

GET MORE FROM YOUR ACCOUNT STATEMENT



Determining whether your investments are helping you work toward your financial goals requires that you stay informed regarding your account's activity and performance. And that's why it's important to know how to read your account statement so you have information you need to help you work with your financial professional.

The following will help you understand the wealth of information your statement contains. If you still have questions after reading this guide, please contact your financial professional.

Simplify your financial life with linked accounts

If you have more than one account with us, you can limit the number of envelopes you receive by linking accounts. As a result, the statements for all the accounts you have linked will arrive in a single envelope, and you'll receive a Combined Snapshot to help you get a more holistic view of how your accounts are performing. In addition, when you link accounts in a mailing package, each account will receive the enhanced Advantage Account – our premiere service level account – format statement as long as there's at least one Advantage Account in the linked package. To link any or all of your family's accounts, contact your financial professional.

You decide how much detail you need to review

Like your statement, this guide is divided into two primary sections: the **Snapshot** and **Detail** pages. As the names suggest, the Snapshot pages provide an overview, and the Detail pages let you delve further into your account's activity and positions.

Get a 'Snapshot' of your financial picture



We're all busy these days, and you probably don't have a lot of time to spend with your statement. To help you quickly get the information you need, refer to your statement's Snapshot pages for a summary of the activity in your account during the previous month. If you have linked accounts, you'll also receive a **Combined Snapshot** for those accounts, which will help provide a better view of your overall financial situation.

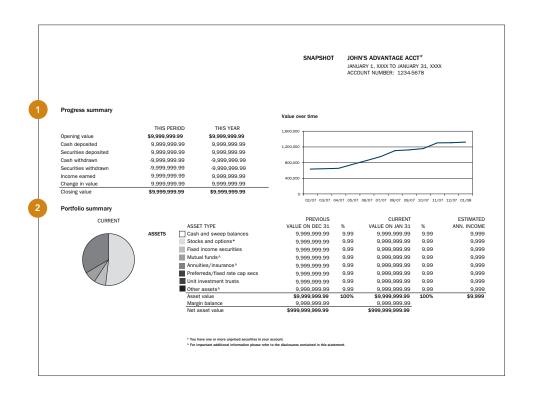
Use detail pages to dig deeper into your account's activity



You may be the type of investor for whom the Snapshot provides all the information you require. On the other hand, you may be one who wants to know more about your account's activity and positions, or perhaps you've noticed something in the Snapshot that you need to know more about. When this is the case, simply turn to your statement's Detail pages.



Snapshot



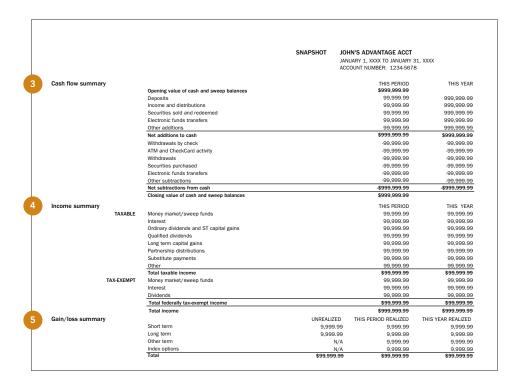
1

Your **Progress summary** provides values for all of the cash flowing into and out of the account along with the change-in-value for the period. The **Value Over Time** graph illustrates your progress during the current year.



Your **Portfolio summary** categorizes your investments by asset type for the last two periods. It shows both dollar values and portfolio percentages with the current month's allocation percentage being displayed in the pie chart.

^{*} You can "nickname" your accounts and have them show here. If you're enrolled for Access Online, you can assign nicknames online or contact your financial professional about assigning nicknames.





Your Cash flow summary displays all of your cash additions and subtractions, which lets you easily see your current-period and year-to-date cash flow.



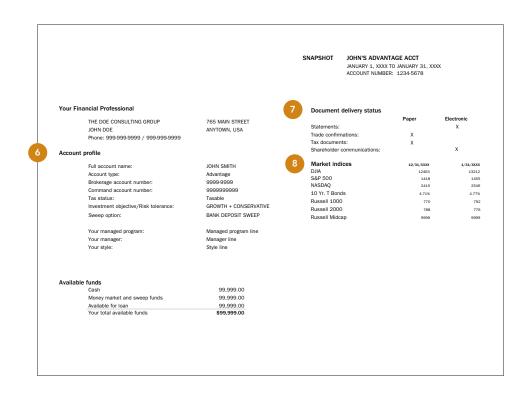
Your Income summary
provides an overview of
the various types of income
your account has earned
during the current period and
for the full year. This income
is broken down into taxable
and federally tax-exempt
categories based on the
type of securities you hold.
(This breakout does not occur
for IRA accounts.)



Your Gain/loss summary displays total realized and unrealized gains and losses. This section is included only if your account provides cost basis information on your statement.



Snapshot, continued





Your Account profile overviews important account information, including your Investment objective/Risk tolerance. Contact your financial professional if any information in this section needs updating. In addition, if you have a fee-based account, information about the program appears here.



If your account offers a choice of electronic or paper statements, your **Document delivery status** shows which one you've elected to receive.

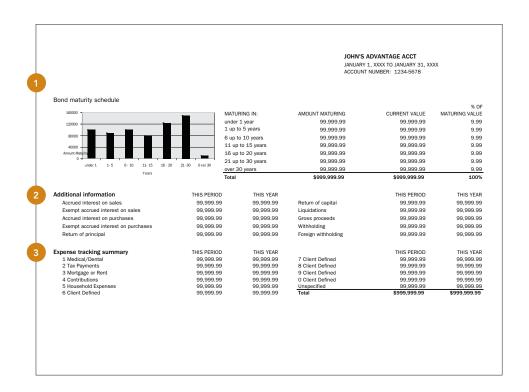


Market indices for the current month end and previous year end are available on your statement if this feature has been set to display. Contact your financial professional for more information.



Detail

If this feature has been set to display, the **Bond maturity schedule** graph and table summarize the maturity dates and maturing amounts for your account's fixed-income securities. Contact your financial professional for more information.





The Additional information section appears only if one or more of the categories applies to your account. This information can be useful when working with your tax advisor.

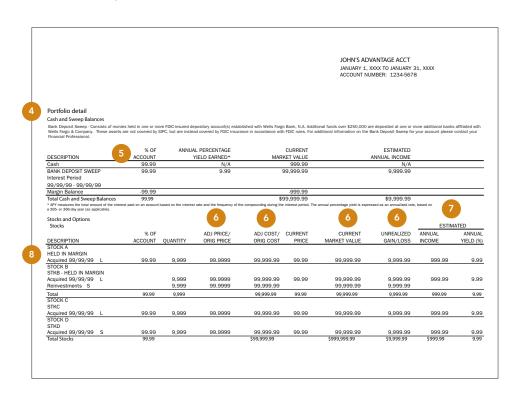


If you code expenses on your checks, you will see exactly where your money goes every month with your **Expense** tracking summary.



Detail, continued

- The **Portfolio detail** section lists cash and sweep balances, stocks and options, fixed-income securities, mutual funds, annuities and insurance, preferred securities, unit investment trusts, and other assets based on your account's holdings. All asset classes are itemized with a total value, by category, for the current month.
- The % of **Account** column lets you see the percent of each individual position in comparison to your entire account value.





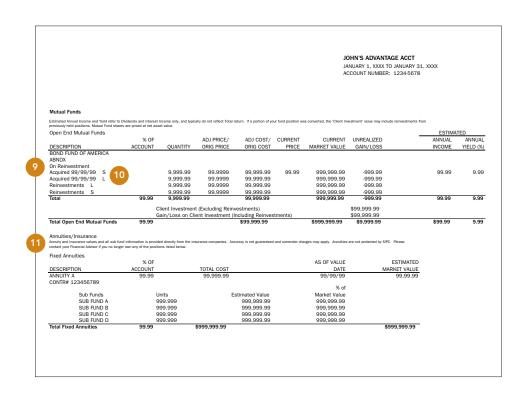
The Adj Price/Orig Price, Adj Cost/Orig Cost and Unrealized Gain/Loss columns help you identify potential tax-related opportunities. For securities that include cost basis adjustments, we provide the original unit price and original total cost. We also provide the adjusted unit price and adjusted total cost, which is compared to the Current Market Value to calculate your Unrealized Gain/Loss. Please note that this section is included only if your account provides cost basis information on your statement.



The Estimated Annual Income and Estimated Annual Yield are provided to give you an idea of how much income the account will receive.



The ticker symbol appears under the description for applicable securities, and **Held in Margin** indicates whether any portion of that position is held in your margin account.





On Reinvestment indicates that you've elected to use dividends and capital gains (mutual funds only) to purchase additional shares.



5 and **L** indicators are displayed for each tax lot.* Securities held fewer than 12 months are short-term (S); securities held longer than one year are long-term (L). These indicators show only if your account provides cost basis information on your statement.



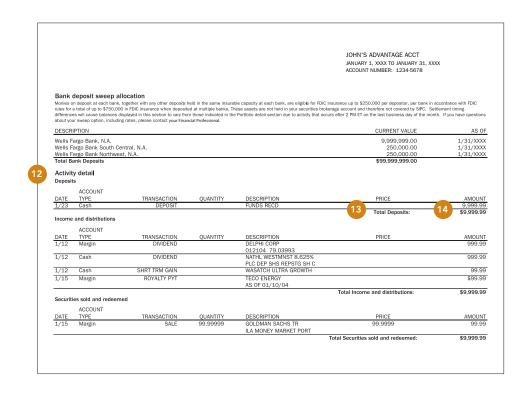
Annuities/Insurance,

including variable and fixed annuities, values are listed and provide data received directly from the insurance companies.

^{*} Please note: This information is provided for informational purposes only. Contact your tax advisor to determine the tax implications before you sell an investment.



Detail, continued



- Cash **Activity detail** shows the cash flowing into and out of your account since your last statement. For Advantage accounts this information can be listed by date, type or a combination of the two. The default is by type. Please contact your financial professional to change your display.
- 13 Each type of activity is totaled.
- 14 The Amount displays the total transaction value.



Your ATM and CheckCard activity lists transactions by activity date.

					JOHN'S ADVANTAGE ACCT JANUARY 1, XXXX TO JANUARY 31, XXXX ACCOUNT NUMBER: 1234-5678	
	detail continued CheckCard activity					
	ACCOUNT					
DATE	TYPE	TRANSACTION		DESCRIPTION		AMOL
1/11	Cash	VISA CHARGE		ABC BANK ANYTOWN, USA 12345678902345687921547		-999
1/22	Margin	VISA CHARGE		NATIONAL XYZ BANK ANYTOWN, USA 12345678902345687921547		-9,999
1/25	Cash	VISA CARD CREDIT		MERCHANT A XXXXXXXXX ANYTOWN, USA 12345678902345687921547		9,999
	and the other sta				Total ATM and CheckCard activity	-\$999
Withdray	vals by check ACCOUNT			_		
DATE	TYPE	CHECK NUMBER		DESCRIPTION 17	EXPENSE CODE	AMO
1/10	Cash	1008		MERCHANT ABC	1 Medical/Dental	-99,999
1/14	Cash	1112		MERCHANT 1234567890	2 Tax Payments	-99,999
1/20	Cash	1113		MERCHANT EFG	3 Mortgage or Rent	-99,999
1/27	Cash	1116 *		MERCHANT H J K L M N O	4 Contributions	-99,999
	Cash	1117		MERCHANT H J K L M N O	5 Household Expenses	-99,999
1/27	out of sequence				Total Withdrawals by check	-\$999,999
1/27 * Checks	c funds transfers					
1/27 * Checks	c funds transfers					
1/27 * Checks	ACCOUNT	TRANSACTION		DESCRIPTION		AMOL
1/27 * Checks Electroni	ACCOUNT	TRANSACTION ACH ACTIVITY		DESCRIPTION ACH PERIODIC WITHDRAWAL		
1/27 * Checks Electroni	ACCOUNT TYPE 10					-999
1/27 * Checks Electroni	ACCOUNT TYPE 10			ACH PERIODIC WITHDRAWAL TRACE # XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX		-999
1/27 * Checks Electroni DATE 1/27	ACCOUNT TYPE 18	ACH ACTIVITY		ACH PERIODIC WITHDRAWAL TRACE # XXXXXXXXXXXXXXXXX	Total Electronic funds transfers	
1/27 * Checks Electroni DATE 1/27 1/30	ACCOUNT TYPE 18	ACH ACTIVITY		ACH PERIODIC WITHDRAWAL TRACE # XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	Total Electronic funds transfers	-999 -\$999
1/27 * Checks Electroni DATE 1/27 1/30	ACCOUNT TYPE Cash 18 Margin	ACH ACTIVITY	QUANTITY	ACH PERIODIC WITHDRAWAL TRACE # XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	Total Electronic funds transfers PRICE	-999 -\$999
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Your **Withdrawals by check** are listed sequentially and include the date paid, check number and payee.



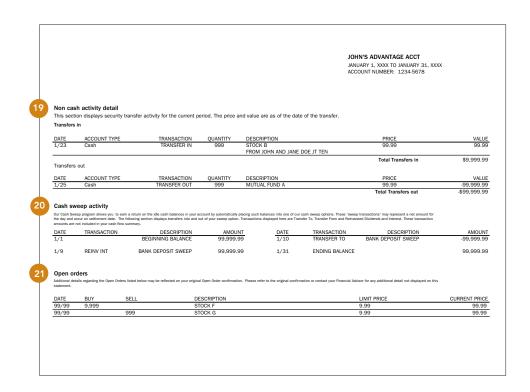
The Expense Code description, as well as number, is included to help you track expenses for budgeting purposes. In addition to five standard categories, you can customize up to five categories to track any expenses you choose.



Account Type indicates whether the transaction took place in the cash or margin portion of the account.



Detail, continued





The Non cash activity detail shows all transfers of positions into and out of the account and provides the position's value on the transfer day. The positions' valuations help provide an accurate picture of your account's progress.



The Cash sweep activity section shows the daily sweep that occurs between your account and the cash sweep option, including reinvested dividends and interest.



Any unfilled **Open orders** at month end are displayed to help you keep track of orders we've received but which have not been executed.



If your account provides a display of cost basis information on your statement, the **Realized gain/loss s**ection appears.

The **Realized Gain/Loss** Summary provides the current-period and year-to-date net gain or loss on securities closing transactions in your account. Your monthly statement will include details of closing transactions only for the statement period. Your year-end package will contain a recap of detail information for the entire year.

Realized Gain/Loss Summary
THIS PERIOD
CAIN LOSS NET CAIN LOSS Short term 999.99
Short term
Description
Other term (Index options) 999,99 9,999
Total Realized Gain/Loss \$999.99 \$9,
Realized Gain/Loss Detail Short term
Short term
DESCRIPTION QUANTITY ORIG PRICE ACQUIRED CLOSE DATE PROCEEDS ORIG COST COSTOCK
STOCK A 99.9999 99.9999 99/99/99 99/99/99 9.999.99 9.999.99 9.999.99 9.999.99
STOCK Stoc
Total Short term
Cong term
AD PRICE DATE AD PRICE DATE AD PRICE DATE AD COST
DESCRIPTION
STOCK 99.99999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.9999 99.99999 99.99999 99.99999 99.99999 99.99999 99.99999 99.99999 99.99999 99.99999 99.999999 99.99999 99.999999 99.999999 99.999999 99.999999 99.99999999
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FIXED INCOME A CPM X XXXXS BUE XX/XX/XX 999,999 99,999,99 99,999,99 99,999,99 99,999,99 99,999,99 99,999,99 99,999,99 99,999,99 99,999,99 99,999,99 99,999,99 99,999,99 \$899,999,99 \$899,999,99 \$99,999,99 \$99,999,99 \$99,999,99 \$99,999,99 \$99,999,99 \$99,999,99 \$99,999,99 \$99,999,99 \$99,999,99 \$10,000
CPN XXXXXX 999,999 99,9
DTD XX/XX/XX FC XX/XX/XX 999,999 99,999
Other term ADJ PRICE/ ORIGINAL PRICE/
Other term AD J PRICE/ DESCRIPTION DATE QUANTITY DATE ORIG PRICE AD LOSE DATE ACQUIRED PROCEDS CLOSE DATE DLOSE DATE AD LOST/ ORIG COST CONTROL FUND D 99.9999 99.9999 UNKNOWN 99/99/99 9,999.99 99.999 Total Other term \$3,999.99 \$99.9999 \$599.999.99 \$999.999
ADJ PRICE DATE ADJ COST
DESCRIPTION QUANTITY ORIG PRICE ACQUIRED CLOSE DATE PROCEEDS ORIG COST C FUND D 99.9999 99.9999 UNKNOWN 99/99/99 9,999.99 9,999.99 Total Other term \$5,999.99 \$999.99 \$5
FUND D 99.9999 99.9999 UNKNOWN 99/99/99 9,999.99 9,999.99 Total Other term \$9,999.99 \$9,999.99 \$999,999.99 \$999,999.99 \$9
Total Other term \$9,999.99 \$999,999.99 \$9
Option Activity Gain/Loss Detail Index options ADJ PRICE/ DATE ADJ COST/
ADJ PHICE/ DATE ADJ COST ORIG COST OF DESCRIPTION QUANTITY ORIG PRICE ACQUIRED CLOSE DATE PROCEEDS ORIG COST OF DESCRIPTION QUANTITY ORIGINATION OF DATE OF DA
DESCRIPTION QUARTITY ORIGINAL ACQUIRED CLOSE DATE PROCEEDS ORIGIOST CPUT SAP 99.999.999.000 99/99/99 9,999.99 9,999.99 9,999.99



late your realized Gain/Loss).

The Adj Price/Orig Price and Adj Cost/Orig Cost (original and adjusted, if applicable) are included. For accounts that show cost basis adjustments, the following items are displayed: the original unit price, original total cost, adjusted unit price and adjusted total cost (which is compared to the Proceeds to calcu-



Along with a short- and long-term realized gain/loss detail, a separate section displays **Index options** if any were closed during the period.

Not FDIC Insured ► MAY Lose Value ► NO Bank Guarantee