~on~~]electronically, it must be presented prominently in the electronic medium, for example, as a direct link or in the body of an email or message, and must be easily accessible for *retail investors*.
- D. If the *relationship summary* is delivered in paper [~~and not as a standalone document, you should~~]format as part of a package of documents, you must ensure that [~~it~~]the *relationship summary* is the first among any documents that are delivered at that time.

11. Definitions.

For purposes of [~~this~~] Form CRS and these Instructions, the following terms have the meanings ascribed to them below:

- A. **Affiliate:** Any persons directly or indirectly controlling or controlled by you or under common control with you.
- B. Dually licensed financial professional: A natural person who is both an associated person of a broker-dealer registered under section 15 of the Exchange Act, as defined in section 3(a)(18) of the Exchange Act, and a supervised person of an investment adviser registered under section 203 of the Advisers Act, as defined in section 202(a)(25) of the Advisers Act.

- C. **Dual registrant:** A firm that is dually registered as a broker-dealer under section 15 of the Exchange Act and an investment adviser under section 203 of the Advisers Act and offers services to *retail investors* as both a broker-dealer and an investment adviser. For example, if you are dually registered and offer
- D. [**e.Portfolio Manager:** An investment adviser that manages investments in a *wrap fee program*.]

investment advisory services to retail investors, but offer brokerage services only to institutional investors, you are not a dual registrant for purposes of Form CRS and these Instructions.

- E. **Relationship summary:** A written disclosure statement prepared in accordance with these Instructions that you must provide to *retail investors*. See Advisers Act rule 204-5; Exchange Act rule 17a-14; Form CRS.
- F. **Retail investor:** A [~~prospective or~~ ~~existing client or customer~~ ~~who is a natural person (an individual)~~. This term includes a trust or other similar entity that represents natural persons, even if another person is a trustee or managing agent of the trust.]
- [~~f. **Standalone investment adviser and standalone broker-dealer:** A *standalone investment adviser* is a registered investment adviser that offers services to *retail investors* and (i) is not dually registered as a broker-dealer or (ii) is dually registered as a broker-dealer but does not offer services to *retail investors* as a broker-dealer. A *standalone broker-dealer* is a registered broker-dealer that offers services to *retail investors* and (i) is not dually registered as an investment adviser or (ii) is dually registered as an investment adviser but does not offer services to *retail investors* as an investment adviser.][g. **Wrap fee program:** An advisory program under which a specified fee or fees not based directly upon transactions in a *retail investor's* account is charged for investment advisory services (which may include portfolio management or advice concerning the selection of other investment advisers) and the execution of *retail investor* transactions.] natural person, or the legal representative of such natural person, who seeks to receive or receives services primarily for personal, family or household purposes.~~

~~[Form ADV, Part 3:] Form CRS Item 1:~~ Item Instructions

Item 1. Introduction

Include the date prominently at the beginning of the *relationship summary* (e.g., in the header or footer of the first page or in a similar location for a *relationship summary* provided electronically). Briefly discuss the following information in an introduction:

A. State your name~~[, whether you are registered with the Securities and Exchange Commission as a broker-dealer, investment adviser, or both, and the date of the *relationship summary*. This information should be disclosed prominently on the first page, and can be included in the header or footer.]~~

~~[B. **Standalone Broker-Dealers:** If you are a *standalone broker-dealer*, include the title “Is a Brokerage Account Right for You?” Include the following introductory paragraphs (emphasis required):]~~

~~[“There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you.”]~~

~~[**We are a broker-dealer and provide brokerage accounts and services rather than advisory accounts and services.** This document gives you a summary of the types of services we provide and how you pay. Please ask us for more information. There are some suggested questions on page [].”]~~

~~[C. **Standalone Investment Advisers:** If you are a *standalone investment adviser*, include the title “Is an Investment Advisory Account Right for You?” Include the following introductory paragraphs (emphasis required):]~~

~~[“There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you.”]~~

~~[**We are an investment adviser and provide advisory accounts and services rather than brokerage accounts and services.** This document gives you a summary of the types of services we provide and how you pay. Please ask us for more information.]~~

~~[There are some suggested questions on page [].”]~~

~~[D. **Dual Registrants:** If you are a *dual registrant*, include the title “Which Type of Account is Right for You—Brokerage, Investment Advisory or Both?” Include the following introductory paragraphs (emphasis required):]~~

~~[“There are different ways you can get help with your investments. You should carefully consider which types of accounts and services are right for you.”]~~

~~[Depending on your needs and investment objectives, we can provide you with services in a brokerage account, investment advisory account, or both at the same time. This document gives you a summary of the types of services we provide and how you pay. Please ask us for more information. There are some suggested questions on page [].”]~~

[Item 2: Relationships and Services]

~~[A. Include the heading “[Types of] Relationships and Services.” If you are a *standalone broker-dealer* or *standalone investment adviser*, omit the bracketed language. If you are a *dual registrant*, include the bracketed language in the heading, and include the following after the heading: “Our accounts and services fall into two categories.”]~~

~~[B. **Brokerage Account Services:** If you are a broker-dealer that offers brokerage accounts to *retail investors*, summarize the principal brokerage services that you provide to *retail investors*. You must address the following, unless not applicable:]~~

~~[1. Include the following (emphasis required): “If you open a brokerage account, you will pay us a **transaction-based fee**, generally referred to as a commission, every time you buy or sell an investment.”]~~

~~[2. If you offer accounts in which you offer recommendations to *retail investors*, state that the *retail investor* may select investments or you may recommend investments for the *retail investor’s* account, but the *retail investor* will make the ultimate investment decision regarding the investment strategy and the purchase or sale of investments. If you only offer accounts in which you do not offer recommendations to *retail investors* (e.g., execution-only brokerage services), state that the *retail investor* will select the investments and the *retail investor* will make the ultimate investment decision regarding the investment strategy and the purchase or sale of investments.]~~

~~[3. State if you offer to *retail investors* additional services, including, for example: (a) assistance with developing or executing the *retail investor’s* investment strategy (e.g., you discuss the *retail investor’s* investment goals or you design with the *retail investor* a strategy to achieve the *retail investor’s* investment goals), or (b) monitoring the performance of the *retail investor’s* account. Indicate whether these services can be offered as additional services or are part of the standard brokerage account services, and whether a retail investor will pay more for these services. If you offer monitoring (as reflected in (b) above), as part of the standard brokerage account services, indicate how frequently you monitor the performance. Briefly describe any regular communications you have with *retail investors*, including the frequency and method of the communications.]~~

~~[4.If you significantly limit the types of investments available to *retail investors* in any accounts, include the following: “We offer a limited selection of investments. Other firms could offer a wider range of choices, some of which might have lower costs.” You significantly limit the types of investments if, for example, you only offer one type of asset (*e.g.*, mutual funds, exchange-traded funds, or variable annuities), you only offer mutual funds or other investments sponsored or managed by you or an affiliate (*i.e.*, proprietary products), or you only offer a small number of investments. If such limits only apply to certain accounts that you offer, identify those accounts.]~~

~~[**C.Investment Advisory Account Services:** If you are an investment adviser that offers investment advisory accounts to *retail investors*, summarize the principal investment advisory services that you provide to *retail investors*. You must address the following, unless not applicable:]~~

~~[1.State the type of fee you receive as compensation if the *retail investor* opens an investment advisory account. For example, state if you charge an on-going asset-based fee based on the value of cash and investments in the advisory account, a fixed fee, or some other fee arrangement. Emphasize the type of fee in bold and italicized font. If you are a *standalone adviser*, also state how frequently you assess the fee.]~~

~~[2.State that you offer advice on a regular basis, or, if you do not offer advice on a regular basis, state how frequently you offer advice. State the services you offer to *retail investors* including, for example, (a) assistance with developing the *retail investor’s* investment strategy (*e.g.*, you discuss the *retail investor’s* investment goals or you design with the *retail investor* a strategy to achieve the *retail investor’s* investment goals); or (b) how frequently you monitor the *retail investor’s* accounts. Briefly describe any regular communications you have with *retail investors*, including the frequency and method of the communications.][3.State if you offer advisory accounts for which you exercise discretion (*i.e.*, discretionary accounts), accounts where you do not exercise discretion (*i.e.*, non-discretionary accounts), or both. Emphasize the type of account (discretionary and non-discretionary) in bold and italicized font. If you offer a discretionary account, state that it allows you to buy and sell investments in the *retail investor’s* account, without asking the *retail investor* in advance. If you offer a non-discretionary account, state that you give advice and the *retail investor* decides what investments to buy and sell.]~~

~~[4.If you significantly limit the types of investments available to *retail investors* in any accounts, include the following: “Our investment advice will cover a limited selection of investments. Other firms could provide advice on a wider range of choices, some of which might have lower costs.” You significantly limit the types of investments if, for example, you only offer one type of asset]~~

~~[(*e.g.*, mutual funds, exchange-traded funds, or variable annuities), you only offer-~~

~~mutual funds or other investments sponsored or managed by you or an affiliate (i.e., proprietary products), or you only offer a small number of investments. If such limits only apply to certain accounts that you offer, identify those accounts.]~~

~~[D. **Affiliate Services:** If you are a *standalone investment adviser or standalone broker-dealer* and have *affiliates* that offer to *retail investors* brokerage or advisory services, respectively, you may state that you provide *retail investors* with certain brokerage or advisory services of your *affiliates*, as applicable.]~~

~~[**Item 3: Standard of Conduct**] [A. Include the heading “Our Obligations to You” and the following language after the heading: “We must abide by certain laws and regulations in our interactions with you.”] and whether you are registered with the Securities and Exchange Commission as a broker-dealer, investment adviser, or both. Also indicate that brokerage and investment advisory services and fees differ and that it is important for the *retail investor* to understand the differences. You may also include a reference to FINRA or Securities Investor Protection Corporation membership in a manner consistent with other rules or regulations (e.g., FINRA rule 2210).~~

~~B. [**Broker-Dealers:** If you are a broker-dealer that offers brokerage accounts to *retail investors*, include the following:] State that free and simple tools are available to research firms and financial professionals at Investor.gov/CRS, which also provides educational materials about broker-dealers, investment advisers, and investing.~~

Item 2. Relationships and Services

A. Use the heading: “What investment services and advice can you provide me?”

~~B. [“We must act in your best interest and not place our interests ahead of yours when we recommend an investment or an investment strategy involving securities.”] When we provide any service to you, we must treat you fairly and comply with a number of specific obligations. Unless we agree otherwise, we are not required to monitor your portfolio or investments on an ongoing basis.” Include the bracketed language only if you offer recommendations subject to Exchange Act Rule 15c-1 (“Regulation Best Interest”).] Description of Services: State that you offer brokerage services, investment advisory services, or both, to *retail investors*, and summarize the principal services, accounts, or investments you make available to *retail investors*, and any material limitations on such services. For broker-dealers, state the particular types of principal brokerage services you offer to *retail investors*, including buying and selling securities, and whether or not you offer recommendations to *retail investors*. For investment advisers, state the particular types of principal investment advisory services you offer to *retail investors*, including, for example, financial planning and wrap fee programs.~~

In your description you must address the following:

- (i) *Monitoring*: Explain whether or not you monitor *retail investors'* investments, including the frequency and any material limitations. If so, indicate whether or not the services described in response to this Item 2.B.(i) are offered as part of your standard services.
- (ii) *Investment Authority*: For investment advisers that accept discretionary authority, describe those services and any material limitations on that authority. Any such summary must include the specific circumstances that would trigger this authority and any material limitations on that authority (e.g., length of time). For investment advisers that offer non-

discretionary services and broker-dealers, explain that the *retail investor* makes the ultimate decision regarding the purchase or sale of investments. Broker-dealers may, but are not required to state whether you accept limited discretionary authority.

Note: If you are a broker-dealer offering recommendations, you should consider the applicability of the Investment Advisers Act of 1940, consistent with SEC guidance.

~~[2. “Our interests can conflict with your interests. [When we provide recommendations, we must eliminate these conflicts or tell you about them and in some cases reduce them].” Include the bracketed language only if you offer recommendations subject to Regulation Best Interest.]~~

~~[C. **Investment Advisers:** If you are an investment adviser that offers investment advisory accounts to *retail investors*, include the following:]~~

~~[1. “We are held to a fiduciary standard that covers our entire investment advisory relationship with you. [For example, we are required to monitor your portfolio, investment strategy and investments on an ongoing basis.]” If you do not provide ongoing advice (for example, if you only provide a one-time financial plan), omit the bracketed sentence.]~~

~~[2. “Our interests can conflict with your interests. We must eliminate these conflicts or tell you about them in a way you can understand, so that you can decide whether or not to agree to them.”]~~

(iii)] **Limited Investment Offerings:** Explain whether or not you make available or offer advice only with respect to proprietary products, or a limited menu of products or types of investments, and if so, describe these limitations.

(iv) **Account Minimums and Other Requirements:** Explain whether or not you have any requirements for *retail investors* to open or maintain an account or establish a relationship, such as minimum account size or investment amount.

C. ~~[Item 4:— Summary of Fees and Costs]~~ **Additional Information:** Include specific references to more detailed information about your services that, at a minimum, include the same or equivalent information to that required by the Form ADV, Part 2A brochure (Items 4 and 7 of Part 2A or Items 4.A. and 5 of Part 2A Appendix 1) and Regulation Best Interest, as applicable. If you are a broker-dealer that does not provide recommendations subject to Regulation Best Interest, to the extent you prepare more detailed information about your services, you must include specific references to such information. You may include hyperlinks, mouse-over windows, or other

means of facilitating access to this additional information and to any additional examples or explanations of such services.

- D. Conversation Starters: Include the [~~heading “Fees and Costs” and the following language after the heading: “Fees and costs affect the value of your account over time. Please ask your financial professional to give you personalized information on the fees and costs that you will pay.”~~]following additional questions for a retail investor to ask a financial professional and start a conversation about relationships and services:
- (i) [~~Brokerage Account Fees and Costs: If you are a broker-dealer that offers brokerage accounts to retail investors,~~]~~summarize the principal [fees and costs that retail investors will incur.]~~If you are a broker-dealer and not a dual registrant, include: “Given my financial situation, should I choose a brokerage service? Why or why not?”
 - (ii) If you are an investment adviser and not a dual registrant, include: “Given my financial situation, should I choose an investment advisory service? Why or why not?”
 - (iii) If you are a dual registrant, include: “Given my financial situation, should I choose an investment advisory service? Should I choose a brokerage service? Should I choose both types of services? Why or why not?”
 - (iv) “How will you choose investments to recommend to me?”

- (v) “What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?”

Item 3. Fees, Costs, Conflicts, and Standard of Conduct

A. Use the heading: “What fees will I pay?”

(i) *Description of Principal Fees and Costs: Summarize the principal fees and costs that retail investors will incur for your brokerage or investment advisory services, including how frequently they are assessed and the conflicts of interest they create.*

- a. ~~[If you are a dual registrant include the following (emphasis-required): “Transaction-based fees. You will pay us a fee every time you buy or sell an investment. This fee, commonly referred to as a commission, is based on the specific transaction and not the value of your account.” If you are a standalone broker-dealer include the following: “The fee you pay is based on the specific transaction and not the value of your account.”]~~

~~[2.Include the following (emphasis required):]~~

~~[(a)“With stocks or exchange-traded funds, this fee is usually a separate commission. With other investments, such as bonds, this fee might be part of the price you pay for the investment (called a “mark-up” or “mark-down”). With mutual funds, this fee (typically called a “load”) reduces the value of your investment.”][(b)State that some investments impose additional fees that will reduce the value of retail investors’ investments over time and provide examples of such investments that you offer to retail investors (e.g., mutual funds and variable annuities). Also state that a retail investor could be required to pay fees when certain investments are sold (e.g., surrender charges for selling variable annuities).][3.State whether your fees vary and are negotiable, and describe the key factors that you believe would help a reasonable retail investor understand the fee that he or she is likely to pay for your services (e.g., how much the retail investor buys or sells, what type of investment the retail investor buys or sells, and what kind of account the retail investor has with you).]~~

~~[4.State, if applicable, that a retail investor will also pay other fees] in addition to the firm’s principal fees[-List other fees the retail investor will pay, including, but not limited to], custodian fees, account maintenance fees[-and account inactivity fees.][5.Include the following: “The more transactions in your account, the more fees we charge you. We therefore have an incentive to encourage you to engage in]~~

~~[transactions.”][6.If you are a dual registrant include the following: “From a cost-~~

~~perspective, you may prefer a transaction-based fee if you do not trade often or if you plan to buy and hold investments for longer periods of time.”]~~**Broker-dealers must describe their transaction-based fees. With respect to addressing conflicts of interest, a broker-dealer could, for example, include a statement that a retail investor would be charged more when there are more trades in his or her account, and that the firm may therefore have an incentive to encourage a retail investor to trade often.**

- b. Investment [~~Advisory Account Fees and Costs: If you are~~] ~~an investment adviser that [offers investment advisory accounts to retail investors, summarize the principal fees and costs that retail investors will incur. Your determination of the]~~**advisers must describe their ongoing asset-based fees, fixed fees, wrap fee program fees, or other direct fee arrangement. The** principal fees for investment advisory services should align with the type of fee(s) that you report in response to Form ADV Part 1A, Item 5.E.

- (1) Include information about each type of fee you report [that is responsive to this Item 4.C.] in Form ADV that is responsive to this Item 3.A. Investment advisers with wrap fee program fees are encouraged to explain that asset-based fees associated with the wrap fee program will include most transaction costs and fees to a broker-dealer or bank that has custody of these assets, and therefore are higher than a typical asset-based advisory fee.**

~~[1.If you are a dual registrant include the following if you charge an asset-based fee (emphasis required): “Asset-based fees. You will pay an on-going fee [at the end of each quarter] based on the value of the cash and investments in your advisory account.” Replace the brackets with how frequently you assess the fee. If you charge another type of fee instead of an asset-based fee for your advisory services, briefly describe that fee and how frequently it is assessed.]~~

~~[2.Include the following: “The amount paid to our firm and your financial professional generally does not vary based on the type of investments we select on your behalf. [The asset-based fee reduces the value of your account and will be deducted from your account.]” Include the bracketed language if you charge an ongoing asset-based fee for your advisory accounts. If you charge another type of fee, succinctly describe how it is assessed and the impact it has on the value of the retail investor’s account.]~~

~~[3.If you provide advice to retail investors about investing in a wrap fee program (and do not also offer retail investors another type of advisory account), include the following (emphasis required): “We offer advisory accounts called wrap fee programs. In a wrap fee program, the asset-based fee will include most transaction~~

costs and fees to a broker-dealer or bank that will hold your assets (called “*custody*”), and as a result wrap fees are typically higher than non-wrap advisory fees.” If you offer *retail investors* a *wrap fee program* as well as another type of advisory account, include the following (emphasis required): “For some advisory accounts, called *wrap fee programs*, the asset-based fee will include most transaction costs and custody services, and as a result wrap fees are typically higher than non-wrap advisory fees.”]

- (2)]With respect to addressing conflicts of interest, an investment adviser that charges an asset-based fee could, for example, include a statement that the more assets there are in a retail investor’s advisory account, the more a retail investor will pay in fees, and the firm may therefore have an incentive to encourage the retail investor to increase the assets in his or her account.

Note: If you receive compensation in connection with the purchase or sale of securities, you should carefully consider the applicability of the broker-dealer registration requirements of the Securities Exchange Act of 1934 and any applicable state securities statutes.

(ii) [~~State that some investments impose additional fees that will reduce the value of *retail investors*' investments over time and provide examples of such investments that you offer to *retail investors* (e.g.,)~~**Description of Other Fees and Costs: Describe other fees and costs related to your brokerage or investment advisory services and investments in addition to the firm's principal fees and costs disclosed in Item 3.A.(i) that the *retail investor* will pay directly or indirectly. List examples of the categories of the most common fees and costs applicable to your *retail investors* (e.g., custodian fees, account maintenance fees, fees related to mutual funds and variable annuities[~~]. Also state that a *retail investor* could be required to pay fees when certain investments are sold (e.g., surrender-charges for selling variable)[annuities], and other transactional fees and product-level fees).~~**

(iii) [~~State whether your fees vary and are negotiable, and describe the key factors that you believe would help a reasonable *retail investor* understand the fee that he or she is likely to pay for your services (e.g., the services you receive and the amount of assets in your account).~~]

[~~6.State, if applicable, that a *retail investor* will pay transaction-based fees when you buy and sell an investment for the *retail investor* (e.g., commissions paid to broker-dealers for buying or selling investments) in addition to the firm's principal fee it charges *retail investors* for the firm's advisory accounts. Also state, if applicable, that a *retail investor* will pay fees to a broker-dealer or bank that will hold the *retail investor's* assets and that this is called custody. List other fees the *retail investor* will pay, including, but not limited to, account-maintenance services.][7.If you provide advice to *retail investors* about investing in a *wrap fee program*, include the following: "Although transaction fees are usually included in the wrap program fee, sometimes you will pay an additional transaction fee (for investments bought and sold outside the wrap-fee program)."]**Additional Information: State "You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying." You must include specific references to more detailed information about your fees and costs that, at a minimum, include the same or equivalent information to that required by the Form ADV, Part 2A brochure (specifically Items 5.A., B., C., and D.) and Regulation Best Interest, as applicable. If you are a broker-dealer that does not provide recommendations subject to Regulation Best Interest, to the extent you prepare more detailed information about your fees and costs, you must include specific references to such information. You may include hyperlinks, mouse-over windows, or other means of facilitating access to this additional information and to any additional examples or explanations of such fees and costs included in response to Item 3.A.(i) or**~~

(ii).

~~[8.If you charge an ongoing asset based fee, include the following: “The more assets you have in the advisory account, including cash, the more you will pay us. We therefore have an incentive to increase the assets in your account in order to increase our fees. You pay our fee [insert frequency of fee (e.g., quarterly)] even if you do not buy or sell.” Replace the brackets with the frequency of your fee.]~~

~~[9.If you provide advice to *retail investors* about investing in a *wrap fee program*, also include the following: “Paying for a wrap fee program could cost more than separately paying for advice and for transactions if there are infrequent trades in your account.”]~~

~~[10.If you are a *dual registrant* that charges an ongoing asset based fee, include the following: “An asset based fee may cost more than a transaction based fee, but you may prefer an asset based fee if you want continuing advice or want someone to make investment decisions for you.” If you provide advice to *retail investors* about investing in a *wrap fee program*, also include the following: “You may prefer a *wrap fee program* if you prefer the certainty of a [insert frequency of the wrap fee (e.g., quarterly)] fee regardless of the number of transactions you have.” Replace the brackets with the frequency of the wrap fee.]~~

~~[Item 5:—Comparisons to be provided by *standalone investment advisers and standalone broker-dealers*]~~

~~[A.If you are a *standalone investment adviser*, include the heading “Compare with Typical Brokerage Accounts,” and include the following under the heading (emphasis required): “You could also open a brokerage account with a *broker-dealer*, where you will pay a *transaction based fee*, generally referred to as a commission, when the broker-dealer buys or sells an investment for you.” Include “Features of a typical brokerage account include:” and then include the following statements, each set off by a bullet point (except as specified below), in the following order:]~~

~~[1.“With a broker-dealer, you may select investments or the broker-dealer may recommend investments for your account, but the ultimate decision for your investment strategy and the purchase and sale of investments will be yours.”]~~

~~[2.“A broker-dealer must act in your best interest and not place its interests ahead of yours when the broker-dealer recommends an investment or an investment strategy involving securities. When a broker-dealer provides any service to you, the broker-dealer must treat you fairly and comply with a number of specific obligations. Unless you and the broker-dealer agree-~~

~~otherwise, the broker-dealer is not required to monitor your portfolio or investments on an ongoing basis.”]~~

~~[3. “If you were to pay a transaction-based fee in a brokerage account, the more trades in your account, the more fees the broker-dealer charges you. So it has]—an incentive to encourage [you to trade often.”]~~

~~[4. Include “You can receive advice in either type of account, but you may prefer paying:” and then present the following information in this sub-item in a tabular format, comparing a transaction-based fee and an asset-based fee side-by-side. In one column, include the following (emphasis required): “*a transaction-based fee* from a cost perspective, if you do not trade often or if you plan to buy and hold investments for longer periods of time.” In the other column, include the following (emphasis required): “*an asset-based fee* if you want continuing advice or want someone to make investment decisions for you, even though it may cost more than a transaction-based fee.”]~~

~~[B. If you are a standalone *broker-dealer*, include the heading “Compare with Typical Advisory Accounts,” and include the following under the heading (emphasis required): “You could also open an advisory account with an *investment adviser*, where you will pay an ongoing *asset-based fee* that is based on the value of the cash and investments in your advisory account.” Include “Features of a typical advisory account include:” and then include the following statements, each set off by a bullet point (except as specified below), in the following order (emphasis required):]~~

~~(i) “Advisers provide advice on a regular basis. They discuss your investment goals, design with you a strategy to achieve your investment goals, and regularly monitor your account.”]~~

(iv) ~~[“You can choose an account that allows the adviser to buy and sell investments in your account without asking you in advance (a “*discretionary account*”) or the adviser may give you advice and you decide what investments to buy and sell (a “*non-discretionary account*”).”]~~ Conversation Starter: Include the following question for a retail investor to ask a financial professional and start a conversation about the impact of fees and costs on investments: “Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?”

~~[3. “Advisers are held to a fiduciary standard that covers the entire investment advisory relationship. For example, advisers are required to monitor your portfolio, investment strategy and investments on an~~

ongoing basis.”]

[4.“If you were to pay an asset-based fee in an advisory account, you would pay the fee periodically, even if you do not buy or sell. You may also choose to work with an investment adviser who provides investment advice for an hourly fee, or provides a financial plan for a one-time fee.”]

[5.“For an adviser that charges an asset-based fee, the more assets you have in an advisory account, including cash, the more you will pay the adviser. So the adviser has an incentive to increase the assets in your account in order to increase its fees.”]

[6.Include “You can receive advice in either type of account, but you may prefer paying:” and then present the following information in this sub-item in a tabular format, comparing a transaction-based fee and an asset-based fee side-by-side. In one column, include the following (emphasis required): “*an asset-based fee* if you want continuing advice or want someone to make investment decisions for you, even though it may cost more than a transaction-based fee.” In the other column, include the following (emphasis required): “*a transaction-based fee* from a cost perspective if you do not trade often or if you plan to buy and hold investments for longer periods of time.”]

[Item 6.—Conflicts of Interest]

[A.Include the heading, “Conflicts of Interest.” *Standalone broker-dealers* must include the following after the heading: “We benefit from our recommendations to you.” *Standalone investment advisers* must include the following after the heading: “We benefit from the advisory services we provide to you.” *Dual registrants* must include the following after the heading: “We benefit from the services we provide to you.”]

B. If you are a broker-dealer, use the heading: “What are your legal obligations to me when providing recommendations? How else does your firm make money and what conflicts of interest do you have?” If you are an investment adviser, use the heading: “What are your legal obligations to me when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?” If you are a dual registrant that prepares a single relationship summary, use the heading: “What are your legal obligations to me when providing recommendations as my broker-dealer or when acting as my investment adviser? How else does your firm make money and what conflicts of interest do you have?”

(i) Standard of Conduct.

a. If you are a broker-dealer that provides recommendations

subject to Regulation Best Interest, include (emphasis required): “*When*”

we provide you with a recommendation, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the recommendations we provide you.

Here are some examples to help you understand what this means.” If you are a broker-dealer that does not provide recommendations subject to Regulation Best Interest, include (emphasis required): “We do not provide recommendations. The way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the services we provide you. Here are some examples to help you understand what this means.”

b. *If you are an investment adviser, include (emphasis required): “When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means.”*

c. *If you are a dual registrant that prepares a single relationship summary and you provide recommendations subject to Regulation Best Interest as a broker-dealer, include (emphasis required): “When we provide you with a recommendation as your broker-dealer or act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the recommendations and investment advice we provide you. Here are some examples to help you understand what this means.” If you are a dual registrant that prepares a single relationship summary and you do not provide recommendations subject to Regulation Best Interest as a broker-dealer, include (emphasis required): “We do not provide recommendations as your broker-dealer. When we act as your investment adviser, we have to act in your best interest and not put our interests ahead of yours. At the same time, the way we make money creates some conflicts with your interest. You should understand and ask us about these conflicts because they can affect the services and investment*

advice we provide you. Here are some examples to help you understand what this means.” If you are a *dual registrant* that prepares two separate *relationship summaries*,

follow the instructions for broker-dealers and investment advisers in Items 3.B., 3.B.(i).a., and 3.B.(i).b.

- (ii) ~~[Briefly describe the following conflicts of interest, as they are applicable to you. If all or a portion of a conflict is inapplicable to your business, omit that conflict or portion thereof. If you are a *dual registrant* and a conflict only applies to you]~~ Examples of Ways You Make Money and Conflicts of Interest: If applicable to you, summarize the following other ways in which you and your affiliates make money from brokerage or investment advisory services and investments you provide to retail investors. If none of these conflicts applies to you, summarize at least one other material conflict of interest that affects retail investors. Explain the incentives created by each of these examples.
- A. ~~[brokerage accounts or to your investment advisory accounts, only include that conflict in the applicable column:]~~
- a. ~~[State that you have a financial incentive to offer or recommend the retail investor to invest in certain investments because (a) they]~~ Proprietary Products: Investments that are issued, sponsored, or managed by you or your affiliates ~~[, (b)]~~.
- b. Third-Party Payments: Compensation you receive from third parties ~~[compensate you]~~ when you recommend or sell ~~[the investments, or (c) both. Provide examples of such investments. State that your financial professionals receive additional compensation if the retail investor buys these investments.]~~ 2. State that you have an incentive to offer or recommend the retail investor to invest in certain investments ~~[because]~~.
- c. Revenue Sharing: Investments where the manager or sponsor of those investments or another third party (such as an intermediary) shares with you revenue it earns on those investments. ~~[Provide examples of such investments.]~~
- d. ~~[State that you can buy investments from a retail investor, and sell investments to a retail investor, from your own accounts (called “acting as principal”). State that you can earn a profit on these trades, and that you have an incentive to encourage the retail investor to trade with you. If this activity is part of your investment advisory business, state that the retail investor’s specific approval on each such transaction is required.]~~ Principal Trading: Investments you buy from a retail investor, and/or investments you sell to a retail investor, for or from your own accounts, respectively.

(iii) *Conversation Starter: Include the following question for a retail investor to ask a financial professional and start a conversation about conflicts of interest: “How might your conflicts of interest affect me, and how will you address them?”*

(iv) *Additional Information: You must include specific references to more detailed information about your conflicts of interest that, at a minimum, include the same or equivalent information to that required by the Form ADV, Part 2A brochure and Regulation Best Interest, as applicable. If you are a broker-dealer that does not provide recommendations subject to Regulation Best Interest, to the extent you prepare more detailed information about your conflicts, you must include specific references to such information. You may include hyperlinks, mouse-over windows, or other means of facilitating access to this additional information and to any additional examples or explanations of such conflicts of interest.*

C. Use the heading: “How do your financial professionals make money?”

(i) *Description of How Financial Professionals Make Money: Summarize how your financial professionals are compensated, including cash and non-cash compensation, and the conflicts of interest those payments create.*

- (ii) Required Topics in the Description: Include, to the extent applicable, whether your financial professionals are compensated based on factors such as: the amount of client assets they service; the time and complexity required to meet a client's needs; the product sold (i.e., differential compensation); product sales commissions; or revenue the firm earns from the financial professional's advisory services or recommendations.

Item ~~7.~~ ~~Additional Information.~~ 4. Disciplinary History

- A. ~~[Include the heading, "Additional Information" and include the following after the heading: "We encourage you to seek out additional information."]~~ ~~[B. Include the following: "We]~~ Use the heading: "Do you or your financial professionals have legal ~~[and]~~ or disciplinary ~~[events]~~ history?"
- B. State "Yes" if you or [one] any of your financial professionals currently disclose, or are required to disclose, the following information:
- (i) Disciplinary information in your Form ADV (Item 11 of Part 1A or Item 9 of Part 2A).
 - (ii) Legal or disciplinary ~~[events]~~ history in your Form BD (Items 11 A[-]=K) (except to the extent such information is not released to BrokerCheck, pursuant to FINRA Rule 8312).
 - (iii) Disclosures for any of your financial professionals in Items 14 A[-]=M on Form U4 (Uniform Application for Securities Industry Registration or Transfer), or in Items 7 ~~[(a) and 7(e)-(f)]~~ A or 7C-F of Form U5 (Uniform Termination Notice for Securities Industry Registration), or on Form U6 (Uniform Disciplinary Action Reporting Form) (except to the extent such information is not released to BrokerCheck, pursuant to FINRA Rule 8312).
- C. State "No" if neither you nor any of your financial professionals currently discloses, or is required to disclose, the information listed in Item 4.B.
- D. Regardless of your response to Item ~~7.~~ 4.B, you must ~~[-state the following: "Visit]~~ :
- (i) Search Tool: Direct the retail investor to visit Investor.gov/CRS for a free and simple search tool to research ~~[our firm]~~ you and ~~[our]~~ your financial professionals.^[22]
 - (ii) ~~[Include the following: "To report a problem to the SEC, visit Investor.gov or call the SEC's toll-free investor assistance line at (800) 732-0330. [To report a problem to FINRA, [.]] If you have a problem with your-~~

~~investments, investment account or a financial professional, contact us in writing at [insert your primary business address].” If you are a broker-dealer or dual registrant, include the bracketed language. It is your responsibility to review the current telephone numbers for the SEC and FINRA no less often than annually and update as necessary.]~~ Conversation Starter: Include the following questions for a retail investor to ask a financial professional and start a conversation about the financial professional’s disciplinary history: “As a financial professional, do you have any disciplinary history? For what type of conduct?”

Item 5. Additional Information

- B. State where the *retail investor* can find additional information about your brokerage [~~and~~]or investment advisory services[~~;~~][~~1.If you are a broker-dealer, state that for additional information about your brokers and services, visit BrokerCheck, your website, and the retail investor’s account agreement. Include a link to the portion of your website that provides up-to-date information for retail investors and the following link to BrokerCheck: Brokercheck.Finra.org. If you do not have a public firm website, then you must include a toll-free~~] and request a copy of the relationship

[summary. This information should be disclosed prominently at the end of the relationship summary.](#)

[C. Include a](#) telephone number where *retail investors* can request up-to-date information [and request a copy of the relationship summary.](#)

~~[2.] If you are an investment adviser, [state that for additional information on your investment advisory services, see your Form ADV brochure on IAPD on Investor.gov and any brochure supplement a financial professional provides. If you maintain your current Form ADV brochure on your public website, then you must state the website address. If you do not have a public firm website or if you do not maintain your current Form ADV brochure on your public website, then you must include the following link:] [adviserinfo.sec.gov.] [If you do not have a public firm website, then you also must include a toll free telephone number where *retail investors* can request up-to-date information.]~~

~~[Item 8.— Key Questions to Ask.]~~

~~[Under the heading “Key Questions to Ask,” include the key questions below and the following: “Ask our financial professionals these key questions about our investment services and accounts.”]~~

~~[Use formatting to make the questions more noticeable and prominent (for example, by using larger] font, a text box around the heading or questions, [different font, or lines to offset the questions from the other sections). You may modify or omit portions of any questions that you determine are inapplicable to your business. If you are a *standalone broker-dealer* or *standalone investment adviser*, you should modify the questions below to reflect the type of account you offer to *retail investors* (e.g., advisory or brokerage account).]~~

~~D.] [Advisers that provide automated advice] or broker-dealers that provide services only online without a particular individual with whom [a *retail investor* can discuss these questions] must include a section or page on their website that answers each of the [below questions and should provide a hyperlink in the *relationship summary* to that section or page. If you provide automated advice but make a financial professional available to discuss the existing account with a *retail investor*, you may wish to consider making the financial professional available to discuss these questions with the *retail investor*.]~~

~~[1. Given my financial situation, why should I choose an advisory account? Why should I choose a brokerage account?]~~

~~[2. Do the math for me. How much would I pay per year for an advisory account? How much for a typical brokerage account? What would make those fees more or less? What services will I receive for those fees?]~~

- ~~[3. What additional costs should I expect in connection with my account?]~~
- ~~[4. Tell me how you and your firm make money in connection with my account. Do you or your firm receive any payments from anyone besides me in connection with my investments?]~~
- ~~[5. What are the most common conflicts of interest in your advisory and brokerage accounts? Explain how you will address those conflicts when providing services to my account.]~~
- ~~[6. How will you choose investments to recommend for my account?]~~
- ~~[7. How often will you monitor my account's performance and offer investment advice?]~~
- ~~[8. Do you or your firm have a disciplinary history? For what type of conduct?]~~
- ~~[9. What is your relevant experience, including your licenses, education and other qualifications? [Please explain what the abbreviations in your licenses are and what they mean.]]~~~~[10. Who is the primary contact person for my account, and is he or she a representative of an investment adviser or a broker-dealer? What can you tell me about his or her legal obligations to me? If I have concerns about how this person is treating me, who can I talk to?]~~**Conversation Starter: Include the following questions for a retail investor to ask a financial professional and start a conversation about the contacts and complaints: "Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?"**

~~[In addition to the abovementioned questions, you may also include any other frequently asked questions you receive following these questions. You may not, however, exceed fourteen questions in total.]~~

E.

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Input:	
Document 1 ID	file://F:\SEC Standards of Conduct\Proposed Instructions to Form CRS.pdf
Description	Proposed Instructions to Form CRS
Document 2 ID	file://F:\SEC Standards of Conduct\Final Rules\Instructions to Form CRS.pdf
Description	Instructions to Form CRS
Rendering set	MLB Set 1

Legend:	
<u>Insertion</u>	
[Deletion]	
Moved from	
<u>Moved to</u>	
Style change	
Format change	
Moved deletion	
Inserted cell	
Deleted cell	
Moved cell	
Split/Merged cell	
Padding cell	

Statistics:	
	Count
Insertions	305
Deletions	221
Moved from	19
Moved to	19
Style change	0
Format changed	0
Total changes	564