

# General instructions and disclosures

## About this statement

**Clearing services:** Wells Fargo Clearing Services, LLC (Wells Fargo Advisors), an indirect wholly owned subsidiary of Wells Fargo & Company, is a clearing broker-dealer registered with the Securities and Exchange Commission (SEC) and the Municipal Securities Rulemaking Board (MSRB) and is a member of the New York Stock Exchange (NYSE), the Financial Industry Regulatory Authority (FINRA) and all principal U.S. exchanges. Wells Fargo Advisors carries your account(s) and acts as your custodian for funds and securities deposited with us directly by you, or as a result of transactions we process for your account. Twice a year, Wells Fargo Advisors publishes on its web site [www.wfclearing.com](http://www.wfclearing.com) a statement of the firm's financial condition. A financial statement of this organization is available for your personal inspection at its offices, or a copy of it will be mailed upon your written request.

**Trade date statement and trade details:** All activity and positions on this statement are shown as of the date a trade is entered on the brokerage trading system (i.e., the trade date). Proceeds from the sale of securities and costs for the purchase of securities are not transacted through your account until the actual settlement date of the trade. The time of the transactions, the name of the buyer or seller, and the source and amount of any commission or fee will be furnished upon written request.

**Pricing of securities:** Securities prices on your statement may vary from actual liquidation value. Prices are provided by outside quotation services which we believe are reliable but due to the nature of market data the accuracy cannot be guaranteed. In the absence of such pricing, prices are estimated by Wells Fargo Advisors using available information and its judgment. Such estimates may not reflect actual trades and do not reflect a commitment by the firm to buy or sell at those prices. Securities listed on a national exchange are priced as of the close of the statement period. Unlisted shares may be valued at the current best published "bid-price", and, if none exists, the last reported transaction if occurring within the last 45 days. Prices of securities not actively traded may not be available and are indicated by "N/A." Corporate and municipal bonds and other fixed income securities are priced by a computerized pricing service or, if less actively traded, by utilizing a yield-based matrix system to arrive at an estimated market value. Listed options are priced based on the closing "bid-ask" prices and the last reported trade. Mutual fund shares are priced at net asset value. Shares of direct participation program (DPP) and real estate investment trust (REIT) securities that are not listed on a national exchange are generally illiquid. Because no trading market exists for these investments, their values are estimated. Unless otherwise indicated, the values shown for DPP and REIT securities have been provided by the management of each program and represent that management's estimate of the investor's interest in the net assets of the program. See statement sections for additional pricing information. Values for hedge funds and certain managed futures funds are provided on a month delay basis. Other managed futures funds may be priced more frequently. Long-term certificates of deposit (maturity beyond one year from date of issue) are priced using a market value pricing model. The sale or redemption price of your securities may be higher or lower than the prices shown on your statement. For an actual quote, contact the individual servicing your account.

**Estimated annual income/yield:** Estimated Annual Income (EAI), when available, reflects the estimated amount you would earn on a security if your current position and its related income remained constant for a year. Estimated Annual Yield (EAY), when available, reflects the current estimated annual income divided by the current value of the security as of the statement closing date. EAI and EAY are estimates and the actual income and yield might be lower or higher than the estimated amounts. EAY reflects only the income generated by an investment. It does not reflect changes in its price, which may fluctuate. The information used to derive these estimates is obtained from various outside vendors; Wells Fargo Advisors is not responsible for incorrect or missing estimated annual income and yields. Past performance is not a guarantee of future results.

**Income summary:** The Income summary displays all income as recorded in the tax system as of period end date. The totals in the Cash flow snapshot may not match the totals in the Income snapshot due to reclassifications or other corrections made in the tax system. Remember, you may have certain products that are not included in these figures and whose income is only available on the tax forms sent to you at year-end. Reclassifications and other tax reporting requirements may alter these numbers both during and after year end. You should rely only on tax reporting documents. Contact your tax advisor if you have any questions about the tax consequences of your brokerage activity.

**Texas designation:** If you are a resident of Texas who has purchased mutual fund shares, you may designate a representative to receive notification to assist in avoiding escheatment of assets in your investment account to the State of Texas. The designated representative does not have any rights to your account. Please use the Texas Unclaimed Property link (<https://claimtexas.org/>) to access the Designation of Representative for Notice Request form which you may complete and return to us at **ATTN: H0006-08K, 1 N. Jefferson Ave, St. Louis, MO 63103** or return by email at [clientcontact@firstclearing.com](mailto:clientcontact@firstclearing.com).

**Tax reporting:** We are required by federal law to report annually to you and to the Internal Revenue Service (IRS) on Form(s) 1099 interest income, dividend payments and sales proceeds including cost basis information for applicable transactions credited to your account.

## About your rights and responsibilities

**Questions and complaints about Your Account:** This account statement contains important information about your brokerage account, including recent transactions. All account statements sent to you shall be deemed complete and accurate if not objected to in writing within ten days of receipt. We encourage you to review the details in this statement. If you do not understand any of the information in your statement or if you believe there are any inaccuracies or discrepancies in your statement, you should promptly report them to the manager of the Wells Fargo Advisors office listed on the front of your statement. To further protect your rights, including any rights under the Securities Investor Protection Act, any verbal communications with Wells Fargo Advisors should be re-confirmed in writing. Inquiries or complaints about your account statement, including the positions and balances in your account, may be directed to **Wells Fargo Advisors Client Services at (866) 887-2402 or ATTN: H0005-087, 1 N. Jefferson Ave, St. Louis, MO 63103**.

**Public disclosure:** You may reach FINRA by calling the FINRA BrokerCheck Hotline at **(800) 289-9999** or by visiting the FINRA website at [www.finra.org](http://www.finra.org). An investor brochure that includes information describing FINRA BrokerCheck is available from FINRA upon request. A brochure describing the FINRA Pricing of Securities Regulation Public Disclosure Program is also available from the FINRA upon request.

**MSRB disclosure:** A brochure describing the protections available under MSRB rules and how to file a complaint is available at [www.MSRB.org](http://www.MSRB.org).

**Account protection:** Wells Fargo Advisors is a member of the Securities Investor Protection Corporation (SIPC) which protects against the loss of cash and securities held in client accounts of a SIPC member firm in the event of the member's insolvency and liquidation. SIPC coverage is limited to \$500,000 per customer, including up to \$250,000 for cash. For more information on SIPC coverage, please see the explanatory brochure at [www.sipc.org](http://www.sipc.org) or contact SIPC at **(202) 371-8300**. In addition, Wells Fargo Advisors maintains additional insurance coverage provided through London Underwriters (led by Lloyd's of London Syndicates). This additional insurance policy becomes available to clients if their SIPC limit is exhausted and provides additional protection up to a firm aggregate of \$1 billion, including up to \$1.9 million for cash per client. SIPC does not insure the quality of investments or protect against market losses. SIPC only protects the custody function of their members, which means that SIPC works to restore to clients their securities and cash that are in their accounts when the member firm liquidation begins. Not all investments are protected by SIPC. In general, SIPC does not cover instruments such as unregistered investment contracts, unregistered limited partnerships, fixed annuity contracts, escrow receipts, direct investments, currency, commodities or related contracts, hedge funds and certain other investments.

**Investor education:** Wells Fargo Advisors publishes on its web site [www.wellsfargoadvisors.com](http://www.wellsfargoadvisors.com) information on topics of interest to investors as well as market commentary and economic analysis. This information may be found in the "Other Insights" menu. Wells Fargo Advisors has also developed numerous investor education guides to provide you with important information regarding the products and services we offer. These guides may be found in the "Why Invest With Us" menu.

**Free credit balances:** Free credit balances are not segregated and may be used by Wells Fargo Advisors in the operation of its business in accordance with applicable laws and regulations. You have the right to receive from us in the course of normal business operations, subject to any open commitments in any of your accounts, any free credit balances to which you are entitled.

**Investment objectives/Risk tolerances:** Please inform us promptly of any material change that might affect your investment objectives, risk tolerances or financial situation, or if you wish to impose or change any reasonable restrictions on the management of your account. A copy of the Investment Advisory Services Disclosure document is available without charge upon request. Please contact the individual denoted on the front of your statement to update your information and to receive a copy of this document.

**Option accounts:** Pursuant to FINRA Rule 2360, option assignment notices are randomly allocated by an automated process amongst all client short option positions that are subject to exercise, including positions established on the day of assignment. Transaction confirmations that were previously furnished to you provides information on commissions and other charges related to your option transaction executions. Details of our random allocation procedures and copies of transaction confirmations are available upon request.

# Specific instructions and disclosures

## Available funds

"Available for loan" reflects the approximate amount available as of the statement period ending date and should be reduced by any pending checks and Visa charges not yet cleared. This amount is the approximate amount available for withdrawal and loans. A margin loan is a variable rate loan secured by your account.

## Income on non-reportable accounts

Your income summary is categorized into taxable and tax-exempt income based upon the securities that you hold. Please be aware that, since this is a 1099 non-reportable account, this income will NOT be reported to the IRS, but is being provided to you for informational purposes only.

## Margin accounts

Interest charged on debit balances in your margin account appears on this statement. The rate of interest and period covered are indicated. The rate may change from time to time due to interest rate fluctuations or for other reasons. Interest is computed as described in material previously furnished to you. This is a combined statement of your general account and the Special Memorandum Account maintained for you under Section 220.5 of Regulation T issued by the Board of Governors of the Federal Reserve Board. The permanent record of the separate account, as required by Regulation T, is available for your inspection.

## Callable Securities

Securities that are subject to a partial call will be selected by an impartial lottery process in which the probability of your securities being selected for redemption is proportional to the holdings of all shareholders of such securities held in street name. If a security is called prior to maturity it may affect the yield you receive. Additional information is available at [www.wellsfargoadvisors.com](http://www.wellsfargoadvisors.com) under Legal Disclosures or the written procedures are available upon request.

## Cost basis - To add or update information or modify your reporting options, please contact Your <Financial Advisor>.

This statement presents estimated unrealized or realized gains or losses. If acquisition or other information is not available, the gain/loss information may not be displayed and section and summary totals may not reflect your complete portfolio. Cost basis information is not verified by Wells Fargo Advisors and should not be relied upon for legal or tax purposes. Revisions to this information (due to corporate mergers, tenders and other reorganizations) may be required from time to time.

Cost basis for factored bonds (GNMA, CMO, etc.) will be adjusted for paydown of principal. Systematic investments in mutual funds and reinvested dividends for mutual funds and stocks have been consolidated for each position. Unit cost data for systematic investments and dividend reinvestment securities is provided for informational purposes only and is a non-weighted average.

Your account statement should not be used for tax preparation without assistance from your tax consultant. We do not report capital gains or losses for non-covered securities to the IRS.

## Cost basis options

Unless specific tax lots are selected at trade time, sales of tax lots will occur using the cost basis election reflected in the Account profile section.

You have elected average cost basis accounting for some or all mutual funds and/or for specific shares in a dividend reinvestment plan held in your account. The lots or positions where average cost basis methodology was used are denoted with an "A" in the Portfolio Detail and Realized G/L sections of your statement.

## Direct Participations Program (DPP)/Real Estate Investment Trust (REIT)

Shares of Direct Participation Program (DPP) and Real Estate Investment Trust (REIT) securities that are not listed on a national securities exchange are generally illiquid. Because no formal trading market may exist for these investments, their values are estimated. The prices on this statement for direct investments are typically obtained from a third party or from the investments' issuer. Issuer estimated values may be calculated based on different information from that used by third parties to derive their estimated values. These values may differ substantially from prices, if any, at which a unit may be bought or sold and do not necessarily represent the value you would receive from the issuer upon liquidation. These securities may not be covered by SIPC or excess SIPC coverage. You should always request a current valuation for your securities prior to making a financial decision or placing an order.

Distributions on Direct Participation Plans and/or REITs are reported and a net investment per share estimated value is also reported. Pricing and distribution information has been provided by the sponsor, issuer or other external party responsible for reporting of the DPP or REIT and the classification of distributions as income or return of capital, in whole or in part, is subject to final accounting by such party(ies) and will be reported to you on a Form 1099 or K-1, as applicable.

## Wells Fargo money market class A shares as sweep fund

The estimated current yield for the money market fund shown on this account statement may reflect the net dividend after deduction of an administrative fee on the sweep option for your account, and assumes the dividend reflected on this statement will continue to be issued at this same yield for the next 12 months. The administrative fee is assessed at a maximum annualized rate of 0.30% of assets invested in that sweep option. Unless the administrative fee is temporarily waived, the fee has been directly deducted from the dividends you receive and the account statement reflects such dividends net of this fee.

## IRA withholding notice

The withdrawals you receive from your IRA are subject to Federal income tax withholding unless you elect not to have withholding apply. If you have a periodic, or an "on demand" distribution, your election regarding our withholding of Federal income tax on your behalf stays in effect until you change it. You may change or revoke your election at any time and as often as you wish by completing a new election form. If you elect check writing privileges (not available on all IRAs), you will also have previously elected to have no withholding on your withdrawals. If you decide to have taxes withheld you will not be eligible for check writing from your IRA. If you elect not to have taxes withheld you will be liable for payment of all taxes due on the taxable portion of your distribution and you may be responsible for payment of estimated tax. You may

be subject to tax penalties under the estimated tax payment rules if your payments of estimated tax and withholding, if any, are not adequate.

## Priority Credit Line

As long as you maintain sufficient collateral to support your loan balance, you may repay interest at your convenience or add the interest to your outstanding balance. There are no set payment schedules, and minimum payments are not required - you can make any size payment at any time to reduce the balance on your loan. Speak with your Financial Advisor for more information on specific payment options available to you.

The securities, which you pledged to secure your Priority Credit Line, are the collateral for the loan to you. If the pledged securities decline in value, so does the value of the collateral supporting your loan, and, as a result, we can take action, such as issue a maintenance call and/or sell securities or other assets in any of your accounts held with us, in order to maintain the required equity in your account.

You can use your Priority Credit Line for a wide range of personal or business borrowing and liquidity needs. You may not use your Priority Credit Line to purchase, trade, or carry securities or pay down or payoff margin loans. The Priority Credit Line also cannot be used to purchase any insurance products offered by Wells Fargo and any of its affiliates or variable life products offered by other providers. (Insurance products offered by Wells Fargo and affiliates may include life, disability, long-term care, personal or commercial property, casualty, and liability insurance products.)

It is important that you fully understand the risks involved in pledging securities for a loan. Review the Securities-Based Borrowing information at [www.wellsfargoadvisors.com/sbl](http://www.wellsfargoadvisors.com/sbl) to better understand the features, risks, and costs associated with Priority Credit Line, as well as additional securities-based lending products offered through Wells Fargo Advisors.

## Your Wealth Management Relationship Manager

Your relationship manager listed is employed by Wells Fargo Bank, N.A. Wells Fargo affiliates may be paid a referral fee in relation to clients referred to Wells Fargo Bank, N.A. (WFB). WFB offers various advisory and fiduciary products and services. Financial Advisors of Wells Fargo Advisors, a separate non-bank affiliate, may refer clients to the bank for an ongoing or one-time fee. The role of the Financial Advisor with respect to bank products and services is limited to referral and relationship management services. WFB is responsible for the day-to-day management of any bank products and services and their related accounts.

## Market Linked Certificates of Deposit

Market Linked Certificates of Deposit are FDIC insured up to \$250,000 per depositor per insured depository institution for each account ownership category in accordance with FDIC rules. Insurance is subject to FDIC rules, including for pass-through coverage, which require certain conditions to be satisfied for deposit insurance coverage to apply. Wells Fargo Clearing Services, LLC is not an FDIC-insured depository institution; FDIC deposit insurance only protects against the failure of an insured depository institution. Banking products and services provided by nonaffiliated banks and Wells Fargo Bank, N.A. Member FDIC. Pricing for these deposits are an indication of secondary market value only and any return of original deposit provided by the structure applies only when held to maturity and is subject to FDIC limits. Any balances above FDIC insured amounts are subject to the creditworthiness of the issuer. This section may include Market Linked Certificates of Deposit not sold through Wells Fargo Advisors. It may also include Wells Fargo issues that were sold to third parties by affiliates.

## Market Linked Notes and Securities

Pricing for these securities is an indication of secondary market value only and any return of principal provided by the structure applies when held to maturity and is subject to the creditworthiness of the issuer. This section may include securities not sold through Wells Fargo Advisors. It may also include Wells Fargo issues that were sold to third parties by affiliates.

## Municipal Securities

Income from municipal securities is generally free from federal taxes and state taxes for residents of the issuing state. While the interest income is generally tax-free, capital gains, if any, will be subject to taxes. Income for some investors may be subject to the federal Alternative Minimum Tax (AMT). In limited instances where your municipal bond position is offset versus a short position at the firm, you could receive taxable, substitute interest. In the event that you are paid substitute interest, you will receive a gross interest payment to account for the additional tax, which will minimize any impact to you. Such a change in tax status would be reflected on your year-end tax reporting documents.

## Non-Exchange Traded Holdings

Securities issued by the Zoeller Company are not traded on any national or regional exchange or in the over the counter market and have no readily available price as determined in an open and active marketplace. As such a good faith effort has been made to obtain a per unit/share price from a third party, or the issuer or one of its affiliates. Pricing of a security in this manner has some inherent conflicts of interest and the actual value obtained in a liquidating transaction may be significantly different than the value reflected on this statement. Efforts to obtain a price from a third party are not always successful and in such cases the units/shares will be assigned a value of NA. Securities that reflect a value of NA held in a retirement account such as an IRA may have some adverse Internal Revenue Service consequences. There are no warranties express or implied as to the validity of the estimated price or the process by which it was calculated and no verification of the accuracy of those prices has been reported.

## Estimated accrued interest on Fixed Income securities

Estimated accrued interest is included in the Portfolio summary as a convenience to you and represents the estimated portion of interest that would be received upon the sale of the Fixed Income positions in your account, calculated from the date of the last coupon (or dated date) through the date of the account statement, based upon information provided by the issuer. This is not a guarantee that this amount will be realized in your account. Actual income will be based upon the payout schedule of the securities held in your account. If you own a Foreign Fixed Income security, and it is denominated in a foreign currency, the Estimated accrued interest will not be accurate.

**Effective Program Fee Rate**

The Effective Program Fee Rate reflects the Program Fee rate applied to your account during the time period reported. The Effective Program Fee Rate does not reflect the application of other fees and charges to your account, including the Platform Fee to the extent it was applied. Please review your advisory program's Form ADV Part 2 disclosure document for more information about fees and charges that may be applied to your account, including information relating to the Program Fee and the Platform Fee. As a result of operational and other considerations, the Effective Fee Rate may differ from the Contracted Fee Rate included in your Program Features and Fee Schedule. Please contact us to learn more about the factors that can contribute to changes in your Effective Program Fee Rate.

