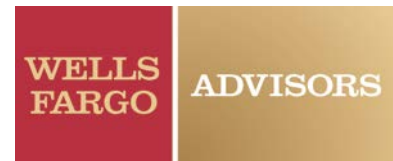


# Important Information Regarding Investment Manager Trading Practices

**April 5th, 2018**



This document provides information to investors and prospective investors regarding the trading practices of investment managers ("Managers") who participate in certain investment advisory programs sponsored by Wells Fargo Advisors ("WFA"). WFA sponsors multiple Separately Managed Account Programs ("Programs") that utilize the services of Managers who have the ability to execute trades away from WFA and, as a result, can incur additional trading costs that are paid for by WFA Program Clients ("you", "your"). Any such trading costs are separate and distinct from Program Fees. You should understand the trading methods of the Managers available through the Programs, as well as the factors that influence such trading decisions.

Managers participating in the following Programs may choose to trade away from WFA: Diversified Managed Allocations ("DMA"), Masters Program and Private Advisor Network ("PAN"). Information regarding each of these programs is contained in the WFA Separately Managed Account ("SMA") Wrap Fee Brochure and is available via the following link:

[https://www.adviserinfo.sec.gov/IAPD/Content/Common/crd\\_iapd\\_Brochure.aspx?BRCHR\\_VRSN\\_ID=496862](https://www.adviserinfo.sec.gov/IAPD/Content/Common/crd_iapd_Brochure.aspx?BRCHR_VRSN_ID=496862)

## **Best Execution Obligation**

Each Manager has an obligation to obtain "best execution" of your transactions. In meeting this obligation, the Manager must execute securities transactions for you in such a manner that your total cost or proceeds in each transaction is the most favorable under the circumstances. In assessing whether this standard is met, the Manager should consider the full range and quality of a broker's services when selecting an executing broker, including, among other things, execution capability, commission rate, financial responsibility, responsiveness to the adviser, and the value of any research services provided. The evaluation of these factors may result in the Manager electing to execute your trade(s) away from WFA.

## **Trade Aggregation/Execution**

We have a Best Execution Committee that reviews trading activity and the vendors and systems we use to process transactions, among other things. Your orders are treated with the same priority and procedural flow as non-advisory brokerage trades, except to accommodate the trading restrictions placed on these Accounts with respect to principal trades and agency cross transactions. In order to seek a more advantageous net price, it is our practice to aggregate, when feasible, orders for the purchase or sale of a particular security for the Accounts of several Program Clients for execution as a single transaction. Any benefit of such aggregation generally is allocated pro-rata among the Accounts of Clients that participated in the aggregated transaction. Client transactions are monitored regularly by branch supervisors, and product management personnel monitor Program exceptions as part of their general oversight responsibility for the Programs. In addition, we use system controls and identification to restrict advisory Accounts from being charged commissions. We also regularly review reports to determine if you have been charged commissions in error and correct your Account(s) where appropriate.

## Important Information Regarding Investment Manager Trading Practices

*continued.*

The securities traded for you may be traded in one or more marketplaces or may employ an alternative trading system ("ATS") to execute fixed-income transactions. Consistent with the overriding principle of best execution and subject to applicable regulatory requirements, we may use our discretion in selecting these marketplaces or ATS to enter or execute Client orders.

We route Client orders for over-the-counter equities and listed equity securities to execution venues as appropriate, with best execution being the highest priority. We consider a number of factors when determining where to send Client orders, including execution speed and price, price improvement opportunities, the availability of efficient and reliable order-handling systems, the level of service provided, and the cost of executing orders. We strive to execute all held orders at prices equal to or better than the displayed national bid/offer price, up to the displayed size, at the time of execution. Not-held orders are worked for best price by the trading desk. We may utilize non-affiliated third party authorized participants ("APs") when transacting large blocks of ETFs. APs are typically large institutions like market makers or specialists who can create ETFs by trading the underlying securities.

As a result of the over-the-counter nature of fixed income securities, the available trading methods differ from that of equity securities. Consistent with the overriding principle of best execution and subject to applicable regulatory requirements, we may use our discretion in selecting the appropriate ATS and/or broker-dealers with which to execute your orders. We consider a number of factors when determining where to execute orders, including the product type, the liquidity of the market and the size of the order.

For both equity and fixed income securities, we regularly review transactions for quality of execution, and take action, as appropriate, for price improvement and to fulfill our best execution obligations. At all times, our foremost concern is to obtain the best execution for our Clients, regardless of any compensation factor.

If any such prices are unavailable or believed to be unreliable, we will determine prices in good faith so as to reflect our understanding of fair market value.

### Trade Away/Step Out Definition

Under the Programs, we are generally appointed as sole and exclusive broker by you with respect to the referenced Account for the execution of transactions. Our Program Fee covers transaction costs when transactions are executed through us. On occasion, Clients may designate, or the law may require, the use of other brokers. Managers within our Programs may also elect to execute transactions with other firms as they deem appropriate, taking into account a number of factors such as best execution responsibilities, research services and other qualitative factors. Certain Managers may elect to execute all, or a majority of their transactions with other firms based on these factors. When transactions are executed with other firms, including transactions executed through our affiliates, there are trading costs in executing the transaction that are embedded into the price of the security that do not apply when trades are executed through us. Any embedded execution costs on trades done away from us are in addition to our Program Fee and may increase your overall cost. Managers are required to consider these additional costs when reviewing their best execution responsibilities in determining whether to trade through us or another firm, however, as stated, there are other factors that may also impact their decision in where to place a trade.

## Important Information Regarding Investment Manager Trading Practices

*continued.*

The information on the following table was provided by Managers within our DMA, Masters, and PAN programs. We asked Managers to provide us with strategy level ranges around trading and additional costs for transactions not performed through WFA. This information represents activity for 2015 and 2016. WFA has reasonable expectations that the information below is correct, but it should be noted we have not audited or validated these figures. Should you have questions around these figures, please discuss with your Financial Advisor or applicable Manager.

Portfolios marked with (m) are traded via model delivery in both Masters and DMA. Any trade away costs for these portfolios are not applicable for Masters or DMA accounts.

BPS represent basis points (0.01%) trading cost per amount of trade in question; CPS represent trading cost in Cents Per Share (\$0.01) on any shares traded.

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
12th Street Asset Management - Opportunity Managed Account	0%	0%	No Trades Done Away	No Trades Done Away
1919 Investment Counsel - Quality Growth	0%	0%	No Trades Done Away	No Trades Done Away
Abner, Herrman & Brock LLC - Custom Balanced (40 Eq / 60 Fxd)	50%	50%	No additional Cost	No additional Cost
Abner, Herrman & Brock LLC - Municipal Bond	98%	98%	No additional Cost	No additional Cost
Abner, Herrman & Brock LLC - Taxable Bond	98%	98%	No additional Cost	No additional Cost
Accuvest Global Advisors - Global Core Equity	81%	100%	0-1Cps	No additional Cost
ACR Alpine Capital Research - EQR Equity Quality Return	0%	0%	No additional Cost	No additional Cost
Advisory Research, Inc. - Master Limited Partnerships	0%	0%	No Trades Done Away	No Trades Done Away
Advisory Research, Inc. - Small-/Mid-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
<b>AEW Capital Management LP - Diversified REIT (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Agincourt Capital Management LLC - Core Fixed Income	0%	100%	No additional Cost	No additional Cost
Albion Financial Group - Core All-Cap Growth	0%	0%	No additional Cost	No additional Cost
AllianceBernstein LP - Tax Aware Fixed Income	55%	55%	No additional Cost	No additional Cost
Allianz Global Investors, U.S. LLC - AllianzGI NFJ International Value	7%	0%	3+ Cps	No Trades Done Away
Allianz Global Investors, U.S. LLC - AllianzGI NFJ Large-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
<b>Alta Capital Management - All-Cap Quality Growth (m)</b>	72%	24%	2-3 Cps	2-3 Cps
<b>Alta Capital Management - Large-Cap Quality Growth (m)</b>	72%	24%	2-3 Cps	2-3 Cps
American Capital Advisory LLC - Monarch 23	0%	0%	No Trades Done Away	No Trades Done Away
<b>Anchor Capital Advisors LLC - All-Cap Value (m)</b>	0%	0%	no trades Done Away	No Trades Done Away
<b>Anchor Capital Advisors LLC - All-Cap Value Balanced (m)</b>	0%	0%	no trades Done Away	No Trades Done Away
<b>Anchor Capital Advisors LLC - Mid-Cap Value (m)</b>	0%	0%	no trades Done Away	No Trades Done Away
Ancora Advisors LLC - Large-Cap Core	0%	0%	no trades Done Away	No Trades Done Away
Appleton Partners, Inc. - Intermediate Municipal Fixed Income	100%	100%	No additional Cost	No additional Cost
Ariel Investments LLC - Mid-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Aristotle Capital Management, LLC - Value Equity	0%	3%	No additional Cost	No additional Cost
Ascent Investment Partners - Tax-Exempt Fixed Income	99%	99%	No additional Cost	No additional Cost
Ashfield Capital Partners LLC - Balanced Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Ashfield Capital Partners LLC - Large-Cap Growth Equity	0%	0%	No Trades Done Away	No Trades Done Away
Asset Preservation Advisors - APA High Quality Intermediate	100%	100%	No additional Cost	No additional Cost
<b>Astor Investment Management LLC - Dynamic Allocation (m)</b>	81%	90%	0-1Cps	0-1 Cps
<b>Astor Investment Management LLC - Sector Allocation (m)</b>	85%	90%	0-1Cps	0-1 Cps
<b>Atalanta Sosnoff Capital LLC - Large-Cap Core Balanced (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Atalanta Sosnoff Capital LLC - Large-Cap Core Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Atlanta Capital Management Co. LLC - High Quality Small-/Mid-Cap Core	80%	66%	No additional Cost	No additional Cost
<b>Bahl &amp; Gaynor Investment Counsel, Inc. - Income Growth (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Bahl &amp; Gaynor Investment Counsel, Inc. - Large-Cap Quality Growth (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
<b>Bahl &amp; Gaynor Investment Counsel, Inc. - Small Cap Quality Growth (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Beacon Capital Management, Inc. - Vantage 2.0 Aggressive	0%	0%	No additional Cost	No additional Cost
Beacon Capital Management, Inc. - Vantage 2.0 Balanced	0%	0%	No additional Cost	No additional Cost
Beacon Capital Management, Inc. - Vantage 2.0 Conservative	0%	0%	No additional Cost	No additional Cost
Beaumont Capital Management (BCM) - Diversified Equity	80%	80%	1-2 Cps	1-2 Cps
Beaumont Capital Management (BCM) - Growth	80%	80%	1-2 Cps	1-2 Cps
Beaumont Capital Management (BCM) - Moderate Growth	80%	80%	1-2 Cps	1-2 Cps
Beaumont Capital Management (BCM) - U.S. Sector Rotation	80%	80%	1-2 Cps	1-2 Cps
Belle Haven Investments L.P. - Cash Management	100%	100%	No additional Cost	No additional Cost
Belle Haven Investments L.P. - Ladder PLUS	100%	100%	No additional Cost	No additional Cost
Belle Haven Investments L.P. - Muni PLUS	100%	100%	No additional Cost	No additional Cost
Belle Haven Investments L.P. - Taxable Ladder PLUS	100%	100%	No additional Cost	No additional Cost
Belle Haven Investments L.P. - Taxable Plus	100%	100%	No additional Cost	No additional Cost
<b>Berkshire Asset Management LLC - Dividend Growth &amp; Income Strategy (m)</b>	0%	0%	No additional Cost	No Trades Done Away
Bernzott Capital Advisors - Small-Cap Value	0%	0%	no trades Done Away	No Trades Done Away
BiscayneAmericas Advisers LLC - Global Total Return	100%	100%	2-3 Cps	2-3 Cps
<b>BlackRock, Inc. - Equity Dividend (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
BlackRock, Inc. - Fundamental Core Taxable Fixed Income	100%	100%	No additional Cost	No additional Cost
BlackRock, Inc. - Intermediate Duration Municipal	100%	100%	No additional Cost	No additional Cost
BlackRock, Inc. - Intermediate Taxable Fixed Income	100%	100%	No additional Cost	No additional Cost
<b>BlackRock, Inc. - Large-Cap Core (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>BlackRock, Inc. - Large-Cap Value (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
BlackRock, Inc. - Short-Term Municipals	100%	100%	No additional Cost	No additional Cost
Bluestone Capital Management - Bluestone Elite	0%	0%	No Trades Done Away	No Trades Done Away
BNY Mellon Wealth Management - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
BNY Mellon Wealth Management - Large-Cap Core Balanced	0%	0%	No Trades Done Away	No Trades Done Away
BNY Mellon Wealth Management - Tax-Exempt Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Boston Common Asset Management LLC - Global Currents Intl. Value Core SRI (ADR)	0%	0%	No Trades Done Away	No Trades Done Away
Boston Common Asset Management LLC - International Equity SRI ADR	0%	0%	No Trades Done Away	No Trades Done Away
Boston Common Asset Management LLC - Small-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Bowling Portfolio Management LLC - Large-Cap Core Value	0%	0%	No Trades Done Away	No Trades Done Away
Bowling Portfolio Management LLC - Small Cap Equity	0%	0%	No Trades Done Away	No Trades Done Away
Boyd Watterson Asset Management LLC - Ultra Enhanced Core Fixed Income	100%	12%	No additional Cost	No additional Cost
Brandes Investment Partners, L.P. - Core Plus Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Brandes Investment Partners, L.P. - Emerging Markets	45%	63%	15+ Bps	15+ Bps
Brandes Investment Partners, L.P. - European Equity ADR	42%	52%	10-15 Bps	10-15 Bps
Brandes Investment Partners, L.P. - Global ADR Equity	71%	74%	10-15 Bps	10-15 Bps

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Brandes Investment Partners, L.P. - Global Balanced (Value)	35%	38%	10-15 Bps	15+ Bps
Brandes Investment Partners, L.P. - Global Small-Cap Equity	57%	21%	10-15 Bps	10-15 Bps
Brandes Investment Partners, L.P. - Global Small-Mid Cap Equity	83%	62%	10-15 Bps	10-15 Bps
Brandes Investment Partners, L.P. - International Equity (Value)	53%	73%	10-15 Bps	10-15 Bps
Brandes Investment Partners, L.P. - U.S. Small-Cap Value Equity	37%	40%	1-2 Cps	1-2 Cps
Brandes Investment Partners, L.P. - U.S. Value Equity (Large-Cap)	17%	34%	1-2 Cps	1-2 Cps
Breckinridge Capital Advisors, Inc. - Intermediate Sustainable Government/Credit	99%	99%	No additional Cost	No additional Cost
Breckinridge Capital Advisors, Inc. - Intermediate Tax Efficient Bond Strategy	99%	99%	No additional Cost	No additional Cost
Brown Inv. Advisory, Inc. - U.S. Large-Cap Growth Equity	100%	100%	2-3 Cps	2-3 Cps
BTIM-Walden Asset Management - Walden - Core Equity	0%	0%	No Trades Done Away	No Trades Done Away
Buckley Muething Capital Mgmt. Co. - Conservative Equity	0%	0%	No Trades Done Away	No Trades Done Away
Bush O'Donnell Investment Advisors, Inc. - Master Limited Partnerships, Concentrated	0%	0%	No Trades Done Away	No Trades Done Away
C.S. McKee L.P. - Absolute Return	0%	0%	No additional Cost	No additional Cost
C.S. McKee L.P. - Large-Cap Core Equity	0%	0%	No Trades Done Away	No additional Cost
C.S. McKee L.P. - Large-Cap Value Equity	0%	0%	No Trades Done Away	No additional Cost
Cadinha & Co., LLC - Conservative Asset Allocator (Balanced)	0%	0%	No Trades Done Away	No Trades Done Away
<b>Cambiar Investors, LLC - Global Select (m)</b>		0%		No Trades Done Away
<b>Cambiar Investors, LLC - International ADR (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Cambiar Investors, LLC - Large-Cap Value (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Capital Advisors, Inc. - Managed Equity Strategy	0%	0%	No Trades Done Away	No Trades Done Away
<b>Capital Group - Global Equity SMA (m)</b>	0%	0%	No additional Cost	No additional Cost
<b>Capital Group - International Equity SMA (m)</b>	0%	0%	No additional Cost	No additional Cost
Capital Group - US Equity	0%	0%	No additional Cost	No additional Cost
Capital Wealth Planning LLC - ETF Covered Call Strategy	0%	0%	no trades Done Away	No Trades Done Away
Caprin Asset Management LLC - Intermediate Muni - State Specific	98%	95%	0-1Cps	0-1Cps
Caprin Asset Management LLC - Intermediate Taxable Fixed Income	97%	98%	0-1Cps	0-1Cps
Caprin Asset Management LLC - Low Duration Taxable Fixed Income	100%	100%	No additional Cost	No additional Cost
Caprin Asset Management LLC - Short Maturity Muni - National	99%	98%	No additional Cost	No additional Cost
Carl Domino, Inc. - Large-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
CCM Investment Advisers LLC - Core Balanced	0%	0%	No additional Cost	No additional Cost
CCM Investment Advisers LLC - Core Equity	0%	0%	No additional Cost	No additional Cost
Center Coast Capital Advisors, LP - MLP SMA	0%	0%	No additional Cost	No Trades Done Away
Century Management - Value I	0%	0%	No Trades Done Away	No Trades Done Away



Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Check Capital Management, Inc. - Equity Income Program	0%	0%	No Trades Done Away	No Trades Done Away
Check Capital Management, Inc. - Quality Growth Program	0%	0%	No Trades Done Away	No Trades Done Away
Chicago Equity Partners LLC - Intermediate Duration Fixed Income	100%	100%	No additional Cost	No additional Cost
Chickasaw Capital Management LLC - MLP SMA	0%	0%	No additional Cost	No additional Cost
Chilton Capital Management LLC - Growth and Income	0%	0%	No Trades Done Away	No Trades Done Away
Chilton Capital Management LLC - REIT	0%	0%	No Trades Done Away	No Trades Done Away
<b>Churchill Management Group - Premier Wealth Tactical (m)</b>	0%	31%	No Trades Done Away	0-1Cps
Churchill Management Group - Premier Wealth Tactical Core	13%	34%	0-1Cps	0-1Cps
Cincinnati Asset Management, Inc. - Broad Market Corporate Bond	100%	100%	No additional Cost	No additional Cost
Cincinnati Asset Management, Inc. - Investment Grade Corporate Bond	99%	99%	No additional Cost	No additional Cost
Clark Capital Management Group, Inc. - Navigator Fixed Income Total Return	100%	0%	0-1Cps	No Trades Done Away
<b>Clarkston Capital Partners LLC - Small-Cap Core (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>ClearBridge Investments, LLC - All-Cap Value (WNAV) (m)</b>	90%	93%	1-2 Cps	1-2 Cps
<b>ClearBridge Investments, LLC - All-Capitalization Growth (m)</b>	97%	54%	1-2 Cps	1-2 Cps
<b>ClearBridge Investments, LLC - Appreciation (WDA) (m)</b>	70%	45%	1-2 Cps	1-2 Cps
<b>ClearBridge Investments, LLC - Dividend (WDDS) (m)</b>	65%	84%	1-2 Cps	1-2 Cps
<b>ClearBridge Investments, LLC - International ADR (WDAD) (m)</b>	54%	0%	1-2 Cps	No Trades Done Away
ClearBridge Investments, LLC - Intl Growth ADR ESG SMA (WNIE)	0%	22%	No Trades Done Away	1-2 Cps
<b>ClearBridge Investments, LLC - Mid-Cap Core (WNMC) (m)</b>	87%	100%	No additional Cost	0-1 Cps
<b>ClearBridge Investments, LLC - Multi-Cap Growth (m)</b>	59%	12%	1-2 Cps	1-2 Cps
Clinton Investment Management, LLC - Municipal Market Duration Strategy	100%	100%	No additional Cost	No additional Cost
Closed-End Fund Advisors, Inc. - Diversified Global Growth	0%	0%	No additional Cost	No additional Cost
CMG Capital Management Group, Inc. - Opportunistic All Asset ETF Strategy	0%	0%	No Trades Done Away	No Trades Done Away
<b>Cohen &amp; Steers - Preferred Securities (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Coho Partners, Ltd. - Relative Value (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Columbia Mgmt. Inv. Advisers (Seligman) - Select Large-Cap Value (m)</b>	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - All-Cap Value	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Asset Allocation Growth & Taxable Income ETF	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Equity Income	1%	0%	0-1Cps	No additional Cost
Confluence Investment Management LLC - Global Hard Assets	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Increasing Dividend Equity Account	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Large-Cap Value	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Small-Cap Value	1%	0%	0-1Cps	No additional Cost

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Confluence Investment Management LLC - Value Opportunities	1%	0%	0-1Cps	No additional Cost
Congress Asset Management Co. - Mid-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Congress Asset Management Co. - Short-Term Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Connors Investor Services, Inc. - Hedged Equities (Covered Call Writing)	0%		No Trades Done Away	No Trades Done Away
Cornerstone Investment Partners LLC - Concentrated Equity	0%	0%	No Trades Done Away	No Trades Done Away
Cortland Associates, Inc. - Cortland Equity	0%	0%	No Trades Done Away	No Trades Done Away
Courier Capital LLC - Large-Cap Growth Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Crawford Investment Counsel - Dividend Growth	0%	0%	No Trades Done Away	No Trades Done Away
Crawford Investment Counsel - National Municipal Bonds	99%	97%	No additional Cost	No additional Cost
Credit Suisse Asset Management - CS Intermediate California Tax-Advantaged Fixed Income	100%	100%	No additional Cost	No additional Cost
Credit Suisse Asset Management - CS Intermediate New York Tax-Advantaged Fixed Income	100%	100%	No additional Cost	No additional Cost
Credit Suisse Asset Management - CS Intermediate Tax-Advantaged Fixed Income	100%	100%	No additional Cost	No additional Cost
Credit Suisse Asset Management - CS Limited Duration Tax-Advantaged Fixed Income	100%	100%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Balanced - Global Eq Income / Current Income	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Balanced - Global Equity Income / Fixed Income	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Balanced - Theta Growth / Current Income	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Balanced Core (Large-Cap Growth)	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Covered Call Income	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Current Income Portfolio	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Global Equity Income	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Municipal Fixed Income	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Theta Growth Balanced (Covered Call)	0%	0%	No additional Cost	No additional Cost
Cubic Asset Management LLC - All-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Cullinan Associates, Inc. - Dividend Writing	0%	0%	No additional Cost	No additional Cost
Cullinan Associates, Inc. - OverWriting	0%	0%	No additional Cost	No additional Cost
Cumberland Advisors - Global Multi-Asset Class (ETFs)	1%	1%	No additional Cost	No additional Cost
Cumberland Advisors - Global Multi-Asset Exchange-Traded Funds (ETFs)	1%	1%	No additional Cost	No additional Cost
Cushing Asset Management - Cushing MLP Alpha Total Return	0%	0%	No additional Cost	No additional Cost
Cyrus J. Lawrence LLC. - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away



Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
D.F. Dent & Company - Mid-Cap Growth	0%	0%	No additional Cost	No additional Cost
Dalton, Greiner, Hartman, Maher & Co. LLC - All-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Dana Investment Advisors, Inc. - All-Cap Core Balanced	40%	40%	No additional Cost	No additional Cost
Dana Investment Advisors, Inc. - Large Cap Socially Responsible Catholic	0%	0%	No Trades Done Away	No Trades Done Away
<b>Dana Investment Advisors, Inc. - Large-Cap Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Dana Investment Advisors, Inc. - Limited Volatility	75%	75%	No additional Cost	No additional Cost
Dana Investment Advisors, Inc. - Limited Volatility I	0%	0%	No Trades Done Away	No Trades Done Away
Dana Investment Advisors, Inc. - Municipal Bond	100%	100%	No additional Cost	No additional Cost
Dana Investment Advisors, Inc. - Socially-Responsible Equity	0%	0%	No Trades Done Away	No Trades Done Away
Davis Advisors - Large-Cap Value Equity (Core Value)	0%	0%	No Trades Done Away	No Trades Done Away
Davis Advisors - Multi-Cap Equity (All-Cap Core)	0%	0%	No Trades Done Away	No Trades Done Away
Dean Investment Associates LLC - Mid-Cap Value	0%	0%	No additional Cost	No additional Cost
Dean Investment Associates LLC - Municipal Fixed Income	0%	0%	No additional Cost	No additional Cost
Delaware Investments (Equ) - Bennett Lawrence - Mid- Cap Growth Equity	0%	0%	No Trades Done Away	No Trades Done Away
Delaware Investments (Equ) - International ADR	41%	44%	5-10 Bps	5-10 Bps
<b>Delaware Investments (Equ) - Large-Cap Value Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Delaware Investments (FI) - Aggregate Duration U.S. Government	99%	99%	No additional Cost	No additional Cost
Delaware Investments (FI) - Intermediate Aggregate Duration U.S. Government	99%	99%	No additional Cost	No additional Cost
Deroy & Devereaux - All Cap Equity	0%	0%	No Trades Done Away	No Trades Done Away
Diamond Hill Capital Management, Inc. - Large-Cap Equity	100%	100%	No additional Cost	No additional Cost
Diamond Hill Capital Management, Inc. - Select All-Cap Equity	100%	100%	No additional Cost	No additional Cost
Dividend Assets Capital LLC - All MLP Portfolio	0%	0%	No additional Cost	No additional Cost
Dixon, Hubbard, Feinour & Brown, Inc. - Large-Cap Core Equity	0%	0%	No Trades Done Away	No Trades Done Away
Dodge & Cox - Custom Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Dolan McEniry Capital Management LLC - DMC Core Plus	100%	100%	No additional Cost	No additional Cost
Dolan McEniry Capital Management LLC - DMC Credit	100%	100%	No additional Cost	No additional Cost
<b>Dorsey, Wright &amp; Associates LLC - Systematic Relative Strength Global Macro (m)</b>	0%	0%	No additional Cost	No additional Cost
Douglas C. Lane & Associates, Inc. - Core Equity	0%	0%	No Trades Done Away	No Trades Done Away
DSM Capital Partners LLC - Large-Cap Growth	83%	76%	5-1 Bps	5-10 bps
Duff & Phelps Investment Management Co. - International Equity ADR	85%	64%	2-3 Cps	2-3 Cps
<b>Eagle Asset Management - Equity Income (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Eagle Asset Management - High-Quality Tax-Free (Muni)	100%	100%	0-5 Bps	0-5 Bps
<b>Eagle Asset Management - Large-Cap Core (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Eagle Asset Management - Small-Cap (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Eagle Asset Management - Small-Cap Growth (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Eagle Asset Management - Special Fixed Portfolio	100%	95%	0-5 Bps	0-5 Bps
Eagle Asset Management - Strategic Income - Municipal	100%	95%	0-5 Bps	0-5 Bps

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Bonds				
Eagle Asset Management - Strategic Income - Taxable	100%	100%	0-5 Bps	0-5 Bps
Eagle Capital Management LLC - Eagle Equity	0%	0%	No Trades Done Away	No Trades Done Away
Eagle Global Advisors LLC - MLP Total Return	10%	0%	No additional Cost	No Trades Done Away
<b>EARNEST Partners LLC - All-Cap Core (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
EARNEST Partners LLC - Core Domestic Fixed Income	100%	100%	No additional Cost	No additional Cost
Eaton Vance Management - Corp Ladder Interm BBB	100%	100%	No additional Cost	No additional Cost
<b>Eaton Vance Management - Large-Cap Value (m)</b>	0%	0%	No additional Cost	No additional Cost
Eaton Vance Management - Managed Municipals Intermediate Maturity	100%	100%	No additional Cost	No additional Cost
Eaton Vance Management - Managed Municipals Long Maturity	100%	100%	No additional Cost	No additional Cost
Eaton Vance Management - Managed Municipals Short Maturity	100%	100%	No additional Cost	No additional Cost
Eaton Vance Management - RBA Global ETF Aggressive	0%	0%	No additional Cost	No additional Cost
Eaton Vance Management - RBA Global ETF Conservative	0%	0%	No additional Cost	No additional Cost
Eaton Vance Management - RBA Global ETF Moderate	0%	0%	No Trades Done Away	No additional Cost
Eaton Vance Management - RBA Global Risk Balanced	0%	0%	No additional Cost	No additional Cost
Eaton Vance Management - TABS Intermediate Maturity	100%	100%	No additional Cost	No additional Cost
Eaton Vance Management - TABS Laddered Muni Intermediate	100%	100%	No additional Cost	No additional Cost
Eaton Vance Management - TABS Laddered Muni Short/Intermediate	100%	100%	No additional Cost	No additional Cost
Eaton Vance Management - TABS Limited Maturity	100%	100%	No additional Cost	No additional Cost
Eaton Vance Management - TABS Long Maturity	100%	100%	No additional Cost	No additional Cost
Edge Asset Management, Inc. - SMID Dividend Income without K-1s	0%	0%	No additional Cost	No Trades Done Away
Edge Asset Management, Inc. - SMID Dividend Income with K-1s	0%	0%	No additional Cost	No Trades Done Away
Edgewood Management LLC - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Energy Income Partners LLC - Energy Infrastructure & MLP	0%	0%	No additional Cost	No additional Cost
Equity Investment Corporation - All-Cap Value Equity	0%	0%	No additional Cost	No Trades Done Away
Equity Investment Corporation - Large-Cap Value Equity	0%	0%	No additional Cost	No Trades Done Away
Estabrook Capital Management - Large-Cap Core Balanced	0%	0%	No Trades Done Away	No Trades Done Away
<b>Estabrook Capital Management - Large-Cap Core Value (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Fairfax Global Markets - ETF Growth Strategy	0%	0%	No Trades Done Away	No Trades Done Away
Fairfax Global Markets - Stock - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Fayez Sarofim - Network Accts Only - Custom All-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
Fayez Sarofim - Network Accts Only - Large-Cap Core-Growth	0%	0%	No Trades Done Away	No Trades Done Away
<b>Fayez Sarofim &amp; Co. - Large-Cap Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Federated Clover Investment Advisors - All-Cap Value (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Federated Clover Investment Advisors - Balanced Equity (All-Cap Value) (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
<b>Federated Investors, Inc. - International Strategic Value Dividend ADR SMA (m)</b>	0%	8%	No Trades Done Away	No additional Cost
<b>Federated Investors, Inc. - Strategic Value Dividend SMA (Equity Income) (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Fiduciary Management, Inc. - Large-Cap Equity	0%	0%	No Trades Done Away	
Fiduciary Management, Inc. - Small-Cap Equity	0%	0%	No Trades Done Away	
Fiera Capital Inc. (Formerly Apex Capital Management) - Large-Cap Growth	0%	0%	no trades Done Away	No Trades Done Away
<b>Fiera Capital Inc. (Formerly Apex Capital Management) - Small Cap Growth (m)</b>	0%	0%	no trades Done Away	No Trades Done Away
<b>Fiera Capital Inc. (Formerly Apex Capital Management) - Small/Mid-Cap Growth (m)</b>	0%	0%	no trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Balanced Closed-End Fund	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - ETF Asset Allocation Growth	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - ETF Asset Allocation Moderate Growth	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - FTA/Morningstar Multi-Discipline 40/60 Portfolio	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - FTA/Morningstar Multi-Discipline 75/25 Portfolio	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Municipal Closed-End Fund	0%	0%	No Trades Done Away	No Trades Done Away
Forward Management LLC - Tactical Growth	0%	0%	No Trades Done Away	No Trades Done Away
Franklin Separately Managed Accounts - Intermediate Fixed Income	7%	5%	No additional Cost	No additional Cost
Franklin Separately Managed Accounts - Intermediate Municipal Fixed Income	100%	100%	No additional Cost	No additional Cost
Franklin Templeton Investments - Intermediate Municipal Fixed Income	100%	100%	No additional Cost	No additional Cost
GAMCO Investors, Inc - All-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Gemmer Asset Management LLC - Growth	0%	0%	No Trades Done Away	No Trades Done Away
<b>Geneva Advisors - All-Cap Growth (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Geneva Capital Management, Ltd. - Mid-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Glenmede Trust Company, NA (The) - Income (Municipal)	0%	0%	No Trades Done Away	No Trades Done Away
Glovista Investments LLC - Emerging Markets Equity	55%	50%	No additional Cost	No additional Cost
Godsey & Gibb Associates - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Godsey & Gibb Associates - Equity	0%	0%	No Trades Done Away	No Trades Done Away
Granite Investment Advisors, Inc. - Large-Cap Equity	0%	0%	No additional Cost	No Trades Done Away
Granite Investment Partners LLC - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Gratry & Company LLC - International Equity Growth	0%	0%	No Trades Done Away	No Trades Done Away
Great Lakes Advisors LLC (Disciplined Equity Team) - All Cap (TaxManaged)	0%	0%	No Trades Done Away	No Trades Done Away
<b>Great Lakes Advisors, LLC - Value Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Greenwood Capital Associates LLC - Balanced (Non-Taxable)	29%	16%	No additional Cost	No additional Cost
Greenwood Capital Associates LLC - Large Cap Core	0%	0%	No Trades Done Away	No Trades Done Away

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Greenwood Capital Associates LLC - Taxable Fixed Income	100%	100%	No additional Cost	No additional Cost
Gross Investments - Balanced	34%	30%	No additional Cost	No additional Cost
Gurtin Fixed Income Mgmt. LLC - Core Tax-Exempt Fixed Income	93%	89%	0-5 Bps	0-5 Bps
GW&K Investment Management, LLC - Core Bond	100%	100%	No additional Cost	No additional Cost
GW&K Investment Management, LLC - Enhanced Core Bond	100%	100%	No additional Cost	No additional Cost
GW&K Investment Management, LLC - Equity Dividend Plus	0%	0%	No Trades Done Away	No Trades Done Away
GW&K Investment Management, LLC - Municipal Bond (Intermediate)	100%	100%	No additional Cost	No additional Cost
GW&K Investment Management, LLC - Total Return Bond	100%	100%	No additional Cost	No additional Cost
GW&K Investment Management, LLC - U.S. Equity Small/Mid Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
Harman Investment Advisors, Inc. - All-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Harman Investment Advisors, Inc. - Telecom / Utility Approach	0%	0%	No Trades Done Away	No Trades Done Away
Harris Associates L.P. - Concentrated Value	100%	100%	0-1Cps	0-1Cps
Harvest Fund Advisors LLC - Energy Infrastructure	0%	0%	No Trades Done Away	No Trades Done Away
Haverford Financial Services - Dividend Value	0%	0%	No additional Cost	No Trades Done Away
Haverford Financial Services - Intermediate Government Credit	0%	0%	No additional Cost	No Trades Done Away
Haverford Trust Company, The - Large-Cap Core Growth Balanced	0%	0%	No additional Cost	No additional Cost
Haverford Trust Company, The - Large-Cap Core Growth Equity	0%	0%	No additional Cost	No additional Cost
Haverford Trust Company, The - Quality Fixed Income - Intermediate Govt./Credit	0%	0%	No additional Cost	No additional Cost
Hays Advisory LLC - Global ETF	100%	100%	No additional Cost	No additional Cost
Heartland Advisors, Inc. - Opportunistic Value	0%	0%	No additional Cost	No additional Cost
Hebert Advisory Services, Inc. - Growth Account Portfolio	0%	0%	No Trades Done Away	No Trades Done Away
Hillswick Asset Management LLC - Core Fixed Income	100%	100%	No additional Cost	No additional Cost
Hillswick Asset Management LLC - Intermediate Duration Fixed Income	100%	100%	No additional Cost	No additional Cost
Hilton Capital Management LLC - Tactical Income	0%	0%	No Trades Done Away	No Trades Done Away
Hodges Capital Management - Small-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
Horizon Asset Management, Inc. - Core Value	0%	0%	No Trades Done Away	No Trades Done Away
Horizon Asset Management, Inc. - Research Select	0%	0%	No Trades Done Away	No Trades Done Away
Horizon Investments LLC - Active Asset Allocation ETF Focused	93%	87%	1-2 Cps	1-2 Cps
Horizon Investments LLC - Active Asset Allocation ETF Growth	92%	96%	1-2 Cps	1-2 Cps
Horizon Investments LLC - Active Asset Allocation ETF Moderate	95%	90%	1-2 Cps	1-2 Cps
Horizon Investments LLC - Real Spend 4	0%	0%	No Trades Done Away	No Trades Done Away
Horizon Investments LLC - Real Spend 5	0%	0%	No Trades Done Away	No Trades Done Away
Horizon Investments LLC - Real Spend 6	1%	0%	0-1Cps	No Trades Done Away
Howe and Rusling, Inc. - Balanced Growth	0%	0%	No Trades Done Away	No Trades Done Away

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Howe and Rusling, Inc. - Conservative Growth	0%	0%	No Trades Done Away	No Trades Done Away
Income Research & Management - Core Municipal	91%	98%	No additional Cost	No additional Cost
Innealta Capital - Tactical ETF Sector Rotation Core Portfolio	0%	0%	No additional Cost	No additional Cost
<b>Integrity Asset Management, LLC - Mid Cap Value Equity (m)</b>	0%	0%	No additional Cost	No additional Cost
Intrack Investment Management - Growth and Income (GARP)	0%	0%	No Trades Done Away	No Trades Done Away
Invesco Advisers, Inc. - Real Estate Securities	79%	64%	No additional Cost	No additional Cost
Investment Management of Virginia LLC - Opportunity Portfolio	0%	0%	No additional Cost	No Trades Done Away
Ironwood Investment Mgmt. LLC - Small-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
JAG Capital Management, LLC - Corporate Fixed Income	100%	100%	No additional Cost	No additional Cost
JAG Capital Management, LLC - Enhanced Core Fixed Income	100%	100%	No additional Cost	No additional Cost
<b>JAG Capital Management, LLC - Large-Cap Growth (m)</b>	0%	0%	No Trades Done Away	No additional Cost
<b>James Capital Alliance, Inc. - 60 Plus All-Cap Balanced (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>James Capital Alliance, Inc. - All-Cap Balanced (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>James Capital Alliance, Inc. - Conservative All-Cap Balanced (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
James Investment Research, Inc. - Balanced Product	0%	0%	No additional Cost	No additional Cost
<b>Jennison Associates LLC - Large-Cap Growth Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Jennison Associates LLC - Mid-Cap Growth (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Jennison Associates LLC - Opportunistic Equity (All-Cap Value) (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>John Hancock Asset Management - Fundamental Large Cap Core (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>John Hancock Asset Management - Sovereign Dividend Performers (Large Cap) (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
John Hancock Asset Management - Sovereign Dividend Performers Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Jolley Asset Management LLC - Balanced Large-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
JP Morgan Investment Management, Inc. - Intermediate Municipal	0%	0%	No additional Cost	No additional Cost
JP Morgan Investment Management, Inc. - Mid-Cap Value	0%	0%	No additional Cost	No additional Cost
Kanawha Capital Management LLC - Core Equity	0%	0%	No additional Cost	No additional Cost
<b>Kayne Anderson Rudnick Inv. Mgmt. LLC - Small-/Mid-Cap Core (m)</b>	0%	0%	No additional Cost	No Trades Done Away
<b>Kayne Anderson Rudnick Inv. Mgmt. LLC - Small-Cap Core (m)</b>	0%	0%	No additional Cost	No Trades Done Away
<b>Kayne Anderson Rudnick Inv. Mgmt. LLC - Small-Cap Quality Value (m)</b>	0%	0%	No additional Cost	No Trades Done Away
KDP Asset Management, Inc. - Defensive High Yield	0%	80%	No additional Cost	No additional Cost
Klopp Investment Management LLC - Large-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
L&S Advisors, Inc. - Tactical Equity Income	0%	0%	No Trades Done Away	No Trades Done Away
L&S Advisors, Inc. - Tactical Equity Opportunities	0%	0%	No Trades Done Away	No Trades Done Away
Lagoda Investment Management, L.P. - Global Equity	0%	0%	No additional Cost	No additional Cost
Lateef Investment Management, L.P. - Multi-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away



Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Equity				
<b>Lazard Asset Management LLC - Balanced Global (Core Value) (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Lazard Asset Management LLC - Emerging Markets Select ADR-SMA (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Lazard Asset Management LLC - Global Equity Select ADR (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Lazard Asset Management LLC - International Equity Select ADR (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Lazard Asset Management LLC - International Equity Select with Emerging Markets ADR (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Lazard Asset Management LLC - U.S. Large-Cap Equity Select (Core Value) (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Lazard Asset Management LLC - US Equity Concentrated	40%	40%	No additional Cost	No additional Cost
Legg Mason Capital Management, LLC - Small-Cap	0%	0%	no trades Done Away	No Trades Done Away
Legg Mason Private Portfolio Group LLC - ClearBridge Multi-Cap Growth Portfolios	59%	12%	1-2 Cps	1-2 Cps
<b>Legg Mason Private Portfolio Group LLC - LM Balanced Income (WBIC) (m)</b>	78%	85%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA1 Large-Cap Blend (50% LCV / 50% LCG) (WD1)	52%	91%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA3 Dividends and Growth (70% Div / 30% MCG) (WDM3)	53%	45%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA5A Diversified All-Cap (40LCG/40ACV/20MCG) (WD5A)	59%	59%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - Western Asset GSM - 5 Year (WDG5)	100%	100%	No additional Cost	No additional Cost
<b>Lesa Sroufe &amp; Co., Inc. - Opportunistic Value Equity (m)</b>	0%	0%	No additional Cost	No additional Cost
Levin Capital Strategies, LP - Large Cap Value	0%	0%	No additional Cost	No additional Cost
Logan Capital Management, Inc. - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Lord, Abbett & Co. LLC - Intermediate Managed Municipal Ladder (1-10 Year)	100%	100%	No additional Cost	No additional Cost
Lord, Abbett & Co. LLC - Intermediate Municipal Bond	100%	100%	No additional Cost	No additional Cost
<b>Lord, Abbett &amp; Co. LLC - Large-Cap Value Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Lord, Abbett & Co. LLC - Long Municipal Bond	100%	100%	No additional Cost	No additional Cost
Lord, Abbett & Co. LLC - Small-/Mid-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
<b>Lord, Abbett &amp; Co. LLC - Value Balanced Taxable (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
LS Investment Advisors LLC - Core Tax-Exempt Balanced	0%	0%	No additional Cost	No additional Cost
LS Investment Advisors LLC - Investment Grade Bond	19%	15%	No additional Cost	No additional Cost
M&R Capital Management, Inc. - Core Value Balanced	0%	0%	No Trades Done Away	No Trades Done Away
M&R Capital Management, Inc. - Core Value Equity	0%	0%	No Trades Done Away	No Trades Done Away
Madison Investment Advisors LLC - Intermediate Fixed Income	100%	100%	No additional Cost	No additional Cost
<b>Madison Investment Advisors LLC - Large-Cap Equity (Core) (m)</b>	0%	0%	No Trades Done Away	No additional Cost
<b>Madison Investment Advisors LLC - Mid-Cap Equity (Core)</b>	0%	0%	No Trades Done Away	No additional Cost



Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
<b>(m)</b>				
Madison Scottsdale LC - Custom Blend Fixed Income Management	100%	100%	No additional Cost	No additional Cost
Madison Scottsdale LC - Taxable Fixed Income Management	100%	100%	No additional Cost	No additional Cost
Madison Scottsdale LC - Tax-Exempt Fixed Income Management	100%	100%	No additional Cost	No additional Cost
Maguire Investments LLC - Large Cap Equity	0%	0%	No Trades Done Away	No Trades Done Away
MAI Wealth Advisors LLC - Dividend Strategy	0%	0%	No Trades Done Away	No Trades Done Away
Managed Asset Portfolios LLC - Global Equity Composite	0%	0%	No additional Cost	No Trades Done Away
Manning & Napier Advisors, Inc. - Core Non-U.S. Equity	0%	0%	No Trades Done Away	No Trades Done Away
Manning & Napier Advisors, Inc. - Long-Term Growth	0%	0%	No Trades Done Away	No Trades Done Away
Manning & Napier Advisors, Inc. - U.S. Core Equity	0%	0%	No Trades Done Away	No Trades Done Away
Marco Investment Management LLC - Total Return (Mid-Cap Core)	0%	0%	No additional Cost	No additional Cost
Martin & Company, Inc. - Intermediate Core Fixed Income	100%	100%	No additional Cost	No additional Cost
Matrix Asset Advisors, Inc. - Large-Cap Opportunistic Value	0%	0%	No Trades Done Away	No Trades Done Away
McDonnell Investment Management LLC - Core Aggregate Bond	100%	100%	No additional Cost	No additional Cost
McDonnell Investment Management LLC - Govt./Credit Fixed Income	100%	100%	No additional Cost	No additional Cost
McDonnell Investment Management LLC - Intermediate-Term Municipal Fixed Income	100%	100%	No additional Cost	No additional Cost
<b>McKinley Capital Management LLC - International Non-U.S. Growth ADR (m)</b>	0%	0%	No additional Cost	No additional Cost
<b>McKinley Capital Management LLC - Large-Cap Growth (m)</b>	0%	0%	No additional Cost	No additional Cost
<b>McKinley Capital Management LLC - U.S. Equity Income (m)</b>	0%	0%	No additional Cost	No additional Cost
MDH Investment Management, Inc. - Conservative Large-Cap Value & Growth	0%	0%	No Trades Done Away	No Trades Done Away
Mesirow Financial Investment Mgmt., Inc. - Core Total Return Fixed Income	96%	97%	No additional Cost	No additional Cost
Mesirow Financial Investment Mgmt., Inc. - Interm Gov Credit	92%	97%	No additional Cost	No additional Cost
Mesirow Financial Investment Mgmt., Inc. - Short Term Fixed Income	92%	91%	No additional Cost	No additional Cost
Metropolitan West Capital Management - Network Only - Large-Cap Intrinsic Value	6%	0%	No additional Cost	No Trades Done Away
MFS Institutional Advisors, Inc. - International ADR	52%	13%	10-15 Bps	10-15 Bps
MFS Institutional Advisors, Inc. - PPM Large-Cap Equity (Value)	5%	1%	No additional Cost	No additional Cost
Miles Capital - Small-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
Miller / Howard Investments, Inc. - Drill Bit to Burner Tip - with K1's	0%	0%	No additional Cost	No Trades Done Away
<b>Miller / Howard Investments, Inc. - Income Equity (with MLPs) (m)</b>	0%	0%	No additional Cost	No Trades Done Away
<b>Miller / Howard Investments, Inc. - Income Equity (without MLPs) (m)</b>	0%	0%	No additional Cost	No Trades Done Away

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Miller / Howard Investments, Inc. - Utilities Plus	0%	0%	No additional Cost	No Trades Done Away
Miller Tabak Asset Management LLC - Custom Muni Blend	65%	60%	No additional Cost	No additional Cost
Miller Tabak Asset Management LLC - Custom Muni Short/Intermediate Blend (60/40)	65%	60%	No additional Cost	No additional Cost
Miller Tabak Asset Management LLC - Custom Muni Short/Intermediate/Enhanced (20/60/20)	65%	60%	No additional Cost	No additional Cost
Miller Tabak Asset Management LLC - MTAM Enhanced Tax-Free Municipal	65%	60%	No additional Cost	No additional Cost
Miller Tabak Asset Management LLC - MTAM Intermediate Tax-Free Municipal	65%	60%	No additional Cost	No additional Cost
Miller Tabak Asset Management LLC - MTAM Short Duration Tax-Free Municipal	65%	60%	No additional Cost	No additional Cost
Minneapolis Portfolio Management Group LLC - All-Cap Value	0%	0%	No additional Cost	No additional Cost
Morgan Dempsey - Morgan Dempsey Large Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
MPI Investment Management, Inc. - Taxable Fixed Income	0%	0%	No additional Cost	No additional Cost
NBW Capital LLC - Growth and Income	0%	0%	No Trades Done Away	No Trades Done Away
Neuberger Berman Investment Advisers LLC - All-Cap Core Tax Exempt (without MLPs)	0%	4%	No Trades Done Away	3+ Cps
Neuberger Berman Investment Advisers LLC - All-Cap Core Taxable (with MLPs)	0%	3%	No Trades Done Away	3+ Cps
Neuberger Berman Investment Advisers LLC - Rachlin Income Plus	0%	0%	No Trades Done Away	No Trades Done Away
<b>Neuberger Berman Investment Advisers LLC - Select Equities (Large-Cap Core) (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Neuberger Berman Investment Advisers LLC - Small-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
<b>Neuberger Berman Investment Advisers LLC - Socially Responsive Investing (Large-Cap Core) (m)</b>	3%	0%	No additional Cost	No Trades Done Away
Neuberger Berman Investment Advisers LLC - Tax-Exempt Limited Maturity (Short-to-Intermediate)	100%	100%	No additional Cost	No additional Cost
New Amsterdam Partners LLC - Mid-Cap Socially-Responsible Active	0%	0%	No Trades Done Away	No Trades Done Away
New Amsterdam Partners LLC - Small-Mid Cap Active Eq	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - AIA S&P 500® Index	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Loomis Core Fixed Income	44%	45%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Loomis Core Total Return	44%	45%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Natixis/Vaughan Nelson Select	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Natixis/Vaughan Nelson Value Opportunity	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Sterling Capital Mgmt - Special Opportunities	0%	0%	No Trades Done Away	No Trades Done Away
NorthCoast Asset Management LLC - CAN SLIM Investment Program	0%	0%	No additional Cost	No Trades Done Away

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
NorthCoast Asset Management LLC - Legends Value	0%	0%	No additional Cost	No Trades Done Away
NorthCoast Asset Management LLC - LifeStyles Portfolio Balanced	0%	0%	No additional Cost	No Trades Done Away
NorthCoast Asset Management LLC - LifeStyles Portfolio Growth & Income	0%	0%	No additional Cost	No Trades Done Away
Northern Trust Investments, Inc. - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Nottingham Investment Advisors, Ltd. - Growth & Value 20 Equity (Large-Cap Core)	0%	0%	No additional Cost	No additional Cost
Nuveen Asset Management - Domestic Large-Cap Balanced Muni	0%	29%	No Trades Done Away	5-10 Bps
Nuveen Asset Management - Intermediate-Term High Quality	100%	100%		5-10 Bps
Nuveen Asset Management - Intermediate-Term High Quality	100%	100%		5-10 Bps
Nuveen Asset Management - Limited/ Short-Term Municipal Bond	100%	100%		5-10 Bps
Nuveen Asset Management - Long-Term Municipal Bond	100%	100%		5-10 Bps
Nuveen Asset Management - Long-Term Municipal Bond	100%	100%		5-10 Bps
Nuveen Asset Management - Municipal Bond Ladder 1 - 10 Years	100%	100%		5-10 Bps
Nuveen Asset Management - Municipal Bond Ladder 1 - 15 Years	100%	100%		5-10 Bps
Nuveen Asset Management - Municipal Total Return	66%	65%		5-10 Bps
NWQ Investment Management Co. LLC - Large-Cap Value Balanced	67%	87%	1-2 Cps	0-1 Cps
<b>NWQ Investment Management Co. LLC - Large-Cap Value Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
NWQ Investment Management Co. LLC - Special Equity	0%	1%	No Trades Done Away	No additional Cost
Oak Ridge Investments LLC - Mid-Cap Growth	8%	86%	2-3 Cps	2-3 Cps
Oppenheimer Investment Management - OIM Intermediate Fixed Income	0%	91%	No additional Cost	No additional Cost
Pacific Income Advisers - Corporate Only	75%	75%	-5 Bps	0-5 Bps
Pacific Income Advisers - High Yield Taxable Fixed Income	75%	75%	-5 Bps	0-5 Bps
Pacific Income Advisers - Limited Duration Taxable Fixed Income	75%	75%	-5 Bps	0-5 Bps
Pacific Income Advisers - Market Duration Taxable Fixed Income	75%	75%	-5 Bps	0-5 Bps
Palouse Capital Management, Inc. - Diversified Income	0%	0%	No additional Cost	No Trades Done Away
Parametric Portfolio Associates - Tax Managed Core EAFE ADR	0%	1%	No Trades Done Away	0-5 Bps
Parametric Portfolio Associates - Tax Managed Core S&P 500	0%	0%	No Trades Done Away	No Trades Done Away
Parametric Portfolio Associates - Tax-Advantaged Enhanced Income	1%	1%	0-1Cps	0-1 Cps
Parametric Portfolio Associates - Tax-Managed Core - Broad Market - Russell 3000	0%	0%	No Trades Done Away	No Trades Done Away
Parametric Portfolio Associates - Tax-Managed Large-Cap Core (Russell 1000)	0%	0%	No Trades Done Away	No Trades Done Away
Parvin Asset Management - Select Equity	0%	0%	No Trades Done Away	No Trades Done Away

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Parvin Asset Management - Select Income	0%	0%	No Trades Done Away	No Trades Done Away
Peloton Wealth Strategists, Inc. - Multi-Cap Blend Balanced	0%	0%	No Trades Done Away	No Trades Done Away
PENN Capital Management Co., Inc. - Small-/Mid-Cap Equity	90%	95%	2-3 Cps	2-3 Cps
Philadelphia Investment Management Group - Fixed Income (Interm. Govt./Credit)	0%	0%	No additional Cost	No additional Cost
Philadelphia Investment Management Group - Large-Cap Value	0%	0%	No additional Cost	No additional Cost
Philadelphia Investment Management Group - Large-Cap Value Balanced (60/40)	0%	0%	No additional Cost	No additional Cost
Philadelphia Investment Management Group - Large-Cap Value Balanced (80/20)	0%	0%	No additional Cost	No additional Cost
Philadelphia Investment Management Group - Small-Cap Value	0%	0%	No additional Cost	No additional Cost
PIMCO - Total Return (Core Fixed Income)	100%	100%	No additional Cost	No additional Cost
Pinnacle Associates, Ltd. - Small-/Mid-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
PNC Capital Advisors, LLC - Total Return Intermediate Municipal	100%	100%	No additional Cost	No additional Cost
<b>Polen Capital Management, LLC - Large-Cap Growth (m)</b>	86%	46%	2-3 Cps	No additional Cost
<b>Principal Global Investors LLC - Mid-Cap Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Private Capital Management, L.P. - Value Focus	0%	0%	No Trades Done Away	No Trades Done Away
PVG Asset Management Corporation - Loss Averse Equity Income	47%	47%	2-3 Cps	2-3 Cps
Quantitative Advantage LLC - Global Balanced Flex - Growth	0%	0%	No Trades Done Away	No Trades Done Away
Quantitative Advantage LLC - Global Equity Flex	0%	0%	No Trades Done Away	No Trades Done Away
<b>Quantitative Advantage LLC - Tactical All-Market (ETFs) (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
RBC Global Asset Mgmt. (U.S.), Inc. - Intermediate Core Fixed Income	100%	100%	No additional Cost	No additional Cost
Reaves Asset Management - Long-Term Value	0%	0%	No Trades Done Away	No Trades Done Away
Reinhart Partners, Inc. - Active Intermediate Fixed Income	95%	91%	No additional Cost	No additional Cost
Reinhart Partners, Inc. - Active Intermediate Fixed Income	0%		No additional Cost	No additional Cost
Reinhart Partners, Inc. - Active Intermediate Fixed Income	0%		No additional Cost	No additional Cost
Reinhart Partners, Inc. - All-Cap Equity	0%	0%	No additional Cost	No additional Cost
Reinhart Partners, Inc. - Genesis Private Market Value	0%	0%	No additional Cost	No additional Cost
Reinhart Partners, Inc. - High Quality Corp-Only Fixed Income	95%	96%	No additional Cost	No additional Cost
Reinhart Partners, Inc. - Limited Duration Fixed Income	95%	84%	No additional Cost	No additional Cost
<b>Reinhart Partners, Inc. - Mid-Cap Private Market Value (m)</b>	0%	0%	No additional Cost	No additional Cost
<b>Renaissance Investment Management - Large-Cap Growth (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>River Road Asset Management LLC - Dividend All Cap Value with MLPs (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
River Road Asset Management LLC - Dividend All Cap Value without MLPs	0%	0%	No Trades Done Away	No Trades Done Away
Riverbridge Partners LLC - All-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Riverbridge Partners LLC - Small-/Mid-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Robert K. Hather - Long/Short Market Neutral	0%	0%	No Trades Done Away	No Trades Done Away
Roosevelt Investment Group - ACC/CIP Blend	0%	0%	No Trades Done Away	No Trades Done Away
Roosevelt Investment Group - Current Income Portfolio (CIP)	0%	2%	No Trades Done Away	No additional Cost
RSW Investments LLC - Low Duration Muni (Tax Exempt)	100%	100%	No additional Cost	No additional Cost
Ryan Labs Asset Management - Custom Asset/Liability Management (Fixed Income)	100%	100%	No additional Cost	No additional Cost
<b>Sage Advisory Services, Ltd. Co. - All-Cap Equity Plus Tactical ETF (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Sage Advisory Services, Ltd. Co. - Conservative Tactical ETF (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Sage Advisory Services, Ltd. Co. - Core Municipal Fixed Income	100%	100%	No additional Cost	No additional Cost
<b>Sage Advisory Services, Ltd. Co. - Core Plus Fixed Income Tactical ETF (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Sage Advisory Services, Ltd. Co. - Core Taxable Fixed Income-Govt./Credit	100%	100%	No additional Cost	No additional Cost
<b>Sage Advisory Services, Ltd. Co. - Growth Tactical ETF (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Sage Advisory Services, Ltd. Co. - Intermediate Municipal Fixed Income	100%	100%	No additional Cost	No additional Cost
Sage Advisory Services, Ltd. Co. - Intermediate Taxable Fixed Income	100%	100%	No additional Cost	No additional Cost
<b>Sage Advisory Services, Ltd. Co. - Moderate Growth Tactical ETF (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Sage Advisory Services, Ltd. Co. - Moderate Tactical ETF (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Sage Investment Management - Large-Cap Core Domestic Stocks	0%	0%	No Trades Done Away	No Trades Done Away
Sands Capital Management LLC - Large-Cap Growth	0%	0%	No additional Cost	No additional Cost
<b>Santa Barbara Asset Management - Dividend Growth (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Sawgrass Asset Management LLC - Intermediate Fixed Income	0%	0%		No additional Cost
Schafer Cullen Capital Management, Inc. - Emerging Markets High Dividend	2%	4%	2-3 Cps	2-3 Cps
<b>Schafer Cullen Capital Management, Inc. - High Dividend Value Equity (m)</b>	10%	0%	No additional Cost	No Trades Done Away
Schafer Cullen Capital Management, Inc. - International High Dividend Value	0%	0%	No Trades Done Away	No Trades Done Away
Schafer Cullen Capital Management, Inc. - International High Dividend Value Equity	3%	0%	No additional Cost	No Trades Done Away
<b>Schafer Cullen Capital Management, Inc. - International High Dividend Value Equity - ADR (m)</b>	4%	6%	No additional Cost	1-2 Cps
Schafer Cullen Capital Management, Inc. - International Value Equity	0%	0%	No Trades Done Away	No Trades Done Away
<b>Schafer Cullen Capital Management, Inc. - Value Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Scout Investments, Inc. - International ADR (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
SCS Financial - Municipal Bonds	0%	0%	No Trades Done Away	No Trades Done Away
SeaCap Investment Advisors - National Intermediate Municipal	100%	100%	No additional Cost	No additional Cost



Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Segall Bryant & Hamill - All-Cap Core Equity	0%	0%	No Trades Done Away	No Trades Done Away
Segall Bryant & Hamill - Core Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Segall Bryant & Hamill - Intermediate Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Seix Investment Advisors LLC - High Yield Bond	100%	100%	No additional Cost	No additional Cost
Seizert Capital Partners - Core Equity	0%	0%	No additional Cost	No additional Cost
Seizert Capital Partners - Large-Cap Value	0%	0%	No additional Cost	No additional Cost
<b>Seizert Capital Partners - Mid-Cap Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Shaker Investments LLC - Small-/Mid-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Sheets Smith Wealth Management Inc. - Absolute Return Balanced	0%	0%	No additional Cost	No additional Cost
Shelton Capital Management - Diversified ETF Balanced	0%	0%	No additional Cost	No additional Cost
Shelton Capital Management - Option Overlay	0%	0%	No additional Cost	No additional Cost
SMC Fixed Income Management A Division of SMC LP - Municipal Intermediate	100%	100%	No additional Cost	No additional Cost
SMH Capital Advisors, LLC - Diversified Income	100%	100%	No additional Cost	No additional Cost
SMH Capital Advisors, LLC - High Income	100%	100%	No additional Cost	No additional Cost
Snow Capital Management L.P. - All-Cap Value	17%	12%	1-2 Cps	1-2 Cps
SNW Asset Management LLC - Blend Intermediate Fixed Income	100%	100%	No additional Cost	No additional Cost
<b>Spectrum Asset Management, Inc. - Preferred with Capital Securities (m)</b>	45%	36%	No additional Cost	No additional Cost
<b>Spectrum Asset Management, Inc. - Tax-Advantaged Preferred Securities (m)</b>	45%	38%	No additional Cost	No additional Cost
Stadion Money Management, Inc. - Tactical Defensive	97%	100%	0-1Cps	0-1 Cps
Steinberg Asset Management LLC - All-Cap Value Equity	0%	0%	No additional Cost	No additional Cost
Sterling Advisors - Large Cap Core Opportunistic Equity	0%	0%	No Trades Done Away	No Trades Done Away
Sterling Advisors - Large Cap Value - (Stratton)	0%	0%	No Trades Done Away	No Trades Done Away
<b>Sterling Capital Mgmt. LLC - Equity Income (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Sterling Capital Mgmt. LLC - Intermediate Municipals	70%	70%	No additional Cost	No additional Cost
<b>Sterling Capital Mgmt. LLC - Mid-Cap Value (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Sterling Capital Mgmt. LLC - Special Opportunities (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Sterling Capital Mgmt. LLC - Sterling Stratton Small Cap Value (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Stonebridge Advisors LLC - Modified Taxable Preferred Securities	0%	0%	No Trades Done Away	No Trades Done Away
<b>Stonebridge Advisors LLC - Standard Taxable Preferred Securities (m)</b>	50%	50%	No additional Cost	No additional Cost
<b>Stonebridge Advisors LLC - Tax-Advantaged QDI Preferred Securities (m)</b>	50%	50%	No additional Cost	No additional Cost
Stonebridge Capital Advisors - Balanced Strategy	100%	0%	No additional Cost	No Trades Done Away
Stonebridge Capital Advisors - Large Capitalization Growth Equity	100%	0%	No additional Cost	No Trades Done Away
Stonebridge Capital Advisors - Taxable Fixed Income	100%	100%	No additional Cost	No additional Cost
Stonebridge Capital Advisors - Tax-Exempt Fixed Income	100%	0%	No additional Cost	No additional Cost



Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Strategy Asset Managers LLC - Worldwide Balanced	0%	0%	No additional Cost	No Trades Done Away
Strategy Asset Managers LLC - Worldwide Equity	0%	0%	No additional Cost	No Trades Done Away
Systematic Financial Management L.P. - Large-Cap Intrinsic Value Wrap	0%	0%	No Trades Done Away	No Trades Done Away
Systematic Financial Management L.P. - Large-Cap Value Pension Wrap	0%	0%	No Trades Done Away	No Trades Done Away
Systematic Financial Management L.P. - Select Equity Wrap	0%	0%	No Trades Done Away	No Trades Done Away
Systematic Financial Management L.P. - Small Cap Value - Free Cash Flow Focus	0%	0%	No Trades Done Away	No Trades Done Away
Systematic Financial Management L.P. - Small Cap Value-Earnings Surprise	0%	0%	No Trades Done Away	No Trades Done Away
Systematic Financial Management L.P. - Small-Cap Value - Free Cash Flow Wrap	0%	0%	No Trades Done Away	No Trades Done Away
<b>TCW Investment Management Co. LLC - Large-Cap Growth (Concentrated Core) (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>TCW Investment Management Co. LLC - Relative Value Large-Cap (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Templeton Financial Services - Intermediate Taxable Muni	90%	90%	No additional Cost	No additional Cost
Templeton Financial Services - Tax-Free Intermediate	90%	90%	No additional Cost	No additional Cost
Texas Institutional Investment Mgmt. LLC - All-Cap Growth	0%	0%	No additional Cost	No additional Cost
The Capital Management Corp. - All-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
The Colony Group - Large-Cap	0%	0%	No Trades Done Away	No Trades Done Away
The Colony Group - Mid-Cap	0%	0%	No Trades Done Away	No Trades Done Away
<b>The London Company - Income Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>The London Company - Large Cap Core (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>The London Company - Mid Cap Core (m)</b>	2%	0%	No additional Cost	No Trades Done Away
The London Company - Small Cap	0%	0%	No Trades Done Away	No Trades Done Away
Thornburg Investment Mgmt., Inc. - International Core ADR	82%	83%	2-3 Cps	3+ Cps
Thornburg Investment Mgmt., Inc. - Limited Term Municipal Strategy	100%	100%	No additional Cost	No additional Cost
Tieton Capital Management - Small-Cap Value	0%	0%	No additional Cost	No Trades Done Away
Tocqueville Asset Management - International Multi Cap Equity	0%	0%	No additional Cost	No additional Cost
Todd Asset Management LLC - International Intrinsic Value	0%	0%	No additional Cost	No Trades Done Away
Tollefson and Company Investment Mgmt., LLC - GARP (Large-Cap Core)	0%	0%	No Trades Done Away	No Trades Done Away
Tom Johnson Investment Management, LLC - Core Balanced	1%	1%	No additional Cost	No additional Cost
Tom Johnson Investment Management, LLC - Diversified Stock Income	0%	0%	No additional Cost	No additional Cost
Tom Johnson Investment Management, LLC - Intermediate Fixed Income	0%	0%	No additional Cost	No additional Cost
Tortoise Capital Advisors LLC - Tax-Advantaged Income Using MLPs	100%	100%	1-2 Cps	1-2 Cps
Tower Bridge Advisors - Large-Cap GARP	0%	0%	No Trades Done Away	No Trades Done Away

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
<b>Tributary Capital Management - Small-Cap SMA (m)</b>	0%	0%	No additional Cost	No Trades Done Away
<b>Trillium Asset Management Corp. - Small Mid Cap Core (m)</b>		0%		No Trades Done Away
Trillium Asset Management Corp. - Trillium All Cap Core – SRI	0%	0%	No Trades Done Away	No Trades Done Away
Trillium Asset Management Corp. - Trillium Large Cap Core – SRI	0%	0%	No Trades Done Away	No Trades Done Away
Trust Investment Advisors - Growth & Income (Large-Cap Value)	0%	0%	No Trades Done Away	No Trades Done Away
Trust Investment Advisors - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Trust Investment Advisors - Preferred Securities	0%	0%	No Trades Done Away	No Trades Done Away
Trust Investment Advisors - Value Equity	0%	0%	No Trades Done Away	No Trades Done Away
Tufton Capital Management LLC - Large-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
TWIN Capital Management Inc. - Dividend Select	0%	0%	No additional Cost	No additional Cost
Ulland Investment Advisors, Inc. - Defensive Growth	0%	0%	No additional Cost	No additional Cost
Ulland Investment Advisors, Inc. - Intelligent Growth (All-Cap Growth)	0%	0%	No additional Cost	No additional Cost
Uniplan Investment Counsel, Inc. - High Income Total Return	0%	0%	No additional Cost	No additional Cost
Uniplan Investment Counsel, Inc. - High Income Total Return (non K-1)	0%	0%	No additional Cost	No additional Cost
Uniplan Investment Counsel, Inc. - REIT	0%	0%	No additional Cost	No additional Cost
ValuePoint Partners - Equity Income Strategy	0%	0%	No Trades Done Away	No Trades Done Away
ValuePoint Partners - Total Return Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Victory - INCORE Investment-Grade Convertible Securities	68%	68%	-5 Bps	-5 Bps
<b>Victory - NewBridge Large Cap Growth (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Volaris - Volatility Income	0%	0%	No Trades Done Away	No Trades Done Away
Voya Investment Management - Intermediate Fixed Income	64%	82%	No additional Cost	No additional Cost
<b>Voya Investment Management - Large-Cap Growth Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Voya Investment Management - Strategic Fixed Income	46%	42%	No additional Cost	No additional Cost
Waddell & Reed Asset Management Group - Large-Cap Core	0%	0%	-5 Bps	No Trades Done Away
Wasmer, Schroeder & Company, Inc. - Intermediate Tax-Exempt Fixed Income (ITTE)	100%	100%	No additional Cost	No additional Cost
WBI Investments - Retirement Income	94%	97%	No additional Cost	No additional Cost
WBI Investments - Tactical Balanced	95%	97%	No additional Cost	No additional Cost
WBI Investments - Tactical Dividend Growth	94%	96%	No additional Cost	No additional Cost
WBI Investments - Tactical Dividend Income	94%	98%	No additional Cost	No additional Cost
WCM Investment Management - Focused Growth International	0%	0%	No additional Cost	No additional Cost
<b>Wedgewood Partners, Inc. - Large-Cap Focused Growth (m)</b>	0%	0%	No additional Cost	No Trades Done Away
Wellesley Investment Advisors, Inc. - Convertible Bond	90%	94%	No additional Cost	No additional Cost
Wells Capital Management, Inc. - CoreBuilder Municipal Income	48%	44%	No additional Cost	No additional Cost
<b>Wells Capital Management, Inc. - Focused SMID Cap Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
<b>Wells Capital Management, Inc. - Golden Capital - Large Cap Core Equity (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Wells Capital Management, Inc. - Golden Capital - Small Cap Core (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Wells Capital Management, Inc. - MetWest Capital Large Cap Intrinsic Value (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Wells Capital Management, Inc. - Special US Mid Cap Value (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
<b>Wells Capital Management, Inc. - Special US Small Cap Value (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Wells Capital Management, Inc. - U.S. Equity All-Cap	0%	0%	No Trades Done Away	No Trades Done Away
WestEnd Advisors - Global Balanced	0%	0%	No Trades Done Away	No Trades Done Away
WestEnd Advisors - Global Equity	0%	0%	No Trades Done Away	No Trades Done Away
WestEnd Advisors - Large-Cap Core Equity	0%	0%	No Trades Done Away	No Trades Done Away
Western Asset Management Company - Core Plus SMA	100%	99%	No additional Cost	No additional Cost
Western Asset Management Company - Core Portfolio (WDCR)	100%	99%	No additional Cost	No additional Cost
Western Asset Management Company - Current Market Muni (Natl.) (WM3)	100%	99%	No additional Cost	No additional Cost
White Pine Capital LLC - Small-Cap Growth	3%	6%	0-5 Bps	0-5 Bps
<b>Wilbanks Smith &amp; Thomas Asset Mgmt. - WST Asset Manager – U.S. Bond (m)</b>	90%	90%	0-1Cps	0-1 Cps
Williams, Jones and Associates - Equity Oriented	0%	0%	No Trades Done Away	No Trades Done Away
Williams, Jones and Associates - Equity Oriented (Balanced) Composite	7%	4%	No additional Cost	No additional Cost
Willingdon Wealth Management - All-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Willingdon Wealth Management - Large-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
Windhaven Investment Management - Diversified Growth (ETFs)	86%	98%	0-1Cps	0-1Cps
Winslow Asset Management, Inc. - All-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
Winslow Asset Management, Inc. - Small-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
<b>Winslow Capital Management - Large-Cap Growth (m)</b>	0%	0%	No Trades Done Away	No Trades Done Away
Woodley Farra Manion Portfolio Mgmt., Inc. - Value Equity	0%	0%	No Trades Done Away	No Trades Done Away
Woodmont Investment Counsel LLC - Large-Cap Blend	0%	0%	No additional Cost	No Trades Done Away
YCG, LLC - Concentrated	0%	0%	No Trades Done Away	No Trades Done Away
Zacks Investment Management - All-Cap Core	0%	0%	No additional Cost	No additional Cost
Zacks Investment Management - Dividend Strategy	0%	0%	No additional Cost	No additional Cost
Ziegler Capital Management - FAMCO Group - Hedged Core Equity (Large-Cap Core)	0%	0%	No Trades Done Away	No Trades Done Away
<b>Ziegler Capital Management - Red Granite Large-Cap Growth (m)</b>	0%	0%	No additional Cost	No Trades Done Away

**Important Information Regarding Investment Manager Trading Practices**

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
1919 Investment Counsel - SRI Fossil Free	0%	0%	No Trades Done Away	No Trades Done Away
Abner, Herrman & Brock LLC - Balanced (50 Eq / 50 Fxd)	50%	50%	No additional Cost	No additional Cost
Abner, Herrman & Brock LLC - Large-Cap Core Equity	0%	0%	no trades Done Away	No Trades Done Away
Advisory Research, Inc. - European Sustainable Dividend		0%		No Trades Done Away
Advisory Research, Inc. - Global Sustainable Dividend		0%		No Trades Done Away
Advisory Research, Inc. - Large Cap Core		0%		No Trades Done Away
Advisory Research, Inc. - Small Cap Blue Chip		0%		No Trades Done Away
Advisory Research, Inc. - US Sustainable Dividend		0%		No Trades Done Away
Affinity Investment Advisors LLC - Core Equity	0%	0%	No Trades Done Away	No Trades Done Away
AIS Capital Management - TAAP	0%	0%	No Trades Done Away	No Trades Done Away
AJO LP(Aronson+Johnson+Ortiz) - Large Cap – Absolute Value Tax Aware Concentrated	100%	100%	0-1Cps	0-1 Cps
Al Frank Asset Management, Inc. - Multi-Cap Value	0%	0%	No additional Cost	No additional Cost
Alexandria Capital LLC - Multi-Cap Growth	0%	0%	No additional Cost	No additional Cost
Alger Management, Inc. - Capital Appreciation	0%	0%	No Trades Done Away	No Trades Done Away
Alhambra Investment Partners, LLC - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
AllianceBernstein LP - Municipal High Quality	85%	85%	No additional Cost	No additional Cost
AllianceBernstein LP - Strategic Research Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Alta Capital Management - Large-Cap Growth Balanced	72%	24%	2-3 Cps	2-3 Cps
Altman Investment Management LLC - Core Value Equity (Large-Cap)	0%	0%	No Trades Done Away	No Trades Done Away
Ambassador Advisors LLC - Conservative - Income	0%	0%	No Trades Done Away	No Trades Done Away
AMI Investment Management, Inc. - Tax-Exempt Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Anchor Capital Advisors LLC - All-Cap Core Balanced	0%	0%	no trades Done Away	No Trades Done Away
Anchor Capital Advisors LLC - Domestic Fixed	100%	100%	No additional Cost	No additional Cost
Anchor Capital Advisors LLC - Focused Value	0%	0%	no trades Done Away	No Trades Done Away
Anchor Capital Advisors LLC - Select Dividend	0%	0%	no trades Done Away	No Trades Done Away
Anchor Capital Advisors LLC - Small-Cap Value	0%	0%	no trades Done Away	No Trades Done Away
Appleton Partners, Inc. - Taxable Fixed Income	100%	100%	No additional Cost	No additional Cost
Arcadia Investment Management Corp. - Large-Cap Growth	0%	0%	no trades Done Away	No Trades Done Away
Argent Capital Management LLC - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Asset Preservation Advisors - Ultra Short Tax Exempt Strategy	100%	100%	No additional Cost	No additional Cost
Astor Investment Management LLC - Active Income ETF	34%	33%	0-1Cps	0-1 Cps
Atalanta Sosnoff Capital LLC - Institutional Investment Grade Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Avenir Corporation - All-Cap Value	0%	0%	No additional Cost	No Trades Done Away
Bartlett & Company - Intermediate Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Bartlett & Company - Relative Value Equity	0%	0%	No Trades Done Away	No Trades Done Away

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Becker Capital Management, Inc. - Balanced	20%	50%	No additional Cost	No additional Cost
Becker Capital Management, Inc. - Value Equity (All-Cap Value)	0%	0%	N/A	No additional Cost
BiscayneAmericas Advisers LLC - Capital Preservation	100%	100%	No additional Cost	No additional Cost
BiscayneAmericas Advisers LLC - Custom Global Fixed Income (EM)	100%	100%	No additional Cost	No additional Cost
BiscayneAmericas Advisers LLC - EM FI Cap Appreciation	0%	100%	No Trades Done Away	No additional Cost
BiscayneAmericas Advisers LLC - Ultra Short Term Global High Grade	100%	100%	No additional Cost	No additional Cost
BlackRock, Inc. - Capital Appreciation SMA	0%	0%	No Trades Done Away	No Trades Done Away
BlackRock, Inc. - Global Dividend SMA (ADR only)	0%	0%	No Trades Done Away	No Trades Done Away
BlackRock, Inc. - Large Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
BlackRock, Inc. - Short-Term Taxable Fixed Income	100%	100%	No additional Cost	No additional Cost
Boston Advisors LLC - Concentrated Core (Large-Cap Core)	0%	0%	No additional Cost	No additional Cost
Boston Advisors LLC - Custom Equity	0%	0%	No additional Cost	No additional Cost
Boston Partners - Large Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Boyd Watterson Asset Management LLC - Intermediate Fixed Income	100%	4%	No additional Cost	No additional Cost
Boyd Watterson Asset Management LLC - Intermediate Municipal	100%	33%	No additional Cost	No additional Cost
Brandes Investment Partners, L.P. - International Mid-Cap Value	56%	45%	10-15 Bps	10-15 Bps
Brandes Investment Partners, L.P. - International Small-Cap Equity	42%	70%	10-15 Bps	10-15 Bps
Brandywine Global Investment Mgmt. LLC - Traditional Large-Cap Value Equity	0%	0%	no trades Done Away	No Trades Done Away
Breckinridge Capital Advisors, Inc. - Intermediate Government Credit	99%	99%	No additional Cost	No additional Cost
Breckinridge Capital Advisors, Inc. - Tax Exempt Only Strategy	99%	99%	No additional Cost	No additional Cost
Broadleaf Partners LLC - Growth Equity	0%	0%	No additional Cost	No additional Cost
Brown Inv. Advisory, Inc. - Small-Cap Fundamental Value	100%	100%	2-3 Cps	2-3 Cps
BTR Capital Management - Multi-Cap Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Calamos Investments LLC - Calamos Convertible	93%	88%	No additional Cost	No additional Cost
Cambridge Financial Group, Inc. - Aggressive Equity	0%	0%	No additional Cost	No additional Cost
Cambridge Financial Group, Inc. - Balanced Equity	0%	0%	No additional Cost	No additional Cost
Cambridge Financial Group, Inc. - Core Equity	0%	0%	No additional Cost	No additional Cost
Capital Bank & Trust/Capital Guardian - U.S. Equity Separately Managed	0%	0%	No Trades Done Away	No Trades Done Away
Capital Group - World Dividend Growers SMA	1%	1%	3+ Cps	3+ Cps
Capital Investment Services of America, Inc. - Custom Balanced (Growth)	0%	0%	No Trades Done Away	No Trades Done Away
Capital Investment Services of America, Inc. - Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Capital Investment Services of America, Inc. - Growth Equity	0%	0%	No Trades Done Away	No Trades Done Away
Capital Wealth Planning LLC - Covered Call Overlay Strategy	0%	0%	no trades Done Away	No Trades Done Away



# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

WELLS  
FARGO

ADVISORS

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Caprin Asset Management LLC - Core Plus ETF	80%	60%	0-1Cps	0-1Cps
Caprin Asset Management LLC - Intermediate Muni - National	98%	96%	0-1Cps	0-1Cps
Caprin Asset Management LLC - Long Maturity Muni – National	0%	97%	No additional Cost	No additional Cost
Caprin Asset Management LLC - Municipal and Taxable Blend	100%	98%	0-1Cps	0-1Cps
Caprin Asset Management LLC - Tactical Muni ETF	100%	100%	0-1Cps	0-1Cps
Caprin Asset Management LLC - Tactical Opportunity ETF	78%	43%	0-1Cps	0-1Cps
Cashen Investment Advisors, Inc. - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
CCM Investment Advisers LLC - Core Balanced Plus	0%	0%	No additional Cost	No additional Cost
CCM Investment Advisers LLC - Fixed Income	0%	0%	No additional Cost	No additional Cost
CCM Investment Advisers LLC - Fixed Income (Muni)	0%	0%	No additional Cost	No additional Cost
CCM Investment Advisers LLC - Low Risk Balanced	0%	0%	No additional Cost	No additional Cost
CCM Investment Advisers LLC - Moderate Risk Balanced	0%	0%	No additional Cost	No additional Cost
CCM Investment Advisers LLC - Total Return (All-Cap Core Balanced)	0%	0%	No additional Cost	No additional Cost
Center Coast Capital Advisors, LP - MLP Buy & Hold	0%	0%	No additional Cost	No Trades Done Away
CenterSquare Investment Management - REIT	0%	0%	No additional Cost	No additional Cost
Chartwell Investment Partners - Intermediate Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Chartwell Investment Partners - SMID Value	0%	0%	No Trades Done Away	No Trades Done Away
Chase Investment Counsel Corp. - Large-Cap Growth	100%	100%	No additional Cost	No additional Cost
Churchill Management Group - Equity Dividend Income	0%	12%	No Trades Done Away	0-1Cps
Churchill Management Group - Equity Growth and Value	0%	0%	No Trades Done Away	No Trades Done Away
Churchill Management Group - ETF Sector Rotation	0%	0%	No Trades Done Away	No Trades Done Away
Churchill Management Group - Maximum Growth Tactical	0%	13%	No Trades Done Away	0-1Cps
Churchill Management Group - Premier Wealth Tactical Core/ETF Sector Rotation Hybrid	2%	20%	0-1Cps	0-1Cps
Churchill Management Group - Tactical Opportunity	0%	7%	No Trades Done Away	0-1Cps
Cincinnati Asset Management, Inc. - High Yield Bond Program	100%	100%	No additional Cost	No additional Cost
Clark Capital Management Group, Inc. - Navigator All Cap	0%	0%	No additional Cost	No Trades Done Away
Clark Capital Management Group, Inc. - Navigator Global Equity ETF / Fixed Income Total Return	0%	0%	No additional Cost	No Trades Done Away
Clark Capital Management Group, Inc. - Navigator Global Opportunity	0%	0%	No additional Cost	No Trades Done Away
Clark Capital Management Group, Inc. - Navigator International Equity ADR	0%	0%	No additional Cost	No Trades Done Away
ClearBridge Investments, LLC - Custom Balanced	100%	76%	0-1Cps	0-1Cps
ClearBridge Investments, LLC - Custom Equity	45%	76%	1-2 Cps	1-2 Cps
ClearBridge Investments, LLC - Custom Equity 50% LCV / 50% Multi-Cap Gr	0%	60%	1-2 Cps	1-2 Cps
ClearBridge Investments, LLC - Custom Equity 50% LCV/50% LCG	0%	82%	1-2 Cps	1-2 Cps
ClearBridge Investments, LLC - Custom Municipal	100%	100%	No additional Cost	No additional Cost



# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
ClearBridge Investments, LLC - Custom Taxable Fixed / Muni Blend	100%	100%	No additional Cost	No additional Cost
ClearBridge Investments, LLC - Custom Taxable Fixed Income	100%	100%	No additional Cost	No additional Cost
ClearBridge Investments, LLC - International Value ADR (WNVI)	90%	90%	1-2 Cps	1-2 Cps
ClearBridge Investments, LLC - Large-Cap Growth (WNLG)	57%	55%	1-2 Cps	1-2 Cps
ClearBridge Investments, LLC - Large-Cap Growth ESG (WSLG)	82%	48%	1-2 Cps	1-2 Cps
ClearBridge Investments, LLC - Large-Cap Value (WNLV)	86%	76%	1-2 Cps	1-2 Cps
ClearBridge Investments, LLC - Multi-Cap Growth ESG (WSMG)	92%	21%	1-2 Cps	1-2 Cps
ClearBridge Investments, LLC - Small-Cap Value (WDSV)	51%	51%	No additional Cost	No additional Cost
CoBiz Wealth LLC - Large-Cap Core	0%	0%	No additional Cost	No Trades Done Away
CoBiz Wealth LLC - Municipal Blend - 40% S&P 500 / 60% BC Muni	0%	0%	No additional Cost	No Trades Done Away
CoBiz Wealth LLC - Municipal Blend - 75% S&P 500 / 25% BC Muni	0%	0%	No additional Cost	No Trades Done Away
CoBiz Wealth LLC - Municipals	0%	0%	No additional Cost	No Trades Done Away
Columbus Circle Investors - Mid-Cap Growth	1%	1%	No additional Cost	No additional Cost
Conestoga Capital Advisors, LLC - Small Cap Growth	100%	100%	3+ Cps	3+ Cps
Confluence Investment Management LLC - Asset Allocation Aggressive Growth ETF	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Asset Allocation Growth ETF	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Custom Balanced	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Custom Balanced 30% Equity / 70% Fixed	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Custom Balanced 50% Equity / 50% Fixed	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Custom Balanced 60% Equity / 40% Fixed	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Custom Balanced 70% Equity / 30% Fixed	0%	0%	No additional Cost	No additional Cost
Confluence Investment Management LLC - Global Macro ETF	0%	0%	No additional Cost	No additional Cost
Congress Asset Management Co. - Balanced Large Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Congress Asset Management Co. - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Connors Investor Services, Inc. - Hedged Equities / Fixed Income Mix	0%	0%	No Trades Done Away	No Trades Done Away
Copeland Capital Management, LLC - Large Cap Dividend Growth	0%	0%	No additional Cost	No additional Cost
Copeland Capital Management, LLC - Large-Cap Balanced	0%	0%	No additional Cost	No additional Cost
Copeland Capital Management, LLC - Large-Cap Equity	0%	0%	No additional Cost	No additional Cost
Copeland Capital Management, LLC - Small Cap Dividend Growth	0%	0%	No Trades Done Away	No Trades Done Away

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Councilmark Asset Management LLC - Custom Balanced	0%	0%	No additional Cost	No Trades Done Away
Crawford Investment Counsel - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Crossmark Global Investments, Inc. (Formerly Capstone) - Balanced Core (30% Equity / 70% Fixed Income)	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Balanced Custom (70 Muni/30 Global Eq Inc)	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Corporate Bond	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Custom Balanced	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Custom Equity Indexation	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Fixed Income - 60% Corporate / 40% Muni	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Intermediate Fixed Income	0%	0%	No additional Cost	No additional Cost
Crossmark Global Investments, Inc. (Formerly Capstone) - Municipal Balanced (Custom)	0%	0%	No additional Cost	No additional Cost
Cullinan Associates, Inc. - BuyWriting	0%	0%	No additional Cost	No additional Cost
Cumberland Advisors - Global Equity ETFs	1%	1%	No additional Cost	No additional Cost
Cumberland Advisors - Income Oriented Tax-Free Municipal Bonds	100%	100%	No additional Cost	No additional Cost
Cumberland Advisors - International Exchange-Traded Funds (ETFs)	1%	1%	No additional Cost	No additional Cost
Cumberland Advisors - Master Limited Partnership (MLP)	1%	1%	No additional Cost	No additional Cost
Cumberland Advisors - Tactical Trend Allocation	1%	1%	No additional Cost	No additional Cost
Cumberland Advisors - Tax Free Tactical Hedge	79%	90%	No additional Cost	No additional Cost
Cumberland Advisors - Taxable/Municipal Blend	100%	100%	No additional Cost	No additional Cost
Cumberland Advisors - Tax-Free Municipal Duration Neutral	78%	90%	No additional Cost	No additional Cost
Cumberland Advisors - U.S. Exchange-Traded Funds (ETFs)	1%	1%	No additional Cost	No additional Cost
Cutler Investment Group - Equity Income	0%	0%	No additional Cost	No additional Cost
Dana Investment Advisors, Inc. - All-Cap Equity	0%	0%	No Trades Done Away	No Trades Done Away
Dana Investment Advisors, Inc. - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Dana Investment Advisors, Inc. - Small-Cap Equity	0%	0%	No Trades Done Away	No Trades Done Away
Dean Investment Associates LLC - Balanced Large-Cap 50	0%	0%	No additional Cost	No additional Cost
Dean Investment Associates LLC - Balanced Large-Cap 70	0%	0%	No additional Cost	No additional Cost
Dean Investment Associates LLC - Balanced Large-Cap 80	0%	0%	No additional Cost	No additional Cost
Dean Investment Associates LLC - Large Cap 60	0%	0%	No additional Cost	No additional Cost
Dean Investment Associates LLC - Multi-Cap 80	0%	0%	No additional Cost	No additional Cost
Dean Investment Associates LLC - Multi-Cap Value	0%	0%	No additional Cost	No additional Cost
Dearborn Partners LLC - Core Rising Dividend	0%		No Trades Done Away	No Trades Done Away
Delaware Investments (Equ) - Bennett Lawrence - All Cap Growth Equity	0%	0%	No Trades Done Away	No Trades Done Away
Delaware Investments (Equ) - Bennett Lawrence - Small-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Delta Capital Management LLC - Large-Cap Value	0%	0%	no trades Done Away	No Trades Done Away
Diamond Hill Capital Management, Inc. - Large-Cap Balanced	100%	100%	No additional Cost	No additional Cost
Dividend Assets Capital LLC - Rising Dividend Growth Equity (All-Cap Value)	0%	0%	No additional Cost	No additional Cost
Dodge & Cox - Equity	0%	0%	No Trades Done Away	No Trades Done Away
Dorsey, Wright & Associates LLC - All-Cap Growth	0%	0%	No additional Cost	No additional Cost
Dorsey, Wright & Associates LLC - Focus Five	0%	0%	No additional Cost	No additional Cost
Dorsey, Wright & Associates LLC - Socially Responsible - All-Cap Core	0%	0%	No additional Cost	No additional Cost
Dorsey, Wright & Associates LLC - Systematic Relative Strength Aggressive	0%	0%	No additional Cost	No additional Cost
Dorsey, Wright & Associates LLC - Systematic Relative Strength Balanced	0%	0%	No additional Cost	No additional Cost
Dorsey, Wright & Associates LLC - Systematic Relative Strength Core	0%	0%	No additional Cost	No additional Cost
Dorsey, Wright & Associates LLC - Systematic Relative Strength International	0%	0%	No additional Cost	No additional Cost
Dover Partners, Inc. - Large-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Driehaus Capital Management LLC - Micro-Cap Growth	100%	100%	1-2 Cps	2-3 Cps
DT Investment Partners, LLC - Conservative Growth and Income	0%	0%	No Trades Done Away	No Trades Done Away
DT Investment Partners, LLC - Intermediate Fixed Income	100%	100%	No additional Cost	No additional Cost
DT Investment Partners, LLC - Moderate Growth and Income	0%	0%	No Trades Done Away	No Trades Done Away
DT Investment Partners, LLC - Ultra Conservative Growth & Income	0%	29%	No Trades Done Away	No additional Cost
Eads & Heald - Large-Cap Core Growth	0%	0%	No Trades Done Away	No Trades Done Away
Eads & Heald - Large-Cap Core Growth Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Eagle Asset Management - All-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Eagle Asset Management - Balanced - 70% LCC / 30% Government	100%	100%	0-5 Bps	0-5 Bps
Eagle Asset Management - Global Tactical with Conservative Growth	0%	0%	No Trades Done Away	No Trades Done Away
Eagle Asset Management - Global Tactical with Income	0%	0%	No Trades Done Away	No Trades Done Away
Eagle Asset Management - Global Tactical with Moderate Growth	0%	0%	No Trades Done Away	No Trades Done Away
Eagle Asset Management - Government Securities	100%	100%	0-5 Bps	0-5 Bps
Eagle Asset Management - Mid-Cap Growth - Institutional	0%	0%	No Trades Done Away	No Trades Done Away
Eagle Asset Management - Select Balanced - Large Cap Core - High Quality Taxable	100%	100%	0-5 Bps	0-5 Bps
Eagle Asset Management - Short-Term Conservative	100%	100%	0-5 Bps	0-5 Bps
Eagle Asset Management - Smaller Company Strategy	0%	0%	No Trades Done Away	No Trades Done Away
Eagle Global Advisors LLC - International Equity	0%	56%	No Trades Done Away	2-3 Cps
Eagle Global Advisors LLC - MLP Quality Core	1%	0%	No additional Cost	No Trades Done Away
Eagle Global Advisors LLC - U.S. Equity	0%	0%	No Trades Done Away	No Trades Done Away
Eaton Vance Management - Muni Ladder	100%	100%	No additional Cost	No additional Cost

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Edgemoor Investment Advisors - Total Return	0%	0%	No Trades Done Away	No Trades Done Away
EDMP, Inc. - Large-Cap Growth Equity	0%	0%	No Trades Done Away	No Trades Done Away
Epoch Investment Partners - Global Equity Yield (ADR)	0%	0%	No Trades Done Away	No Trades Done Away
Equity Investment Corporation - EIC SRI Value	0%	0%	No additional Cost	No Trades Done Away
Equity Investment Corporation - Mid-Cap Value Equity	0%	0%	No additional Cost	No Trades Done Away
Estabrook Capital Management - Custom Balanced (80/20)	0%	0%	No Trades Done Away	No Trades Done Away
Eubel, Brady, & Suttman Asset Management - Balanced 50	61%	47%	1-15 Bps	10-15 bps
Eubel, Brady, & Suttman Asset Management - Balanced 60	0%	0%	No Trades Done Away	No Trades Done Away
Ferguson Wellman Capital Mgmt., Inc. - Dividend Value Strategy	0%	0%	No Trades Done Away	No Trades Done Away
Ferguson Wellman Capital Mgmt., Inc. - Large-Cap Core Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Fiduciary Management, Inc. - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
FinTrust Investment Advisors LLC - FinTrust Custom Fixed	0%	0%	No Trades Done Away	No Trades Done Away
First Fiduciary Investment Counsel, Inc. - Balanced	0%	0%	No additional Cost	No additional Cost
First Fiduciary Investment Counsel, Inc. - Large-Cap Value	0%	0%	No additional Cost	No additional Cost
First Light Asset Management, LLC - Health Care	1%	1%	0-5 Bps	0-5 Bps
First Republic Investment Management - Multi-Discipline Balanced	17%	16%	No additional Cost	No additional Cost
First Republic Investment Management - Multi-Discipline Equity	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - FTA Ibbotson Global Core	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - FTA/Ibbotson 20/80 Portfolio	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - FTA/Ibbotson 60/40 Portfolio	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - FTA/Ibbotson 90/10 Portfolio	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - FTA/Ibbotson All Equity	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - FTA/Ibbotson International Core	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - FTA/Ibbotson Portfolio – Balanced 75/25 (Wells Suggest)	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Large-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Large-Cap Value (FFA-WellsSuggests)	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Managed MVP Portfolio	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Shriaha (Islamic) Strategy	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Small-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Taxable Fixed-Income Closed-End Fund	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Valueline #1 Timeliness (Growth - Aggressive)	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Valueline Rising Dividend	0%	0%	No Trades Done Away	No Trades Done Away
First Trust Advisors L.P. - Valueline Strategy Growth	0%	0%	No Trades Done Away	No Trades Done Away
First Wilshire Securities Management, Inc. - Small Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Flippin, Bruce & Porter, Inc. - Large-Cap Value Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Flippin, Bruce & Porter, Inc. - Large-Cap Value Equity	0%	0%	No Trades Done Away	No Trades Done Away

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Forward Management LLC - Balanced U.S. Dividend	0%	0%	No Trades Done Away	No Trades Done Away
Forward Management LLC - Forward Global All Cap Balanced SMA	1%	54%	3+ Cps	10-15 Bps
Forward Management LLC - Forward Global All Cap Equity SMA		0%		No Trades Done Away
Forward Management LLC - Global Dividend	21%	45%	3+ Cps	10-15 Bps
Forward Management LLC - SmallMid Core	0%	0%	No Trades Done Away	No Trades Done Away
Forward Management LLC - U.S. Dividend	0%	0%	No Trades Done Away	No Trades Done Away
Franklin Templeton Investments - Small-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
GAMCO Investors, Inc - Large-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
GAMCO Investors, Inc - Mid-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Gardner Russo & Gardner - All-Cap Global Value	0%	0%	No Trades Done Away	No Trades Done Away
Glenmede Trust Company, NA (The) - Large Cap Growth Equity	0%	0%	No Trades Done Away	No Trades Done Away
GLOBALT Investments - innovatETF Strategies - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
GLOBALT Investments - Mid-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Gratry & Company LLC - International Developed (Large- Cap Core)	0%	0%	No Trades Done Away	No Trades Done Away
Great Lakes Advisors, LLC - All Cap (Tax managed)	0%	0%	No Trades Done Away	No Trades Done Away
Great Lakes Advisors, LLC - Intermediate Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Greenwich Investment Management Inc. - High Yield Fixed Income	100%	100%	No additional Cost	No additional Cost
Greenwood Capital Associates LLC - All Cap Blend	0%	0%	No Trades Done Away	No Trades Done Away
Greenwood Capital Associates LLC - Balanced (Taxable)	18%	19%	No additional Cost	No additional Cost
Guyasuta Investment Advisors - Core Equity	100%	100%	-5 Bps	0-5 Bps
GW&K Investment Management, LLC - 5-Year Municipal Bond Strategy	100%	100%	No additional Cost	No additional Cost
GW&K Investment Management, LLC - Short-Term Taxable Bond	100%	100%	No additional Cost	No additional Cost
GW&K Investment Management, LLC - Small-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
Hahn Capital Management LLC - Mid-Cap Value Equity	0%	0%	No Trades Done Away	No Trades Done Away
HAMLIN CAPITAL MANAGEMENT, LLC - Non-Rated Muni Bonds	100%	100%	No additional Cost	
Harris Associates L.P. - Equity Value	100%	100%	0-1Cps	0-1Cps
Harvest Capital Management, Inc. - Balanced Growth & Income	0%	0%	No Trades Done Away	No Trades Done Away
Harvest Capital Management, Inc. - Growth Equity	0%	0%	No Trades Done Away	No Trades Done Away
Haverford Financial Services - Large-Cap Growth Balanced	0%	0%	No additional Cost	No Trades Done Away
Haverford Financial Services - Quality Growth	0%	0%	No additional Cost	No Trades Done Away
Haverford Financial Services - Quality Municipal Bond	0%	0%	No additional Cost	No Trades Done Away
Hays Advisory LLC - International ETF	100%	100%	No additional Cost	No additional Cost
Hays Advisory LLC - Long-Term Growth	100%	100%	No additional Cost	No additional Cost
Hays Advisory LLC - Moderate Growth	100%	100%	No additional Cost	No additional Cost
Hays Advisory LLC - TMAC (Tactical Multi Asset Class)	100%	100%	No additional Cost	No additional Cost
Hays Advisory LLC - TMAC Equity Focused ft AlphaDex	100%	100%	No additional Cost	No additional Cost
Hays Advisory LLC - TMAC ft AlphaDex	100%	100%	No additional Cost	No additional Cost



# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Henry James International Management - International Equity Select	0%	0%	No Trades Done Away	No Trades Done Away
HGK Asset Management, Inc. - Fixed Income Government/Credit	100%	100%	-5 Bps	0-5 Bps
HGK Asset Management, Inc. - Large Cap Value	N/A	0%	N/A	No Trades Done Away
Hillman Capital Management, Inc. - Balanced Focused Advantage	0%	0%	No additional Cost	No Trades Done Away
Hodges Capital Management - Multi-Cap Core (Long-Term Growth)	0%	0%	No Trades Done Away	No Trades Done Away
ICM Asset Management, Inc. - Small-Cap Intrinsic Value	0%	0%	No additional Cost	No additional Cost
Invesco Advisers, Inc. - Invesco AIM International ADR Growth	55%	91%	2-3 Cps	2-3 Cps
Invesco Advisers, Inc. - Invesco AIM Intrinsic Value Comstock (Large Cap)	13%	2%	No additional Cost	No additional Cost
Invesco Advisers, Inc. - Mid-Cap Core	84%	61%	No additional Cost	No additional Cost
Investment Management of Virginia LLC - Select Equity Income	0%	0%	No additional Cost	No Trades Done Away
Investment Management of Virginia LLC - Small Cap Portfolio Core Equity	0%	0%	No additional Cost	No Trades Done Away
James Capital Alliance, Inc. - All-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
James Capital Alliance, Inc. - Mid-Cap Equity	0%	0%	No Trades Done Away	No Trades Done Away
Jay A. Fishman Ltd. Investment Counsel - Large-Cap Growth	0%	0%	No additional Cost	No additional Cost
John Hancock Asset Management - International Value ADR	0%	0%	No Trades Done Away	No Trades Done Away
Johnson Investment Counsel - Balanced (Large-Cap Core)	0%	0%	No additional Cost	No additional Cost
Johnson Investment Counsel - Balanced All-Cap Core	0%	0%	No additional Cost	No additional Cost
Johnson Investment Counsel - Equity	0%	0%	No additional Cost	No additional Cost
Johnson Investment Counsel - Fixed Income	0%	0%	No additional Cost	No additional Cost
JP Morgan Investment Management, Inc. - Large Cap Growth	0%	0%	No additional Cost	No additional Cost
Karpus Investment Management - Fixed Income Management	0%	0%	No Trades Done Away	No Trades Done Away
Karpus Investment Management - Tax-Sensitive Fixed Income (Muni)	0%	0%	No Trades Done Away	No Trades Done Away
Kayne Anderson Rudnick Inv. Mgmt. LLC - Intermediate Total Return Bonds	0%	0%	No additional Cost	No Trades Done Away
Kayne Anderson Rudnick Inv. Mgmt. LLC - Large-Cap Quality Value	0%	0%	No additional Cost	No Trades Done Away
Kayne Anderson Rudnick Inv. Mgmt. LLC - Municipal Fixed Income	0%	0%	No additional Cost	No Trades Done Away
Keeley-Teton Advisors, LLC - Small- to Mid-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Kennedy Capital Management - Small-Cap Retail (Core)	0%	0%	No Trades Done Away	No Trades Done Away
Kennedy Capital Management - Small-Cap Select (Core)	0%	0%	No Trades Done Away	No Trades Done Away
Kirr, Marbach & Co. LLC - All-Cap Equity	100%	0%	No additional Cost	No Trades Done Away
Kirr, Marbach & Co. LLC - Mid-Cap Value	0%	0%	No additional Cost	No Trades Done Away
Kirr, Marbach & Co. LLC - Small-Cap Value	95%	0%	No additional Cost	No Trades Done Away
Klingenstein, Fields & Co - Wealth Management	0%	0%	No Trades Done Away	No Trades Done Away



# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Kopp Investment Advisors - Emerging Blend - 70% Emg Gr / 30% Total Quality Mgmt.	0%	0%	No Trades Done Away	No Trades Done Away
Kopp Investment Advisors - Emerging Growth	0%	0%	No Trades Done Away	No Trades Done Away
Kopp Investment Advisors - Total Quality Management - Institutional	0%	0%	No Trades Done Away	No Trades Done Away
Laffer Investments - Convertible	100%	100%	No additional Cost	No additional Cost
Laffer Investments - Convertible Income	93%	92%	No additional Cost	No additional Cost
Laffer Investments - Global Equity	100%	100%	No additional Cost	No additional Cost
Lawson Kroeker Investment Management Inc. - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Lazard Asset Management LLC - Global Equity Select with Emerging Markets	70%	85%	3+ Cps	3+ Cps
LDR Capital Management LLC - REIT Preferred Securities	100%	100%	0-1Cps	0-1Cps
Legacy Capital Partners, Inc. - Growth	0%	0%	No additional Cost	No Trades Done Away
Legacy Capital Partners, Inc. - Growth and Income	0%	0%	No additional Cost	No Trades Done Away
Legg Mason Private Portfolio Group LLC - Legg Mason Custom Portfolio	45%	76%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM Appreciation Bal. Tx-Fvrd (60 Apprec/40 Muni) (WABM)	94%	93%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM Appreciation Balanced (60 Apprec / 40 GSM7yr) (WABA)	57%	63%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM Bal. Income w Munis (70% Bal Inc / 30% Muni) (WBIM)	83%	85%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM Dividend Strategy Balanced Taxable (60/40) (WNDB)	0%	0%	No additional Cost	No additional Cost
Legg Mason Private Portfolio Group LLC - LM Large-Cap Growth I Bal (60% LCG / 40% GSM7yr) (WLGC)	98%	100%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA Custom Blend (60% MCG / 40% ACV)	45%	0%	1-2 Cps	No additional Cost
Legg Mason Private Portfolio Group LLC - LM MDA Multi-Cap Blend I (70% ACV / 30% MCG) (WDB2)	93%	97%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA0 All-Cap Blend (50% ACG / 50% ACV) (WNAB)	81%	86%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA0 All-Cap Blend-Bal. (60% AC / 40% GSM7yr) (WMOA)	84%	87%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA0 All-Cap Blend-Bal. (70% AC / 30% GSM7yr) (WMOB)	85%	89%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA0 All-Cap BlendTx-Fvrd(60ACB/40St-SpecMuni)(WNOS)	72%	68%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA0 All-Cap-Bal Tx-Fvrd (60ACB/40Natl Muni) (W0MM)	80%	68%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA0 All-Cap-Bal Tx-Fvrd (70ACB/30Natl Muni) (W0MB)	99%	83%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA1 Balanced Taxable (35% CBI LCG/35% CB)	54%	34%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA1A Multi-Cap Blend II (50% ACV / 50% LCG) (WD1A)	95%	99%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA3 Bal Divs & Growth (60 Div&Gr / 40 GSM7y) (WDBD)	82%	71%	1-2 Cps	1-2 Cps

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Legg Mason Private Portfolio Group LLC - LM MDA4 Global Multi-Cap Gr. (40LCG/30MCG/30Intl)(WD4)	78%	83%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA5 Multi-Cap Blend III (40%LCG/40%LCV/20%MCG)(WD5)	61%	77%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA5A Div All-Cap Bal (60% Div/40% GSM7yr) (W5AA)	85%	58%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA7 Global Growth (30LCV/30LCG/20MCG/20Intl) (WD7)	82%	49%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA7A Gbl All Bal Tx-Fvrd (60 Gbl/40 Muni) (W7AM)	79%	73%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA7A Global All-Cap Bal (60 Gbl/40 GSM7yr) (W7AA)	77%	72%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA7A Global All-Cap(30ACV/30LCG/20MCG/20Intl)(WD7A)	83%	73%	1-2 Cps	1-2 Cps
Legg Mason Private Portfolio Group LLC - LM MDA8 Global All-Cap(40ACG/40ACV/20GblCurIntl)(WDM8)	60%	44%	1-2 Cps	1-2 Cps
Leuthold Weeden Capital Management - Select Industries	86%	100%	No additional Cost	No additional Cost
Logan Capital Management, Inc. - Concentrated Value	0%	0%	No Trades Done Away	No Trades Done Away
Logan Capital Management, Inc. - GARP	0%	0%	No Trades Done Away	No Trades Done Away
Logan Capital Management, Inc. - Large-Cap Growth Balanced	0%	0%	No Trades Done Away	No Trades Done Away
LVM Capital Management, Ltd. - Core Strategy (All-Cap)	0%	0%	no trades Done Away	No Trades Done Away
LVW Advisors LLC - All Cap Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Lyrical Asset Management LP - U.S. Value Equity-CS		100%		No additional Cost
Madison Investment Advisors LLC - Intermediate Corporate Only	100%	100%	No additional Cost	No additional Cost
Mairs and Power, Inc. - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Mairs and Power, Inc. - Growth Fund	71%	61%	0-1 Cps	0-1 Cps
Managed Asset Portfolios LLC - Balanced Composite	0%	0%	No additional Cost	No Trades Done Away
Manning & Napier Advisors, Inc. - All-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
Manning & Napier Advisors, Inc. - Disciplined Value	0%	0%	No Trades Done Away	No Trades Done Away
Manning & Napier Advisors, Inc. - Equity-Focused Blend	0%	0%	No Trades Done Away	No Trades Done Away
Manning & Napier Advisors, Inc. - Equity-Oriented	0%	0%	No Trades Done Away	No Trades Done Away
Manning & Napier Advisors, Inc. - Growth With Reduced Volatility	0%	0%	No Trades Done Away	No Trades Done Away
Manning & Napier Advisors, Inc. - Intermediate Term - Municipal Bond	0%	0%	No Trades Done Away	No Trades Done Away
Manning & Napier Advisors, Inc. - Unrestricted Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Marble Harbor Investment Counsel LLC - Growth Strategy (Large-Cap Growth)	0%	0%	No Trades Done Away	No Trades Done Away
Marshfield Associates - Core Value Equity	0%	0%	No additional Cost	No Trades Done Away
Mastrapasqua Asset Mgmt., Inc. - Large-Cap Growth Equity	0%	0%	No Trades Done Away	No Trades Done Away
Matrix Asset Advisors, Inc. - Dividend Income	0%	0%	No Trades Done Away	No Trades Done Away
Matrix Asset Advisors, Inc. - Large Cap Value/Flexible Balanced	0%	0%	No Trades Done Away	No Trades Done Away
McGinn Investment Management, Inc. - Large-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
McKinley Capital Management LLC - All-Cap Growth	0%	0%	No additional Cost	No additional Cost
McKinley Capital Management LLC - Global Growth (All-Cap)	0%	0%	No additional Cost	No additional Cost
McKinley Capital Management LLC - Small-Cap Growth	0%	0%	No additional Cost	No additional Cost
MD Sass Associates, Inc - 1 Year Fixed Income	95%	97%	-5 Bps	-5 Bps
MD Sass Associates, Inc - Core Fixed Income	98%	98%	-5 Bps	-5 Bps
MDT Advisers, Inc. (Federated) - All-Cap Core	0%	0%	No additional Cost	No additional Cost
Mench Financial, Inc. - Balanced Sector Enhanced	0%	0%	No additional Cost	No additional Cost
Mench Financial, Inc. - Global Sector Enhanced	0%	0%	No additional Cost	No additional Cost
Meritage Portfolio Management - Growth Equity	0%	0%	No Trades Done Away	No Trades Done Away
Miller / Howard Investments, Inc. - Drill Bit to Burner Tip (without K-1s)	0%	0%	No additional Cost	No Trades Done Away
Miller / Howard Investments, Inc. - Infrastructure	0%	0%	No additional Cost	No Trades Done Away
Miller / Howard Investments, Inc. - MLP Focus	0%	0%	No additional Cost	No Trades Done Away
Mitchell Capital Management - Intermediate Fixed Income	84%	93%	No additional Cost	No additional Cost
Moody Aldrich Partners LLC - Select Equity	0%	0%	No Trades Done Away	No Trades Done Away
Moody, Lynn & Lieberson Inc. - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Morris Capital Advisors LLC - Large-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
Morris Capital Advisors LLC - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Mount Lucas Management LP - MLM US Focused Equity	0%	0%	No additional Cost	No Trades Done Away
MPI Investment Management, Inc. - Tax-Free Municipal Bond	0%	0%	No additional Cost	No additional Cost
MRM Asset Allocation Group, Inc. - Dynamic Overlay w ETFs	0%	0%	No Trades Done Away	No Trades Done Away
National Investment Services , Inc. - Core Equity	0%	0%	No additional Cost	No additional Cost
National Investment Services , Inc. - Large-Cap Value	0%	0%	No additional Cost	No additional Cost
National Investment Services , Inc. - Large-Cap Value Balanced	0%	0%	No additional Cost	No additional Cost
Neosho Capital LLC - Global Emerging Opportunities	0%	0%	No additional Cost	No Trades Done Away
Neosho Capital LLC - Global Equity	0%	0%	No additional Cost	No Trades Done Away
Neuberger Berman Investment Advisers LLC - Core Fixed Income	0%	2%	No Trades Done Away	No additional Cost
Neuberger Berman Investment Advisers LLC - Large-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Neuberger Berman Investment Advisers LLC - Low Duration Fixed	0%	0%	No Trades Done Away	No Trades Done Away
New Potomac Partners LLC - Balanced Strategy	4%	0%	5-10 Bps	No additional Cost
New Potomac Partners LLC - Large Cap Core	0%	0%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Active International ADR (Multi-Cap)	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Advisory Research European Sustainable Dividend	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Advisory Research Global Sustainable Dividend	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Advisory Research US Small Cap Blue Chip	0%	0%	No Trades Done Away	No Trades Done Away

# Important Information Regarding Investment Manager Trading Practices

## PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Advisory Research US Sustainable Dividend	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Aggressive Diversified Portfolio (MSP97)	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - AIA All-Cap U.S. Core Equity Plus Tax Managed	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - AIA Managed ETF Portfolio – China	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - AIA Managed ETF Portfolio - Moderate	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - AIA S&P 1500®	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - AIA S&P 400®	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - AIA S&P ADR	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - AIA U.S. Equity Core Plus	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - AIA U.S. Equity Core Plus Tax Managed	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Conservative Diversified Portfolio (MSP93)	26%	27%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Credit Suisse Global Risk Allocation Strategy (“GRAS”)	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Income Portfolio 3 (MSP102)	28%	29%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio 3 (MSP88)	24%	25%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio 4 (MSP89)	16%	16%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio 4 w Interm. Fixed Income (MSP36)	16%	16%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio 5 (MSP90)	0%	0%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio 5 w Interm. Fixed Income (MSP50)	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio 6 (MSP91)	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio 6 w Interm. Fixed Income (MSP51)	26%	27%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio with REITs 3 (MSP80)	22%	23%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio with REITs 4 (MSP81)	13%	14%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio with REITs 5 (MSP82)	8%	8%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Diversified Portfolio with REITs 6 (MSP83)	0%	0%	No Trades Done Away	No Trades Done Away

# Important Information Regarding Investment Manager Trading Practices

## PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

WELLS  
FARGO

ADVISORS

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Loomis Large Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Moderate Aggressive Diversified Portfolio (MSP96)	8%	8%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Moderate Aggressive Multi-Discipline (MSP52)	8%	8%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Moderate Conservative Div. Portfolio (MSP94)	20%	20%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Moderate Multi-Discipline (MSP56)	9%	14%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Moderated Diversified Portfolio (MSP95)	13%	14%	No additional Cost	No additional Cost
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Morgan Dempsey Small Micro Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - MRP/TGA Core Satellite SMA (Multi-strategy portfolios/U	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Natixis/Vaughan Nelson Small Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - Nicholas Partners US Growth Equity	0%	0%	No Trades Done Away	No Trades Done Away
NGAM Advisors, LP (includes AEW, Active Index, Harris) - UNASSIGNED-Aggressive (Large-Cap Core/AIA S&P 500)	0%	0%	No Trades Done Away	No Trades Done Away
Nicholas Company, Inc. - Equity Income	0%	0%	No Trades Done Away	No Trades Done Away
Nicholas Company, Inc. - Mid-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
NorthCoast Asset Management LLC - CAN SLIM International	0%	0%	No additional Cost	No Trades Done Away
NorthCoast Asset Management LLC - Tactical ETF	0%	0%	No additional Cost	No Trades Done Away
NorthCoast Asset Management LLC - United Portfolio	0%	0%	No additional Cost	No Trades Done Away
Northern Oak Wealth Management, Inc. - ETF Strategy	0%	0%	No additional Cost	No additional Cost
Nottingham Advisors, Inc. - Diversified Index Dynamic	0%	0%	No Trades Done Away	No Trades Done Away
Nottingham Advisors, Inc. - Global All Asset	0%	0%	No Trades Done Away	No Trades Done Away
Nottingham Advisors, Inc. - Global Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Nottingham Advisors, Inc. - Global Equity	0%	0%	No Trades Done Away	No Trades Done Away
Nottingham Advisors, Inc. - Portfolio Completion ETF	0%	0%	No Trades Done Away	No Trades Done Away
Nuance Investments, LLC - Concentrated Value	0%	0%	No Trades Done Away	No Trades Done Away
Nuveen Asset Management - Global Balanced Muni	0%	20%	No Trades Done Away	5-10 Bps
Nuveen Asset Management - Global Large-Cap Equity	0%	0%	No Trades Done Away	No Trades Done Away
Nuveen Asset Management - MSA Customized	24%	0%		No Trades Done Away
Nuveen Asset Management - Stable Growth	0%	0%	No Trades Done Away	No Trades Done Away
Nuveen Asset Management - Stable Growth Balanced	0%	0%	No Trades Done Away	No Trades Done Away
NWQ Investment Management Co. LLC - Global All Cap	0%	0%	No Trades Done Away	No Trades Done Away
NWQ Investment Management Co. LLC - International Value	39%	0%	1-2 Cps	No Trades Done Away
Oak Ridge Investments LLC - Large-Cap Growth	0%	74%	2-3 Cps	2-3 Cps
Oppenheimer Investment Management - Core Plus Fixed Income	0%	0%	No additional Cost	No additional Cost
Opus Capital Management - Small-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away



# Important Information Regarding Investment Manager Trading Practices

## PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Osborn Rohs Williams & Donohoe - Intrinsic Value Dividend Growth	0%	0%	No Trades Done Away	No Trades Done Away
O'Shaughnessy Asset Management LLC - All-Cap Core	0%	0%	No Trades Done Away	No Trades Done Away
O'Shaughnessy Asset Management LLC - Market Leaders Value	0%	0%	No Trades Done Away	No Trades Done Away
Oxbow Advisors LLC - Balanced (All-Cap)	0%	0%	No additional Cost	No Trades Done Away
Oxbow Advisors LLC - Income Opportunities	0%	0%	No additional Cost	No Trades Done Away
Oxbow Advisors LLC - Multi-Cap Equity	0%	0%	No additional Cost	No Trades Done Away
Pacific Global Investment Management Co. - Balanced Fund	0%	0%	No additional Cost	No additional Cost
Palouse Capital Management, Inc. - Conservative Balanced	0%	0%	No additional Cost	No Trades Done Away
Palouse Capital Management, Inc. - Large-Cap Value	0%	0%	No additional Cost	No Trades Done Away
Palouse Capital Management, Inc. - Large-Cap Value Balanced Total Return	0%	0%	No additional Cost	No Trades Done Away
Palouse Capital Management, Inc. - Large-Cap Value Total Return	0%	0%	No additional Cost	No Trades Done Away
Palouse Capital Management, Inc. - Small/Mid Value	0%	0%	No additional Cost	No Trades Done Away
Parametric Portfolio Associates - Custom Core US Large Cap S&P 500	0%	0%	No Trades Done Away	No Trades Done Away
Parametric Portfolio Associates - Enhanced Income	2%	16%	0-1Cps	3+ Cps
Parametric Portfolio Associates - Parametric Risk Advisors' (PRA) Deltashift Covered Call	0%	0%	No Trades Done Away	No Trades Done Away
Parametric Portfolio Associates - Tax-Managed Core - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Parametric Portfolio Associates - Tax-Managed Core KLD 400	0%	0%	No Trades Done Away	No Trades Done Away
Parametric Portfolio Associates - Tax-Managed Custom Global	0%	1%	No Trades Done Away	0-5 Bps
Peninsula Asset Management, Inc. - Large-Cap Core	0%	0%	No additional Cost	No additional Cost
PENN Capital Management Co., Inc. - Mid-Cap Equity	90%	95%	2-3 Cps	2-3 Cps
Pinnacle Associates, Ltd. - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
PNC Capital Advisors, LLC - Total Return Short Municipal	100%	100%	No additional Cost	No additional Cost
Princeton Capital Management, LLC - Core Equity (Large-Cap Core)	0%	0%	No additional Cost	No Trades Done Away
Private Capital Management, L.P. - All-Cap	0%	0%	No Trades Done Away	No Trades Done Away
PVG Asset Management Corporation - Dynamic Core	0%	0%	No additional Cost	No additional Cost
QBI Financial - QBI Global Large Cap Low Volatility	0%	0%	No Trades Done Away	No Trades Done Away
QBI Financial - QBI Global Low Volatility	0%	0%	No Trades Done Away	No Trades Done Away
QBI Financial - QBI Global Mid Cap Low Volatility	0%	0%	No Trades Done Away	No Trades Done Away
QBI Financial - QBI US Large Cap Low Volatility	0%	0%	No Trades Done Away	No Trades Done Away
QBI Financial - QBI US Small Cap Low Volatility	0%	0%	No Trades Done Away	No Trades Done Away
Quantitative Advantage LLC - Global Balanced 40/60	0%	0%	No Trades Done Away	No Trades Done Away
Quantitative Advantage LLC - Global Balanced Flex - Conservative	0%	0%	No Trades Done Away	No Trades Done Away
Quantitative Advantage LLC - Global Equity	0%	0%	No Trades Done Away	No Trades Done Away
Ramsay, Stattman, Vela & Price, Inc. - Large-Cap Core	0%	0%	No additional Cost	No Trades Done Away

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Real Estate Management Services Group LLC - Real Estate Value	100%	99%	\$4,747.68	\$6,630.38
Reaves Asset Management - Current Income	0%	0%	No Trades Done Away	No Trades Done Away
Reinhart Partners, Inc. - Intermediate Municipal	0%		No additional Cost	No additional Cost
Reinhart Partners, Inc. - Mid-Cap Growth	0%		No additional Cost	
Reinhart Partners, Inc. - Rising Income	0%		No additional Cost	
Renaissance Investment Management - Large-Cap Growth Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Renaissance Investment Management - Three-Way Asset Allocation Equity	0%	0%	No Trades Done Away	No Trades Done Away
Resource Capital Management LLC - RCM LONG 60 PORTFOLIO	0%	0%	No Trades Done Away	No Trades Done Away
RH Bluestein & Company - Balanced	4%	14%	No additional Cost	No additional Cost
Riazzi Asset Management LLC - All-Cap 80 Balanced	0%	0%	No additional Cost	No Trades Done Away
Riazzi Asset Management LLC - All-Cap Value	0%	0%	No additional Cost	No Trades Done Away
Riazzi Asset Management LLC - Large-Cap Value	0%	0%	No additional Cost	No Trades Done Away
Riazzi Asset Management LLC - Value 40 Balanced	0%	0%	No additional Cost	No Trades Done Away
Riazzi Asset Management LLC - Value 60 Balanced	0%	0%	No additional Cost	No Trades Done Away
Risk Paradigm Group - Tactical Moderate ETF Portfolio	0%	0%	No Trades Done Away	No Trades Done Away
Riverbridge Partners LLC - Small-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
RK Asset Management - Relative Value	0%	0%	No Trades Done Away	No Trades Done Away
Robert Bender & Associates - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Robert Bender & Associates - Mid-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Rockshelter Capital Management, LLC - Value Composite	100%	100%	1-2 Cps	1-2 Cps
Roosevelt Investment Group - All-Cap Core (Equity)	0%	0%	No Trades Done Away	No Trades Done Away
Roosevelt Investment Group - Intermediate Fixed Income (IFI)	0%	0%	No Trades Done Away	No Trades Done Away
Roosevelt Investment Group - Managed Income Solution (Custom)	0%	0%	No Trades Done Away	No Trades Done Away
Roosevelt Investment Group - Select Equity	0%	0%	No Trades Done Away	No Trades Done Away
RSW Investments LLC - 100% Pre-Refunded Municipal	100%	100%	No additional Cost	No additional Cost
RSW Investments LLC - Intermediate Duration Taxable Muni	100%	100%	No additional Cost	No additional Cost
RSW Investments LLC - Low Duration Taxable Muni	100%	100%	No additional Cost	No additional Cost
RSW Investments LLC - Market Duration Muni	100%	100%	No additional Cost	No additional Cost
RWB Burnham & Dells - Large-Cap Growth	0%	0%	No additional Cost	No additional Cost
Sabrient Systems LLC - Growth at a Reasonable Price (GARP)-Quantitative	0%	0%	No additional Cost	No additional Cost
Sage Advisory Services, Ltd. Co. - Short-/Intermediate-Term Taxable (1-5 Yr.) Fixed Income	100%	100%	No additional Cost	No additional Cost
Sage Advisory Services, Ltd. Co. - Short-Term Taxable (1-3 yr.) Fixed Income	100%	100%	No additional Cost	No additional Cost
Salient Capital Advisors LLC - MLP	0%	0%	No additional Cost	No additional Cost
Sapphire Star Capital LLC - Covered Call Growth	0%	0%	No Trades Done Away	No Trades Done Away
Sapphire Star Capital LLC - Covered Call Income	0%	0%	No Trades Done Away	No Trades Done Away
Sawgrass Asset Management LLC - High Quality Core Fixed	0%	0%		No additional Cost

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Sawgrass Asset Management LLC - Large-Cap Growth	0%	0%		No additional Cost
Schafer Cullen Capital Management, Inc. - Enhanced Equity Income (Covered Calls)	0%	0%	No Trades Done Away	No Trades Done Away
Schwerin Boyle Capital Management, Inc. - All-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
SeaCap Investment Advisors - High Quality Taxable	100%	100%	No additional Cost	No additional Cost
Sheets Smith Wealth Management Inc. - Absolute Return Balanced Plus	0%	0%	No additional Cost	No additional Cost
Shenkman Capital Management Inc. - Convertible	100%	100%	No additional Cost	No additional Cost
Silvercrest Asset Management Group - Small Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
SKBA Capital Management LLC - Value Opportunity (Large-Cap Value)	100%	100%	No additional Cost	No additional Cost
SKBA Capital Management LLC - Value Plus (Large-Cap Value)	100%	100%	No additional Cost	No additional Cost
Smith Asset Management Group, LP - Large Cap Focused Growth	0%	0%	No Trades Done Away	No Trades Done Away
Snow Capital Management L.P. - Large-Cap Value	2%	0%	1-2 Cps	No Trades Done Away
SouthernSun Asset Management LLC - Small-Cap Equity	0%	0%	No Trades Done Away	No Trades Done Away
Sparrow Capital Management, Inc. - Balanced	0%	0%	No additional Cost	No Trades Done Away
Sparrow Capital Management, Inc. - Large-Cap Growth	0%	0%	No additional Cost	No Trades Done Away
Sparrow Capital Management, Inc. - World Total Return	0%	0%	No additional Cost	No Trades Done Away
Spectrum Asset Management, Inc. - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Spectrum Asset Management, Inc. - Equity Relative Strength	100%	0%	No Trades Done Away	No Trades Done Away
Spectrum Asset Management, Inc. - Fixed Income Plus	100%	100%	No additional Cost	No additional Cost
Spectrum Asset Management, Inc. - Spectrum Preferred Secs Offshore (NRA)	0%	31%	No Trades Done Away	No additional Cost
Stacey Braun Associates, Inc. - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Stadion Money Management, Inc. - Managed Risk 100	96%	97%	0-1Cps	0-1 Cps
Sterling Advisors - Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Stewardship Partners Investment Counsel, Inc. - Global Balanced Tactical BRI	0%	0%	No Trades Done Away	No Trades Done Away
Stewardship Partners Investment Counsel, Inc. - Global BRI	0%	0%	No Trades Done Away	No Trades Done Away
Stewardship Partners Investment Counsel, Inc. - Global Concentrated Tactical BRI	0%	0%	No Trades Done Away	No Trades Done Away
Stewardship Partners Investment Counsel, Inc. - Global Rising Dividends BRI	0%	0%	No Trades Done Away	No Trades Done Away
Stewardship Partners Investment Counsel, Inc. - Global Tactical BRI	0%	0%	No Trades Done Away	No Trades Done Away
Stonebridge Advisors LLC - Non-Resident Alien Qualified Portfolio	50%	50%	No additional Cost	No additional Cost
Stonebridge Advisors LLC - Tax-Advantaged DRD Preferred Securities	50%	50%	No additional Cost	No additional Cost
StoneRidge PMG Advisors LLC - Intermediate Fixed Income	58%	41%	No additional Cost	No additional Cost
Strategy Asset Managers LLC - Market-Oriented Equity	0%	0%	No additional Cost	No Trades Done Away
Strategy Asset Managers LLC - Worldwide Dividend Balanced	0%	0%	No additional Cost	No Trades Done Away
Strategy Asset Managers LLC - Worldwide Dividend Plus	0%	0%	No additional Cost	No Trades Done Away

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Stringer Asset Management, LLC - Conservative Growth Portfolio	78%	59%	.1 or less	0-1 Cps
Stringer Asset Management, LLC - Growth Portfolio	85%	77%	.1 or less	0-1 Cps
Stringer Asset Management, LLC - Income	13%	0%	.1 or less	No Trades Done Away
Stringer Asset Management, LLC - Moderate Growth portfolio	61%	63%	.1 or less	0-1 Cps
Suncoast Equity Management LLC - Equity Growth	0%	0%	No Trades Done Away	No Trades Done Away
Tandem Investment Advisors, Inc. - Mid-Cap Equity (Core)	28%	24%	0-1Cps	0-1Cps
Tandem Investment Advisors, Inc. - Tax-Deferred Equity	29%	37%	0-1Cps	0-1Cps
Taylor, Cottrill, Erickson & Associates - Large-Cap Value	0%	0%	No Trades Done Away	No Trades Done Away
Telemus Capital, LLC - Balanced Management	0%	11%	No Trades Done Away	No additional Cost
Templeton Separately Managed Accounts - International Equity ADR SMA	55%	43%	3+ Cps	3+ Cps
Texan Capital Management, Inc. - Core Equity	0%	0%	No Trades Done Away	No Trades Done Away
Thomas J. Herzfeld Advisors, Inc. - Closed-End Funds Balanced	0%	0%	No additional Cost	No additional Cost
Thompson, Siegel & Walmsley LLC - Balanced Value	100%	100%	No additional Cost	No additional Cost
Thompson, Siegel & Walmsley LLC - Large-Cap Core Balanced	100%	100%	No additional Cost	No additional Cost
Thornburg Investment Mgmt., Inc. - Large-Cap Core	33%	32%	2-3 Cps	2-3 Cps
Thornburg Investment Mgmt., Inc. - Large-Cap Value	33%	32%	2-3 Cps	2-3 Cps
Tillar-Wenstrup Advisors LLC - Diversified Core	0%	0%	No additional Cost	No additional Cost
Tillar-Wenstrup Advisors LLC - Diversified Core Balanced	0%	0%	No additional Cost	No additional Cost
Tillar-Wenstrup Advisors LLC - Large-Cap Core	0%	0%	No additional Cost	No additional Cost
Tom Johnson Investment Management, LLC - Core Equity	0%	0%	No additional Cost	No additional Cost
Tom Johnson Investment Management, LLC - Fixed Income	0%	0%	No additional Cost	No additional Cost
Tortoise Credit Strategies - Core Plus Fixed Income	100%	100%	No additional Cost	No additional Cost
Tower Bridge Advisors - Balanced GARP	0%	0%	No Trades Done Away	No Trades Done Away
Tower Bridge Advisors - Conservative Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Tradition Capital Management LLC - All Cap Advantage	0%	0%	No Trades Done Away	No Trades Done Away
Tradition Capital Management LLC - All-Cap Core Equity	0%	0%	No Trades Done Away	No Trades Done Away
Tradition Capital Management LLC - Tax-Efficient Core Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Trevor Stewart Burton & Jacobson - Large-Cap Core Equity	0%	0%	No additional Cost	No Trades Done Away
Trillium Asset Management Corp. - All-Cap Core Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Trillium Asset Management Corp. - Core Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Trillium Asset Management Corp. - Core Equity	0%	0%	No Trades Done Away	No Trades Done Away
Trillium Asset Management Corp. - Trillium Sustainable Opportunities – SRI	0%	0%	No Trades Done Away	No Trades Done Away
Trinity Fiduciary Partners, LLC - FFV Strategy	0%	0%	No additional Cost	No additional Cost
Trust Investment Advisors - Income Equity	0%	0%	No Trades Done Away	No Trades Done Away
Uniplan Investment Counsel, Inc. - Micro-Cap Strategy	0%	0%	No additional Cost	No additional Cost
ValueWorks LLC - Large-Cap Value Balanced	0%	0%	No Trades Done Away	No Trades Done Away
ValueWorks LLC - Large-Cap Value Capital Appreciation	0%	0%	No Trades Done Away	No Trades Done Away
Vulcan Value Partners - Large Cap	0%	0%	No Trades Done Away	No Trades Done Away

# Important Information Regarding Investment Manager Trading Practices

PAN Non-Solicitable - *Manager Self Reported Trade Away Cost*

Portfolio	Dollar-Weighted % of Client Trades Done Away from WFA		Additional Cost Incurred by Clients (Bps or Cps)	
	2016	2017	2016	2017
Washington Park Advisors - (Taxable and Non-Taxable) Core Balanced	0%	0%	No Trades Done Away	No Trades Done Away
WBI Investments - Global Tactical Rotation	N/A	54%	N/A	No additional Cost
Wells Capital Management, Inc. - Fundamental Large-Cap Select Growth	0%	0%	No Trades Done Away	No Trades Done Away
Wells Capital Management, Inc. - Large-Cap Dividend Growth	0%	0%	No Trades Done Away	No Trades Done Away
Western Asset Management Company - Gov/Corp / Interm Taxable (WDGC)	100%	99%	No additional Cost	No additional Cost
Western Asset Management Company - GSM - 7 Year (WDG7)	100%	99%	No additional Cost	No additional Cost
Western Asset Management Company - Short-Term Muni (WNSM)	0%	0%	No Trades Done Away	No Trades Done Away
Western Asset Management Company - State-Specific Muni (WM3A)	100%	99%	No additional Cost	No additional Cost
Westwood Management Corporation - Balanced	0%	0%	No additional Cost	No additional Cost
Westwood Management Corporation - Large-Cap Growth	0%	0%	No additional Cost	No additional Cost
Whitney & Company - All Equity/Balanced	0%	0%	No additional Cost	No additional Cost
Wilbanks Smith & Thomas Asset Mgmt. - Aggressive Growth	0%	0%	No Trades Done Away	No Trades Done Away
Wilbanks Smith & Thomas Asset Mgmt. - Custom Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Wilbanks Smith & Thomas Asset Mgmt. - Dynamic Asset Allocation	0%	0%	No Trades Done Away	No Trades Done Away
Wilbanks Smith & Thomas Asset Mgmt. - ETF Sector Rotation	0%	0%	No Trades Done Away	No Trades Done Away
Wilbanks Smith & Thomas Asset Mgmt. - Fixed Income	0%	0%	No Trades Done Away	No Trades Done Away
Wilbanks Smith & Thomas Asset Mgmt. - Global Equity / Balanced U.S. (Custom)	0%	0%	No Trades Done Away	No Trades Done Away
Wilbanks Smith & Thomas Asset Mgmt. - Globally Diversified Equity (ETFs)	0%	0%	No Trades Done Away	No Trades Done Away
Wilbanks Smith & Thomas Asset Mgmt. - Large-Cap Core Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Wilbanks Smith & Thomas Asset Mgmt. - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Wilbanks Smith & Thomas Asset Mgmt. - Large-Cap Growth Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Wilbanks Smith & Thomas Asset Mgmt. - Multi-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
William Blair & Company LLC - Large-Cap Growth	0%	0%	No Trades Done Away	No Trades Done Away
Windhaven Investment Management - Diversified Aggressive (ETFs)	86%	98%	0-1Cps	0-1Cps
Winslow Asset Management, Inc. - All-Cap Core Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Wright Investors' Service - Custom Balanced	0%	0%	No Trades Done Away	No Trades Done Away
Zacks Investment Management - International (ETFs)	0%	0%	No additional Cost	No additional Cost
Ziegler Capital Management - Mid-Cap Core	0%	0%	No additional Cost	No Trades Done Away
Ziegler Capital Management - Missouri Valley Partners (MVP) SCC	0%	0%	No additional Cost	No Trades Done Away