



Form ADV, Part 2A (Firm Disclosure Brochure) for all financial planning, all non-proprietary fee-based asset allocation, Principal Managed Portfolio (with account clearing/custody through Fidelity Clearing & Custody Solutions), and Principal Managed Account programs

Principal Securities, Inc.

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Des Moines, IA 50392

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July 19, 2018

This Brochure provides information about the qualifications and business practices of Principal Securities, Inc. ("Principal Securities"). If you have any questions about the contents of this Brochure, please contact us at 888-774-6267. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.

Principal Securities is a registered investment adviser. While registration is required under the law, registration of an investment adviser or a broker-dealer does not imply any specific level of skill or training.

Additional information about Principal Securities is available on the SEC's website at www.adviserinfo.sec.gov and on FINRA's website at www.finra.org/brokercheck.

Securities, advisory products, and brokerage services are offered through Principal Securities, Inc., Member SIPC.

Item 2 – Material Changes

This Item 2 (Material Changes) will discuss only specific material changes that are made to the Brochure and provide clients with a summary of such changes.

Since our last annual update on March 29, 2018, we have made the following material changes to our brochure.

Item 4 – Advisory Business

Item 4, the subsection titled “Introduction” was updated to reflect that Principal Financial Group, Inc. is traded on the NASDAQ.

Item 4 – Advisory Business

Item 4, the subsection titled “Principal Managed Portfolio” was updated with additional language about conflicts of interest of Principal Securities, Inc. in connection with eligible mutual funds and ETFs.

Item 4, the subsections titled “Financial Planning Services” and “Executive Planning Services” were updated with new Advisory Client suitability guidelines.

Item 5 – Fees and Compensation

Item 5, the subsection titled “Principal Managed Portfolios” has three changes. The first changes Program Fee to Client Fee, to align with the terminology used by Envestnet Asset Management, Inc. which provides ongoing account administration services. An additional update was made to the fee billing of A shares and C shares that are transferred to a Client account. The final update indicates that Principal Securities, Inc. will not retain 12b-1 distribution fees but rather will credit 12b-1 distribution fees back to Client accounts.

Pursuant to SEC Rules, we will ensure that you receive a summary of any material changes to this and subsequent Brochures within 120 days of the close of our business’ fiscal year. Our fiscal year-end is December 31st. We will provide other ongoing disclosure information about material changes as necessary throughout the year.

We will provide you with a new Brochure as necessary based on changes or new information, at any time, without charge.

Our Brochure may be requested free of charge by contacting us at 888-774-6267.

Additional information about Principal Securities is available on the SEC’s website at www.adviserinfo.sec.gov and on FINRA’s website at www.finra.org/brokercheck.

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Item 4 – Advisory Business

I. INTRODUCTION

Principal Securities is federally registered with the SEC as an investment adviser and is a member broker-dealer with the Financial Industry Regulatory Authority (“FINRA”). Principal Securities is registered or licensed to conduct business in all fifty states and the District of Columbia.

Principal Securities began its operation in 1968, and is headquartered in Des Moines, Iowa. Principal Securities is a member company of Principal Financial Group, a family of financial services companies offering businesses, individuals and institutional clients a wide range of financial products and services, including retirement and investment services, life and health insurance, and banking through its diverse family of financial services companies.

Principal Securities’ principal business activity is acting as a securities broker-dealer. When acting as a broker-dealer, Principal Securities provides securities-related advice to its brokerage clients that is incidental to the brokerage services provided and for which Principal Securities does not receive any special compensation (i.e., compensation other than the usual and customary brokerage commissions). Brokerage services and incidental advice are provided by individuals who are registered representatives of Principal Securities (“Broker-Dealer Representatives”). Principal Securities does not consider clients who receive only brokerage services or such incidental advice from our Broker-Dealer Representatives to be investment advisory clients (“Advisory Clients”).

Principal Securities is a wholly owned subsidiary of Principal Financial Services, Inc. which is a wholly owned subsidiary of Principal Financial Group, Inc. Principal Financial Group, Inc. is a publicly held company traded on the NASDAQ.

II. ADVISORY SERVICES

Principal Securities authorizes individuals who are registered as investment adviser representatives of Principal Securities (hereafter the “Financial Advisor”) in writing to act on its behalf to offer services as described below, collectively referred to as “Advisory Services”. Principal Securities allows all of its Financial Advisors to use either Investment Adviser Representative or Financial Advisor titles when offering Advisory Services. Some Financial Advisors are permitted to use the title of Financial Planner if they actively engage in certain levels of fee-based financial planning service.

A. Principal Securities Advisory Programs

Principal Securities sponsors Principal Managed Portfolio, Principal Managed Account, and Principal Advisory Select Portfolios. These are described collectively as “Principal Securities Advisory Programs.”

1. Principal Managed PortfolioSM

Principal Securities sponsors the Principal Managed Portfolio Program (“Managed Portfolio”). Managed Portfolio is a discretionary asset allocation service primarily using the mutual funds of Principal Funds, Inc. and The Principal Exchange-Traded Funds. The only investments other than Principal Funds, Inc. and Principal Exchange-Traded Funds that are included in Managed Portfolio are municipal bond funds comprising the fixed income component in the tax sensitive non-qualified Model Portfolios and a limited number of non-proprietary mutual funds and Exchange-Traded Funds (“ETFs”) representing alternative asset classes and investment strategies. As of 12/31/2017,

discretionary assets under management are \$1,746,900,000.00.

Principal Securities uses asset allocation tools and investment research from Morningstar, also a registered investment adviser, as the primary resource in delivering Managed Portfolio. Morningstar has developed the asset allocation models for Managed Portfolio. Morningstar utilizes its proprietary research and screening processes to design portfolios ("Model Portfolios") consistent with these asset allocation models. Morningstar screens and updates its research on a quarterly basis.

Principal Securities does not recommend, select or play any role in Morningstar's selection of the specific investments comprising the Model Portfolios beyond defining the program's eligible investments. Principal Funds, Inc. is one of the mutual fund companies that is eligible for Morningstar's asset allocations for Managed Portfolio. Some of the Principal Exchange-Traded Funds are eligible investments for Managed Portfolio. Principal Funds, Inc. and Principal Exchange-Traded Funds are managed by an affiliate of Principal Securities. Principal Exchange-Traded Funds and most funds in Principal Funds, Inc. are sub-advised by affiliates of Principal Securities. Principal Funds, Inc. and Principal Exchange-Traded Funds pay investment management fees to these Principal Securities affiliates. Although Principal Securities does not directly receive these payments, Principal Securities has a conflict of interest because Principal Securities retains the discretion to accept, modify or reject Morningstar's asset allocation target and selection of securities recommendations and therefore, has an incentive to choose Principal Funds, Inc. mutual funds and Principal Exchange-Traded Funds to implement Morningstar's recommended asset allocation for a Managed Portfolio Account due to the compensation that will be received by affiliates of Principal Securities, over non-proprietary mutual funds and ETFs that are not sub-advised or managed by Principal Securities' affiliates.

Principal Securities has relied on Morningstar's determination that the overall performance of Principal Funds and Principal Exchange-Traded Funds merits their inclusion in Managed Portfolio Model Portfolios. In offering these funds in Managed Portfolio, Principal Securities believes that it has complied with the applicable standards of fiduciary duty that require it to act in the best interest of the client when making investment recommendations.

Under Managed Portfolio, Principal Securities utilizes a questionnaire and a scored answer system ("risk tolerance questionnaire") developed by Morningstar for Managed Portfolio that is used to match the prospective client to a Model Portfolio suited to the client's investment objectives, risk profile, and tax situation as reflected on the questionnaire. Principal Securities does not take part in the design of the Model Portfolios or development of the asset allocation tools in Managed Portfolio. Morningstar's investment research, risk tolerance questionnaire and other asset allocation tools are relied upon by Principal Securities in Managed Portfolio to ensure that the Model Portfolios appropriately meet prospective investors' investment objectives and risk tolerance.

Principal Securities previously offered the Managed Portfolio to Fiduciaries and Plan Sponsors of defined contribution retirement plans. In those cases, the risk tolerance questionnaire was not utilized. The Fiduciaries and Plan Sponsors selected one of the Model Portfolios based on their need for a specific portfolio investment style ranging from conservative to aggressive. Principal Securities does not assume responsibility for administration of any Plan or for diversification of any plan's investments. Principal Securities does not have any duties, responsibilities or liabilities for any Plan assets that are not in the Managed Portfolio account.

Principal Securities has entered into an arrangement whereby Financial Advisors are permitted to refer clients in need of services by a corporate trustee to Principal Trust Company ("Principal Trust"), an affiliated trust company based in Wilmington, Delaware. If authorized under the trust agreement, Principal Trust may utilize Managed Portfolio and retain the investment advisory services of the referring a Financial Advisor to make investment recommendations for the trust. In these discretionary trusts, Principal Trust in their capacity as trustee is the Advisory Client and will have the ultimate responsibility for determining the investment policy and investment selection. Beneficiaries of

trusts administered by Principal Trust as trustee or co-trustee that use Managed Portfolio as an investment vehicle will receive quarterly statements from Principal Trust showing assets and activity. Principal Trust Company is the trade name of Delaware Charter Guarantee & Trust Company. More detailed information about Principal Trust's services and fees can be found in materials issued by Principal Trust.

2. Principal Managed Account Program

Principal Securities offers the Principal Managed Account Program ("Managed Account Program"). The Managed Account Program is only offered to sponsors ("Sponsors") of self-directed defined contribution plans whose plan recordkeeping services are provided by Principal Life Insurance Company ("Plans"). The Managed Account Program enables Sponsors to provide current Plan participants ("Participants") access to personalized, independent investment advice regarding a Participant's account held for their benefit by the Plan. Principal Securities has retained the services of an independent financial expert for the Managed Account Program in compliance with Advisory Opinion 2001-09A, issued by the U.S. Department of Labor ("DOL"), and with applicable law and other DOL positions or actions applicable to the Managed Account Program. Morningstar currently serves as the independent financial expert delivering all investment advice to the Plan Participants in the Managed Account Program. Principal Life Insurance Company, an affiliated company of Principal Securities, provides technology to facilitate Morningstar's delivery of investment management services for the Managed Account Program. Principal Securities' advisory services under the Managed Account Program are limited to offering the Managed Account Program to Plan Sponsors and providing certain support services for Morningstar.

Under the Managed Account Program, Sponsors elect to include the Managed Account Program as a service available to their Participants. Participants have the option to contract for the investment advisory service provided by Morningstar. Participants who contract with Morningstar for the advisory services under the program ("Managed Account Program Participants") receive asset allocation models, portfolio rebalancing, and ongoing investment management regarding their Plan account balances allocated in the investment options in the Plan. Morningstar utilizes its proprietary asset allocation tools and investment research to manage Participant account balances in a manner appropriate for the Participant. Managed Account Program Participants grant Morningstar exclusive discretionary management authority over their Plan account balance. Neither Morningstar nor Principal Securities provide investment advice to the Plan Sponsor with respect to the Plan's investment options at any time. In addition, Principal Securities does not provide investment advice to the Managed Account Program Participants. Morningstar delivers asset allocation models and investment advice to Managed Account Program Participants through a web-based internet portal made available to the Sponsors and Managed Account Program Participants by Principal Life Insurance Company. Managed Account Program Participants have access to daily valuations of their Plan account balances. Managed Account Program Participants also have access to records of all transactions in their Plan account balance, including the fees imposed and current Plan account investment option allocations.

3. Principal Advisory Select PortfoliosSM

Principal Advisory Select Portfolios is an advisory program sponsored by Principal Securities that assists Advisory Clients with asset allocation utilizing a broad array of eligible investments such as mutual funds, individual equities, fixed income investments and ETFs. The details of this program are contained in Appendix 1 of Form ADV Part 2A (Wrap Fee Program Brochure).

B. Mutual Fund Asset Allocation and Portfolio Management Programs Sponsored by Unaffiliated Advisors

1. Mutual Fund Asset Allocation Programs

Principal Securities, acting as investment adviser, refers Advisory Clients to a number of discretionary mutual fund asset allocation programs. The following Unaffiliated Advisors offer these programs:

- 1) SEI Investment Management Corporation (“SEI”) – Mutual Fund Models Program. Mutual fund asset allocation models developed by SIMC and comprised of SEI Funds (for which SIMC serves as advisor).
- 2) Morningstar® Managed PortfoliosSM offered by Morningstar Investment Services, Inc.

Principal Securities, acting as a solicitor, currently refers Advisory Clients to a number of discretionary mutual fund asset allocation programs. The following Unaffiliated Advisors offer these programs:

- 1) Brinker Capital, Inc. (“Brinker”) – Destinations
- 2) Symmetry Partners, LLC (“Symmetry”) - Symmetry Partners Portfolio Program
- 3) Lindner Capital Advisors, Inc.
- 4) The Standard

Principal Securities has also entered into a solicitor’s agreement with CLS Investment Firm, LLC (“CLS”). Among other services, CLS offers retirement solutions, an investment program made available to participants in certain qualified plans administered by Nationwide Life Insurance Company or its affiliates. In this program, CLS provides investment management services for participants’ qualified plan asset balances invested in mutual funds and ETFs. Only certain Financial Advisors of Principal Securities are permitted to refer participants to this Firm.

When acting as a solicitor, Financial Advisors refer clients to Unaffiliated Advisors that offer mutual fund asset allocation programs, portfolio management programs or both in exchange for a solicitor’s fee paid by the Unaffiliated Advisor firms to Principal Securities. These referral arrangements are conducted in accordance with the Rule 206(4)-3 under the Investment Advisers Act of 1940. Depending on the program, Principal Securities can provide some or all of the following services:

- 1) Assist Advisory Clients in evaluating their financial circumstances and objectives and determining which program helps meet those objectives;
- 2) Assist Advisory Clients in selecting the model portfolio available through mutual fund asset allocation programs (when applicable);
- 3) Assist Advisory Clients in selecting an investment manager available through portfolio management programs (when applicable);
- 4) Assist Advisory Clients in the completion and delivery of necessary paperwork to open an account; and
- 5) Contact the Advisory Client on an annual basis to determine whether there have been any changes to the Advisory Client’s financial situation and/or investment objectives.

All of the mutual fund asset allocation programs for which Principal Securities acts as a solicitor have several model investment portfolios from which an Advisory Client can select. Each model investment portfolio takes into account the Advisory Client’s investment objectives and risk tolerances. The Advisory Client invests in shares of certain no-load mutual funds and/or loaded mutual funds available at net asset value selected by the Unaffiliated Advisor for inclusion in its program. As these are discretionary programs, they allow the Unaffiliated Advisor to change the model investment portfolios at their own discretion. Further information regarding these programs is found in each Unaffiliated Advisor’s Disclosure Brochure.

2. Portfolio Management Programs

Principal Securities, acting as investment adviser, refers Advisory Clients to a number of portfolio management programs. The following Unaffiliated Advisors offer these programs:

- 1) SEI Investment Management Corporation (SEI) –Managed Account Program, a limited discretionary managed account service. SEI acts as investment adviser and individual managed accounts are

utilized in this program.

- 2) Manning and Napier Advisory Advantage Company, LLC (“Manning and Napier”), a discretionary managed account service.
- 3) AssetMark –Strategic, Tactical Constrained, Tactical Unconstrained and Absolute return.
- 4) Morningstar Investment Services, Inc. - Morningstar® Managed PortfoliosSM ETF, Active/Passive or Select Equity Portfolios, discretionary managed account service strategies. Morningstar acts as investment adviser and individual managed accounts are utilized in this program.

Principal Securities, acting as a solicitor, currently refers Advisory Clients to a number of discretionary portfolio management programs. The following Unaffiliated Advisors offer these programs:

- 1) Brinker Capital, Inc. (“Brinker”) –Core Asset Manager and Unified Managed Account Programs
- 2) Vantage Investment Advisors
- 3) City National Rochdale– Private Client Program
- 4) The Haverford Trust Company
- 5) AssetMark – Strategic, Tactical Constrained, Tactical Unconstrained and Absolute return.
- 6) Beaumont Financial Partners, LLC – Wealth Management and Model Portfolios
- 7) Kestra Advisory Services, LLC – Investment Advisory Services

For each discretionary portfolio management program, the Advisory Client, with the assistance of the Financial Advisor, analyzes his/her investment objectives and risk tolerance, then selects one of the individual equity or fixed income portfolios available in the program. The portfolios are managed by portfolio managers who are not affiliated with Principal Securities. The portfolios are managed on a discretionary basis (i.e., the portfolio manager determines the investments within an Advisory Client’s portfolio and trades without prior consent or consultation from the Advisory Client). Further information regarding all of these programs is found in each Unaffiliated Advisor’s Disclosure Brochure.

Financial Advisors are available to Advisory Clients on an ongoing basis to receive instructions and to convey to the Unaffiliated Advisor any changes in the Advisory Clients’ financial circumstances and/or investment objectives. Upon request, Financial Advisors will conduct a review of the Advisory Clients’ accounts to determine whether the Unaffiliated Advisor has managed the account in a manner consistent with the Advisory Program’s investment objectives and policies. In no event, shall Principal Securities, or its registered representatives, provide investment advisory services. Principal Securities does not participate in the management of any of the portfolios offered by the Unaffiliated Advisors.

C. Impersonal Advisory Services (Seminar Services)

Principal Securities provides Seminar Services by allowing its Financial Advisors to present pre-approved investment-related seminar programs. These Seminar Services are offered to audiences that have a common employer or membership in certain trade associations or unions.

D. Financial Planning Services

Principal Securities offers fee-based financial planning to Advisory Clients. A Business Consulting or Financial Planning Report (“Business Report” or “Personal Report”, collectively “Reports”) is produced to assist Advisory Clients in the area of business or personal financial planning. The Business Report is generally suitable for Advisory Clients who own or control small to medium sized businesses with annual sales of more than \$1,000,000, an approximate business value over \$2,000,000 and/or under 100 employees. The Personal Report is generally suitable for Advisory Clients who have more than \$45,000 in household income, or \$50,000 in household investable assets or \$150,000 in net worth, not including the value of their primary residence.

E. Nonqualified Deferred Compensation Plan Consulting

Principal Securities offers nonqualified deferred compensation plan consulting services to employers. A written document is provided to the employer which summarizes the employer's current situation and provides an analysis of alternative ways to informally fund the plan, including an overview of the accounting treatment of these methods.

F. Executive Planning Services

In addition to the Financial Planning Services, Principal Securities makes available access to a personal internet site accessible by the Advisory Client (the "Website") that offers account aggregation and document storage services. This Website is hosted and maintained by a third party that is not affiliated with Principal Securities. The executive planning agreement and terms of services for the Website, which provide Advisory Clients access to these services, also authorizes Principal Securities' Financial Advisor to access the Website. Allowing to access the Website provides the capability to collect and consolidate on a daily basis account information from multiple accounts the Advisory Client maintains with various third-party financial institutions. The system is designed to give the Advisory Client a single access point to their finances including various financial accounts, tax and legal documents, insurance coverages, specific goals, and strategic plans. Updated reports of asset values, asset allocation, retirement and estate planning issues are calculated daily. The Website's service includes a Client website to check key planning numbers and store personal documents for online retrieval.

The executive planning services are generally suitable for Advisory Clients who have more than \$45,000 in household income, or \$50,000 in household investable assets or \$150,000 in net worth, not including the value of their primary residence. The term of the Executive Planning Client Service Agreement has an initial term of one year. Upon mutual agreement of the parties, the agreement may be renewed for subsequent one-year periods. After the agreement has expired, a renewal agreement will be required in order for an Advisory Client to continue using the executive planning service.

G. Retirement Plan Consulting Services

Principal Securities allows a limited group of its Financial Advisors to provide Retirement Plan Consulting Services ("Plan Consulting Services") to employee benefit plans that are subject to the Employee Retirement Income and Securities Act of 1974, as amended ("ERISA"), and regulations under the Internal Revenue Code of 1986 (the "Code"), respectively. The services are limited to qualified retirement plans (e.g. 401(a) and 403(b)) and 457(b) nonqualified plans and are provided to the plan sponsor or employer, not plan participants. For an Advisory Client to obtain such Plan Consulting Services, a Retirement Plan Consulting Services Agreement must be entered into by the Financial Advisor, Principal Securities and Advisory Client.

Depending on the terms of the Retirement Plan Consulting Services Agreement, the Plan Consulting Services provided by the Financial Advisor may include consulting with retirement plan sponsors or other advisors and fiduciaries appointed by the plan sponsor with respect to services provided to the plan such as:

Retirement plan vendor due diligence search; fee benchmarking; analysis of retirement plan provisions; assistance with preparation or review and monitoring of investment policy statement; analysis of retirement plan's investment options and research regarding alternatives; monitoring performance of investment manager(s); and evaluation of historical performance of investment options.

Depending on the services to be provided pursuant to the applicable Retirement Plan Consulting Services Agreement, some, but not all, such agreements will specify that the Financial Advisor functions as an investment advice fiduciary as defined by 3(21)(A)(ii) of the Employee Retirement Income Security Act of

1974 (ERISA) when providing certain Plan Consulting Services to an ERISA retirement plan. In such situations, the Financial Advisor is subject to specific duties and obligations under ERISA and the Code that include among other things, restrictions concerning certain forms of compensation.

Principal Securities and Financial Advisors do not manage assets for any client on a discretionary basis. Principal Securities and Financial Advisors do not accept trading authorization with respect to any client's retirement plan.

If the Advisory Client is to receive initial and/or on-going recommendations from the Financial Advisor, it will be up to the Advisory Client to decide whether and how to execute the recommendations. The Advisory Client is never obligated to implement any of the recommendations.

When selected as an elected service by a plan sponsor, the Retirement Plan Consulting Services Agreement provides for educational services to plan participants, such as enrollment meetings and other educational meetings with plan participants. Any such meetings are for educational purposes only, and are not for individualized investment advice to plan participants.

Principal Securities allows its Financial Advisors to provide Advisory Clients limited benchmarking services through a Retirement Plan Fee Benchmarking Services Agreement, which offers third-party materials that benchmark the costs of certain retirement plan service providers taking into account the services provided and/or receive third-party materials that review current investment options and investment manager(s) Client is using, including performance, risk, expenses, and comparison with related benchmarks and other investment options.

Principal Securities and its Financial Advisors are willing to consider other services that are requested by the Advisory Client.

Item 5 – Fees and Compensation

A) Principal Securities Advisory Programs

1. Principal Managed PortfolioSM

The Client Fee schedules payable by Managed Portfolio clients are set forth below and are expressed in terms of an annual percentage range of the account asset value. The client and the Financial Advisor agree on a percentage fee for each breakpoint asset level.

Principal Managed Portfolio Client Fee Schedule for Traditional and Alternative Model Portfolios				
Asset Value	\$0-\$250,000	>\$250,000-\$500,000	> 500,000-\$1,000,000	>\$1,000,000
Client Fee	1.00 – 2.00 %	.75 – 1.75%	.50 – 1.50%	.40 – 1.25%

Amounts reaching a breakpoint asset level do not realize the benefit on total account assets; Client Fee reductions apply only to amounts in excess of the breakpoint asset level but only if the Client Fee is higher than the range indicated above for that breakpoint asset level. Except for certain client charges as specified below, the Client Fee covers the provision of initial and ongoing investment advisory services, execution and clearing of securities transactions, account administration and custody of assets invested in Managed Portfolio. Principal Securities pays a portion of the total Client Fee to Morningstar to compensate it for ongoing asset allocation modeling, investment research, Model Portfolio design and asset allocation tools updates to Fidelity Clearing & Custody Solutions

("FCCS") for custody and clearing services; and Envestnet Asset Management, Inc. ("Envestnet") for ongoing Managed Portfolio account administration services. FCCS provides clearing, custody, and other brokerage services through National Financial Services LLC ("NFS"). FCCS, NFS and Envestnet are not affiliated with Principal Securities.

Except for the first three-month period beginning with the date the account is opened ("inception quarter"), Managed Portfolio accounts are assessed the Client Fee quarterly, in advance, based on the market value of account assets as of the last business day of the previous quarter. The Client Fee in the inception quarter is charged on a prorated basis to reflect the number of days in the inception quarter the assets are to be on deposit in Managed Portfolio, and is based on the initial amount deposited. Managed Portfolio account deposits or withdrawals by Client in excess of \$1,000 per business day will be charged or refunded, respectively, a portion of the quarterly Client Fee pro-rated by the number of days during the preceding quarter the assets were either held in or withdrawn from the Managed Portfolio account. In the event of termination of a Managed Portfolio account, unearned fees are refunded to the client by Principal Securities on a pro-rata basis; however, due to the administrative costs of establishing Managed Portfolio accounts, an early account closing fee of \$500.00 will be applied to Managed Portfolio accounts terminated within the first 12 months following the date the Managed Portfolio account was opened. Refunded Client fees are issued to the client in accordance with the client's initial instruction when possible; otherwise, a check is issued. The Client Fee is deducted from assets in Managed Portfolio Client accounts and is negotiable. Principal Securities discounts the Client Fee for customers meeting certain criteria, such as having existing insurance, banking, or investment relationships with Principal Securities or its affiliates, or having an immediate family relation that is a Financial Advisor. Principal Securities will also discount its Client Fees for competitive reasons. Principal Securities reserves the right to negotiate Client Fee reductions with prospective customers and existing customers in other situations upon customer request.

For mutual fund shares that carry a front-end or back-end load (A shares & C shares respectively) and are transferred or liquidated to fund a Managed Portfolio Account the Client will not be charged the Client Fee on: (i) the value of any class C shares until at least 12 months after the date such class C shares are purchased, if purchased with a back-end load, or (ii) if purchased with a front-end load, the value of any class A shares until at least 24 months after the date such class A shares are purchased with a front-end load.

Principal Securities absorbs any SEC and exchange fees arising from account activity. Custodial and maintenance fees normally applicable to individual retirement accounts and qualified retirement plans for which FCCS acts as Custodian are waived. Client Fees do not cover certain services available upon request from Principal Securities, for which additional fees will be charged to the Advisory Client, including wire transfer fees, overnight delivery fees, certificate delivery fees, account termination fees and reorganization fees, where applicable. Cash balances in an Advisory Client's account is automatically swept to a money market fund. If the money market fund balance or other cash equivalent funds in the Managed Portfolio accounts are not sufficient to pay the Client Fee, the difference will be paid by redemption of the client's mutual fund or ETF holdings in the Managed Portfolio accounts on a pro-rata basis. Upon Client's request including the identification of existing Managed Portfolio accounts, the values in Managed Portfolio accounts held by related persons will be aggregated for purposes of determining the Client Fee. Generally, the minimum initial investment in each Managed Portfolio is \$25,000.

The mutual funds and ETFs held in the Managed Portfolio accounts also incur investment management fees, and will incur 12b-1 distribution fees and other operating fees and expenses as defined in the prospectus. The Advisory Client pays the internal fees and expenses of the funds, which are in addition to the Client Fee paid to Principal Securities. These fees and expenses decrease potential investment and Managed Portfolio account positive returns and increase potential negative returns. Some of the mutual funds included in Model Portfolios pay certain fees to Principal Securities, including, but not limited to distribution fees paid pursuant to distribution and shareholder servicing plans adopted

by the Funds under Rule 12b-1 of the Investment Company Act of 1940. To mitigate this conflict of interest involving 12b-1 distribution fees, Principal Securities will credit these payments to the Managed Portfolio accounts. Fidelity Clearing and Custody Solutions receives distribution assistance payments from certain mutual fund companies for inclusion in their preferred mutual fund program. Fidelity Clearing and Custody Solutions generally shares some portion of those distribution assistance payments received with Principal Securities related to Principal Securities' customer holdings or trading, which would include such holdings or trading within Managed Portfolio accounts. Because Principal Securities receives compensation from these mutual fund companies either directly or indirectly, Principal Securities has a conflict of interest in including these Funds in Managed Portfolio. However, Principal Securities has relied on Morningstar's determination that the overall performance of these Funds, after taking into account any such payments, merits inclusion in the Model Portfolios. The total operating expense of each Model Portfolio can be different because of the different mix of funds making up each Model Portfolio. This does not change the amount of the Client Fee paid by the client or the compensation received by the Financial Advisor, but what is received by Principal Securities will vary based on the funds making up each Model Portfolio. Although Principal Securities' receives more of the Client Fee from certain Model Portfolios, this conflict is mitigated because Morningstar determines which funds will be included in the Model Portfolios and the Managed Portfolio Client completes a Risk Tolerance Questionnaire to assist with the selection of an appropriate Model Portfolio offered by Managed Portfolio.

A client could invest in the investments in the Model Portfolios directly without the services of Principal Securities and would not incur a Client Fee. Managed Portfolio may cost the client more or less than purchasing such services separately, assuming that similar services could be purchased directly from the various providers. Additionally, providers of investment management portfolios, such as Managed Portfolio, may not be able to offer such services for individual client accounts for the account minimums typically associated with mutual fund asset allocation programs or, if so, only at a higher cost because such service providers do not enjoy the economies of scale associated with providing services to clients of mutual fund asset allocation programs.

2. Principal Managed Account Program

Managed Account Program fees are incurred by each Managed Account Program Participant and are based on the value of plan assets held for the benefit of a Managed Account Program Participant in the Sponsor's Plan. Managed Account Program fees are collected quarterly by Principal Securities from the Managed Account Program Participant's Plan account balance held for their benefit. Principal Securities will pay Morningstar a portion of the investment advisory fee, which will be no more than .08% annually, pursuant to the contract between Principal Securities and Morningstar and the balance of the Managed Account Program Fee is retained by Principal Securities.

The Managed Account Program Fee amounts are set forth below and are expressed in terms of an annual basis point fee based on the account asset value. There is no minimum balance requirement.

Participant Balance in the Managed Account	Annual Asset Based Charge
\$0 - \$49,999	0.50%
Next \$25,000	0.40%
Next \$25,000	0.30%
All Additional Assets	0.20%

The Managed Account Program fee covers the provision of initial and ongoing investment advisory services by Morningstar and the offering and maintenance of the Managed Account Program by Principal Securities.

Under certain circumstances the Managed Account Program fees are waived or negotiated on a case-by-case basis under agreement with the Sponsor.

If the Managed Account Program fee is not waived, the Managed Account Program fee is deducted from the Managed Account Program Participants' account balances quarterly in arrears based on the balance of eligible assets in the program on the last day of the calendar quarter. In the first three-month period beginning with the date in which the Participant begins to participate in the Managed Account Program (the inception quarter), the Managed Account Program fees are prorated based on the number of days in the inception quarter for which services were provided. Thereafter, the Program fees are collected at the end of the calendar quarter a participant participates in the Program. In the event an Advisory Client's participation in the Managed Account Program terminates before the end of the quarter, the Program fee will be prorated based on the number of days the account was managed during the calendar quarter. The Managed Account Program Participant may terminate participation in the Program by visiting principal.com or contacting a customer representative at 1-800-547-7754 at any time without penalty. Managed Account Program Participants who terminate participation in the Program and their Sponsor's retirement plan have Program fees collected when there are account balances remaining.

If the Managed Account Program Participant has elected participation in the Managed Account Program in more than one employer-sponsored retirement plan with plan services provided by Principal Life Insurance Company and sponsored by the same employer, the account values will be combined in determining the level of fees charged for the Managed Account Program.

B. Mutual Fund Asset Allocation and Portfolio Management Programs Sponsored by Unaffiliated Advisors

1. Mutual Fund Asset Allocation Programs

The Advisory Client assets in these services will be invested in shares of mutual funds. Each fund will have its own, separate investment management fees and fund expenses (including redemption fees). As a shareholder of these funds, the Advisory Client will bear their proportionate share of these fees. These investment management fees decrease potential positive investment returns and increase potential negative investment returns of the programs. If Advisory Clients were to purchase shares of mutual funds directly, rather than through these programs, they would not pay an advisory fee.

2. Portfolio Management Programs

The range of fees paid by Advisory Clients to Principal Securities and/or the Unaffiliated Advisors is variable and depends both on the Advisory Program selected and the level of assets invested.

Where Principal Securities acts as a solicitor, the total fees payable by an Advisory Client are described in each unaffiliated advisor's disclosure brochure. The unaffiliated advisor will pay a portion of the fees it collects on its accounts to Principal Securities as a solicitor's fee. When Principal Securities acts as an investment adviser in these programs, it will contract with the Advisory Client for a fee separately from the unaffiliated advisor. Principal Securities' portion of the fees are charged and collected from the Advisory Client's assets under management by the unaffiliated advisor or custodian and remitted to Principal Securities. The portfolio management services programs contain separate account management fees not included in the Principal Securities advisory fee.

With all of the programs sponsored by unaffiliated advisors, comparable programs or services may be available from other sources for fees lower than those specified in this brochure. In addition to fees that are negotiated with Principal Securities, some of the unaffiliated advisors' fees are negotiable in some special circumstances involving assets at higher levels, as Principal Securities and the product sponsor shall determine on a case-by-case basis. Account minimums are also lower than those stated, in certain

circumstances. Please read each unaffiliated advisor's disclosure brochure for more information about their fees, including but not limited to how fees are collected, if they are negotiable, and if any early termination fees apply.

The annual fees Principal Securities receives as either a solicitor or as an investment adviser are listed below along with the advisory service and the applicable sponsor:

- Symmetry Partners, LLC – Symmetry Partners Portfolio Program
- Symmetry remits a solicitor's fee to Principal Securities of anywhere from .85% to 1.5% of the value of Symmetry's client assets under management.
- Generally, the minimum initial investment is \$10,000.
- Brinker Capital, Inc. - Core Asset Management Program and Personal Portfolios Program
- Brinker pays Principal Securities a solicitor's fee, that is a portion of the fee collected by Brinker from client, in a range from .15% to 1.00% of the value of Brinker's client assets under management.
- Generally, the minimum initial investment in the Core Asset Manager Program is \$1,000,000; Personal Portfolios Program is \$250,000.
- Brinker Capital, Inc. - Destinations Program
- Brinker pays Principal Securities a solicitor's fee, that is a portion of the fee collected by Brinker from client, in a range from .60% to 1.00% of the value of Brinker's client assets under management.
- Generally, the minimum initial investment in the Destinations Program is \$50,000.
- Vantage Investment Advisors
- Vantage remits a solicitor's fee to Principal Securities of anywhere from .55% to 1.05% of their client's assets under management in accounts referred by Principal Securities.
- Generally, the minimum initial investment is \$25,000.
- City National Rochdale - Private Client Program
- Rochdale remits a solicitor's fee to Principal Securities of anywhere from .07% to 1.00% of their client's assets under management at Rochdale.
- Generally, the minimum initial investment is \$1,000,000.
- The Haverford Trust Company
- Haverford remits a solicitor's fee to Principal Securities between 25% and 66.6% of the advisory fees Haverford collects from its clients on the accounts referred by Principal Securities.
- Generally, the minimum initial investment is \$1,000,000.
- Lindner Capital Advisors, Inc.
- Lindner remits a solicitor's fee to Principal Securities up to 1.85% based on a tiered scale of the advisory fees Lindner collects from its clients on the accounts referred by Principal Securities. Please see Lindner's Form ADV for more information.
- Generally, the minimum initial investment is \$100,000.
- The Standard
- The Standard pays Principal Securities a solicitor's fee of up to 1.5% of assets subject to an agreement referred by Principal Securities.
- There is no account minimum.
- CLS Investment Firm, LLC
- CLS pays Principal Securities a solicitor's fee of up to .45% of the value of its plan participant client's assets under CLS management.
- Kestra Advisory Services, LLC

- Kestra Advisory Services remits a solicitor's fee to Principal Securities of up to 25% of the investment advisory fees for the duration of the advisory relationship between Principal Securities and Kestra Advisory Services on accounts referred by Principal Securities.
- There is no account minimum.
- Beaumont Capital Management (BCM)
- BFP remits a solicitor's fee to Principal Securities equal to 50% of the net advisory fees paid to Beaumont for clients referred by Principal Securities.
- BCM, a separate division of Beaumont, has its own minimum account size arrangement including:
- The BCM Sector Strategies have a \$250,000 minimum, and
- The Decathlon Strategies have a \$250,000 minimum.
- SEI Investment Management Corporation
- Where Principal Securities acts as investment adviser with the SEI managed accounts and asset allocation programs, the advisory fee is set by Principal Securities as a percent of the asset value of the client's account at the end of each quarter according to the following schedule (expressed as annualized fees):

SEI Investment Management Corporation Client Fee Schedule Integrated Managed Account Program	
Asset Value	Program Fee
\$0 - \$149,999	1.00% - 1.75%
\$150,000 - \$249,999	.85% - 1.75%
\$250,000 - \$500,000	.75% - 1.75%
\$500,001 - \$999,999	.50% - 1.20%
\$1 million and up	.11% - 1.10%

SEI Investment Management Corporation Client Fee Schedule Asset Management Program	
Asset Value	Program Fee
\$0 - \$149,999	1.00% - 1.75%
\$150,000 - \$249,999	.85% - 1.75%
\$250,000 - \$500,000	.75% - 1.75%
\$500,001 - \$999,999	.50% - 1.20%
\$1,000,000 - \$2,000,000	.45% - 1.10%
\$2,000,001 and up	.11% - .90%

- The fees within the ranges stated above are generally negotiable with Principal Securities and could be substantially lower if heavily weighted bond portfolios and CD ladders are being created or managed. The fee is collected quarterly in arrears. Fees are prorated based on the number of days for which services were provided. The Advisory Client may terminate this agreement any time upon written notice without penalty. SEI may terminate the investment advisory service it provides to Principal Securities through the SEI Managed Account Program at any time upon written notice, without penalty. Upon termination, SEI will calculate and deduct any fees due pro-rated based upon the number of days the client account was open during that quarter. The SEI Funds assess separate advisory fees that are payable to the funds' portfolio managers.
- Generally, the minimum initial investment in the Integrated Managed Account Program ranges from \$100,000 to \$5 million.

Morningstar® Managed PortfoliosSM

- An annual Program fee is charged quarterly. For the Mutual Fund Strategies, fees are

charged in arrears or in advance depending on the custodian chosen for the account. For ETF Strategies and Select Equity Portfolios, fees are charged in advance. Detail on how fees are administered and adjusted for these programs as well as clearing and custody detail for program accounts is available in the wrap fee program brochure (Form ADV, Part 2A Appendix I) for Morningstar Investment Services LLC.

- The Program fee consists of two parts:

Morningstar Investment Services' Fee – which covers its discretionary investment management services, back-office support (e.g., proposals and account-opening documents), communications to clients and their Financial Advisor and marketing activities;

Principal Securities Fee – which covers assisting the Advisory Client in completing a questionnaire and other applicable account opening forms, determining suitability and the appropriate portfolio within the program, contacting the client at least annually to obtain any changes in their financial situation and acting as liaison between MIS and the Advisory Client.

- The maximum total fee payable by the Advisory Client as a percent of the asset value of the client's account at the end of each quarter according to the following schedule (expressed as annualized fees):

Morningstar® Managed Portfolios SM Client Fee Schedule Mutual Fund Strategies (including Active/Passive Strategies)				
	First \$500,000	Next \$500,000	Next \$1,000,000	Over \$2,000,000
Total Fee	1.50%	1.40%	1.30%	1.10%
Morningstar Investment Services Advisory Fee	.40%	.35%	.30%	.20%
Principal Securities Fees	1.10%	1.05%	1.0%	.90%

- Principal Securities' fee is generally negotiable at all asset levels. Amounts reaching a breakpoint asset level do not realize the benefit on total account assets; fee reductions apply only to amounts in excess of the breakpoint asset level.
- Generally, the minimum initial investment in the Mutual Fund Strategies or the Active/Passive Strategies Portfolios is \$50,000.

Morningstar® ETF Strategies Client Fee Schedule	
Principal Securities fee across all asset levels	1.10% ¹

- Generally, the minimum initial investment in the Morningstar Select ETF Strategies is \$25,000.

Morningstar® Select Equity Portfolio Strategies Client Fee Schedule	
Principal Securities Fee across all asset levels	1.10% ¹

- Generally, the minimum investment in the Morningstar Select Equity Portfolio Strategy Custom Series is \$250,000, the Strategist Series is \$100,000, and Select Equity Portfolio Strategy with Fixed Income is \$250,000.
- Principal Securities' fee for Morningstar Investment Services programs is generally negotiable at all asset levels. Amounts reaching a breakpoint asset level do not realize the benefit on total account assets; fee reductions apply only to amounts in excess of the breakpoint asset level.

¹ Does not include fees/commissions associated with executing transactions nor the internal expenses of exchange-traded funds. Advisory clients investing in Morningstar Investment

Services program strategies utilizing ETFs and/or common stocks will use either Charles Schwab Institutional (“Schwab”) or Fidelity Institutional Wealth Services (“FIWS”) as a custody platform. Fees for clearing/custody have been negotiated by Morningstar Investment Services and are limited to either transactional pricing or asset-based pricing within the elected custody platform as evaluated by the platform provider to be the most beneficial cost to the customer. Full detail on clearing and custody fees negotiated by Morningstar Investment Services for these programs can be found in the Wrap Fee Program Brochure (Form ADV, Part 2A Appendix I) for Morningstar Investment Services. Platform selection does not impact fees received by Principal Securities, Inc. nor any of its affiliates. Platform clearing/custody trading fees are:

FIWS²
\$4.95 per trade or a cost based on Morningstar Investment Services assets on the following schedule:
0.04% of assets up to and including \$1,000,000 (minimum \$30 annually)
0.03% of assets over \$1,000,000

²Households enrolled in e-delivery for statements and trade confirmations incur an additional \$0.01 per share for trades over 10,000 shares. Households not enrolled in e-delivery are charged \$10.95 plus an additional \$0.15 per share for trades over 1,000 shares.

Schwab
\$4.95 per trade or a cost based on Morningstar Investment Services assets on the following schedule:
Mutual fund accounts incur a \$25/trade cost for Transaction Fee mutual funds
0.04% of assets up to and including \$1,000,000 (minimum \$25 annually)
0.02% of assets over \$1,000,000

Manning and Napier Advisory Advantage Company, LLC

- Principal Securities acts as investment adviser with the Manning and Napier portfolios. Principal Securities’ advisory fee is set as a percentage of the asset value of the client’s account at Manning and Napier. Principal Securities charges between .15% and 1.25% annually as adviser in connection with the Manning and Napier portfolios. This fee is in addition to the portfolio management and custodial fees assessed the client by Manning and Napier.
- The fees in this range are generally negotiable depending on the size of the client’s account and the level of services provided to the particular client. Fees are payable to Principal Securities quarterly in advance and are prorated in the first quarterly billing period following the commencement date of Manning & Napier’s investment management contract with the client and thereafter billed on a quarterly basis. Prepayment of fees is for less than six months and in the event of termination of the advisory agreement with Manning and Napier or Principal Securities or both, all unearned fees shall be refunded to the client. Principal Securities follows the minimum account size requirement set by Manning and Napier. The client may terminate their advisory agreement with Principal Securities upon thirty days written notice to Principal Securities without a penalty.
- Generally, the minimum initial investment is \$250,000.

AssetMark

- Principal Securities acts as either investment adviser or solicitor in conjunction with offering the AssetMark Mutual Fund and ETF Programs. Advisory Client fees in the AssetMark system are payable quarterly, in advance, based on assets under management.
- AssetMark remits to Principal Securities up to 1.95% of the advisory fee collected from its clients who Principal Securities acts as investment advisor. AssetMark remits a solicitor fee up to 1.50% based on the advisory fees AssetMark collects from its clients on the accounts referred by Principal Securities.

- Principal Securities' advisory fee is generally negotiable. The advisory fees charged to the AssetMark accounts do not reflect the investment management fees, 12b-1 distribution fees and other operating fees and expenses of the mutual funds. These fees decrease potential positive returns and increase potential negative returns of accounts in the AssetMark System. The Advisory Client pays these internal expenses of the mutual funds, which are in addition to the advisory fee paid to Principal Securities and the custody and trading fees. Clients may terminate AssetMark accounts at any time and receive a full pro-rata refund of any unearned fees.
- Principal Securities is entitled to receive a quarterly reimbursement from AssetMark for qualified marketing and/or business development expenses it incurs. The amount of such reimbursement is based on the total assets invested by Advisory Clients at the end of each calendar quarter in the AssetMark system as follows:

AssetMark Quarterly Reimbursement Schedule	
Asset Level	Quarterly Reimbursement
\$25 Million	\$1,250
\$35 Million	\$1,750
\$50 Million	\$2,500
\$75 Million	\$3,750
\$100 Million	\$5,000

- Generally, the minimum initial investment for the Mutual Fund Program is \$25,000; for the AssetMark Multiple Strategies Solution and the Active Return Opportunities Solution the minimum is \$50,000; for the Individually Managed Account Program and the ETF Program the minimum is \$100,000; for the Privately Managed Portfolios Solution the minimum is \$250,000; for the Consolidated Managed Account Program the minimum is \$500,000.

C. Impersonal Advisory Services (Seminar Services)

Principal Securities will charge a fee to the seminar attendees, their employer or other organization of which they are a member, or both based on the terms of the service agreement. A portion of those fees may be used to cover the cost of printed materials distributed during the seminar and/or facilities and food expense. The fee is determined by the Financial Advisor and will not exceed \$100 per attendee, in most cases.

D. Financial Planning Services

Principal Securities typically compensates the Financial Advisor in connection with an Advisory Client's purchase of a Report. Each Financial Advisor sets his/her hourly rate for planning services, based on educational and business background, professional designations, licensing, geographic location and other relevant factors. Financial Advisors quote the fee for financial planning either on an hourly or flat fee basis. An hourly fee is based on the Financial Advisor's hourly planning rate multiplied by the estimated number of hours the Financial Advisor will spend preparing and delivering the Report. A flat fee is subject to prior negotiation and agreement between the client and the Financial Advisor. The degree of detail and sophistication of the financial plan varies according to the individual client's circumstances. The total fee to complete a Report will not exceed \$5,000, except as approved in advance by Principal Securities. If included in the Client Service Agreement, the Advisory Client could agree to reimburse certain travel expenses incurred by a Financial Advisor in the process of developing the Report. The term of the Planning Agreement will not exceed 1 year from the date the Planning Agreement is executed by all parties.

The fees for this service are subject to prior negotiation and agreement between the client and the Financial Advisor. Principal Securities does not require or solicit pre-payment of fees in excess of \$1200 and more than six months in advance of services rendered. Clients may request one or

more withdrawals from their nonqualified brokerage accounts, held with Principal Securities, to pay for their financial planning fees. Principal Securities reserves the right to waive the fees for Advisory Clients maintaining certain levels of assets or contracts with Principal Securities or affiliates of Principal Securities. Under certain circumstances, such as where administrative or other services are being provided or where additional sales are expected, a portion of the total fee for a Report will be waived. Furthermore, a Report may be offered to Advisory Clients for a discounted fee in certain circumstances; e.g., a grouping of products and services. Comparable plans may be available from other sources at lesser or no cost.

The Advisory Client must sign the Financial Planning or Business Consulting Client Service Agreement (“Planning Agreement”) and receive a copy of Principal Securities’ Form ADV. Thereafter, the Advisory Client may terminate the Planning Agreement at any time, but is responsible for any fees and expenses incurred by Principal Securities and/or the Financial Advisor for Report preparation at rates disclosed in the Planning Agreement.

E. Nonqualified Deferred Compensation Plan Consulting

The Financial Advisor quotes the fee for nonqualified deferred compensation plan consulting either on an hourly or flat fee basis. An hourly fee is based on the Financial Advisor’s hourly rate multiplied by the estimated number of hours the Financial Advisor will spend consulting with the client. A flat fee, which is generally \$7,500, is subject to prior negotiation and agreement between the client and the Financial Advisor. Comparable plans may be available from other sources at lesser or no cost. The degree of detail and sophistication of the nonqualified deferred compensation plan varies according to the individual client’s circumstances.

The nonqualified deferred compensation plan client (“Client”) must sign the Financial Planning Service Agreement (“Planning Agreement”) and receive a copy of Principal Securities’ Form ADV. Thereafter, the Client may terminate the Planning Agreement at any time, but is responsible for any fees and expenses incurred by Principal Securities and/or the Financial Advisor for services provided up to the cancellation date at the rate disclosed in the Planning Agreement.

F. Executive Planning Services

The total annual fee for this service generally ranges from \$250 to \$5,000. Fees in excess of \$5,000 are approved in advance by Principal Securities. Clients may request one or more withdrawals from their nonqualified brokerage accounts, held with Principal Securities, to pay for their Executive Planning fees. The fees for this service are subject to prior negotiation and agreement between the client and the Financial Advisor. Principal Securities will waive the fees for Advisory Clients maintaining certain levels of assets or contracts with Principal Securities or affiliates of Principal Securities. Under certain circumstances, such as where administrative or other services are being provided or where additional sales are expected, a portion of the total fee for a Report will be waived. Furthermore, a Report will be offered to Advisory Clients for a discounted fee in certain circumstances; e.g., a grouping of products and services. Comparable plans may be available from other sources at lesser or no cost. If the Advisory Client cancels the Executive Planning Agreement within five business days of receiving an executed copy of the agreement and a copy of Principal Securities’ Form ADV, the Advisory Client will receive a complete refund of the fee paid. Thereafter, the Advisory Client may terminate the Executive Planning Agreement at any time, but is responsible for any fees and expenses incurred by Principal Securities and/or the Financial Advisor for services provided up to the cancellation date.

G. Retirement Plan Consulting Services

Fees for Retirement Plan Consulting Services are non-standardized, fully negotiable, and will depend on the number, types, frequency and duration of services provided. Payment terms are also negotiable. Asset based fees are generally not to exceed 0.75% of stated plan assets in the initial year of consultation and up to 0.55% of stated plan assets annually thereafter. Flat fees are generally not

to exceed 0.75% of stated plan assets. If limited, one-time services are desired, Principal Securities is willing to negotiate a fixed fee based on the scope of services to be provided. Under certain circumstances, fees negotiated will exceed the aforementioned levels.

Fees for Retirement Plan Consulting Services are charged to the Advisory Client, deducted from retirement plan assets, or a combination of both depending on the Advisory Client's needs. Fees can be paid annually, quarterly or monthly, either in advance or in arrears. Such fees are charged as either a fixed fee or based on a percentage of assets under management as valued at the end of the applicable billing period. The value of assets under management will ordinarily be determined by reference to the custodian's valuation. If the Retirement Plan Consulting Services Agreement is terminated on a date other than the last day of the regular billing period, Principal Securities will be entitled to a pro rata share of the fees based on the actual number of days of the then-current billing period ending on the termination date divided by the total number of days in the then-current billing period.

The negotiated fees cover the mutually agreed upon services to be provided and do not include any other professional services that may be required by the Advisory Client to implement the recommendations made by Principal Securities. If included in the Client Service Agreement, the Advisory Client could agree to reimburse certain travel expenses incurred by a Financial Advisor in the process of providing the agreed upon services.

All fees paid to Principal Securities for Plan Consulting Services are separate and distinct from the fees and expenses charged by the investment options offered through the retirement plan. These fees and expenses are described in each investment option's profile or prospectus. These fees will generally include a management fee, other investment option expenses, and a possible distribution fee. If the investment option also imposes sales charges, a client will pay an initial or deferred sales charge. Advisory Clients are also responsible for the fees and expenses charged by custodians and imposed by broker-dealers. Such fees include, but are not limited to, any transaction charges, fees for duplicate statements and transaction confirmations, and fees for electronic data feeds and reports. The Advisory Client should review all of the fees being charged to the retirement plan and the fees charged by Principal Securities to fully understand the total amount of fees to be paid.

The Retirement Plan Consulting Services Agreement may be terminated by either the Advisory Client or Principal Securities or Financial Advisor upon notice to the others. Upon termination of such agreement, any prepaid, unearned fees will be promptly refunded. In calculating a client's reimbursement of fees, Principal Securities will pro rate the reimbursement according to the number of days remaining in the billing period.

Comparable Plan Consulting Services may be available from other sources for similar or lower fees. Principal Securities does not require a minimum amount of retirement plan assets for its Plan Consulting Services.

Conflicts of Interest – Purchases of Financial Products in Connection with Financial Planning, Nonqualified Deferred Compensation Plan Consulting, Executive Planning and Retirement Plan Consulting Services

Advisory Clients are not required to implement any of the recommendations contained in Business Reports, Personal Reports or in any plans delivered through any of the various planning or consulting services offered by Principal Securities and its Financial Advisors. Similarly, there is no obligation, either before or after receiving a Report for the Advisory Client to utilize Principal Securities or the Financial Advisor to purchase any products or services offered by Principal Securities or from its affiliated companies (such as insurance, banking, employee benefits or trust services). Should an Advisory Client decide to transact business with Principal Securities or its affiliates, the Advisory Client will pay any applicable charges or commissions relating to the purchased product or service. These charges or commissions will be paid to the Financial Advisor in the capacity of a Broker-Dealer Representative or as

a representative of Principal Securities' affiliate companies or as a Financial Advisor for one of the fee-based account programs under the Investment Adviser. When recommending the purchase of securities or other financial products other than the fee-based programs offered under the Investment Adviser, Principal Securities and the Financial Advisor will be acting solely in the capacities of a securities broker-dealer and securities salesperson and not in the capacities of an investment adviser and financial planner, financial advisor or similar term. The change in the role from an investment adviser to a broker-dealer means Principal Securities and its Financial Advisors face conflicts of interests and Principal Securities' interests may be different than those of the Advisory Client. If the Advisory Client purchases securities or other financial products through Principal Securities, Principal Life Insurance Company, Principal National Life Insurance Company or through other financial services companies through Principal Securities' Financial Advisor, Principal Securities and the Financial Advisor will be compensated either by commissions or fees paid as the result of the purchase, third parties who compensate Principal Securities based on what the Advisory Client buys, or both. The compensation payable to a Broker-Dealer Representative or Financial Advisor creates a conflict of interest by potentially influencing the Broker-Dealer Representative or Financial Advisor to recommend one product or service over another. In an effort to mitigate this conflict, Broker-Dealer Representatives are required to recommend only those securities transactions that are suitable for, and/or in the best interest of a client. Principal Securities reviews all sales transactions by its Broker-Dealer Representatives to ensure that they are suitable and/or in the best interest of a client. In addition, when acting as a Financial Advisor offering Advisory Services, the Financial Advisor is required to act in your best interests. Principal Securities also monitors the Financial Advisor's investment advisory activities for compliance with this obligation.

In its capacity as a broker-dealer, Principal Securities, through its Broker-Dealer Representatives, provides clients with additional analyses, reports and proposals during the course of discussing possible implementation steps contained in the Report. These analyses, reports and proposals are not part of the Report for which the Advisory Client has paid a fee, even though these analyses, reports and proposals likely include information derived from or contained in the Report. In addition, employees of Principal Securities or its affiliates review client data, including the client questionnaire, to assist the client and his or her Broker-Dealer Representative with implementation issues or in connection with offering other products or services of Principal Securities. The Advisory Client should not consider any solicitations or recommendations made by the Broker-Dealer Representative for the purchase or sale of a certain security or other financial product as being part of the Report, even if the recommendations are based on information contained in it.

Principal Securities is affiliated with Principal Life Insurance Company (Principal Life), a retirement plan record keeper. Principal Securities and its affiliate have entered into selling/servicing agreements with certain fund families and receive a fee from certain of those fund families in connection with the retirement plan business. Revenue sharing fees are taken into consideration by Principal Life when pricing the retirement plan services. Such pricing consideration for a retirement plan does not include a client's decision to enter into a Retirement Plan Consulting Services Agreement with a Principal Securities Financial Advisor. Compensation payable to a Broker-Dealer Representative or Financial Advisor for product sales and service of a plan creates a conflict of interest by potentially influencing the Broker-Dealer Representative or Financial Advisor to favor a particular product or recommendation due to such compensation. In an effort to mitigate this conflict, when acting as a Financial Advisor offering Advisory Services, the Financial Advisor is required to act in your best interests. Principal Securities monitors the Financial Advisor's investment advisory activities for compliance with this obligation.

Item 6 – Performance-Based Fees and Side-By-Side Management

Principal Securities does not charge any performance-based fees (fees based on a share of capital gains on or capital appreciation of the assets of a client).

Item 7 – Types of Clients

Principal Securities provides investment advice to individuals, pension and profit-sharing plans, trusts, estates, charitable organizations, and other corporations and business entities. The requirements for opening or maintaining accounts, such as minimum account size, are disclosed in Item 5.

Item 8 – Methods of Analysis, Investment Strategies and Risk of Loss

Investment and advisory products and services offered or recommended by Principal Securities and its Financial Advisors are subject to risks associated with investing in securities and will not always be profitable. Principal Securities and its Financial Advisors do not guarantee the results of any advice or recommendations, nor do they guarantee that the investment objectives of Advisory Clients will be met in any program, service or product it provides or offers. Investing in securities involves risk of loss that clients should be prepared to bear.

A) Principal Securities Advisory Programs

1. Principal Managed PortfolioSM

Morningstar researches, screens and selects certain mutual funds of Principal Funds, Inc. and certain ETFs of Principal Exchange-Traded Funds as well as mutual funds and ETFs not affiliated with Principal Securities to create the Model Portfolios available in Managed Portfolio. The only investments other than Principal Funds, Inc. and Principal Exchange-Traded Funds that are included in Model Portfolio are municipal bond funds comprising the fixed income component in the tax sensitive non-qualified Model Portfolios and a limited number of mutual funds and ETFs representing alternative asset classes and investment strategies. There is no broad screening of mutual funds and ETFs in Model Portfolio by Morningstar and only a limited number of mutual funds other than Principal Funds, Inc. and Principal Exchange-Traded Funds will be included. Morningstar reviews the Model Portfolios on an ongoing basis. In choosing the specific investments, Morningstar uses returns-based style analysis as the primary tool to evaluate the investment style as well as the style-adjusted risk and returns characteristics of investments.

Morningstar monitors the underlying managers and investments held within Managed Portfolio on an ongoing basis. The strategic asset allocation policy benchmarks are reviewed on an annual basis. Each Model Portfolio is reviewed once a quarter to determine if the Model Portfolio is still in balance with the drift parameters for the original targeted allocation percentages for each asset class. If the account is out of balance, it will be rebalanced to the original target allocation. Morningstar and Principal Securities work together to set drift parameters on each Model Portfolio unique to the different asset classes within the model.

2. Principal Managed Account Program

The Managed Account Program uses a quantitative approach to search for eligible investment options offered in the retirement plan (“Eligible Investment Options”) that have demonstrated, over time, consistency in risk characteristics and security selection capabilities. Eligible Investment Options include those retirement plan assets eligible for the service. Generally speaking, the Managed Account Program will not advise on guaranteed interest accounts (GICs), brokerage accounts and company stock.

Morningstar uses the specific Eligible Investment Options in a Sponsor’s retirement plan to construct and monitor model portfolios (“Portfolios”) for Managed Account Program Participants that are designed across a broad range of risk exposure levels. Morningstar recommends a specific asset and investment portfolio along with a recommended savings rate and retirement age. Taken together these tools

comprise an asset allocation strategy tailored to the individual Managed Account Program Participant.

To determine which asset and investment option-specific portfolio combination is recommended to a Managed Account Program Participant, Morningstar uses information supplied by the Managed Account Program Participant and its own proprietary software to gauge their retirement goals and develop a working estimate of the chances that the Managed Account Program Participant will reach those retirement goals. The software allows Morningstar to analyze a broad range of possible future return scenarios, enabling the company to estimate how a Managed Account Program Participant's investment might turn out under a variety of conditions, including periods with fluctuations in interest rates, inflation rates and/or market conditions. Morningstar then uses these estimates to produce a forecast reflecting the probability that the Managed Account Program Participant's annual retirement income is likely to meet or exceed the Managed Account Program Participant's stated retirement goals.

Once Morningstar has estimated a Managed Account Program Participant's chances of achieving the desired retirement income, Morningstar analyzes the stated 401(k) savings rate, investment selections, savings rate outside the retirement plan and the Managed Account Program Participant's chosen retirement age and recommends investment allocations designed to increase the Managed Account Program Participant's chances of achieving the desired retirement income.

Any of the Managed Account Program Participant's investments outside of this retirement plan, including company stock that the Managed Account Program Participant has reported are considered in Morningstar's recommendation. These are evaluated by general asset class and not by their unique investment characteristics. Morningstar performs reviews of the Portfolio and its holdings at least quarterly to determine if changes need to be made. A change in market or economic changes, or new Eligible Investment Options becoming available through the retirement plan, may lead Morningstar to make changes. The Managed Account Program will also initiate transactions among Eligible Investment Options on an ongoing basis if the Portfolio's allocations stray from its intended asset allocation mix.

Principal Securities does not recommend, select or play any role in Morningstar's selection of the funds comprising the Portfolios. However, some Eligible Investment Options available to Sponsors are managed and sub-advised by affiliates of Principal Securities. These Eligible Investment Options pay investment management fees to these affiliates.

B. Mutual Fund Asset Allocation and Portfolio Management Programs Sponsored by Unaffiliated Advisors

Principal Securities analyzes the structure, costs, investment performance history, and other features of the Unaffiliated Advisors' mutual fund asset allocation programs and portfolio management programs for the purpose of helping Advisory Clients select among them. In addition, Principal Securities assists the Advisory Clients, upon request, in reviewing and analyzing the performance of such Unaffiliated Advisors' programs.

The principal sources of information that Principal Securities uses to select portfolio management and asset allocation services to be offered to Advisory Clients are materials provided by the Unaffiliated Advisors. Please read each Unaffiliated Advisor's Disclosure Brochure for more information about the methods of analysis, investment strategies and risk of loss.

The Unaffiliated Advisors and portfolio managers of the Advisory Services determine the investment strategies used to implement investment advice given to Advisory Clients.

C. Impersonal Advisory Services (Seminar Services)

In the case of Seminar Services, Principal Securities provides only impersonal advice. Preparation of

seminar materials is generally done by publishers and distributors of investment program material who are not affiliated with Principal Securities. Materials provide attendees with investment-related information as well as educational material regarding general financial principles that are not investment-related. The information does not provide advice about specific securities or other investments and does not purport to meet the investment objectives or needs of specific individuals or accounts. Comparable seminars may be available from other sources at lesser or no cost.

D. Financial Planning, Nonqualified Deferred Compensation Plan Consulting, and Executive Planning Services

The Reports provide an analysis of financial areas selected by the Advisory Client, which can include, but is not limited to, any combination of the following: setting business exit objectives and contingency planning, net worth, budgeting and cash flow, retirement planning, nonqualified deferred compensation plan consulting, asset allocation, survivor needs, college financial aid planning, divorce planning and disability planning. Principal Securities uses a variety of sources of information to prepare the Reports, including a client questionnaire, government reports and publications, tax and financial planning publications and material prepared by Principal Securities and other member companies of the Principal Financial Group.

The Reports do not contain specific securities or other investment recommendations, but some contain informational reports generated from research and ratings agencies on securities already held by the Advisory Client. The source of information for these reports is limited to pre-approved sources other than Principal Securities or the Financial Advisor. Certain historical statistical data, derived from the performance of various indices, may also be provided in order to give Advisory Clients information regarding the relative historical risks and returns of broad asset classes and the general asset allocation models available. Advisory Clients are not required to implement any of the suggestions contained in the Report. Similarly, there is no obligation, either before or after receiving a Report, for the Advisory Client to utilize Principal Securities or the Financial Advisor to purchase any products or services offered by Principal Securities or from its affiliated companies. However, should the Advisory Client choose to do so, certain conflicts of interest arise between Principal Securities and the Advisory Client. These conflicts are discussed in Item 5 (Fees and Compensation) above.

E. Retirement Plan Consulting Services

If an Advisory Client engages a Financial Advisor to provide investment recommendations for the retirement plan, Financial Advisor conducts an analysis of the investment options available through the retirement plan by reviewing the experience and track record of the investment managers, researching the underlying assets of each investment option in an attempt to determine if there is significant overlap in the underlying investment options held in other available investment options, and measuring the intrinsic value of the investment options by looking at economic and financial factors. In order to analyze the investment options, Financial Advisors will conduct their own research, use a variety of third-party data research materials such as, but not limited to, financial newspapers and publications, percentile rankings of investment managers' adjusted risk performance, and statistical and/or industry databases.

Financial Advisors make recommendations based on the needs of the Advisory Client and consistent with the retirement plan's stated investment objectives. It is the information provided by Advisory Clients about their specific situation that drives the recommendations. Advisory Clients are encouraged to speak to their Financial Advisor to discuss the approach and strategy of providing Plan Consulting Services to the retirement plan.

It is important to note that all investment options involve risk of loss that Advisory Clients should be prepared to bear. Principal Securities and its Financial Advisors do not guarantee the results of any advice or recommendations nor are there any guarantees that the retirement plan's investment

objectives will be met.

Item 9 – Disciplinary Information

- (1) May 4, 2009 - Based on an investigation conducted by the Missouri Securities Division, the Division believed that Principal Securities failed to reasonably supervise the unauthorized outside business activity of a registered representative who used to be affiliated with Principal Securities. Principal Securities entered into a consent order with the Missouri Secretary of State/Missouri Securities Division, without admitting or denying the allegations. Pursuant to the consent order, Principal Securities has paid \$146,050 to the Missouri Secretary of State's Investor Restitution Fund, \$75,000 to the Missouri Secretary of State's Investor Education and Protection Fund, and \$5,650 to the Missouri Secretary of State's Investor Education and Protection Fund as costs of the investigation.
- (2) July 25, 2012 - FINRA found Principal Securities' email monitoring processes were inadequate and FINRA found that this violated NASD Rule 3010(a) and FINRA Rule 2010. Principal Securities was censured and fined \$7,500.
- (3) December 2, 2015 - FINRA alleged Principal Securities' email monitoring processes were inadequate due to a coding error that resulted in a portion of incoming email communications not being timely reviewed. FINRA alleged that this violated NASD Rule 3010 and FINRA Rule 2010. Without admitting or denying the findings, Principal Securities accepted and consented to censure and a fine of \$115,000.
- (4) December 21, 2016 - Without admitting or denying the findings, Principal Securities consented to sanctions and to the entry of findings by FINRA that Principal Securities: (1) Failed to establish, maintain, and enforce a reasonable supervisory system related to the use of certain consolidated reports provided to customers by its registered representatives, and (2) failed to enforce its written supervisory procedures regarding two registered representatives in one of its branch offices who failed to retain copies of consolidated reports in accordance with its written supervisory procedures. Principal Securities accepted and consented to censure and a fine of \$125,000.

Item 10 – Other Financial Industry Activities and Affiliations

Principal Securities' principal business is that of a securities broker-dealer. Principal Securities personnel spend on average in excess of 90% of their time on securities brokerage or mutual fund activities. Principal Securities engages primarily in the sale of mutual funds, variable annuity, and variable life insurance contracts, but also markets unit investment trusts, direct participation programs, and general securities (as an introducing broker to a clearing firm on a fully disclosed basis).

Principal Funds Distributor, Inc., is the principal underwriter for an investment company (Principal Funds, Inc.). Shares of Principal Funds, Inc. sold in connection with Principal Securities' advisory products pose certain conflicts of interest. Principal Securities serves as distributor for the variable life and variable annuity contracts issued by Principal Life Insurance Company. Principal Securities is affiliated with Principal Funds Distributor, Inc., Principal Life Insurance Company, Principal National Life Insurance Company, and Principal Global Investors Holding Company, LLC. All five are subsidiaries of Principal Financial Services, Inc. Please see the Financial Advisor's Form ADV Part 2B for additional details regarding their role as Broker-Dealer Representatives when selling securities products of affiliates.

The inclusion of Principal Funds, Inc. and Principal Exchange-Traded Funds in our Principal Securities Advisory Programs, advice provided on Principal Funds, Inc. holdings and Principal Life Insurance Company or Principal National Life Insurance Company policies and retirement plan accounts present conflicts of interest.

For more details describing the conflicts of interest, see Item 5 (Fees and Compensation) in this Brochure. For more details describing the conflicts of interest relating to Principal Advisory Select Portfolios see Appendix 1 of Form ADV Part 2A (Wrap Fee Program Brochure).

Item 11 – Code of Ethics, Participation or Interest in Client Transactions and Personal Trading

Principal Securities has implemented a Code of Ethics (“Code”) pursuant to SEC Rule 204A-1. A complete copy of the Code is available upon request. The purpose of this Code is to prevent or mitigate conflicts of interest that exist, or appear to exist, and to prevent any violations of applicable laws, when Principal Securities’ Officers, Directors, Financial Advisors and certain employees who meet the SEC’s definition of “Access Person” own or engage in transactions involving securities. Central aspects of the Code include: the requirement that all personal security transactions be conducted in such a manner as to avoid any actual or potential conflict of interest or abuse of an individual’s position of trust and responsibility; fiduciary principles that include the requirement to place the interests of Advisory Clients first and maintain in confidence information concerning the security holdings of those customers, and the duty of Covered Access to comply with applicable federal and state securities laws, including the prohibitions against insider trading and market manipulation. Each Access Person is provided with a copy of the Code and any amendment, and must certify that they have read and will comply with the Code including any amendments.

In general, the Code also requires Access Persons to disclose all accounts in which they will have beneficial ownership in certain reportable securities. When a person becomes an Access Person or prior to being released as a Financial Advisor, those persons must furnish a copy of an initial holding report on any such accounts and reportable securities. A copy of an account statement issued by or and electronic data transmission from the firm where the account is maintained can satisfy this requirement. Covered Access Persons must also furnish copies of quarterly transaction reports and annual holding reports on reportable securities. Copies of quarterly and annual statements issued by or electronic data transmissions from the firm where the account is maintained can satisfy this requirement. These records are then reviewed as appropriate.

Principal Securities is a registered broker-dealer and, through its Broker-Dealer Representatives, transacts business in a variety of securities products including mutual funds, stocks, bonds, CDs, etc. In such role, Principal Securities offers securities products, including those issued by its affiliates or distributed by Principal Securities to Advisory Clients. Principal Securities will charge commissions on the sales of these products to Advisory Clients. Principal Securities ensures that Broker-Dealer Representatives who also act as Financial Advisors clearly disclose their dual role in all communications with the public by reviewing all advertising and sales literature, including business cards and letterhead as well as require that this Brochure be delivered to the Advisory Client upon solicitation for Advisory Services.

Item 12 – Brokerage Practices

Principal Securities does not receive research or other products or services other than execution from a broker-dealer or a third party in connection with client securities transactions (“soft dollar benefits”).

Principal Securities will execute the trades for the Managed Portfolio accounts. Fidelity Clearing and Custody Solutions must clear all trades in the Managed Portfolio accounts. Managed Portfolio clients receive a confirmation upon each Managed Portfolio account trade, an account statement no less frequently than quarterly and monthly for every month in which there is brokerage activity in their Managed Portfolio account, and mutual fund prospectuses from Fidelity Clearing and Custody Solutions. Fidelity Clearing and Custody Solutions is the qualified custodian that has custody of client account assets and provides the custodial services for assets invested within Managed Portfolio, which includes clearing, custody, and other brokerage services through National Financial Services

LLC. All dividends and other distributions from Managed Portfolio account assets will be managed in accordance with instructions given on the account opening forms.

Brokerage Requirements

Principal Securities makes no recommendations as to broker-dealers or custodians except in connection with the Principal Securities Advisory Programs, where clients must utilize Principal Securities' brokerage services for their program accounts.

Trade Error Correction Procedures

In the event of a trade error correction, Principal Securities has specific procedures designed to correct any trade error as promptly as possible. Principal Securities' policy is to rectify the trade error caused by us or our affiliates by adjusting the Advisory Client account as it would have been had no error occurred. For trades where, Principal Securities is at fault or where no fault can be determined, Principal Securities will absorb any losses or gains resulting from that error. If it is determined that the Advisory Client is at fault, Principal Securities uses its discretion to pass along any losses to the Advisory Client, and Principal Securities will keep any gains resulting from the trade error.

Item 13 – Review of Accounts

Accounts in the Principal Advisory Programs are reviewed as described earlier in Item 8 (Methods of Analysis, Investment Strategies and Risk of Loss).

Reviews of accounts opened at the portfolio management programs and mutual fund asset allocation programs sponsored by Unaffiliated Advisors are done by Principal Securities upon the Advisory Client's request. For these accounts, Financial Advisors will review reports and other materials generated by the Unaffiliated Advisors. Generally, the review includes whether the chosen program, asset allocation model or portfolio manager chosen is still suited to the Advisory Client's stated investment objectives. It also includes a review of the account holdings, transactions, charges and performance. Generally, Financial Planning reviews are complete after the individual financial plan is provided to the Advisory Client and a copy is submitted to Principal Securities.

Principal Securities does not provide regular reports to Advisory Clients except for accounts in the Principal Securities Advisory Programs. The Unaffiliated Advisors which sponsor the portfolio management programs and mutual fund asset allocation programs provide regular reports to Advisory Clients. They determine the nature and frequency of these reports. In all Advisory Programs where securities are purchased or sold in Advisory Client accounts, the Advisory Client receives confirmation statements whenever transactions are executed for their accounts.

Retirement Plan Consulting Services: The services to be provided to the Advisory Client, including delivery of any oral or written investment performance and any other reports will be performed by the Financial Advisor. The services to be provided under each Retirement Plan Consulting Services Agreement are tailored to the specific needs of the Advisory Client. Depending on the services that are desired, written reports are prepared, customized or developed for Advisory Clients to address their particular needs.

Item 14 – Client Referrals and Other Compensation

This Item is not applicable to Principal Securities.

Item 15 – Custody

For Principal Securities Advisory Programs (except the Managed Account Program), Fidelity Clearing and Custody Solutions is the qualified custodian that has custody of client account assets and provides the custodial services for assets invested within the Programs. Upon a client's request for withdrawal or transfer of client funds or securities invested within the Programs, Principal Securities is deemed to have custody of those funds or securities in order to authenticate the client's request and enter the instructions into Fidelity Clearing and Custody Solutions' system for processing.

For advisory programs offered by Unaffiliated Advisors, please see their Disclosure Brochure for information related to custody of Advisory Client assets.

Advisory Clients will receive at least quarterly statements from the qualified custodian that holds and maintains the client's investment assets. Please carefully review such statements and compare such official custodial records to the account statements that Principal Securities or Unaffiliated Advisors provide to you. Principal Securities' statements vary from custodial statements based on aggregating various accounts held by unaffiliated product sponsors and reporting dates.

Item 16 – Investment Discretion

Advisory Clients sign an agreement giving Principal Securities, as sponsor of the Principal Managed Portfolio, limited discretion to automatically implement account rebalancing and substitutions of securities in model portfolios according to instructions solely dictated by the investment advice of Morningstar. Principal Securities and some of its Financial Advisors have discretionary authority over certain Advisory Select Program accounts. Refer to Appendix 1 of Form ADV (Wrap Fee Program Brochure) for details. If the Managed Portfolio Account is nonqualified, any such transactions that result in a taxable event are not absorbed by Sponsor and are the responsibility of the Client.

Principal Securities, when acting as an investment adviser concerning the SEI Asset Allocation and the AssetMark system, has limited discretion as follows:

SEI Trust Company from time to time will implement a change to the mutual funds comprising their mutual fund model portfolios. Although Principal Securities has no trading discretion or investment authority over an Advisory Client's account held at SEI, the portfolio reallocation as a result of this action would result in the purchase and sale of certain mutual funds without express authority of the Advisory Client.

For advisory clients invested in the AssetMark Model Portfolios, Principal Securities does have direction by the Advisory Client to automatically rebalance or substitute securities in the AssetMark Model Portfolios to reflect any adjustment in the AssetMark Model Portfolio by the independent investment strategist. This client authorization would result in the purchase and sale of certain mutual funds or exchange traded funds without further authorization by the client at such time as the independent investment strategist changes the composition of the selected AssetMark Model Portfolio.

Otherwise, Principal Securities has no authority to cause any purchase or sale of securities in any AssetMark client account, or change the AssetMark Model Portfolios or to direct the account to be invested in any manner other than as previously authorized by the Advisory Client.

Other than the items listed above, Principal Securities and its Financial Advisors do not have investment discretion.

Item 17 – Voting Client Securities

As a matter of firm policy and practice, Principal Securities does not have any authority to and does not vote proxies on behalf of advisory clients. Clients retain the responsibility for receiving and voting proxies for any and all securities maintained in client portfolios.

Item 18 – Financial Information

Principal Securities has no financial issues that would be reasonably likely to impair its ability to meet contractual commitments to clients. Principal Securities has not been the subject of a bankruptcy proceeding.