Rep Codes:

1. How will my TD Ameritrade rep codes convert to Schwab's master account structure?

   We will automatically convert every active rep code to an FA master account. We define an active rep code as one that has one or more open sub-accounts or closed sub-accounts with balances and positions. Schwab will link the end-client accounts that are currently associated with your rep codes and carry over similar features (pricing, statement preferences, cost basis).

2. Will I continue to see the alphanumeric identifier for my TD Ameritrade rep codes in Schwab's systems after conversion?

   No. Schwab's master account numbers are eight digits beginning with 08. Before your clients' assets convert to Schwab, we will provide your firm and third-party technology providers with a cross-reference file that lists every rep code and its corresponding master account number.

3. I have master accounts on Schwab's platform today. Can you use my existing master accounts instead of creating new master accounts?
   No. We will create a new master account for each rep code you have at TD Ameritrade. This will ensure that once they are converted, your business on Schwab Advisor Center® will closely resemble the way it appeared on Veo One.
   For money managers currently on Schwab's platform, we will link the accounts that are converting to an existing BT master. For TAMPs currently on Schwab's platform, we will work with you on either using an existing SL master or creating a new one. More details will be communicated to firms acting in these capacities.

4. Will I have time to review the information Schwab has converted?
   You will have access to Schwab Advisor Center weeks before your clients' transition, so you can view key data and learn to navigate the platform. During that time, you can get to know the tools, and review your data and master account setup.

Schwab Platform set up

1. Will my Veo One users transition to Schwab Advisor Center?

   Yes. We will import a list of all existing Veo One users to Schwab Advisor Center to assist your FSA with the setup process. The FSA plays an important role in setting up and managing your firm's data and security permissions on Schwab Advisor Center. The FSA will also review the account access and security functions assigned to each user and then invite them to set up their Schwab Advisor Center credentials prior to the transition. Closer to the transition, we will provide detailed information and training on the role of an FSA and the specific steps they should take to complete your firm's setup.
2. Will I automatically have access to the same accounts I had access to on Veo One once they are linked to my new master accounts in Schwab Advisor Center?

No. Schwab will not automatically grant users access to accounts on Schwab Advisor Center. Your firm's designated FSA will configure each user's settings prior to the transition, including access to specific master accounts and security permissions (trade, move money, management fees). The FSA will have the option to use an onboarding wizard to assign account and security function access. In the wizard, each newly created master account will refer to the originating rep code to help guide the process. We will also provide a cross-reference report that translates your current TD Ameritrade rep codes to the new Schwab master accounts to assist the FSA with the setup process. The FSA should review this information to ensure that they enable the each user with the appropriate account and security permissions.

3. Can anyone from my firm call in and get information?

   Schwab will verify that the caller is an authorized agent before providing any information. At a minimum, an agent must be designated as a non–trade agent to get information.

   Your firm's existing Veo One users will become authorized agents. An authorized agent can act on behalf of your firm with respect to some or all accounts for which your firm places orders or other instructions through all channels (including phone) with Schwab.

Transferring Client Accounts

1. Do I need to repaper my clients?

   We will be using your client's existing paperwork at TD Ameritrade to support the transition to Schwab's platform, and clients will not be required to complete a new Schwab account application. We will notify account holders directly about the transition to Schwab's platform about 60 days prior to conversion and include the applicable disclosures for their accounts. Schwab will provide your firm with advance notice of any communication that will be sent directly to your clients.

2. Will my clients need to change their direct deposit and ACH instructions?

   That will depend on how the direct deposit or ACH was set up. If the direct deposit or ACH was initiated or set up on TD Ameritrade's platform based on instructions provided by the advisor or client to TD Ameritrade, we will transfer those instructions to the Schwab platform. This includes ACH transfers, wires, and third-party checks. If the instructions were set up directly on a third-party platform— such as your client's bank—those instructions must be updated with that third party regardless of whether the instructions are for an incoming or outgoing transaction.

   Examples

   If a client set up direct deposit instructions with Bank A to have their Social Security or payroll check deposited to their TD Ameritrade account, the client should update their instructions with Bank A to ensure that their check is deposited into their new Schwab account.

If your client has set up automated payments on a third-party platform with instructions to bill the debit card associated with their TD Ameritrade account, they will need to update the instructions on the platform where they set up the payment.

3. Will my clients receive new checks and debit cards?

   Yes. Your clients who have actively used payment features such as checks or debit cards in the past 24 months will receive new ones. Outstanding checks will continue to be processed for a period of time after the transition date.[1]

4. Will clients receive multiple 1099s?

   Given our anticipated transition timeline, clients may receive multiple tax documents for 2023 filings. You may receive tax documents from TD Ameritrade for activity that occurred prior to the transition and documents from Schwab for activity that occurred after the transition.

Transferring Move Money/Payment details and authorizations

Will my clients' move money transactions, authorizations, and data transfer?

Most of your clients **move money instructions** will transfer to their new accounts at Schwab, except as noted below.

Features	What is moving to Schwab	What is not moving to Schwab
Advisor-created standing authorizations/ACH connections	▪ ACH, wires, checks, and internal transfer standing authorizations if used or set up in the last three years at TD Ameritrade *Note:* ▪ Third-party wire instructions will need to be updated to add a beneficiary address on file the first time they are used at Schwab ▪ ACH profiles will be designated first party or third party to the best of Schwab's ability. If a first party ownership cannot be confirmed, the profile will be labeled as third party	▪ Standing instructions for wires, checks, and internal transfers that have been established by the account holder to be used by the client only ▪ Bank connections (or profiles) or transfer instructions for Guardianship, Conservatorship, and Estate accounts
End client-created standing authorizations/ACH connections	▪ ACH profiles with the corresponding advisor authority or restriction	▪ **Wire standing authorizations.** End clients can set up these transactions without a standing authorization through Schwab Alliance ▪ **Check standing authorizations.** End clients can use the Schwab Alliance billpay feature, request a checkbook, or have their advisor send the checks ▪ **Internal transfer standing authorizations.** End clients can use Schwab Alliance for internal transfers or establish a new standing authorization for their advisor to perform the transfers
Future-dated and recurring transactions	▪ Most future-dated or recurring ACH, internal transfer, and check request instructions ▪ Non-recurring wire transactions up to three months past the transition date	▪ Recurring wire transactions. Schwab does not support recurring wire transactions. ▪ Future-dated wire transactions more than three months past your transition date ▪ Future-dated or recurring ACH transactions that exceed Schwab's transaction limits – Firm AUM less than $1 billion–$500,000 limit – Firm AUM greater than $ billion–$1,000,000 limit

REDHAWK®
WEALTH ADVISORS

Features	What is moving to Schwab	What is not moving to Schwab
Recurring overnight checks	▪ Accounts with recurring overnight check instructions on file will be updated to checks sent via regular mail	▪ Schwab does not support recurring overnight checks. Advisors can update these instructions to an ACH transaction.
Payment features	▪ Debit card enrollment if used since March 2021 or enrolled by April 29, 2023 ▪ Check writing enrollment if used since March 2021 or enrolled by April 29, 2023	▪ Debit card enrollment for investment clubs and testamentary trusts ▪ Check writing enrollment on custodial, inherited IRA, minor IRA, and education savings accounts (ESA/Coverdell) ▪ Automated debit card payments ▪ Transactions established at another financial institution or employer will need to be re-established after conversion.
Investment payment settings aka Pay Income program	▪ Instructions for payout of dividends and interest paid out by ACH, check, and internal transfer	▪ Instructions for automatic payment of sales proceeds ▪ Schwab does not offer the option for dividends to be reinvested while taking capital gains in cash. Instead, the option will map to both dividends and capital gains to be reinvested.
Retirement account contributions/ distributions	▪ Recurring and one-time future dated contributions ▪ Recurring and one-time future dated distributions	▪ Contributions via ACH to Individual 401(k) and SIMPLE accounts ▪ Contributions via ACH and internal transfers to SEP accounts ▪ Future-dated contributions past 2024—Schwab systems only allow instructions for the current and the following contribution years ▪ Distributions via ACH for qualified retirement plan accounts ▪ Historical contributions and distributions made while at TD Ameritrade will not be reflected in your client's YTD info shown on Schwab statements, **Schwab.com**, in the Schwab mobile app, or on Schwab Advisor Center. Click **here** to learn where to access this information.

Features	What is moving to Schwab	What is not moving to Schwab
Systematic RMDs (SRMD)	▪ SRMD instructions for traditional IRAs, rollover IRAs, SEP, and SIMPLE accounts ▪ SRMD instructions for Individual 401(k) accounts for 2023 only. In 2024, advisors will need to re-establish these instructions	▪ SRMD instructions for Inherited IRAs (known as Beneficiary IRAs at TD Ameritrade) are not supported at Schwab but will be temporarily authorized for 2023 only for those accounts where TD Ameritrade has calculated the RMD. ▪ SRMD instructions on Individual 401(k) accounts for 2024 and beyond. ▪ Schwab does not have a flexible SRMD capability. This means that SRMD instructions will not automatically adjust if a separate distribution is taken from the account.

SRMD instructions that are set up for your clients' retirement accounts will also transfer to their new accounts at Schwab, except as noted below.

How will SRMDs move to Schwab?	What will be different?
▪ SRMD instructions will move to Schwab for traditional IRAs, rollover IRAs, as well as SEP and SIMPLE accounts. ▪ We will be setting up a fixed dollar amount based on the remaining RMD amount and remaining payments scheduled. ▪ Example: if client is setup for a monthly SRMD at TD Ameritrade and they have $1,000 remaining RMD after conversion, Schwab will establish monthly payments for $250 (September-December) to meet their remaining RMD on the Schwab Platform[1]	▪ SRMD instructions for Inherited IRAs are not supported at Schwab but will be temporarily authorized for 2023 only for those accounts where TDAI has calculated the RMD. ▪ SRMD instructions for Individual 401(k) accounts will be mapped for 2023. In 2024, advisors will need to re-establish these instructions.

Important information

- **Schwab does not calculate RMDs for Inherited IRAs.** Clients can refer to their previous TD Ameritrade statements for their 2023 RMD and will need to calculate their RMD for 2024 forward.
- Schwab does not have a flexible SRMD capability. This means that SRMD instructions will not automatically adjust if a payment is missed or if an additional distribution is taken from the account.
- Review the **RMD** page on the **Accounts** tab in Schwab Advisor Center for more details.

1. Will historical retirement account contributions and distributions made while at TD Ameritrade be reflected in my client's YTD info on Schwab's platform?

   No. Historical contributions and distributions made while at TD Ameritrade will not be reflected in your client's YTD info shown on Schwab statements, Schwab.com, in the mobile app, or on Schwab Advisor Center. Account holders will need to refer to their final statement from TD Ameritrade for historical contributions and distributions. Advisors will be able to access historical information in Veo One until the platform is no longer available. A downloadable report can be found in Veo One > Menu > Consolidated Views > RMDs.

2. Will direct deposits set up at an external institution into a TD Ameritrade account transfer?

   No. Clients will need to provide their new Schwab routing and account numbers to the depositing institution as soon as possible after their account moves to Schwab. If clients do not update their direct deposit instructions with the depositing institution, the instructions will continue to be accepted into the closed TD Ameritrade account and moved to their Schwab account through the residual sweep process.

3. Will direct debits/payments from TD Ameritrade to another financial institution (including bill payments) transfer?

   No. Clients will need to update their instructions at the financial institution using their new Schwab routing number and Demand Deposit Account (DDA) number as soon as possible after their account moves to Schwab. If the client receives Schwab checks, their Schwab routing and DDA numbers are on the checks. If the client is not enrolled in checking at Schwab, they should enroll to receive their routing and DDA numbers.

4. Does Schwab require client authorization on every transaction?

   No. When advisors initiate transactions using Schwab Advisor Center, the platform considers the advisor authority on the account, whether the transaction is first party or third party, and whether a standing authorization is being used for the transaction to prompt the advisor whether or not client authorization is needed.

5. Does Schwab have a digital tool for obtaining client authorization?

   Yes. Schwab offers an eAuthorization capability for money movement that enables your clients to quickly and securely approve transactions digitally through Schwab Alliance on the web or via mobile app. Advisors are also able to download a prefilled one-time authorization pdf to upload to DocuSign.

6. Do I need to establish standing instructions before using Schwab Advisor Center Move Money tools?

   No. Unlike the Veo One platform, which required prior authorization, Schwab's Move Money tool will allow advisors with Move Money data access and security permissions to set up transactions on the account first, and prompt for client authorization when needed.

Advisors are also able to establish standing authorizations using the Move Money tool and have them approved through eAuthorization if desired for future transactions.

7. Will I be able to control who at my firm can access the Move Money area of Schwab Advisor Center?

   Yes. As part of the onboarding process, your company's Firm Security Administrator will be able to establish which login users have access to Move Money, as well as specific transaction capabilities within Move Money if desired, like creating standing authorizations or setting up wires. Further, the Firm Security Administrator can select which accounts each user should have these abilities on.

Transferring Veo One data and preferences

Features	What will be converted
Statements and Forms 1099	10 years of statements and 1099s will be available.
Transaction history	4 years of transaction history will be available, including check images.
Cost-basis history	For **realized gain/loss** history, there will be a link to GainsKeeper on Schwab Advisor Center and Schwab Alliance for legacy TD Ameritrade accounts. Post-conversion, **unrealized gain/loss** history will be integrated into the Schwab channels, and TD Ameritrade clients will have access to the existing cost-basis calculator.
Logo on statements	For firms that have a logo on their client statements at TD Ameritrade, the logo will be transferred and will appear on statements and confirmations for the accounts linked to the new Schwab FA master account.
Bookmarks (marked favorite accounts at TD Ameritrade)	Accounts marked for easy access on Veo One will be bookmarked on Schwab Advisor Center.
Custom groups (account groups at TD Ameritrade)	Account groups will be converted to Schwab Advisor Center. We will provide training on how to import the groups and assign permissions to custom groups for users within the firm.
Nicknames for end-client accounts (account descriptions at TD Ameritrade)	Your current account descriptions will be converted and mapped to the corresponding Schwab accounts, which you will be able to view on Schwab Advisor Center. In those limited situations where different users have assigned different nicknames to the same account, Schwab will convert only the most recently assigned nickname.
Veo One users	During the transition, a list of your firm's existing Veo One users will be added to Schwab Advisor Center's Firm Security Center wizard for your FSA to review and enable access. Additional information and training will be provided on how to set up and manage credentials at Schwab.
Alerts	Active and historical **account-related alerts** (account, cash management, trading) from Veo One will not be transitioned to Schwab Advisor Center. Once your firm has transitioned, you may enable the analogous alerts on Schwab Advisor Center, and you will begin to receive them for new activities occurring on the platform.

1. Will my Veo One users transition to Schwab Advisor Center?

   Yes. We will import a list of existing Veo One users into Schwab Advisor Center for your FSA to review. The FSA plays an important role in setting up and managing your firm's data and security permissions on Schwab Advisor Center. The FSA will review, grant data access and security functions to each user, and then invite them to access the platform prior to the transition. Closer to the transition, we will provide detailed information and training on the role of an FSA and the specific steps they will need to take to complete your firm's setup.

2. How can I get familiar with Schwab Advisor Center prior to conversion?

We will provide training resources prior to transition to help you become familiar with the platform. We will also enable you to preview Schwab Advisor Center before your client assets are transitioned, so you can view your firm's setup in advance and explore the platform features.

3. Can my firm use Veo One after the transition?
   Not for long. After the transition, you will manage all of your business through Schwab Advisor Center. Veo One will be available to download residual data for 90 days after the transition. Be sure to download any data within that time period if you think you will need it.

Schwab Trading Capabilities

Features	What will be converted	Additional information
iRebal	Firm settings will be carried over in whole, including accounts, models, portfolios, global settings, and Model Market Center™ subscriptions. To access iRebal after conversion, your firm will sign in through Schwab Advisor Center.	There will be no functionality changes to these applications, but your firm will need to understand your new Schwab account hierarchy (rep code to master account) and designate an FSA. Training on these topics will be provided as we get closer to the transition.
thinkpipes	Your current TD Ameritrade thinkpipes user preferences will be migrated over to the Schwab's thinkpipes experience, including thinkpipes layout, account descriptions, user groups, watchlists, order quantities setting, etc. To access thinkpipes after the conversion, your firm will sign in through Schwab Advisor Center.	
Veo One trading	If your firm has suppressed any trading edits on Veo One, you will need to configure similar edits on Schwab Advisor Center.	
Open Orders	All open good-til-canceled/good-til-date orders in a TD Ameritrade advisor account will be canceled at conversion. The order must be resubmitted if the advisor/client wants an open order post-conversion. Schwab will convert open mutual fund trades.	

1. Will my open orders remain open when my accounts convert to Schwab?

   No. All open good-til-canceled/good-til-date equity and options orders in TD Ameritrade advisor/client accounts will be canceled at conversion and must be resubmitted if the advisor/client wants an open order post-conversion.

2. Will my trading history be converted and available on the Schwab platform?

Prior to conversion, your firm should save all trading alert and order history on Veo One. Once your accounts transition, you can configure your trading alerts on Schwab Advisor Center for any business post-conversion. Additionally, Schwab Advisor Center will maintain six months of trading history beginning on the first day after conversion, when your clients' accounts are up and running on the Schwab platform.

Schwab/TD Ameritrade's Technology Capabilities

REDHAWK®
WEALTH ADVISORS

Understanding the similarities between Veo One and Schwab Advisor Center

Both platforms offer robust digital tools and value-added features, including:

- Access to client account information, positions, balances, and history
- Digital tools, including a robust DocuSign® integration, that make it easy to open and service client accounts
- The ability to trade various types of securities
- Comprehensive tracking and status features
- Access to financial products and services to support your clients, including investments, management accounts, alternative investments, cash and lending, charitable giving, and retirement solutions
- Insights, events, and practice management and education resources
- Research tools, market data, and the latest news

Schwab Advisor Center also offers:

- A fully digital account-opening and funding solution that guides you through the process—no tagging or paper required
- A streamlined move money tool that makes it easy to set up standing instructions or process checks, transfers, or wires and our eAuthorization feature enables clients to securely approve those transactions with a few clicks on their computer or mobile device
- Robust fixed income trading tools
- Complimentary portfolio management features
- A technology adoption dashboard detailing your firm's use of digital tools and providing insight into your top opportunities
- Extensive help features, including a Service Guide with how-to details for using the platform and in-the-moment guidance built into many areas of the platform

Many popular features from Veo One are being incorporated into Schwab Advisor Center, including a customizable dashboard, bookmarks, quick links, nicknames, and aggregate views of balances and positions. Plus, iRebal, thinkpipes, and Model Market Center will be integrated into Schwab Advisor Center and ready for use upon conversion.

Understanding similarities between AdvisorClient and Schwab Alliance

- Your clients will transition from using AdvisorClient.com to using SchwabAlliance.com as their custodian-provided portal. Just like AdvisorClient, Schwab Alliance offers access to account balances, positions, and history, as well as secure online access to statements and tax documents.
- Schwab Alliance is specifically designed for clients of advisors and is a complement to, not a replacement for, other third-party client portals your firm may be using.
- As part of the conversion process, we will transition the communication preferences selected in AdvisorClient to Schwab Alliance.
- Schwab Alliance also offers advanced features, including:
  - **eAuthorization**—the fastest, most secure way for your clients to approve requests initiated by you, such as money movements, new accounts, and other account maintenance requests. Clients can also use Schwab Alliance to make simple updates, such as address changes, and to access account statements and documents.
  - **Customization options**—allowing you to add your firm's logo to the site and tailor your clients' experience. For example, you can select a streamlined view with limited features or enable clients to trade or move money on their own with reminders to contact their advisor.

AdvisorClient.com compared with SchwabAlliance.com

Key features	advisorclient.com	schwaballiance.com
View balances	✓	✓
View positions	✓	✓
View transactions	✓	✓
Update contact information	✓	✓
View required distributions	✓	✓
View statements and documents	✓	✓
Go paperless	✓	✓
Transfers and payments	✓	✓
Place trades	✓	✓
3 customized view types		✓
Customized advisor logo		✓
eApprovals		✓
One login for all account types		✓
Client-controlled view-only access		✓

Schwab Alliance overview video: https://advisorservices.schwab.com/content/schwab-alliance-simple-fast-secure

1. Does Schwab offer similar DocuSign features?

   Yes. We're redesigning Schwab's DocuSign capabilities. Once your firm has access to the Schwab platform, the experience will be very similar to what is available on the TD Ameritrade platform, including full access to the DocuSign console and the use of templates, removing the need to tag documents.

2. Do my clients have to use Schwab's client portal?

   Schwab Alliance is a complement to, not a replacement for, other third-party client portals your firm may be using. The Schwab Alliance website and mobile platform make it easy for your clients to securely engage with their accounts and approve requests initiated by you, like money movements, new accounts, and other account maintenance requests. To use our most secure electronic approval tools, your clients will need access to Schwab Alliance. Schwab Alliance also provides secure online access to account balances, positions, history, statements, trade confirmations, and tax documents.

Schwab Products and Solutions

Open-architecture platform with access to a range of products, tools, and account types

Equities and options

Open-architecture platform delivers access to the widest possible range of individual domestic and global equity investments, including stocks, options, custom hedging strategies, restricted stock services, and initial and secondary public offerings. Choose from:

- Domestic and international equities
- Options
- Custom hedging strategies
- Restricted stock services
- Initial and secondary public offerings

Brokerage and Insurance Products: Are not deposits ▪ Are not FDIC-Insured ▪ Are not insured by any federal government agency ▪ Are not guaranteed by the bank or any affiliate of the bank ▪ May Lose Value

Investing involves risks, including loss of principal. Options carry a high level of risk and are not suitable for all investors. Certain requirements must be met to trade options through Schwab. Please read the Options Disclosure Document titled "Characteristics and Risks of Standardized Options" before considering any options transactions. See the Schwab Advisor Services Pricing Guide for full fee and commission schedules.

Mutual funds and ETFs

Access a wide range of proprietary and third-party mutual funds and exchange traded funds (ETFs), backed by the tools and resources you need to research, compare, and select the funds that best meet your clients' needs.

Mutual funds

- Mutual Fund MarketPlace® features a range of mutual fund managers and thousands of institutional share classes from nearly every asset class, with choices across the active–passive spectrum, including liquid alternative, socially responsible, and target date funds, as well as offshore funds suitable for international clients.
- Schwab Mutual Fund OneSource® offers 17,700 mutual funds from 680 fund families, including more than 7,000 with no loads and no transaction fees.

Exchange-traded funds

As the number of available ETFs continues to grow, we want you to be able to help your clients choose the ones that fit their needs without considering commissions.

- Schwab Advisor Services™ trading professionals provide a wealth of ETF knowledge through trading consultation, execution, and liquidity facilitation.
- The Schwab ETF Select List® is developed quarterly by Charles Schwab Investment Advisory, Inc., identifying the lowest-cost affiliated and third-party ETFs in 79 asset categories.
- Dynamic online tools allow you to research, compare, and monitor ETFs.

Mutual funds and ETFs (continued)

Institutional No-Transaction Fee Platform (INTF)

- Access to over 900 institutional share class funds from 16 asset managers—available with no transaction fees.

T. Rowe Price Funds

- Over 140 institutional share class funds spanning 65 Morningstar® categories—available with no transaction fees.

Visit the **Schwab Asset Management section** of this guide to learn more about Schwab mutual funds and ETFs.

Brokerage and Insurance Products: Are not deposits • Are not FDIC-Insured • Are not insured by any federal government agency • Are not guaranteed by the bank or any affiliate of the bank • May Lose Value

Investing involves risks, including loss of principal. Investors should consider carefully information contained in the prospectus or, if available the summary prospectus, including investment objectives, risks, charges, and expenses. Please read them carefully before investing. Schwab ETFs™ are distributed by SEI Investments Distribution Co., (SIDCO). SIDCO is not affiliated with the Charles Schwab Corporation or any of its affiliates. Charles Schwab & Co., Inc. (member SIPC) receives remuneration from fund companies in the Mutual Fund One Source service for record keeping and shareholder services, and other administrative services. Schwab also may receive remuneration from transaction fee companies for certain administrative services. See the Schwab Advisor Services Pricing Guide for full fee and commission schedules. Schwab does not receive payment to promote any particular ETF. Schwab received marketing and promotional compensation from T. Rowe Price for promotion of their mutual funds to and for providing additional marketing support.

Fixed income

Dedicated fixed income specialists, robust online search features, and access to major bond platforms to support your needs across a wide range of fixed income offers and services, including:

- Robust open-architecture trading platform and research tools to support your needs across a wide range of fixed income products
- Market and product commentary from the experts at the Schwab Center for Financial Research (SCFR)
- Access to new-issue municipal and corporate bonds available through exclusive partnerships, secondary market securities, fixed income mutual funds, ETFs, and separately managed accounts

Brokerage and Insurance Products: Are not deposits • Are not FDIC-Insured • Are not insured by any federal government agency • Are not guaranteed by the bank or any affiliate of the bank • May Lose Value

Fixed income securities are subject to increased loss of principal during periods of rising rates and to various other risks, including changes in credit quality, market valuations, liquidity, prepayments, early redemption, corporate events, and tax ramifications.

Cash management

Access to competitive cash solutions to meet your clients' short- and long-term needs:

- **Savings and investment cash solutions**, which offer potentially higher yields and preserve principal, include Schwab Bank Investor Savings accounts, Schwab Purchased Money Funds, and certificates of deposit (CDs)
- **Everyday cash**, which allows your clients to purchase investments, pay bills, and manage daily expenses, includes Schwab Bank Investor Checking (linked to a Schwab One brokerage account) and uninvested cash in Schwab brokerage and retirement accounts

Bank Sweep deposits are held at one or more FDIC-insured banks that are affiliated with Charles Schwab & Co., Inc. ("Affiliated Banks"). Funds deposited at Affiliated Banks are insured in aggregate, up to $250,000 per Affiliated Bank, per depositor, for each account ownership category, by the Federal Deposit Insurance Corporation (FDIC). Securities products and services (including unswept or intra-day cash, net credit or debit balances, and money market funds) offered by Charles Schwab & Co., Inc. (Member SIPC) are not deposits or obligations of the Affiliated Banks, are subject to investment risk, are not FDIC insured, may lose value, and are not Affiliated Bank-guaranteed. Charles Schwab & Co., Inc. and the Affiliated Banks are separate entities and are all affiliates of The Charles Schwab Corporation. An investment in a Money Market Fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although Money Market Funds seek to preserve the value of your investment at $1.00 per share, it is possible to lose money by investment in the fund.

Managed accounts

Schwab Managed Account Services™ provides easy access to nearly 1,400 money managers and more than 5,000 strategies. Choose from three different platform options when using managed accounts at Schwab:

- Managed Account Select® offers a curated list of managers across asset classes, with bundled fees and lower minimums, managed through a single contract. Charles Schwab Investment Advisory, Inc., evaluates the money managers and strategies for initial inclusion in Managed Account Select and provides ongoing monitoring of these strategies along with strategy profiles, reviews, and comparative profiles.
- Managed Account Access® offers a wide selection of strategies with bundled fees and lower minimums, managed through a single contract. This includes four new Schwab Personalized Indexing™ strategies, offered by Schwab Asset Management.
- Managed Account Marketplace® allows you to choose from a wide range of managers and strategies, managed by a dual contract, similar to TD Ameritrade's Separate Account Exchange.

Model Market Center will be available on Schwab's platform after the transition, providing an even greater selection of model portfolios.

Investments in managed accounts should be considered in a view of a larger, more diversified investment portfolio. Charles Schwab Advisory, Inc. ("CSIM") is an affiliate of Charles Schwab & Co., Inc. ("Schwab") that evaluates money managers (MMs) in Schwab's Managed Account Select ("Select") program. The Select program is sponsored by Schwab. Schwab does not provide advice or recommendations regarding managed account strategies or MMs to investment advisors or clients. Charles Schwab & Co., Inc. ("Schwab") is the sponsor of Managed Account Select® ("Select") and Managed Account Connection™ "Connection") programs. The asset managers in Select are unaffiliated with Schwab. The Managed Account Marketplace® ("Marketplace") platform is not a program sponsored by Schwab. Marketplace is an open architecture platform that gives investment advisors and their client's access to separate account managers (mms) and turkey asset management providers (TAMPs). Participating money managers and TAMPs need to establish and contract and have system capability with Schwab in order to be in Marketplace. The MMs, TAMPs, and their investment strategies available in Marketplace are not evaluated by Schwab. Please read Schwab's Managed Account Services™ Disclosure Brochure for important information and disclosures relating to Schwab Managed Accounts Services.

Turnkey asset management providers (TAMPs)

- Managed Account Marketplace offers access to a variety of TAMPs that take on time-consuming functions for your firm such as asset or money manager research, portfolio construction, investment management, sales support, and performance reporting.
- When working with a TAMP through Schwab, invested assets will continue to be custodied at Schwab, with all account activity, balances, and positions reported directly to the appropriate TAMP. The TAMP can deliver customized client reporting and back-office services to your firm.
- Some TAMPs also offer unified managed accounts that can hold investment products—such as separately managed accounts, mutual funds, and ETFs—in a single account.

Turnkey Asset Management Providers (TAMP) Services may vary depending on what TAMP you choose. Schwab does not recommend or endorse any particular TAMP. Schwab is not affiliated with any of the TAMPS in Marketplace. Schwab makes no representation or warranty about any TAMP or its suitability for your clients. Schwab does not guarantee the accuracy of the information about the services provided by any particular TAMP.

Alternative investments

Access to a growing list of alternative investments. For alternative investments selected from one of Schwab's platforms, we offer consolidated reporting and the dedicated support of our experienced alternative investment service team.

- Schwab Alternative Investment OneSource® offers non-listed alternative investment funds with low minimum investment amounts, enhanced transaction reporting and integration, and centralized fund information, including security profiles and subscription documents. There are no additional transaction or custody fees.
- Schwab Alternative Investment Marketplace™ provides access to third-party platform sponsors that offer menus of private funds, enhanced shareholder servicing and processing, and sophisticated solutions designed for eligible, high-net-worth investors. There are no additional transaction or custody fees.
- Alternative investment custody solution provides advisors with additional choice and flexibility to invest in securities that are not available on one of our platforms.

Investing in alternative investments is speculative, not suitable for all clients, and generally intended for experienced and sophisticated investors who are willing and able to bear the high economic risks of the investment. Investors should obtain and carefully read the related prospectus or offering memorandum, which will contain the information needed to help evaluate the potential investment and provide important disclosure related to risks, fees, and expenses. Schwab Alternative Investment OneSource® does not provide investment advisors or their clients advice about potential investment in participating funds. It is each investment advisor's responsibility to determine the suitability of such an investment for his or her clients. Alternative investments such as the participating funds are risky, and an advisor's client may lose their entire investment in a fund. Schwab does not provide investment advisors, or their clients, advice or make recommendations about potential investments in any Schwab or third-party alternative investment platform (including the funds made available on such platforms that participate in the Schwab Alternative Investment Marketplace platform). It is each investment advisor's responsibility to determine the suitability of such an investment for its clients. Schwab's obligations are limited to acting as custodian of the interests purchased and providing recordkeeping, shareholder services and other administrative services. Schwab received remuneration from the third-party platform sponsors participating in the Schwab Alternative Investment Marketplace for recordkeeping, shareholder services and other administrative services.

Annuities

Two variable annuity options designed to meet the retirement needs of your clients and your practice. Both are among the most competitively priced in the industry, with over 100 investment options, and can guarantee lifetime income.

- Schwab Genesis Advisory Variable Annuity™ (from Protective Life)
- Pacific Advisory Variable Annuity (from Pacific Life)

A dedicated team of annuity specialists assists you throughout the enrollment process and provides ongoing support at no additional cost.

Brokerage and Insurance Products: Are not deposits • Are not FDIC-Insured • Are not insured by any federal government agency • Are not guaranteed by the bank or any affiliate of the bank • May Lose Value

Charles Schwab & Co., Inc., a licensed insurance agency, distributes certain life insurance and annuity contracts that are issued by non-affiliated insurance companies. Not all products are available in all states. Please see more information about HSBAs on schwabadvisorcenter.com.

Education savings

Schwab offers three ways to save for education expenses, and each option has different advantages:

- Schwab 529 Education Savings Plan: Administered by the state of Kansas with American Century Investments® as the program manager, the plan includes multiple investment options carefully built on Schwab's asset allocation models. Composed of well-known mutual funds from multiple fund families, the plan offers age-based and static options as well as actively managed or index funds that can be selected to best suit your investment style.
- Education savings account (ESA): An ESA, sometimes called a Coverdell account, is a savings plan set up and managed by a parent or other adult for the benefit of a minor. Like a 529 savings plan, these tax-deferred accounts allow individuals to pay for a student's education expenses, but they have lower contribution limits than a 529 savings plan.
- Schwab One Custodial Account (UGMA/UTMA): While not explicitly an education savings vehicle, a Schwab One Custodial Account can be used to make irrevocable gifts to minors and to teach them about investing. The account is established by an adult under the Uniform Gifts to Minors Act (UGMA) or the Uniform Transfers to Minors Act (UTMA), and the account is turned over when the minor reaches the age of majority.

The Schwab 529 Education Savings Plan and the Learning Quest 529 Plan are available through Charles Schwab & Co., Inc., and are managed by American Century Investment Management, Inc. The plans were created by the Kansas State Legislature under the provisions of Section 529 of the Internal Revenue Code and are administered by the Kansas State Treasurer. Accounts established under these plans and their earnings are neither insured or guaranteed by the State of Kansas, the Kansas State Treasurer, American Century Investments, or Charles Schwab & Co., Inc. and are domiciled at American Century Investments and not Schwab.

Health Savings Brokerage Accounts (HSBAs)

The HSBA is a self-directed brokerage account (SDBA) designed to complement a health savings account by offering extensive investment options. HSBAs give investors greater access to thousands of additional investment choices, as well as the ability to appoint an investment advisor (IA) to manage their assets.

- Integrates with some of the industry's largest HSA providers
- Offers sophisticated investors a broad range of investment options including: stocks, bonds, CDs, ETFs, and one of the largest no-load, no-transaction fee mutual fund offerings in an SDBA
- Allows clients to appoint an advisor to manage HSA investments by completing a Limited Power of Attorney form for an HSBA
- Accessible through Schwab Advisor Center, Schwab Alliance, and schwab.com

Schwab is not an HSA provider and does not offer an HSA directly to individuals. Schwab offers custody services to HSA providers with investment platforms and services. Schwab provides referrals to unaffiliated, third-party HSA providers who use Charles Schwab Trust Bank and Charles Schwab & Co., Inc., brokerage for the investment portion of their HSA programs. Schwab is not responsible for the services provided by these third-party HSA providers.



Personal Trust Services

Services for individual trustees and for clients seeking a corporate trustee, providing a full range of trust accounting and related services:

- Administrative Trustee Services from Charles Schwab Trust Company of Delaware
- Serves as a corporate (directed) trustee while you retain investment control
- Provides the freedom to structure investment portfolios to serve clients' and trusts' needs with an integrated trust administration and trading platform

Personal Trust Reporting Services:

- Tools for advisors to retain, grow, and manage trust assets for clients who act as individual trustees
- Detailed trust accounting and reporting for trustees and strategic partners, such as CPAs and attorneys

Charles Schwab & Co., Inc., ("Schwab") is affiliated with Charles Schwab Trust Company ("CSTC"), the corporate trustee for Schwab Personal Trust Services ("SPTS").

1. What if my clients hold mutual funds that are not offered through Schwab's platform?

   You can access over 17,000 mutual funds through Schwab's platform, so most of the funds your clients hold today will also be available through Schwab. If your client holds mutual funds that are not available through Schwab's platform, they will still be able to custody those funds on the platform but will not be able to purchase additional shares after the transition. In those limited instances, we will inform you about any mutual funds held in your clients' accounts that are not available through Schwab.

2. Will I be able to work with the same money managers and TAMPs after the transition to Schwab?

   Schwab works with more than 1,500 money managers and over 5,000 strategies across three managed account platforms, so you will be able to continue working with most of the money managers and TAMPs you work with today. The three managed account platforms are: Managed Account Select, Managed Account Access, and Managed Account Marketplace.

Client Experience

1. If my client has both retail and advised accounts, will they be able to see all of their accounts in Schwab Alliance?

   Yes. All of your clients' Schwab accounts will be viewable in Schwab Alliance. The view is slightly different based on the type of account selected (retail versus advised).

2. Does Schwab Alliance offer a mobile deposit feature?

   Yes. Your clients can deposit checks directly into their Schwab accounts through the Schwab Alliance mobile app.

3. Can my clients grant view-only access to Schwab Alliance for other interested parties?

Yes. Other interested parties can be invited to access client accounts by your clients. A separate user ID and password must be established for any user who needs access to the website.

4. What client information will be available after conversion?
   The account structure, types, and registrations are very similar between TD Ameritrade and Schwab, so the majority of data, preferences, and features will convert to Schwab with no additional paperwork or steps by you or your clients.