

MEMORANDUM

TO: File

FROM: Division of Trading and Markets

RE: Meeting with Representatives of Edward Jones

DATE: January 30, 2018

On Thursday, January 25, 2018, representatives of the Securities and Exchange Commission (“SEC”) participated in a meeting with representatives of Edward D. Jones & Co., L.P. (“Edward Jones”). The SEC representatives present were Daniel Deli, Jennifer Juergens, and Iulian Obreja from the Division of Economic and Risk Analysis; Aaron Gilbride, Holly Hunter-Ceci, Douglas Scheidt, Sarah ten Siethoff, and Roberta Ufford from the Division of Investment Management; and Lourdes Gonzalez, Brett Redfearn, and Emily Westerberg Russell from the Division of Trading and Markets. The Edward Jones representatives present were Kevin Alm, Steve Bee, Merri Jo Gillette, Susan Grafton (Dechert LLP), Kristin Johnson, and Chris Lewis.

At the meeting, SEC and Edward Jones representatives discussed a number of issues affecting registered broker-dealers and investment advisers, including applicable standards of conduct for broker-dealers and investment advisers providing investment advice to retail investors.