

December 27, 2018

## **Commonwealth Financial Network®**

### **FORM ADV – PART 2A**

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**This Brochure provides information about the qualifications and business practices of Commonwealth Financial Network® (“Commonwealth”). If you have any questions about the contents of this Brochure, please call 800.237.0081 or e-mail *[FormADVPart2@commonwealth.com](mailto:FormADVPart2@commonwealth.com)*. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or any state securities authority.**

**Additional information about Commonwealth is available on the SEC’s website at *[www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)*.**

**Commonwealth is a Registered Investment Adviser. This registration does not imply any level of skill or training.**



## Item 2      Material Changes

The following is a summary of the material changes made to this Brochure on and since the last annual update that we made on March 29, 2018:

- Commonwealth has updated the Item 4. Advisory Business section to reflect the following:
  - We have updated information to indicate that Commonwealth is a wholly owned subsidiary of 1979 Holding Company, LLC.
  - We have added the Preferred Portfolio Services® (“PPS”) Select Equity Income SMA Program to Part 2A Appendix 1: The Wrap Fee Program Brochure.
  - We have added the PPS Custom Program (Platform), PPS Custom Program (Fidelity), and PPS Custom Program (529 Plans) to Part 2A Appendix 1: The Wrap Fee Program Brochure.
- Commonwealth has updated the Item 5. Fees and Compensation section to reflect the following:
  - We have added the program fees associated with the PPS Custom Program (Platform).
  - We have updated the standard breakpoint fee schedule for the PPS Custom Program.
- Commonwealth has updated the Item 12. Brokerage Practices section to reflect the following:
  - We have added disclosures that provide additional detail on the economic benefits Commonwealth receives from National Financial Services LLC (“NFS”) when Commonwealth acts as broker/dealer and NFS as clearing broker/dealer on Commonwealth’s PPS Program accounts, as well as the conflicts of interest Commonwealth’s receipt of these benefits creates.
  - We have made changes to the Bank Deposit Sweep Program (now known as the Core Account Sweep Program) to reflect two separate programs: the Bank Deposit Sweep Program (“BDSP”) and the Advisory Retirement Sweep Program (“ARSP”). The BDSP is the core account investment vehicle for eligible brokerage accounts, and the ARSP is the core account investment vehicle for eligible advisory individual retirement accounts.
- Commonwealth has updated the Item 14. Client Referrals and Other Compensation section to reflect the following:
  - We have added disclosures that provide additional detail on the compensation Commonwealth receives from NFS when Commonwealth acts as broker/dealer and NFS as clearing broker/dealer on Commonwealth’s PPS Program accounts, as well as the conflicts of interest Commonwealth’s receipt of this additional compensation creates.

You may request a copy of our current Brochure at any time, without charge, by calling 800.251.0080, option 3, or e-mailing ***FormADVPart2@commonwealth.com***.

Additional information about Commonwealth is available via the SEC’s Investment Adviser Public Disclosure website at ***www.adviserinfo.sec.gov***. The SEC’s website also provides information about any persons affiliated with Commonwealth who are registered, or are required to be registered, as Investment Adviser Representatives of Commonwealth.

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## **Item 4            Advisory Business**

### **About Us**

Joseph S. Deitch founded Commonwealth Financial Network in 1979 as an outgrowth of his retail financial planning practice under the original name of The Cambridge Group. After the company began to prosper, Joe adopted the Commonwealth name in 1981 to reflect the company's desire to foster the common good of our employees and advisors. Commonwealth has more than 2,000 advisors registered with its broker/dealer. More than 1,900 of those advisors are also registered with Commonwealth's Registered Investment Adviser as Investment Adviser Representatives.

Commonwealth Financial Network is a wholly owned subsidiary of 1979 Holding Company, LLC, an indirect and wholly owned subsidiary of CFN Holding Company, Inc. Joseph S. Deitch, chairman of Commonwealth, serves as trustee of the Matthew Fletcher Deitch 2010 Family Gift Trust, which owns 25.00% or more of CFN Holding Company, Inc.

When Joe founded Commonwealth, his desire was to create an open and supportive environment where professionals could be true to themselves and to their clients, follow their dreams, and grow to their hearts' content. Joe structured Commonwealth as an independent contractor financial services firm with the goal of providing indispensable service to Commonwealth-affiliated financial advisors so that they, in turn, could provide the same level of indispensable service to their clients. To that end, Commonwealth acts as a "back office" to our advisors, providing support, guidance, and oversight over many functional areas, including operations, trading, technology, investment management, marketing, compliance, practice management, and more. Commonwealth does not manufacture or sell proprietary products. Rather, Commonwealth's advisors have the freedom to evaluate their clients' individual financial objectives, risk tolerance, and investment time horizons and recommend those products and services that they believe will help their clients meet their financial goals.

### **Description of Services Available**

Commonwealth offers a suite of investment advisory services and programs to its advisors for use with their clients. Commonwealth's investment advisory services and programs are designed to accommodate a wide range of client investment philosophies, goals, needs, and investment objectives. Through Commonwealth's various advisory programs and services, clients have access to a wide range of securities products, including, but not limited to, common and preferred stocks; municipal, corporate, and government fixed income securities; mutual funds; exchange-traded products ("ETPs"); options and derivatives; unit investment trusts ("UITs"); and variable insurance products, as well as other products and services, including a variety of asset allocation services, financial planning, and consulting services. Commonwealth advisors may also offer advice related to Commonwealth-approved direct participation programs, private placements, and other alternative investments, such as alternative energy programs, research and development programs, leasing programs, real estate programs, and pooled commodities futures programs.

Commonwealth's investment advisory services and programs consist of Commonwealth's suite of Preferred Portfolio Services® programs ("PPS Program"), wealth management and retirement consulting services, and advisory services programs available through unaffiliated third-party asset managers ("TPAMs").

Commonwealth is the sponsor of the following PPS programs:

- **PPS Custom:** The PPS Custom Program enables an advisor to assist the client in developing a personalized investment portfolio using one or more security types, including, but not limited to, stocks, bonds, mutual funds, exchange-traded funds ("ETFs"), UITs, and alternative investments. The advisor typically acts as portfolio manager, with full investment discretion, although clients may elect to have the advisor manage the account on a nondiscretionary basis.
- **PPS Select:** The PPS Select Program offers a variety of model portfolios from which investors may choose. The PPS Select model portfolios are created and managed on a discretionary basis by Commonwealth's Investment Management and Research team. The client's advisor will help the client determine which PPS Select models are best suited for the client based on his or her risk profile, investment objectives, and preferences, leaving the actual trading decisions to Commonwealth's Investment Management and Research team. PPS Select offers a variety of model portfolios with varying investment product types, including mutual fund and ETF portfolios, equity portfolios, fixed income portfolios, and variable annuity subaccount portfolios.
- **PPS Direct:** The PPS Direct Program offers advisors' clients access to a variety of model portfolios involving a range of risk levels from which they may choose. Apart from the PPS Direct Third-Party Fund Strategist Program, the PPS Direct portfolios are not managed by Commonwealth or the client's financial advisor. Rather, PPS Direct model portfolios are managed by one or more third-party portfolio managers on a discretionary basis. PPS Direct portfolios may consist of mutual funds or ETFs, or they may be made up of individual equities, fixed income securities, or other types of investments. There are four types of PPS Direct Program accounts, which are broadly described as follows:
  - **PPS Direct Mutual Fund/ETF:** As the name suggests, these accounts will be allocated among mutual funds or ETFs.
  - **PPS Direct Separately Managed Account ("SMA"):** This separately managed account strategy invests in individual securities (e.g., stocks and bonds).
  - **PPS Direct Third-Party Fund Strategist ("Strategist"):** Third-party investment advisers provide asset allocation model strategies comprising mutual funds and ETFs for Commonwealth to trade on a discretionary basis.
  - **PPS Direct Unified Managed Account ("UMA"):** This is best described as multiple SMAs in a single account.

Available consulting services include:

- **Wealth Management Consulting:** Commonwealth advisors provide advisory consulting services relating to securities and investments on a wide range of topics, including, but not limited to, comprehensive financial planning, budgeting and cash flow analysis, major purchases, education planning, retirement income/longevity planning, portfolio analysis, estate planning analysis, investment analysis, business succession planning, and fringe benefit analysis. Clients may engage Commonwealth advisors for consulting services on a negotiated hourly, flat, or fixed-fee basis. Fees may be paid at the time of service, in advance of service, or after service has been rendered. If fees are being charged on an hourly basis, they may not exceed \$500 per hour. Clients of Commonwealth may also elect to enter into consulting or financial planning engagements with advisors separately from, in addition to, or as part of their PPS managed account program, as may be agreed between the client and advisor.
- **Retirement Plan Consulting:** Commonwealth advisors provide a fee-for-service consulting program whereby advisors offer one-time or ongoing advisory services to qualified retirement plans. Clients may engage Commonwealth advisors for Retirement Plan Consulting services on a negotiated hourly, flat, fixed, or asset-based fee basis. The maximum annual account consulting fee, when stated as a percentage of assets, is 1.50% and is negotiable. Fees may be paid at the time of service, in advance of service, or after service has been rendered. If fees are being charged on an hourly basis, they may not exceed \$500 per hour. Through the Retirement Plan Consulting Program, advisors may assist plan sponsors with their fiduciary duties and provide individualized advice based upon the particular needs of the plan and/or plan participants regarding investment management matters, such as:
  - Investment policy statement support
  - Investment selection and monitoring
  - Overall portfolio composition
  - Participant advice programs

Third-party asset manager programs are also available. These TPAM programs offer advisors' clients access to a variety of portfolio managers that create and implement model portfolios with varying levels of risk from which investors may choose. TPAM Program accounts are not managed by Commonwealth. Rather, TPAM Program accounts are managed by one or more unaffiliated third-party portfolio managers on a discretionary basis, and they may consist of a variety of different securities types, including stocks, bonds, ETFs, mutual funds, and derivatives. Account minimums for TPAM Program accounts generally range between \$25,000 and \$50,000, although lower or higher account minimums exist in certain programs or models.

Commonwealth acts in either a "solicitor" or "subadvisor" capacity when making TPAM programs available to advisors' clients, as described below:

- **Solicitor:** When Commonwealth acts as a solicitor for the TPAM Program sponsor, neither Commonwealth nor your Commonwealth advisor are appointed by you as an investment adviser in relation to the TPAM Program. Instead, your advisor will assist you in selecting one or more TPAM programs believed to be suitable for you based on your stated financial situation, investment objectives, and financial goals. Commonwealth and your advisor are compensated for referring you to the ongoing advisory services provided

to you within the TPAM Program. This compensation generally takes the form of the TPAM sharing with Commonwealth and your advisor a percentage of the advisory fee that you pay to the TPAM Program sponsor. When we act as a solicitor for a TPAM Program, you will receive a written solicitor disclosure statement describing the nature of our relationship with the TPAM Program, if any; the terms of our compensation arrangement with the TPAM Program, including a description of the compensation that we will receive for referring you to the TPAM Program; and the amount, if any, that you will be charged that is in addition to the advisory fee you will pay to the TPAM as a result of our referral of you to the TPAM Program.

- **Adviser or Subadviser:** Under an adviser or subadviser relationship between Commonwealth and the sponsor of the TPAM Program, Commonwealth and your advisor will act as an investment adviser or subadviser to you. We will provide you with portfolio management supervisory services with respect to the adviser or subadviser TPAM programs you select. This means that we will periodically monitor the TPAM Program's performance, investment selection, and continued suitability for your portfolio and will advise you accordingly. Your advisor will help you determine your risk tolerance, investment goals, and other relevant guidelines to help you choose a TPAM Program designed to help you satisfy your investment needs.

The specific advisory program selected by the client may cost the client more or less than purchasing program services separately. Factors that bear upon the cost of a particular advisory program in relation to the cost of the same services purchased separately include, but may not be limited to, the type and size of the account; the historical or expected size or number of trades for the account; the types of securities and strategies involved; the amount of fees, commissions, and other charges that apply at the account or transaction level; and the number and range of supplementary advisory and client-related services provided to the account. Lower fees for comparable services may be available from other sources.

Investment recommendations and advice offered by Commonwealth and its advisors do not constitute legal, tax, or accounting advice. Clients are encouraged to coordinate and discuss the impact of the financial advice they receive from a Commonwealth advisor with their attorney and accountant. Clients should inform their advisor promptly of any changes in their financial situation, investment goals, needs, or objectives. Failure to notify the advisor of any material changes could result in investment advice not meeting the changing needs of the client.

In some cases, an independent investment adviser may engage the investment advisory services of a Commonwealth advisor to manage a portion of the investment adviser's client accounts within the PPS Custom Program.

### **Individualized Services and Client-Imposed Restrictions**

The investment advisory services provided by Commonwealth advisors depend largely on the personal information the client provides to the advisor. In order for Commonwealth advisors to provide appropriate investment advice to, or, in the case of discretionary accounts, make tailored investment decisions for, the client, it is very important that clients provide accurate and complete responses to their advisor's questions about their financial condition, needs, goals, and objectives and notify the advisor of any reasonable restrictions they wish to apply to the securities or types of securities to be bought, sold, or held in their managed account. It is also important that clients promptly inform their advisor of any changes in their financial condition, investment



objectives, personal circumstances, or reasonable investment restrictions pertaining to the management of their account, if any, that may affect their overall investment goals and strategies or the investment advice provided or investment decisions made by their advisor.

In general, the client's advisor is responsible for delivering investment advisory services to clients, and clients generally deal with matters relating to their accounts by contacting their advisor directly. Of course, clients may contact Commonwealth directly with questions about the advisory services offered through Commonwealth.

### **Wrap Fee Programs**

Most TPAM programs, as well as Commonwealth's PPS Custom (Platform), PPS Custom (TIAA), PPS Custom (Fidelity), PPS Custom (529 Plans), PPS Direct, PPS Select, and SEI Asset Management programs, are considered "wrap fee" programs in which the client pays specified fees for portfolio management services and trade execution. Wrap fee programs differ from other programs in that the asset-based fee structure for wrap programs is intended to be largely all inclusive, whereas non-wrap fee programs typically assess trade-by-trade execution costs that are in addition to the asset-based fees. For example, Commonwealth does not consider the PPS Custom Program (Transactions) to be a wrap fee program because clients generally pay trade-by-trade transaction costs that are in addition to the asset-based fees they pay when they participate in the program. Commonwealth's PPS Custom Program (Platform) is, however, considered a wrap fee program because clients pay an annual asset management fee as well as a platform fee that covers transaction costs and IRA maintenance fees.

The PPS Direct, SEI Asset Management, and other TPAM model portfolio wrap fee programs or model strategies available through Commonwealth are managed in accordance with the investment methodology and philosophy used by the respective third-party portfolio manager, investment adviser, or strategist. The PPS Select Program is managed in accordance with the investment methodology and philosophy of Commonwealth's own Investment Management and Research team. The PPS Custom (Platform), PPS Custom (TIAA), PPS Custom (Fidelity), and PPS Custom (529 Plans) programs are managed by your advisor in accordance with his or her own investment methodology and philosophy.

For the investment advisory services provided to you by Commonwealth and your advisor, Commonwealth and your advisor receive a portion of the wrap fees you pay when you participate in any wrap fee program through Commonwealth. Commonwealth receives a higher portion of the wrap fees you pay when you participate in Commonwealth's PPS Select programs to compensate for the investment management and research services provided by the Commonwealth Investment Management and Research team.

For more information relating to Commonwealth's wrap fee programs, please refer to Appendix 1 of this document, titled "The Wrap Fee Program Brochure."

### **Assets Under Management**

As of December 31, 2017, Commonwealth had \$80,973,209,717.10 in assets under management ("AUM"), of which \$79,430,989,947.23 was managed on a discretionary basis and \$1,542,219,769.87 was managed on a nondiscretionary basis.

### **Program Choice Conflicts of Interest**

Clients should be aware that the compensation to Commonwealth and your advisor will differ according to the specific advisory programs or services provided. This compensation to Commonwealth and your advisor may be more than the amounts we would otherwise receive if you participated in another program or paid for investment advice, brokerage, or other relevant services separately. Lower fees for comparable services may be available from other sources. Because of the differences in fee schedules and other sources of compensation that exist among the various advisory programs and services offered by Commonwealth and your advisor, we have a financial incentive to recommend a particular program or service over other programs or services available through Commonwealth that may cost you less money.

Commonwealth charges financial advisors a PPS administrative fee at the same time clients are charged PPS Program asset-based fees. The PPS administrative fee is charged to and paid by the financial advisor rather than the advisor's clients and is calculated as a percentage of the total PPS account assets, including cash and money market positions, held by the advisor's clients. The PPS administrative fee covers Commonwealth's maintenance costs associated with PPS performance reporting, account reconciliation, auditing, and quarterly statements. In the same manner as many advisors offer asset management fee discounts to their larger clients, Commonwealth offers its advisors administrative fee discounts based on their total PPS Program AUM. As advisors grow their fee-based business within Commonwealth's suite of PPS programs, Commonwealth's economies of scale are shared with its advisors by reducing the percentage amount of PPS administrative fees that would otherwise be charged to the advisors. Advisors are offered discounts on the PPS administrative fee when they reach specified asset levels, starting at \$10 million. As the amount of advisors' client assets in Commonwealth's PPS programs grows above certain levels, advisors receive larger percentage discounts to the administrative fees than they would otherwise receive with fewer assets in Commonwealth's PPS programs.

Additionally, advisors with PPS AUM of at least \$25 million qualify for an increased payout percentage on their clients' PPS management fees, starting at 90.00% and rising to a maximum of 98.00% as their PPS AUM grows.

These discounts in PPS administrative fees and higher payouts for reaching various PPS AUM levels present a conflict of interest because they provide a financial incentive for your advisor to recommend Commonwealth's PPS programs over other available managed or wrap account programs outside of PPS that do not offer such discounts or higher payouts to your advisor.

Commonwealth offers two versions of the PPS Custom program to clients. The PPS Custom Program (Transactions) assesses transaction charges to clients for the purchase and sale of certain securities in a client's account. The PPS Custom Program (Platform) assesses an asset-based platform fee to clients to cover transaction and IRA maintenance fee costs. Each Commonwealth advisor must choose to offer *either* the PPS Custom Program (Transactions) *or* the PPS Custom Program (Platform), to *all* their clients who wish to participate in the PPS Custom program. This means that while Commonwealth offers both programs to Commonwealth clients, each client's Commonwealth advisor is restricted to offering only the PPS Custom Program (Transactions) or the PPS Custom Program (Platform) to any of their clients who wish to participate in the PPS Custom program. As a result, clients should understand that other Commonwealth advisors will have access to and may offer their clients a version of the PPS Custom Program that their own advisor may not offer them. Depending upon the size of the account, trading frequency, and types of securities to be purchased or sold, the costs incurred by

a client who pays transaction charges may be more or less than the costs that client would incur by paying the platform fee.

## **Item 5 Fees and Compensation**

### **How You're Charged and How We're Compensated**

Clients who elect to receive asset management services through one or more of Commonwealth's PPS programs or TPAM programs will generally pay Commonwealth and their advisor percentage-based fees calculated as a percentage of account assets under management, including cash and money market positions. The maximum fee schedules for Commonwealth's various PPS programs are provided below. The fee schedules for TPAM programs are provided in the respective TPAM sponsor's Form ADV Part 2A and advisory client agreements. Certain managed account programs have lower maximum annual fee amounts, and fee schedules will vary among programs. Clients are urged to carefully review and discuss the contents of this Brochure with their advisor, including descriptions of the various programs and services offered, the fees and charges clients will pay, the means by which Commonwealth and your advisor are compensated, and the conflicts of interest that exist between the client and Commonwealth and their advisor in respect to each program or service offered, to determine the most appropriate programs or services for their specific needs.

In most cases, the annual account management fees are payable quarterly in advance and are computed as one-quarter of the annual fee based on the account's AUM on the last business day of the previous calendar quarter. In some cases, the annual account management fee will be payable monthly in advance computed as one-twelfth of the annual fee based on the AUM on the last business day of the previous month-end, and in other cases, clients will pay an annual flat dollar fee, payable quarterly in advance. In limited circumstances, estimated quarter-end values of alternative investments provided by the product issuer may be used when calculating billable AUM. Certain managed account programs charge fees in arrears and will have differing methods of computation. Please refer to the respective program description in this Brochure, the respective client agreement, and the respective TPAM Program Brochure (if applicable) for specific information about the fees that will be paid, the varying fee schedules of each program, and the methods of fee billing for the program(s) you select.

All Commonwealth advisory program and service fees are negotiable between the advisor and client. In the event a client terminates an advisory agreement with Commonwealth and the advisor, any unearned fees resulting from payments made by clients in advance will be refunded to the client. Likewise, in the event Commonwealth bills clients in arrears for services that have already been rendered, Commonwealth will prorate such fees up to the termination date of the advisory agreement.

Commonwealth generally offers two types of fee schedules for use in Commonwealth PPS Program accounts, which are generally referred to as "blended" schedules and "breakpoint" schedules.

### **Blended Schedule**

A blended schedule looks at the account value and compares it to a set fee schedule. Based upon the value of the account at the end of the billing period, the fee schedule identifies specific portions of the account value to be charged at different fee rates. The total value of the account is

compared against this schedule and, based on the account size, the different fee rates are blended to determine the total account fee for that period.

For example, assume the advisor and client negotiate the following blended fee schedule:

<b>Account Value</b>		<b>Fee</b>
<b>Greater than or equal to</b>	<b>Less than</b>	
\$0	\$50,000	2.25%
Next \$50,000	\$100,000	2.00%
Next \$100,000	\$250,000	1.75%
Next \$250,000	—	1.50%

Also, assume that the account value at the end of the billing period is \$200,000. In this hypothetical example, and assuming an advanced quarterly billing cycle is applied, the account fee for the upcoming quarter would be assessed as follows: First \$49,999 of the account value would be billed at a rate of 2.25% ( $\$49,999 \times 2.25\% = \$1,125$ ;  $\$1,125 \div 4 = \$281.25$ ); the next \$50,000 would be billed at a rate of 2.00% ( $\$50,000 \times 2.00\% = \$1,000$ ;  $\$1,000 \div 4 = \$250$ ); the next \$100,000 would be billed at a rate of 1.75% ( $\$100,000 \times 1.75\% = \$1,750$ ;  $\$1,750 \div 4 = \$437.50$ ).

Each of the different fee rate amounts is added together to determine the total quarterly account fee for that period, as follows:

$\$281.25 + \$250 + \$437.50 = \$968.75$  advance quarterly account fee

### **Breakpoint Schedule**

A breakpoint schedule looks at the account value and compares it to a set fee schedule. Based upon the value of the account at the end of the billing period, the billable fee rate will decline as the value of the account reaches the next fee rate, or “breakpoint.” The total value of the account is compared against the fee rate for the respective value range that corresponds with the account value to determine the total account fee for that period.

For example, assume the advisor and client negotiate the following breakpoint fee schedule:

<b>Account Value</b>		<b>Fee</b>
<b>Greater than or equal to</b>	<b>Less than</b>	
\$0	\$50,000	2.25%
\$50,000	\$100,000	2.00%
\$100,000	\$250,000	1.75%
\$250,000	—	1.50%

Also, assume that the account value at the end of the billing period is \$200,000. In this hypothetical example, and assuming an advanced quarterly billing cycle is applied, the account fee for the upcoming quarter would be assessed as follows: The \$200,000 account value falls within the fee schedule value range of \$100,000 to less than \$250,000, which corresponds with a fee rate of 1.75%. Therefore,  $\$200,000 \times 1.75\% = \$3,500$ ;  $\$3,500 \div 4 =$  an \$875 advance quarterly account fee.

### **Commonwealth PPS Program Fee Schedules**

Following are the maximum fee schedules for Commonwealth's various PPS programs.

The maximum annual management fee schedule for a new PPS Custom Program (Transactions) account is:

<b>Account Value</b>		<b>Maximum Annual Management Fee</b>
<b>Greater than or equal to</b>	<b>Less than</b>	
\$0	\$750,000	2.25%
\$750,000	\$1,000,000	2.00%
\$1,000,000	\$2,000,000	1.75%
\$2,000,000	—	1.50%

In addition to the annual management fee, clients participating in the PPS Custom Program (Transactions) will pay transaction charges as described in the "Other Fees and/or Costs" section below.

Clients participating in the PPS Custom Program (Platform) will pay a total account fee that consists of a combination of a management fee, which is negotiable, and a platform fee. Depending upon the mutual fund families selected, transaction charges will also apply.<sup>1</sup>

The maximum management fee schedule for a new PPS Custom Program (Platform) account is:

<b>Account Value</b>		<b>Maximum Annual Management Fee</b>
<b>Greater than or equal to</b>	<b>Less than</b>	
\$0	\$750,000	2.25%
\$750,000	\$1,000,000	2.00%
\$1,000,000	\$2,000,000	1.75%
\$2,000,000	—	1.50%

The maximum platform fee schedule for a new PPS Custom Program (Platform) account is:

<b>Account Value</b>	<b>Maximum Platform Fee<sup>2</sup></b>
Up to \$100,000	0.15%
Next \$150,000	0.10%
Next \$250,000	0.08%
Next \$500,000	0.06%
Next \$500,000	0.05%
Next \$1,000,000	0.04%
Next \$2,500,000	0.03%
Next \$5,000,000 or more	0.01%

<sup>1</sup>Transaction charges of \$15 for buys and sells and a maximum of \$5 for periodic investment plans and systematic withdrawal plans will apply in the following mutual fund families: CGM, Dimensional Fund Advisors, Dodge & Cox, Sequoia, and Vanguard.

<sup>2</sup>The platform fee is household based and calculated on a blended basis, with a minimum annual account fee of \$150 (minimum quarterly fee of \$37.50), which may exceed the maximum annual platform fee percentage based on account size. Households are maintained by the advisor.

Clients participating in the PPS Select Program will pay a total account fee that consists of a combination of an advisor fee and a program fee.

The maximum advisor fee in the PPS Select Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee<sup>1</sup></b>
Up to \$499,999	2.00%
\$500,000–\$999,999	1.75%
\$1,000,000–\$4,999,999	1.50%
Next \$5,000,000 or more	Negotiable

The maximum program fee in the PPS Select Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee<sup>2</sup></b>
First \$250,000	0.60%
Next \$250,000	0.50%
Next \$500,000	0.45%
Next \$1,000,000	0.40%
Next \$3,000,000	0.35%
Next \$5,000,000 or more	0.30%

<sup>1</sup>The maximum annual advisor fee for certain account sizes and types may be negotiated.

<sup>2</sup>Commonwealth will charge a minimum annual program fee of \$600 (\$150 quarterly), which may exceed the maximum annual program fee percentage based on account size.

Clients participating in the PPS Direct Program will pay an annual fee that consists of a combination of an advisor fee and a program fee not to exceed 3.00%. In the event the combination of the advisor fee and the program fee for a particular money manager and investment strategy exceeds 3.00%, the advisor fee will be reduced such that the annual fee will not exceed 3.00%.

The maximum advisor fee in the PPS Direct Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee</b>
Up to \$250,000	2.21%
Next \$250,000–\$500,000	2.25%
Next \$500,000–\$1,000,000	2.27%
Next \$1,000,000–\$2,000,000	2.29%
Next \$2,000,000–\$5,000,000	2.31%
Next \$5,000,000 or more	2.33%

The maximum program fee in the PPS Direct Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee</b>
Up to \$250,000	1.14%
Next \$250,000–\$500,000	1.04%
Next \$500,000–\$1,000,000	1.00%
Next \$1,000,000–\$2,000,000	0.99%
Next \$2,000,000–\$5,000,000	0.96%
Next \$5,000,000–\$10,000,000	0.92%
Next \$10,000,000–\$20,000,000	0.865%
Next \$20,000,000 or more	0.835%

For all PPS programs, the initial quarterly fee will be prorated based on the number of billing days in the initial quarter. Fees are based on account value and account type and are negotiable. Other methods of fee calculation exist or are possible, depending on the specific program, the services provided, client circumstances, and the account size. These methods include, but are not limited to, hourly, flat, breakpoint, and blended fee billing. Additional deposits of funds and/or securities during a particular calendar quarter are subject to billing on a pro rata basis. Clients who withdraw funds from a managed account during a billing period are not generally entitled to a pro rata refund unless they are terminating their managed account program client agreement.

Commonwealth may waive a particular fee, whether on an ongoing or a one-time basis, in its sole discretion. Commonwealth may also allow for the aggregation of assets among a client's "related" managed accounts for purposes of determining the value of AUM and the applicable advisory fee to be paid by a client. Commonwealth reserves the right to determine whether client accounts are "related" for purposes of aggregating a client's accounts together for a reduction in the percentage fee amount.

Clients participating in Commonwealth's PPS Direct, PPS Select, or PPS Custom (Platform) wrap fee programs will pay Commonwealth an annual asset-based platform or program fee that is in addition to the asset management fee. In most cases, the annual platform or program fee is payable quarterly in advance and is computed as one-quarter of the annual fee based on the total value of your account on the last business day of the previous quarter. Other methods of fee calculation exist or are possible, depending on the specific program, services provided, client circumstances, and the account size.

Commonwealth's Wealth Management Consulting and Retirement Plan Consulting programs provide the following fee payment options:

- **Wealth Management Consulting:** The Commonwealth Wealth Management Consulting Program provides clients with the option of paying an annual fee for ongoing services, a flat fee, or an hourly rate not to exceed \$500. The fee amount a client will pay is negotiable between the client and his or her advisor and may either be paid at the time of service, in advance of service, or after services have been rendered ("in arrears"). Annual fees may be paid in monthly, quarterly, semiannual, or annual installments as agreed between the client and the advisor.
- **Retirement Plan Consulting:** The Commonwealth Retirement Plan Consulting Program provides clients with the option of paying an annual fee for ongoing services based on a percentage of assets under advisement, a flat fee, or an hourly rate not to exceed \$500.

The fee amount a client will pay is negotiable between the client and the advisor. Fees may be paid directly from qualified plan assets or may be direct billed, as agreed between the client and the advisor.

### **Managed Account Fee Collection Process**

Managed account fees are typically automatically charged to the client's account pursuant to instructions provided to the account custodian by Commonwealth or a TPAM. Rather than automatic fee debiting from a client's account, clients may also have the ability to be direct billed by writing a check to Commonwealth for the fee amount or instructing Commonwealth to charge the fee to one of the client's other Commonwealth accounts.

Managed account clients will generally pay fees quarterly, in advance or in arrears, based on the specific program selected. In some cases, the annual account management fee may be payable monthly in advance based on the AUM on the last business day of the previous month-end. Consulting clients will pay fees at time of service, in advance of service, or in arrears, as well as in monthly, quarterly, semiannual, or annual installments, as agreed to between the client and the advisor.

### **Other Fees and/or Costs**

Apart from Commonwealth's wrap fee programs, when Commonwealth effects securities transactions for a client's account, Commonwealth passes on the securities clearance and settlement fees charged by its clearing broker/dealer with a substantial markup that is retained by Commonwealth. Commonwealth adds a markup to the transaction fees assessed by its clearing firm and paid by clients or clients' advisors to compensate Commonwealth for the cost of its resources utilized in processing the transaction(s) and to generate additional revenue for Commonwealth. Commonwealth's maximum transaction charges are as follows:

<b>Equities</b>	<b>Maximum Charges</b>
OTC	\$25
Listed	\$25 up to 1,000 shares + \$0.01 per share thereafter
<b>Fixed Income</b>	
Treasuries, CDs, and Federal Agencies	\$30
Corporates and Municipals	\$30
UITs	\$20
CMOs	\$30
<b>Options</b>	\$20 + \$1.25 per contract
<b>Mutual Funds<sup>1</sup></b>	
Buy	\$20
Sell	\$20
Exchange	\$20

<sup>1</sup>Maximum transaction charges of \$35 apply for buys and sells in the following fund families: CGM, Dimensional Fund Advisors, Dodge & Cox, Sequoia, and Vanguard.

In addition to the transaction charges described above, Commonwealth will charge a \$4 confirmation fee for all transactions except mutual fund exchanges, no-transaction-fee funds, and periodic investment/systematic withdrawal transactions. Commonwealth adds a markup to the confirmation fees assessed by its clearing firm and paid by clients to cover the costs of client



mailings, electronic delivery, account verification, and other costs assessed to Commonwealth by its clearing firm and to generate additional revenue for Commonwealth. Transaction charges quoted are for transactions processed by Commonwealth's Trade Desk. Reduced transaction charges will apply for transactions processed online by Commonwealth's advisors.

In addition to the charges noted above, clients incur certain charges imposed by Commonwealth, or by third parties other than Commonwealth or the advisor, in connection with certain investments, transactions, and services in your account. In many cases, Commonwealth will receive a portion of these fees and charges or add a markup to the charges clients would otherwise pay to generate additional revenue for Commonwealth. The actual fees and charges that clients will incur are dependent upon the type of account and the nature and quantity of the transactions that occur, the services that are provided, or the positions that are held in the account. Additional fees and charges that clients will typically pay include, but are not limited to:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction and redemption fees
- Certain deferred sales charges on mutual funds purchased or transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Other charges that may be required by law
- Brokerage account fees and charges

Information describing the brokerage fees and charges that are applicable to a Commonwealth brokerage or managed account is provided on Commonwealth's Schedule of Miscellaneous Account and Service Fees, which is available on Commonwealth's website at [\*\*\*www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf\*\*\*](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf).

Commonwealth advisors may select share classes of mutual funds that pay Commonwealth 12b-1, subtransfer agent, distributor, transaction, and/or revenue-sharing fees when lower-cost institutional or advisory share classes of the same mutual fund exist that do not pay Commonwealth or your advisor additional fees. As a matter of policy, Commonwealth credits the mutual fund 12b-1 fees it receives from mutual funds purchased or held in Commonwealth managed accounts back to the client accounts paying such 12b-1 fees.

In most cases, mutual fund companies offer multiple share classes of the same mutual fund. Some share classes of a fund charge higher internal expenses, whereas other share classes of a fund charge lower internal expenses. Institutional and advisory share classes typically have lower expense ratios and are less costly for a client to hold than Class A shares or other share classes that are eligible for purchase in an advisory account. Mutual funds that offer institutional share classes, advisory share classes, and other share classes with lower expense ratios are available to investors who meet specific eligibility requirements that are described in the mutual fund's prospectus or its statement of additional information. These eligibility requirements include, but may not be limited to, investments meeting certain minimum dollar amounts and accounts that the fund considers qualified fee-based programs. The lowest-cost mutual fund share class for a particular fund may not be offered through Commonwealth or made available by Commonwealth

for purchase within specific types of Commonwealth program accounts. Clients should never assume that they will be invested in the share class with the lowest possible expense ratio or cost.

Commonwealth urges clients to discuss with their advisor whether lower-cost share classes are available in their particular program account. Clients should also ask their advisor why the particular funds or other investments that will be purchased or held in their managed account are appropriate for them in consideration of their expected holding period, investment objective, risk tolerance, time horizon, financial condition, amount invested, trading frequency, the amount of the advisory fee charged, whether the client will pay transaction charges for fund purchases and sales, whether clients will pay higher internal fund expenses in lieu of transaction charges that could adversely affect long-term performance, and relevant tax considerations. Your advisor may recommend, select, or continue to hold a fund share class that charges you higher internal expenses than other available share classes for the same fund.

The purchase or sale of transaction-fee (“TF”) funds available for investment through Commonwealth will result in the assessment of transaction charges to you, your advisor, or Commonwealth. Although no-transaction-fee (“NTF”) funds do not assess transaction charges, most NTF funds have higher internal expenses than funds that do not participate in an NTF program. These higher internal fund expenses are assessed to investors who purchase or hold NTF funds. Depending upon the frequency of trading and hold periods, NTF funds may cost you more, or may cost Commonwealth or your advisor less, than mutual funds that assess transaction charges but have lower internal expenses. In addition, the higher internal expenses charged to clients who hold NTF funds will adversely affect the long-term performance of their accounts when compared to share classes of the same fund that assess lower internal expenses.

Commonwealth uses National Financial Services LLC (“NFS”) as its clearing and custody firm for substantially all of Commonwealth’s PPS managed accounts. Commonwealth’s business relationship with NFS provides Commonwealth considerable revenue-sharing benefits. In particular, Commonwealth receives substantial monthly revenue-sharing payments from NFS based on client assets held by Commonwealth with NFS in Fidelity Money Market Sweep Fund balances, non-Fidelity NTF funds that participate in Fidelity’s NTF program, and non-Fidelity TF funds that participate in Fidelity’s TF program.

Commonwealth’s revenue-sharing agreement with NFS, and the existence of various fund share classes with lower internal expenses that Commonwealth may not make available for purchase in its managed account programs, present a conflict of interest between clients and Commonwealth or its advisors. A conflict of interest exists because Commonwealth and your advisor have a greater incentive to make available, recommend, or make investment decisions regarding investments that provide additional compensation to Commonwealth that cost clients more than other available share classes in the same fund that cost you less. For those Commonwealth advisory programs that assess transaction charges to clients or to Commonwealth or the advisor, a conflict of interest exists because Commonwealth and your advisor have a financial incentive to recommend or select NTF funds that do not assess transaction charges but cost you more in internal expenses than funds that do assess transaction charges but cost you less in internal expenses.

In addition to reading this Brochure carefully, clients are urged to inquire whether lower-cost share classes are available and/or appropriate for their account in consideration of their expected investment holding periods, amounts invested, and anticipated trading frequency. Further

information regarding fees and charges assessed by a mutual fund is available in the appropriate mutual fund prospectus.

### **Prorated Rebate of Fees Paid in Advance**

In the event a client terminates an advisory agreement with Commonwealth and his or her advisor, any unearned fees resulting from advanced payments will be refunded to the client from the date of termination through the end of the applicable billing period.

### **Other Forms of Compensation**

As mentioned above, an ongoing asset management fee, billed quarterly in advance, is the most common method of payment for the asset management services provided by Commonwealth and the advisor, and it is the most common method in use by Commonwealth's most popular advisory offerings, such as PPS Custom, PPS Select, PPS Direct, and unaffiliated TPAM programs. In some cases, the annual account fee may be payable monthly rather than quarterly, certain managed account programs will charge fees in arrears rather than in advance, and managed account programs will have differing methods of fee calculation. Please refer to the respective program descriptions in this Brochure, the respective client agreement, and the respective TPAM Program Brochure (if applicable) for specific information about the annual fees and other charges for a program, the varying fee schedules applicable to each program, and the methods of fee billing for the program(s) you select.

In addition to the annual asset management fee, clients participating in Commonwealth's PPS Direct, PPS Select, or PPS Custom (Platform) wrap fee programs will pay Commonwealth an annual platform or program fee. In most cases, the annual platform or program fee is payable quarterly in advance and is computed as one-quarter of the annual fee based on the total value of your account on the last business day of the previous quarter.

When an advisor provides consulting services to a client, the client will often pay for services rendered on a one-time basis, although clients may also choose to receive consulting services on an ongoing or subscription basis. For Retirement Plan Consulting, the fee may be an hourly, flat, fixed, or asset-based fee for providing one-time, or ongoing, advisory services to a plan. For Wealth Management Consulting, the fee may be an hourly, flat, or fixed fee for providing consulting and/or financial planning services. Retirement Plan Consulting and Wealth Management Consulting may be paid either at the time of service, in advance of service, or after services are rendered. Clients should make checks payable only to Commonwealth Financial Network in relation to Commonwealth Retirement Plan Consulting, Wealth Management Consulting, and direct-billed PPS Program services. This is the only instance in which the client should make a check payable to Commonwealth. Checks should never be made payable to the advisor, the advisor's business name, or any other entity under the control of the advisor in relation to any programs or services offered through Commonwealth. Clients who are asked or instructed by their advisor to make checks payable to the advisor, the advisor's business name or any entity under control of the advisor should contact Commonwealth directly for verification.

Clients should be aware that, when assets are invested in shares of mutual funds, variable insurance products, and certain alternative investments within a managed account program, clients will pay investment advisory fees to Commonwealth and to the advisor for their advisory services in connection with the investments. In addition to the payments received by

Commonwealth and the advisor, clients will also pay management fees, mutual fund and money market 12b-1 fees, subtransfer agent fees, mutual fund and money market administrative expenses, mutual fund transaction fees, certain deferred sales charges and redemption fees on previously purchased mutual funds, annuity internal expenses and fees, and other fees charged by the investment company, insurance product, or alternative investment sponsor, which are typically charged to clients as an internal expense of the product. These internal expenses are described in the prospectus or offering document for the specific product. Clients may be able to invest directly in the investment company, insurance product, or alternative investment without incurring the investment advisory fees charged by Commonwealth and their advisor. If a client's assets are invested in a fee-based annuity, the client will pay both the direct management fee to Commonwealth and his or her advisor for the advisory services provided by Commonwealth and the advisor in connection with that investment and, indirectly, the management and other fees charged by the underlying annuity investment options, as well as the charges assessed by the insurance company for the product. Of course, clients should also be aware of the tax implications of investing, as well as of the existence of deferred sales charges or redemption fees charged by some product sponsors for positions the client subsequently sells in Commonwealth managed accounts.

Commonwealth and your advisor receive service fees and other compensation from investment product sponsors and distributors when they make recommendations or investment decisions for you. These fees and compensation include, but are not limited to, mutual fund and money market 12b-1 and subtransfer agent fees, mutual fund transaction fees, due diligence fees, marketing reimbursements or reallowances, or other transaction or service fees. This additional compensation presents a conflict of interest because Commonwealth and your advisor have a greater incentive to make available, recommend, or make investment decisions regarding investments for your account that provide additional compensation to your advisor or Commonwealth over other investments that do not provide additional compensation to your advisor or Commonwealth. Clients are urged to read and consider the contents of this Brochure carefully and to inquire about Commonwealth's and the advisor's various sources of compensation and conflicts of interest in making a fair and reasonable assessment of the fees and charges clients will pay for the services rendered by Commonwealth and their advisor. Further information about Commonwealth's and your advisor's sources of compensation and conflicts of interest is provided in this Brochure. Information regarding fees and charges assessed to you by the investment products you purchase is available in the appropriate product prospectus, statement of additional information, and/or investment offering document.

**Special Disclosures for ERISA Plans:** In this Brochure, Commonwealth has disclosed conflicts of interest, such as receiving additional compensation from third parties (e.g., 12b-1 fees, subtransfer agent fees, and revenue sharing) for providing marketing, recordkeeping, or other services in connection with certain investments. Commonwealth, however, has adopted policies and procedures that are designed to ensure compliance with the prohibited transaction rules under the Employee Retirement Income Security Act of 1974 ("ERISA"), as amended. For example, Commonwealth has taken several steps to address the conflict of interest associated with Commonwealth's or Commonwealth's advisors' receipt of compensation for services provided to ERISA plans.

First, an advisor negotiates the compensation with ERISA plan sponsors or participants ("ERISA clients") and the compensation is either an annual fee for ongoing services based on a percentage

of assets under advisement, a flat fee, or an hourly rate. Second, to the extent that an advisor receives additional compensation from a third party, the advisor must report it to Commonwealth to enable the additional compensation to be offset against the fees that the ERISA clients would otherwise pay for the advisor's services. Third, Commonwealth has established a policy not to influence any advisor's advice or management of assets at any time or for any reason based on any compensation that Commonwealth or the advisor might receive from third parties. In no event will Commonwealth allow advisors to provide advice or manage assets for ERISA clients if they have conflicts of interest that Commonwealth believes are prohibited by ERISA.

As a covered service provider to ERISA plans, Commonwealth will comply with the U.S. Department of Labor regulations on fee disclosures, effective July 16, 2011 (or such other date as provided by the Department). Thus, Commonwealth and its advisors will disclose (i) direct compensation received from ERISA clients; (ii) indirect compensation (e.g., 12b-1 fees) received from third parties; and (iii) transaction-based compensation (e.g., commissions) or other similar compensation shared with related parties servicing the ERISA plan. These fee disclosures will be made reasonably in advance of entering into, renewing, or extending the advisory service agreement with the ERISA client.

#### **Item 6            Performance-Based Fees and Side-by-Side Management**

Commonwealth 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**

Commonwealth generally provides advisory services to the following types of clients:

- Individuals (other than high-net-worth individuals)
- High-net-worth individuals
- Corporations or other businesses
- Pension and profit-sharing plans (other than plan participants)
- State or municipal government entities
- Charitable organizations

Most Commonwealth clients are retail clients who fall under the "Individuals (other than high-net-worth individuals)" category. This category includes, but is not limited to, individual, joint, trust, IRA, 401(k) participant, and custodial accounts.

Commonwealth's various managed account programs generally require clients to meet certain program account minimums. In some cases, account balances may be combined at the household level to satisfy the account minimum. Commonwealth and the respective Program Sponsors may waive the account minimum requirements for their respective programs in their sole discretion. The following is a description of the account minimums in the various managed accounts available through Commonwealth:

- The Commonwealth PPS Custom Program generally involves a \$25,000 account minimum.

- The account minimums for Commonwealth's PPS Select programs generally start as low as \$10,000 for Active model portfolios and \$1,000 for Passive model portfolios.
- The PPS Select DFA Program minimum is generally \$50,000. The PPS Select Fixed Income SMA Program minimum is generally \$500,000. The PPS Select Equity Income SMA Program minimum is generally \$100,000.
- The account minimums for Commonwealth's PPS Direct programs vary and are typically determined by the third-party portfolio managers. In general, the PPS Direct Mutual Fund/ETF account minimums are \$25,000. The PPS Direct SMA account minimums typically range from \$100,000 to \$250,000. The PPS Direct UMA Program minimum is generally \$400,000.
- Commonwealth also offers advisors' clients access to certain TPAM programs. Account minimums for TPAM Program accounts vary but generally range between \$25,000 and \$50,000.

## **Item 8            Methods of Analysis, Investment Strategies, and Risk of Loss**

### **Methods of Analysis and Investment Strategies**

Investing in securities involves risk of loss that investors should be sure they understand and should be prepared to bear.

Commonwealth primarily serves retail investors. Each advisor associated with Commonwealth has the independence to take the approach he or she believes is most appropriate when analyzing investment products and strategies for clients. There are several sources of information that Commonwealth and the advisor may use as part of the investment analysis process. These sources include, but are not limited to:

- Prospectuses and offering materials
- Product and sponsor sales materials
- Sponsor due diligence meetings and product presentations
- Financial publications
- Research materials prepared by others
- Corporate rating services
- SEC filings (annual reports, prospectus, 10-K, etc.)
- Company press releases

As a firm, Commonwealth does not favor any specific method of analysis over another and, therefore, would not be considered to have one approach deemed to be a "significant strategy." There are, however, a few common approaches that may be used by Commonwealth or your advisor, individually or collectively, in the course of providing advice to clients. **It is important to note that there is no investment strategy that will guarantee a profit or prevent loss.** Following are some common strategies employed by Commonwealth and its advisors in the management of client accounts:

- **Dollar Cost Averaging ("DCA"):** The technique of buying a fixed dollar amount of a particular investment on a regular schedule, regardless of the share price. More shares are purchased when prices are low, and fewer shares are bought when prices are high. DCA is

believed to lessen the risk of investing a large amount in a single investment at higher price. DCA strategies are not effective and do not prevent against loss in declining markets.

- **Asset Allocation:** An investment strategy that aims to balance risk and reward by allocating assets among a variety of asset classes. At a high level, there are three main asset classes—equities (stocks), fixed income (bonds), and cash/cash equivalents—each of which has different risk and reward profiles/behaviors. Asset classes are often further divided into domestic and foreign investments, and equities are often divided into small, intermediate, and large capitalization. The general theory behind asset allocation is that each asset class will perform differently from the others in different market conditions. By diversifying a portfolio of investments among a wide range of asset classes, advisors seek to reduce the overall volatility and risk of a portfolio through avoiding overexposure to any one asset class during various market cycles. Asset allocation does not guarantee a profit or protect against loss.
- **Technical Analysis (aka “Charting”):** A method of evaluating securities by analyzing statistics generated by market activity, such as past prices and volume. Technical analysts do not attempt to measure a security’s intrinsic value. Instead, they use charts and other tools to identify patterns that can suggest future activity. When looking at individual equities, a person using technical analysis generally believes that performance of the stock, rather than performance of the company itself, has more to do with the company’s future stock price. It is important to understand that past performance does not guarantee future results.
- **Fundamental Analysis:** A method of evaluating a security that entails attempting to measure its intrinsic value by examining related economic, financial, and other qualitative and quantitative factors. Fundamental analysts attempt to study everything that can affect the security’s value, including macroeconomic factors (e.g., the overall economy and industry conditions) and company-specific factors (e.g., financial condition and management). The end goal of performing fundamental analysis is to produce a value that an investor can compare with the security’s current price, with the aim of figuring out what sort of position to take with that security (underpriced = buy, overpriced = sell or short). This method of security analysis is considered the opposite of technical analysis.
- **Quantitative Analysis:** An analysis technique that seeks to understand behavior by using complex mathematical and statistical modeling, measurement, and research. By assigning a numerical value to variables, quantitative analysts try to replicate reality mathematically. Some believe that it can also be used to predict real-world events, such as changes in a share price.
- **Qualitative Analysis:** Securities analysis that uses subjective judgment based on nonquantifiable information, such as management expertise, industry cycles, strength of research and development, and labor relations. This type of analysis technique is different from quantitative analysis, which focuses on numbers. The two techniques, however, are often used together.

Commonwealth’s PPS Select Program is based on asset allocation concepts and modern portfolio theory. The PPS Select portfolios are designed to provide long-term, risk-adjusted returns for investors across the risk/return spectrum. Depending on the program and model selected by a client, the program may invest in open-end mutual funds, closed-end funds, ETFs, individual municipal fixed income securities, and individual equity securities managed by Commonwealth’s own Investment Management and Research team. When selecting investments

for inclusion or removal from the PPS Select portfolios, the Commonwealth Investment Management and Research team conducts extensive due diligence.

Commonwealth's investment philosophy process has five steps: (1) screening, (2) evaluation, (3) analysis, (4) portfolio construction, and (5) ongoing monitoring:

- **Step 1—Screening:** An initial screening process based on quantitative criteria is used as a starting point for further research. Its purpose is to narrow down the universe of investments that meet Commonwealth's objective criteria.
- **Step 2—Evaluation:** After screening, the investment (or group of investments) under consideration is evaluated by applying a scoring system based on returns that are adjusted to take into account quantifiable risk. The investment is also evaluated based on its peer group ranking, benchmark relative performance, and consistency of investment management style.
- **Step 3—Analysis:** The objective of this step is to build a solid understanding of how the investment operates. During this stage, the Investment Management team spends a great deal of time evaluating the investment's philosophy and process to ensure that they are consistent. After the in-depth quantitative and qualitative analysis is complete, the team meets with the potential investment's key decision makers—either on-site or over the phone—to gain a greater understanding of their process for managing the portfolio.
- **Step 4—Portfolio Construction:** After Commonwealth's portfolio managers have determined that the investment is attractive on a stand-alone basis, they assess how well the investment complements and fits with other PPS Select portfolio holdings. A review of certain metrics, such as excess-return correlation, is performed to reasonably ensure that holdings will perform as expected in different market environments.
- **Step 5—Ongoing Monitoring:** The PPS Select portfolios are monitored on an ongoing basis. The Investment Management team continually conducts performance reviews, holdings-based attribution analysis, firm commentary reviews, and conference calls and meetings to determine whether a portfolio is meeting the team's risk-adjusted return expectations and an investment's stated objective.

### **Risks of Loss**

Regardless of what investment strategy or analysis is undertaken, investing in securities involves risk of loss that clients must be prepared to bear; in fact, some investment strategies could result in total loss of your investment. Some risks may be avoided or mitigated, while others are completely unavoidable. Some of the common risks you should consider prior to investing include, but are not limited to:

- **Market risks:** The prices of, and the income generated by, the common stocks, bonds, and other securities you own may decline in response to certain events taking place around the world, including those directly involving the issuers; conditions affecting the general economy; overall market changes; local, regional, or global political, social, or economic instability; governmental or governmental agency responses to economic conditions; and currency, interest rate, and commodity price fluctuations.
- **Interest rate risks:** The prices of, and the income generated by, most debt and equity securities may be affected by changing interest rates and by changes in the effective maturities and credit ratings of these securities. For example, the prices of debt securities generally will decline when interest rates rise and will increase when interest rates fall. In



addition, falling interest rates may cause an issuer to redeem, “call,” or refinance a security before its stated maturity date, which may result in having to reinvest the proceeds in lower-yielding securities.

- **Credit risks:** Debt securities are also subject to credit risk, which is the possibility that the credit strength of an issuer will weaken and/or an issuer of a debt security will fail to make timely payments of principal or interest and the security will go into default.
- **Risks of investing outside the U.S.:** Investments in securities issued by entities based outside the United States may be subject to the risks described above to a greater extent.

Investments may also be affected by currency controls; different accounting, auditing, financial reporting, disclosure, and regulatory and legal standards and practices; expropriation (occurs when governments take away a private business from its owners); changes in tax policy; greater market volatility; different securities market structures; higher transaction costs; and various administrative difficulties, such as delays in clearing and settling portfolio transactions or in receiving payment of dividends. These risks may be heightened in connection with investments in developing countries. Investments in securities issued by entities domiciled in the United States may also be subject to many of these risks.

Your investments are not bank deposits and are not insured or guaranteed by the FDIC or any other governmental agency, entity, or person, unless otherwise noted and explicitly disclosed as such, and as such may lose value.

## **Item 9           Disciplinary Information**

Information on disciplinary history and registration of Commonwealth and persons associated with Commonwealth may be obtained online at <https://adviserinfo.sec.gov> or <https://brokercheck.finra.org> or by contacting state regulatory authorities. Following is a list of those legal or disciplinary events that may be material to your evaluation of Commonwealth or the integrity of Commonwealth’s management.

During the period from December 7, 2009, to January 28, 2012, Commonwealth used a system to comply with its regulatory obligations pertaining to archiving, preserving, and supervising the business-related e-mails of its associated persons. During this period, Commonwealth’s e-mail surveillance system failed to subject about 12.6 million of our associated persons’ outgoing e-mails to our daily e-mail surveillance protocol and failed to surveil approximately 474,380 e-mails that were sent or received by our registered representatives (“RRs”). These failures violated NASD Conduct Rules 3010(a) and 3010(d)(2) and FINRA Rule 2010. Despite the failure of its surveillance tool to review outgoing e-mails, Commonwealth did surveil incoming e-mails that were received by its RRs, including e-mails sent in reply to its RRs’ outgoing e-mails; outgoing e-mails that were sent to or carbon-copied to Commonwealth employees or other Commonwealth RRs; and certain outgoing e-mails in connection with the firm’s branch audits. Commonwealth self-reported these issues to FINRA in March 2012; undertook an internal review of its supervisory policies, procedures, and systems relating to these issues; and subjected e-mails that had not been reviewed to review. Without admitting or denying the findings, Commonwealth accepted and consented to a censure and a \$250,000 fine.

In November 2008, an intruder obtained the login credentials of one Commonwealth RR using a computer virus and was able to access a list of the RR’s Commonwealth customer accounts. The

intruder then entered unauthorized purchase orders for the stock of one publicly traded company in eight accounts. The activity was detected by Commonwealth's clearing broker/dealer within 10 minutes, and the intruder was blocked from further trading. Commonwealth immediately cancelled the trades, absorbed the monetary losses, contacted the SEC, and put corrective safeguards in place, including mandating the use of current antivirus software by all its RRs. Commonwealth, without admitting or denying the allegations, consented to an SEC administrative order finding that it failed to comply with Rule 30(a) of Regulation S-P. On September 29, 2009, the SEC accepted Commonwealth's offer of settlement and entered an administrative order. Without admitting or denying the findings, Commonwealth consented to a cease and desist, a censure, and a civil money penalty of \$100,000 for violating Rule 30(a) of Regulation S-P.

FINRA alleged, during the time period from April 1 to June 30, 2008, that Commonwealth Equity Services, LLP ("Commonwealth"), failed to report to the trade reporting and compliance engine ("TRACE") 234 transactions in TRACE-eligible securities within 15 minutes of time of execution and that the firm's supervisory system did not provide for supervision reasonably designed to achieve compliance with applicable securities laws, regulations, and FINRA rules concerning TRACE rules. On November 24, 2009, FINRA's NAC review committee accepted Commonwealth's letter of acceptance, waiver, and consent. Without admitting or denying the findings, Commonwealth consented to a censure, a \$15,000 fine, and an undertaking to revise the firm's written supervisory procedures regarding TRACE rules.

## **Item 10 Other Financial Industry Activities and Affiliations**

### **Commonwealth, the Broker/Dealer**

As mentioned in the "About Us" section on page 5, Commonwealth is registered as an investment adviser and a broker/dealer. Commonwealth's registration as a broker/dealer is material to Commonwealth's advisory business because substantially all of Commonwealth's managed accounts are held with Commonwealth's broker/dealer. Depending upon the securities registrations held by each individual advisor, Commonwealth's advisors offer a variety of securities and investments to their clients, including, but not limited to, mutual funds, Section 529 college savings plans, annuities, individual stocks and bonds, options, limited partnerships, UITs, real estate investment trusts, alternative investments, and a variety of other securities and insurance products approved for sale by Commonwealth. Several of Commonwealth's principal executive officers and management persons, including Commonwealth's founder and chairman, vice chairman, CEO, president, and CFO, are each individually registered with Commonwealth's broker/dealer. As discussed below, Item 5. Fees and Compensation, and Item 12. Brokerage Practices of this Brochure, Commonwealth's relationship as a broker/dealer presents a variety of material conflicts of interest with its clients. Commonwealth has separate, fully disclosed clearing arrangements with NFS and Pershing LLC ("Pershing"), a Bank of New York Mellon company.

### **Other Commonwealth-Related Companies and Material Conflicts of Interest**

In addition to its registration as an investment adviser, Commonwealth is registered as a broker/dealer under the same name of Commonwealth Financial Network. Commonwealth has a related company that is licensed as an insurance agency under the name of CES Insurance Agency. Several Commonwealth management persons, and a large majority of Commonwealth's

advisors, are registered with Commonwealth's broker/dealer as RRs, and many are licensed insurance agents of CES Insurance Agency.

As part of the investment advisory programs offered to clients, Commonwealth, in its capacity as a broker/dealer, provides brokerage execution services to Commonwealth advisory clients participating in Commonwealth's PPS managed account programs. Commonwealth and its advisors make securities and insurance recommendations to clients (or, in the case of discretionary services, make investment decisions for clients) regarding Commonwealth's investment advisory programs and services. Where permitted by law, Commonwealth and/or your advisor will receive transaction-based commissions, insurance commissions, mutual fund 12b-1 fees, distributor fees, service fees, due diligence fees, marketing reimbursements, revenue sharing, and other payments relating to your investment in or otherwise supporting Commonwealth's or your advisor's activities regarding the securities and insurance products recommended, purchased, or held within your Commonwealth advisory program account or pursuant to the advisory services provided. To the extent Commonwealth is the investment adviser, sponsor, or other service provider to your investment advisory program, Commonwealth receives compensation for its services. Clients should be aware that Commonwealth's or your advisor's receipt of commissions, fees, payments, and other compensation presents a conflict of interest because Commonwealth and your advisor have an incentive to make available or to recommend those products, programs, or services or make investment decisions regarding investments, that provide additional compensation to Commonwealth or your advisor over other investments that do not provide additional compensation to Commonwealth or your advisor. As a matter of policy Commonwealth credits the mutual fund 12b-1 fees it receives in Commonwealth PPS managed accounts back to the accounts paying such 12b-1 fees.

### **Commonwealth's Relationships with Other Investment Advisers**

Commonwealth and your advisor may serve as solicitors for or recommend clients to third-party investment advisers. Commonwealth and its advisors are compensated for referring your advisory business to these third-party investment advisers. This compensation generally takes the form of the third-party investment adviser sharing with Commonwealth and your advisor a portion of the advisory fee the third-party investment adviser charges you for providing investment management services. Commonwealth and your advisor, therefore, have a conflict of interest to refer clients to those third-party investment advisers that pay referral fees to Commonwealth or to your advisor rather than those that don't. Additionally, Commonwealth and your advisor have a conflict of interest to refer clients to those third-party investment advisers that pay higher referral fees over those that pay lower referral fees. Commonwealth performs reasonable due diligence on these third-party investment advisers on an initial and ongoing basis. Clients who are referred to these third-party investment advisers will receive a separate written disclosure document that describes, among other things, the compensation that will be paid to Commonwealth and the advisor by the third-party investment adviser, as well as any amount to be charged to the client that is in addition to the advisory fee that would otherwise be paid by the client to the third-party investment adviser in exchange for the referral.

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

Pursuant to Rule 204A-1 under the Investment Advisers Act of 1940, as amended, Commonwealth has adopted a Code of Ethics that governs a number of conflicts of interest we have when

providing our advisory services to you. Our Code of Ethics is designed to ensure that we meet our fiduciary obligations to you and to foster a culture of compliance throughout our firm.

Our Code of Ethics is comprehensive and is designed to help us detect and prevent violations of securities laws and to help ensure that we keep your interests first at all times. We distribute our Code of Ethics to each supervised person at Commonwealth at the time of his or her initial affiliation with our firm; we make sure it remains available to each supervised person for as long as he or she remains associated with our firm; and we ensure that updates to our Code of Ethics are communicated to each supervised person as changes are made.

Commonwealth's Code of Ethics sets forth certain standards of conduct and addresses conflicts of interest among Commonwealth and Commonwealth's employees, agents, advisors, and advisory clients.

We will provide a copy of our Code of Ethics to any client or prospective client upon request.

Commonwealth and its advisors often invest in the same securities that we recommend to clients. Commonwealth and its advisors also recommend securities to, and buy and sell securities for, client accounts at or about the same time that we buy or sell the same securities for our own accounts. These activities create a conflict of interest between us and our clients. Commonwealth policy prohibits "trading ahead" of clients' transactions to the detriment of clients. When Commonwealth and its advisors are purchasing or selling securities for their own accounts, priority will be given to client transactions, or trades will be aggregated together to obtain an average execution price for the benefit of all parties. Commonwealth has implemented surveillance and exception reports that are designed to identify and correct situations in which firm or advisor transactions are placed ahead of client transactions to the detriment of clients.

## **Item 12      Brokerage Practices**

### **General Overview**

Commonwealth renders investment advice to a large majority of its PPS Program advisory clients on a discretionary basis pursuant to written authorization granted by the client. Commonwealth maintains a primary clearing relationship for the execution of client transactions with NFS as the account custodian. Commonwealth maintains a secondary clearing relationship for the execution of client transactions with Pershing as the account custodian. Substantially all of Commonwealth's PPS advisory clients must select Commonwealth as the broker/dealer of record and NFS as the clearing firm for their PPS managed accounts. NFS and Pershing offer their broker/dealer clients substantial financial strength and stability, economies of scale, and reliable technology.

Commonwealth PPS clients do not generally have the option to direct securities brokerage transactions to other broker/dealers or other account custodians. If, however, a client should request, and Commonwealth approve, the use of a broker/dealer other than NFS or Pershing for securities transaction execution, the client should be aware that Commonwealth will generally be unable to negotiate commissions or other fees and charges for the client's account, and Commonwealth would not be able to combine the client's transactions with those of other Commonwealth clients purchasing or selling the same securities ("batched trades"), as discussed further below. As a result, Commonwealth would be unable to reasonably ensure that the client receives "best execution" with respect to such directed trades. Commonwealth may also be

unable to provide timely monitoring of transaction activity or provide the client with quarterly performance reporting and other operational or administrative services.

Not all investment advisers that are dually registered as broker/dealers or that have affiliated broker/dealers require their clients to use the adviser's related broker/dealer to execute transactions. Although Commonwealth is often able to obtain price improvement through its trade executions with NFS that it believes is beneficial to its clients, Commonwealth's clearing relationship with NFS provides Commonwealth's broker/dealer with substantial economic benefits by using itself as the broker/dealer and NFS as the clearing firm for its PPS Program accounts rather than an unaffiliated broker/dealer. For example, Commonwealth adds a markup to the transaction costs and certain other brokerage account charges and fees that are assessed to PPS client accounts. Additionally, Commonwealth receives continuous revenue-sharing payments from NFS that are derived from certain types of transactions, positions, and assets in client accounts held at NFS. Commonwealth also maintains a Core Account Sweep Program with NFS. This program creates substantial financial benefits for Commonwealth and NFS as described in this Item 12. Commonwealth's agreement with NFS also provides that NFS shall pay to Commonwealth incentive credits for reaching certain net flow percentage asset targets and rebates of core fees paid to NFS by Commonwealth. This additional compensation received by Commonwealth in its broker/dealer capacity creates a significant conflict of interest with Commonwealth's clients because Commonwealth has a substantial economic incentive to use NFS as its clearing firm for trade execution and custody over other firms that do not or would not revenue share with Commonwealth. Additionally, by using itself as the broker/dealer for its PPS Program accounts, Commonwealth may be unable to achieve the most favorable execution for client transactions, which may cost clients more money. Further detailed discussion of the substantial economic benefits Commonwealth receives from its relationship with NFS may be found in this Item 12 and in Item 14. Client Referrals and Other Compensation below. Clients are urged to read and consider the contents of this Brochure carefully and to inquire about Commonwealth's and the advisor's various sources of compensation and conflicts of interest in making a fair and reasonable assessment of the fees and charges clients will pay for the services rendered by Commonwealth and their advisor.

### **Best Execution**

Commonwealth seeks to obtain, through its clearing firms, the best combination of net price and execution when effecting brokerage transactions for client accounts. Commonwealth periodically and systematically reviews NFS's and Pershing's brokerage execution quality and Commonwealth's processes to ensure that Commonwealth continues to meet its best execution obligations for its clients.

A number of judgmental factors are utilized by Commonwealth in analyzing overall trade execution quality and its selection of clearing firms. Such factors include, but are not necessarily limited to:

- The nature of the securities being purchased or sold
- Access to market participants, which may be limited due to thin or no trading activity for a particular security
- The size of the transaction
- The speed of the transaction
- The size of the spread

- The ability to obtain price improvement
- The desired timing of the transaction
- The activity existing and anticipated in the market for the particular security
- The execution, clearance, and settlement capabilities of the executing broker/dealer
- The overall trade execution quality of the executing broker/dealer as compared with other leading executing broker/dealers
- The executing broker/dealer's financial stability and industry reputation
- The efficiency and reliability of the executing broker/dealer's systems and technologies
- The quality of Commonwealth's access to the executing broker/dealer's senior management and the executing broker/dealer's responsiveness to Commonwealth
- The extent to which Commonwealth can leverage the strength of its relationship with the clearing broker/dealer to improve overall service and technology

### **Aggregation of Trade Orders**

Because Commonwealth advisors generally manage their client's accounts independently of one another based on each client's specific needs and objectives, transactions for each client account are often executed independently. When advisors believe it is appropriate or beneficial to do so, however, they will often aggregate the purchase or sale of multiple clients' securities together to help facilitate best execution and provide each client with the same execution price. Aggregating multiple client orders together is particularly useful when Commonwealth or your advisor is utilizing model portfolio management strategies.

When Commonwealth and its advisors aggregate orders, they do so in a manner reasonably designed to ensure that no participating client obtains a more favorable execution price over other clients. When Commonwealth or your advisor aggregates multiple client orders, transactions are typically allocated pro rata to the participating client accounts in proportion to the size of the order placed for each account. Commonwealth or your advisor may increase or decrease the amount of securities allocated to each account, if necessary, to avoid holding odd lot or small numbers of shares for particular clients. Additionally, if Commonwealth is unable to fully execute an aggregated order and Commonwealth determines that it would be impractical to allocate a small number of securities among the accounts participating in the transaction on a pro rata basis, Commonwealth will allocate such securities in a manner determined in good faith to be fair and equitable to the clients involved.

In the event a money manager ("Manager") through the PPS Direct SMA/UMA Program elects to utilize brokers or dealers other than Commonwealth to effect a transaction in a security (commonly referred to as "stepping out" a trade), brokerage commissions, markups and markdowns, and other charges for those transactions are generally charged to the client by the executing broker or dealer, whereas the wrap fees assessed by Commonwealth cover the costs of brokerage commissions and other charges on transactions effected through Commonwealth. Clients in the PPS Direct SMA/UMA Program should be aware that, in cases where a Manager engages in step-out trades, the executing broker or dealer may assess a commission markup or markdown or other charge for having executed the transaction, which will be in addition to the wrap fee assessed by Commonwealth. In such cases, the net purchase or sale price reflected on trade confirmations and brokerage statements provided by Commonwealth for those trades will include the cost of brokerage commissions or dealer markups or markdowns charged by the executing broker and paid for by the client. Due to the additional costs often incurred by clients when Managers engage in

step-out trades, the Managers that elect to engage in step-out trades will generally cost clients more than those Managers that do not engage in step-out trades. Some Managers have historically directed most, if not all, of their program trades to outside broker/dealers.

In the selection of brokers or dealers to effect transactions, the Manager is expected to comply with its best-execution obligations and consider all relevant factors, including, but not limited to, the speed and efficiency, execution quality, commission rates, and responsiveness of the executing broker or dealer. The Manager may select brokers or dealers that provide the Manager research or other transaction-related services and may cause the client to pay such brokers or dealers commissions or other transaction-related fees in excess of those that other brokers or dealers may have charged, including Commonwealth. Such research and other services may be used for the benefit of the Manager's accounts as and where permitted by rule or regulation. Managers that specialize in fixed income, international, small-cap, or ETP disciplines may be more likely to trade away from Commonwealth due to market conditions, liquidity, exchange availability, or other factors they consider relevant in satisfying their best-execution obligations to clients.

Clients should understand that Commonwealth does not evaluate whether a Manager is meeting its best-execution obligations to clients when trading away, as it is not a party to those transactions and is not able to negotiate the prices obtained or transaction-related charge(s) assessed between the Manager and the executing broker or dealer. Commonwealth does not discourage or restrict a Manager's ability to trade away.

Clients participating in the PPS Direct SMA/UMA Program should review the respective Manager's Form ADV Disclosure Brochure carefully prior to deciding to do business with any particular Manager. Among other things, the Manager's Brochure must disclose the Manager's conflicts and various sources of compensation, best execution policies and practices, and the costs incurred by clients that result from engaging in step-out trades, among other things. Clients should also discuss the use or intended use of any particular Manager with their advisor, including the Manager's trading practices and the costs that will be borne by the client by choosing to participate in the PPS Direct SMA/UMA Program. Clients who are participating, or who are considering participating, in Commonwealth's PPS Direct SMA/UMA Program are urged to read Commonwealth's Step-Out Trading Disclosure available on Commonwealth's website at [www.commonwealth.com/clients/media/StepOutTradingDisclosure.pdf](http://www.commonwealth.com/clients/media/StepOutTradingDisclosure.pdf).

### **Research and Other Soft-Dollar Benefits**

Commonwealth does not use commissions to pay for research and brokerage services (i.e., soft-dollar transactions). Research, along with other products and services other than trade execution, are available to Commonwealth on a cash basis in accordance with the terms of Commonwealth's clearing agreements with NFS and Pershing.

### **Core Account Sweep Programs ("CASPs")**

Commonwealth offers two core account sweep programs ("Programs"). These Programs are the core account investment vehicles used to hold your cash balances while awaiting reinvestment for eligible accounts. The two Programs, the Bank Deposit Sweep Program ("BDSP") and the Advisory Retirement Sweep Retirement ("ARSP"), are available for different types of client accounts. The BDSP is the core account investment vehicle for eligible brokerage accounts. The ARSP is the core account investment vehicle for eligible advisory individual retirement

accounts. The cash balance in your eligible Commonwealth brokerage accounts will be deposited automatically or “swept” into interest-bearing FDIC-insurance eligible Program deposit accounts (“Deposit Accounts”) at one or more FDIC-insured financial institutions (each a “Program Bank” or collectively, “Program Banks”).

**BDSP.** The Program creates financial benefits for Commonwealth and NFS. We will receive a fee from each Program Bank in connection with the Program (equal to a percentage of all participants’ average daily deposits at the Program Banks). Amounts will vary but in no event will they be more than 2.50% on an annualized basis as applied across all Deposit Accounts. At our discretion, we may reduce or raise our fee and may vary the amount of the reductions between clients. The fee will typically vary from Program Bank to Program Bank. The amount of fee received will affect the interest rate paid to customers by the Program Bank. We will also pay a fee to NFS. We reserve the right to modify the fees we receive from Program Banks. From time to time, if the fee increases, you will receive notification of any such change. In addition to our fee, other service providers with respect to the Program will receive fees from each Program Bank (collectively, with the fees paid to us and/or NFS, “Program Fees”). In addition to the Program Fees referenced above, your brokerage account will be charged additional fees that apply to the securities accounts maintained by you.

The Program Banks use Program Deposits to fund current and new lending and for investment activities. The Program Banks earn net income from the difference between the interest they pay on Program Deposits and the fees paid to us and the income they earn on loans, investments, and other assets. As noted above, the Program Banks may pay rates of interest on Program Deposits that are lower than prevailing market interest rates that have been paid on accounts otherwise opened directly with the Program Bank. Program Banks do not have a duty to provide the highest rates available and may instead seek to pay a low rate. Lower rates will be more financially beneficial to a Program Bank. There is no necessary linkage between bank rates of interest and the highest rates available in the market, including any money market mutual fund rates. By comparison, a money market mutual fund generally seeks to achieve the highest rate of return (less fees and expenses) consistent with the money market mutual fund’s investment objective, which can be found in the fund’s prospectus.

The revenue generated by us may be greater than revenues generated by sweep options at other brokerage firms and may be greater than other core account investment vehicles currently available to you or possible core account investment vehicles that we have used in the past or may consider using in the future. In addition, we will make compensation payments to NFS, our clearing agent, for recordkeeping and other services with respect to amounts invested in the Program, which will be no more than 70 basis points (0.70%). NFS may receive more revenue with respect to amounts in the Program than with respect to other sweep products.

Because of the fees and benefits described above, the Program may be more profitable to us than other available sweep options, if any. We and/or NFS will benefit from the possession and temporary investment of cash balances prior to the deposit of such balances in the Program.



**ARSP.** The Program provides financial benefits for Commonwealth and NFS. For their services in connection with maintaining and administering the Program, Commonwealth and NFS will receive fees, including a per-account fee if certain independent market triggers are satisfied. It is expected that these fees will be covered by income generated by the cash balances in the Program, with the remaining economics flowing to you. Both your and Commonwealth's fees are based on a fixed formula and vary based on factors such as the Federal Funds Effective Rate ("FFER"), total AUM, and number of accounts in the program. Commonwealth's fee will be the sum of two fees: (i) a variable rate that is a subset of the total rate applied to a portion of the cash balances in the Program ("Variable Fee"), and (ii) a per-account fee ("Account Fee").

The account interest received will be the net of the gross fee paid by the Program Banks less the fees paid to the administering party, NFS, and Commonwealth. When the FFER is 1.00%, Commonwealth will receive 95 basis points (0.95%). As the FFER increases above 1.00%, the majority of the incremental economics will generally flow to you, as the program shares 70.00% of the change in the underlying market interest rates as measured by the FFER with you, with the remaining 30.00% flowing to Commonwealth, establishing Commonwealth's Variable Fee. When the FFER declines below 1.00%, Commonwealth will absorb 100.00% of the variance in the fee, and you will continue to be paid the net remaining interest. Commonwealth's Account Fee will be \$1.00 per account each month and applied when the average monthly FFER from the prior month exceeds 1.10%. Both of Commonwealth's fees are expected to be received directly from the proceeds paid by the participating Program Banks and not directly from your account, although in the event that the proceeds paid from the Program Banks are insufficient, we may charge your account directly to cover the fees. While your yield will be available on your account statement, these fees will not generally be seen on your statement unless there is a need to charge your account directly. Financial advisors do not receive any of the fees received by Commonwealth or NFS. Other than these stated fees, there will be no charges, fees, or commissions imposed on your account with respect to the Program.

The total ARSP economics are based on and, therefore, vary due to three primary factors: (i) the amount of cash balances in the Program, (ii) the number of accounts in the Program, and (iii) market interest rates, which are typically represented by the FFER. Commonwealth's compensation under the Program is not affected by the actual amounts held in the Deposit Accounts but will vary with the FFER. The Variable Fee rate will be applied to a fixed representation of cash balances, defined as 4.00% of total assets within accounts related to the ARSP Program under administration by Commonwealth. Amounts will vary, but in no event will Commonwealth's compensation be more than 250 basis points (2.50%) on an annualized basis across all Deposit Accounts.

Commonwealth can change the applicable fee schedule upon thirty (30) days' advance notice to you. The current FFER can be found at [www.federalreserve.gov/monetarypolicy/openmarket.htm](http://www.federalreserve.gov/monetarypolicy/openmarket.htm).

Applicable law governing retirement accounts, such as qualified plans under ERISA and individual retirement accounts under the Internal Revenue Code, necessitates that interest rates paid by the Program Banks for deposits in the Deposit Accounts, our fee, and other service fees were negotiated at arm's length, are believed to be fair and reasonable, and

are designed to approximate the value for the services involved and in the context of customers' Eligible Assets.

Although it is anticipated that our fees under the Program will be covered by amounts paid by the Program Banks, and you direct NFS to collect such fees from the amounts collected from Program Banks, we reserve the right to withdraw (or direct NFS to withdraw) the monthly account fee, or a portion thereof, from your account in the unlikely event or to the extent that the amount received from the Program Banks for the period is less than our fee for the same period.

The revenue generated by us will vary compared to revenues generated by sweep options at other brokerage firms or possible core account investment vehicles that we have used in the past or may consider using in the future. In addition, we will make compensation payments to NFS, our clearing agent, for recordkeeping services with respect to amounts invested in the Program, which will be no more than 70 basis points (0.70%). NFS or the program administrator may, from time to time, temporarily reduce its fees during certain periods, such as when necessary to help ensure that the interest rates paid by the Program Banks during the period equal the applicable disclosed customer rate for the period. Under such circumstances, NFS or the program administrator, as the case may be, may recover any such reduced fees, subject to its targeted compensation rate, from future periods. NFS may receive more revenue with respect to amounts in the Program than with respect to other sweep products.

Specific program features and account eligibility of the CASP are further explained in the Disclosure Document provided to all Commonwealth brokerage clients. A current version of Commonwealth's CASP Disclosure Document is available at [\*www.commonwealth.com/clients/media/BankSweepDisclosureDocument.pdf\*](http://www.commonwealth.com/clients/media/BankSweepDisclosureDocument.pdf).

### **Money Market Accounts**

For client assets awaiting reinvestment in money market funds rather than the CASP, the Fidelity Government Money Market Capital Reserves is available to clients in accounts held at NFS. This fund pays Commonwealth up to 0.45% (45 basis points). Clients may instruct their advisor to manually select a Money Class money fund rather than the default Reserve Class money fund at any time.

### **Client Referrals and Directed Brokerage**

As also discussed elsewhere in this Brochure, Commonwealth is dually registered as an investment adviser and a broker/dealer. Commonwealth, in its broker/dealer capacity, introduces its client transactions to NFS and Pershing for execution, clearance, and settlement. In selecting or recommending NFS and Pershing for execution, clearance and settlement, Commonwealth does not consider whether it or a related person receives client referrals from the executing broker/dealer. NFS and Pershing provide custody and clearing of Commonwealth's client brokerage account assets, including PPS Program accounts. Substantially all of Commonwealth's PPS Program clients must establish a securities brokerage account with Commonwealth and execute securities transactions for PPS Program accounts through NFS. Not all investment advisers require their clients to direct brokerage to a particular broker/dealer or to the investment adviser's affiliated broker/dealer.

Commonwealth's business relationship with NFS provides Commonwealth considerable economic benefits that Commonwealth would not receive if it did not require PPS Program clients to use Commonwealth as broker/dealer and NFS for trade execution, clearance, and settlement. Commonwealth's business relationship with NFS provides that Commonwealth shall receive substantial monthly revenue-sharing payments from NFS based on client assets held by Commonwealth with NFS in Fidelity Money Market Sweep Fund balances, non-Fidelity NTF funds that participate in Fidelity's NTF program, and non-Fidelity TF funds that participate in Fidelity's TF program.

Apart from Commonwealth's wrap fee programs, when Commonwealth effects securities transactions for a client's account, Commonwealth passes on the securities clearance and settlement fees charged to Commonwealth by NFS with a substantial markup that is retained by Commonwealth. Commonwealth adds a markup to the transaction fees paid by clients, or by the clients' advisors, to compensate Commonwealth for the cost of its resources utilized in processing the transactions and to generate additional profit for Commonwealth.

In addition to the markups on transaction charges described above, Commonwealth will charge a \$4 confirmation fee for all transactions except mutual fund exchanges, NTF funds, and periodic investment/systematic withdrawal transactions. Commonwealth adds a markup to the confirmation fees assessed to Commonwealth by NFS and paid by clients to cover the costs of client mailings, electronic delivery, account verification, and other costs and to generate additional profit for Commonwealth.

In some cases, broker/dealers are compensated for utilizing their clearing firms' securities transaction and execution services. This industry practice is generally known as "payment for order flow." As a matter of policy, Commonwealth does not receive payment for order flow.

The investment advisory services provided by Commonwealth may cost the client more or less than purchasing similar services separately. Lower fees for comparable services may be available from other sources. Clients should consider whether the appointment of Commonwealth as the sole broker/dealer may result in certain costs or disadvantages to them as a result of possibly less favorable executions.

### **Item 13      Review of Accounts**

Commonwealth home office Compliance and Operations principals, senior members of Commonwealth's Advanced Planning team, and/or designated Office of Supervisory Jurisdiction ("OSJ") branch managers periodically review client accounts and financial plans to identify situations that may warrant either a more detailed review or a specific action on behalf of an advisory client.

Commonwealth utilizes a series of surveillance, exception, trade, and other transaction reports, and collectively obtains and analyzes the results of periodic data requests, to help facilitate the ongoing review of Commonwealth's managed accounts. In addition, Commonwealth advisors provide continual and regular investment advice or investment supervisory services to clients, routinely review client portfolios, and are responsible for contacting clients at least annually.

There are various reports, data analytics, and supervisory controls utilized by Commonwealth to review accounts. Among some of the reports and data requests utilized by Commonwealth to conduct these reviews are the following:

<b>Report</b>	<b>Review Frequency</b>	<b>Nature of Report</b>
State Licensing Report	Daily	To identify transactions for which the advisor or OSJ manager was not properly licensed in a state prior to transacting business
Large Withdrawal Report	Quarterly	To identify suspicious large withdrawal activity
Journal Report	Daily	To identify suspicious money movement
Conflict Trading	Daily	To identify potential violations of Commonwealth's Code of Ethics
Options Account Analysis	Quarterly	To identify accounts with a high volume of option trades
PPS Custom Activity Analysis	Quarterly	To conduct trading activity analysis on PPS accounts and advisors
PPS Out of Balance Analysis	Quarterly	To identify accounts out of balance from a client's stated objectives

#### **Item 14      Client Referrals and Other Compensation**

##### **Other Compensation Received from Product Sponsors**

Through our national network of advisors, Commonwealth offers access to a broad selection of securities products, including mutual funds, variable insurance products, College 529 Savings Plans, direct participation programs, and nontraded alternative investments ("Sponsor Companies"). The Sponsor Companies for many of the products we sell participate in activities that are designed to help facilitate the distribution of their products. These companies often pay the travel, meals, and lodging expenses for Commonwealth advisors to attend educational programs and due diligence meetings designed to help advisors be more knowledgeable about those companies' products, operations, and management. These companies also often provide other forms of compensation to Commonwealth advisors relating to the sale and distribution of their products, including merchandise, gifts, prizes, and entertainment such as tickets to sporting events and leisure activities, as well as payment or reimbursement for the costs of business development expenses, client seminars, client appreciation events, software, and marketing materials designed to help promote the advisor's business.

In addition to the support that Sponsor Companies provide directly to Commonwealth's advisors, Commonwealth receives additional compensation from more than 30 mutual fund companies ("Core Partners") in the form of annual payments, typically paid in quarterly installments, directly from these companies. This compensation is in addition to the customary

commissions, 12b-1 fees, distribution fees, and other fees that are paid to Commonwealth by these Core Partners. The annual payments are made from the Core Partner's or an affiliate's own assets and not from investor assets. No portion of the annual payments made by Core Partners to Commonwealth is paid from brokerage commissions generated by the purchases of any specific investment.

In exchange for the annual payments Commonwealth receives from its Core Partners, Commonwealth will provide a variety of benefits to these companies. These benefits include, but are not limited to, direct access to Commonwealth's senior leadership, research, and product support staff; invitations to Commonwealth-sponsored meetings and events, which include direct access to Commonwealth advisors; ability to post product marketing and educational materials to Commonwealth's internal web portal used by Commonwealth advisors; access to Commonwealth's proprietary investment models, research, and analysis; and contact information for Commonwealth advisors.

None of the annual payments received by Commonwealth from Core Partners are paid to or shared with any advisor who sells a Core Partner's products. Commonwealth advisors do not receive a greater or lesser commission or advisory fee for sales of these sponsors' products for which Commonwealth receives annual payments. Because Commonwealth's advisors receive no direct increase or change in compensation from selling a certain sponsor's products over those of another sponsor's products, we do not believe Commonwealth's receipt of these annual payments from its Core Partners presents a conflict of interest for a Commonwealth advisor to recommend one sponsor's products over another's.

The financial support, marketing support, participation in due diligence meetings and educational activities, and gifts and entertainment received by advisors that are paid for by Sponsor Companies do, however, create a conflict of interest for Commonwealth advisors who receive this compensation because they incentivize our advisors to focus more on or otherwise recommend or promote the products of those Sponsor Companies that provide this compensation to the advisor over those that do not.

Additional information describing the support and annual payments provided by Core Partners to Commonwealth is provided on the Revenue Sharing Disclosure, which is available on Commonwealth's website at [www.commonwealth.com/clients/revenue-sharing.aspx](http://www.commonwealth.com/clients/revenue-sharing.aspx).

### **Investment Adviser/Asset Management Programs**

Commonwealth and/or its advisors receive reimbursements, marketing and distribution allowances, business and client development, educational enhancement, due diligence fees, gifts and entertainment, and other compensation ("additional compensation") directly from third-party investment advisory program sponsors (collectively, "Program Sponsors") based on the amount of client deposits and/or client assets under management with the Program Sponsors. This additional compensation is provided to Commonwealth and/or the advisor as an incentive to promote the sale of the Program Sponsor's products or services.

In all cases, such reimbursements, marketing allowances, or other compensation will be paid to Commonwealth and/or the advisor from the Program Sponsor's own resources and not from client funds or assets. Program Sponsors may also opt to pay Commonwealth a quarterly fee

based upon deposits or AUM and/or some combination thereof on an annual basis based upon certain allowable assets.

These payments to Commonwealth and/or its advisors present a conflict of interest because they provide a financial incentive for Commonwealth or its advisors to recommend clients use a particular Program Sponsor that provides this additional compensation over other programs that do not provide this additional compensation. Clients are urged to read and consider the contents of this Brochure carefully (and the Brochures of any other Program Sponsors, as applicable) and to inquire about Commonwealth and their advisor's various sources of compensation and conflicts of interest in making a fair and reasonable assessment of the fees and charges clients will pay for the services rendered by Commonwealth and their advisor. Further information about Commonwealth's and your advisor's sources of compensation and conflicts of interest is described in this Brochure.

### **Other Payments to Commonwealth Advisors**

In addition to receiving asset-based fees in their capacity as an investment adviser or solicitor, Commonwealth advisors receive reimbursements or marketing allowances for marketing expenses and business development costs incurred by the advisor. In addition, advisors receive invitations to conferences and meetings that are sponsored by third-party firms that offer managed account or advisory programs or services to the advisor. Portfolio strategists, investment managers, and product manufacturers typically contribute to the cost of the conferences and meetings, are identified as a sponsor of the conference or meeting, and often have the opportunity to promote their products, programs, and services directly to the financial advisor. Additionally, the advisor's travel-related costs and expenses, meals, and entertainment are usually paid for or subsidized by the firms. These payments to Commonwealth advisors present a conflict of interest because they provide a financial incentive for advisors to recommend clients use or recommend a particular managed account program or advisory service that offers these payments and opportunities to the advisor over other managed account or advisory programs that do not offer such payments or opportunities to the advisor.

With respect to clients participating in the PPS Custom Program (Platform), Commonwealth will provide advisors with a quarterly credit as a percentage of the platform fee (up to a maximum of 40.00%) paid by their clients based on their advisor group's total AUM within the PPS Custom Program (Platform). Advisors may choose to retain this credit in full for their own business purposes and as an additional source of compensation, or they may use some or all the credit to subsidize the platform fee paid by one or more of their clients, in their sole discretion.

Clients are urged to read and consider the contents of this Brochure carefully (and the Brochures of any TPAM, as applicable) and to inquire about Commonwealth's and the advisor's various sources of compensation and conflicts of interest in making a fair and reasonable assessment of the fees and charges clients will pay for the services rendered by Commonwealth and their advisor.

Commonwealth offers your advisor one or more forms of financial benefits based on your advisor's total AUM held at Commonwealth or in Commonwealth's own PPS Program accounts or financial assistance for transitioning from another firm to Commonwealth. The types of financial benefits that your advisor may receive from Commonwealth include, but may not be limited to, forgivable or unforgivable loans, enhanced payouts, and discounts or waivers on transaction, platform, and account fees; technology fees; research package fees; financial planning

software fees; administrative fees; brokerage account fees; account transfer fees; licensing and insurance costs; and the cost of attending conferences and events. The enhanced payouts, discounts, and other forms of financial benefits that your advisor may have the opportunity to receive from Commonwealth provide a financial incentive for your advisor to select Commonwealth as broker/dealer for your accounts over other broker/dealers from which they may not receive similar financial benefits or to use certain Commonwealth PPS programs over other programs available through Commonwealth.

Clients are urged to read and consider the contents of this Brochure carefully and to inquire about Commonwealth's or their advisor's various sources of compensation and conflicts of interest in making a fair and reasonable assessment of the fees and charges clients will pay for the services rendered by Commonwealth and their advisor. Further information about Commonwealth's and your advisor's sources of compensation and conflicts of interest is described in this Brochure.

### **Payments to Commonwealth**

Consistent with prudent product approval practices, Commonwealth conducts or causes to be conducted a due diligence analysis of Sponsor Companies prior to making them available to the public through its advisors. Commonwealth receives due diligence fees, distribution allowances, and other payments from its Sponsor Companies. While the arrangements Commonwealth has with each Sponsor Company vary, certain Sponsor Companies pay Commonwealth additional compensation for marketing expenses, distribution allowances, due diligence, or other compensation of up to 10 basis points (0.10%) annually on deposits or assets held at the Sponsor Company. These additional payments are paid to and retained by Commonwealth, and none of these additional payments are paid to or shared with any Commonwealth advisor. Even though these payments are not shared with your Commonwealth advisor, the receipt of these payments from Sponsor Companies by Commonwealth creates a conflict of interest for clients because Commonwealth may choose to make available to clients those Sponsor Companies that provide these payments to Commonwealth over those Sponsor Companies that do not make such payments to Commonwealth.

Commonwealth receives additional compensation from more than 30 mutual fund companies—our Core Partners—in the form of annual payments, typically paid in quarterly installments, directly from these companies. This compensation is in addition to the customary commissions, 12b-1 fees, distribution fees, and other fees that are paid to Commonwealth by these Core Partners. In exchange for the annual payments Commonwealth receives from its Core Partners, Commonwealth provides a variety of benefits to these companies. These benefits include, but are not limited to, direct access to Commonwealth's senior leadership, research, and product support staff; invitations to Commonwealth-sponsored meetings and events, which include direct access to Commonwealth advisors; ability to post product marketing and educational materials to Commonwealth's internal web portal used by Commonwealth advisors; access to Commonwealth's proprietary investment models, research, and analysis; and direct contact information for Commonwealth's advisors. The existence of the additional benefits provided by Commonwealth to Core Partners, in exchange for the annual payments these Core Partners provide to Commonwealth, creates a conflict of interest for clients because Commonwealth or your financial advisor is more likely to recommend or promote the products of Core Partners that make such payments to Commonwealth over those product sponsors that do not.

As also discussed elsewhere in this Brochure, Commonwealth uses NFS as its clearing and custody firm for substantially all of Commonwealth's PPS managed accounts. Commonwealth's business relationship with NFS provides Commonwealth considerable revenue-sharing benefits. In particular, Commonwealth receives substantial monthly revenue-sharing payments from NFS based on client assets held by Commonwealth with NFS in Fidelity Money Market Sweep Fund balances, non-Fidelity NTF funds that participate in Fidelity's NTF program, and non-Fidelity TF funds that participate in Fidelity's TF program.

Not all investment advisers that are dually registered as broker/dealers or that have affiliated broker/dealers require their clients to use the adviser's related broker/dealer to execute transactions. Although Commonwealth is often able to obtain price improvement through its trade executions with NFS and Pershing that it believes is beneficial to its clients, Commonwealth's clearing relationship with NFS in particular provides Commonwealth's broker/dealer with substantial economic benefits by using itself as the broker/dealer and NFS as the clearing firm for its PPS Program accounts rather than an unaffiliated broker/dealer or other clearing broker/dealer.

For example, Commonwealth adds a markup to the transaction costs and certain other brokerage account charges and fees that are assessed to PPS client accounts. Additionally, Commonwealth receives continuous revenue-sharing payments from NFS that are derived from certain types of transactions, positions, and assets in client accounts held at NFS. Commonwealth also maintains a Core Account Sweep Program with NFS. This program creates substantial financial benefits for Commonwealth as discussed in Item 12 of this Brochure. Commonwealth's agreement with NFS also provides that NFS shall pay to Commonwealth incentive credits for reaching certain net flow percentage asset targets and rebates of core fees paid to NFS by Commonwealth. This additional compensation received by Commonwealth in its broker/dealer capacity creates a significant conflict of interest with Commonwealth's clients because Commonwealth has a substantial economic incentive to use NFS as its clearing firm for trade execution and custody over other firms that do not or would not revenue share with Commonwealth. Additionally, by using itself as the broker/dealer for its PPS Program accounts, Commonwealth may be unable to achieve the most favorable execution for client transactions, which may cost clients more money. Clients are urged to read and consider the contents of this Brochure carefully and to inquire about Commonwealth's and the advisor's various sources of compensation and conflicts of interest in making a fair and reasonable assessment of the fees and charges clients will pay for the services rendered by Commonwealth and their advisor.

Additionally, NFS offers an NTF program composed of no-load mutual funds. Participating mutual fund sponsors pay a fee to NFS to participate in the NTF program, and a substantial portion of this fee is shared with Commonwealth. None of these additional payments are paid to any advisors who sell NTF funds. NTF mutual funds may be purchased within an investment advisory account at no charge to the client. Clients, however, should be aware that funds available through the NTF program often contain higher internal expenses than mutual funds that do not participate in the NTF program. Commonwealth's receipt of a substantial portion of the fees associated with the NTF program creates a conflict of interest because Commonwealth has an incentive to make available or to recommend the various NTF classes of mutual funds that provide this additional compensation to Commonwealth over other mutual fund share classes of the same fund that do not make such payments to NFS to share with Commonwealth.



Although NTF funds do not assess transaction charges, most NTF funds have higher internal expenses than funds that do not participate in an NTF program. These higher internal fund expenses are assessed to investors who purchase or hold NTF funds. Depending upon the frequency of trading and hold periods, NTF funds may cost you more, or may cost Commonwealth or your Commonwealth advisor less, than mutual funds that assess transaction charges but have lower internal expenses. In addition, the higher internal expenses charged to clients who hold NTF funds will adversely affect the long-term performance of their account when compared to share classes of the same fund that assess lower internal expenses.

For those Commonwealth advisory programs that assess transaction charges to clients or to Commonwealth or the advisor, a conflict of interest exists because Commonwealth and your advisor have a financial incentive to recommend or select NTF funds that do not assess transaction charges but cost you more in internal expenses than funds that do assess transaction charges but cost you less in internal expenses. In addition to reading this Brochure carefully, clients are urged to inquire whether lower-cost share classes are available and/or appropriate for their account in consideration of their expected investment holding periods, amounts invested, and anticipated trading frequency. Further information regarding fees and charges assessed by a mutual fund is available in the appropriate mutual fund prospectus.

### **Core Account Sweep Programs**

Commonwealth offers two core account sweep programs (“Programs”). These Programs are the core account investment vehicles used to hold your cash balances while awaiting reinvestment for eligible accounts. The two Programs, the Bank Deposit Sweep Program (“BDSP”) and the Advisory Retirement Sweep Retirement (“ARSP”), are available for different types of client accounts. The BDSP is the core account investment vehicle for eligible brokerage accounts. The ARSP is the core account investment vehicle for eligible advisory individual retirement accounts. The cash balance in your eligible Commonwealth brokerage accounts will be deposited automatically or “swept” into interest-bearing FDIC insurance-eligible Program deposit accounts (“Deposit Accounts”) at one or more FDIC-insured financial institutions (each a “Program Bank” or collectively, “Program Banks”).

The Programs create substantial financial benefits for Commonwealth and NFS. Please see Item 12 of this Brochure for a detailed description of the compensation and associated conflicts that will apply to clients who participate in the Program.

### **Commonwealth as Solicitor**

Commonwealth and your advisor may serve as solicitors for a variety of third-party investment advisers with respect to some or all of your assets. In such cases, Commonwealth and your advisor are compensated by these third-party investment advisers for referring your advisory business to them. This compensation generally takes the form of the third-party investment adviser sharing with Commonwealth and the advisor a percentage of the advisory fee the third-party investment adviser charges you. In some cases, these investment advisers will increase the advisory fee you would otherwise pay to the investment adviser if you engaged them directly. You will receive a written disclosure document that includes, among other things, a description of the compensation paid or to be paid to Commonwealth and your advisor as a solicitor and the amount, if any, that you will be charged in addition to the advisory fee you would have otherwise paid to the investment adviser. Commonwealth and your advisor have a conflict of interest to refer your advisory business to those third-party investment advisers that pay referral fees to

Commonwealth and your advisor rather than to those investment advisers that do not make such payments or to those investment advisers that pay higher referral fees to Commonwealth and your advisor rather than to those who compensate Commonwealth and your advisor lesser referral fees.

In some cases, Commonwealth and/or your Commonwealth advisor receive training and educational support, marketing support, enhanced service, invitations to attend conferences or meetings, or some other economic benefit that is in addition to our receipt of the referral fee discussed above from a third-party investment adviser to whom we have referred your advisory business. This support or other economic benefit will be paid from the third-party investment adviser's own funds and not from client funds. Commonwealth and your advisor have a conflict of interest to favor referring your advisory business to those third-party investment advisers that provide such additional compensation over those investment advisers that do not provide such additional compensation.

### **Commonwealth's Use of Solicitors**

The Commonwealth Alliance Program ("CAP") is a referral program designed to compensate outside professionals or firms, such as attorneys, accountants, or other broker/dealers and investment advisers, for referring your advisory business to Commonwealth and your advisor. These professionals or firms are known as "solicitors." If your advisory account is referred by a solicitor to Commonwealth or your advisor, Commonwealth and your advisor will pay a portion of the advisory fee you pay us to the solicitor, typically for as long as you maintain an advisory relationship with us, to compensate the solicitor for the referral. Commonwealth will not charge a client who is referred to Commonwealth by a solicitor any amount for the cost of obtaining the client that is in addition to the fee normally charged by Commonwealth for its investment advisory services. The amount of compensation the solicitor receives, however, may be more than what the solicitor would receive if the client participated in our other programs or paid separately for investment advice, brokerage, and other services. In addition, when Commonwealth advisors refer potential clients to the solicitor for professional services, the solicitor has an incentive to refer more clients to Commonwealth and its advisors. The solicitor, therefore, has a financial incentive to recommend one or more of Commonwealth's wrap fee programs over other programs or services, including nonadvisory programs and services, that may be available to a client for which the solicitor would not receive referral compensation or referrals from Commonwealth advisors.

Such solicitation arrangements are disclosed to clients at the time of the solicitation via execution of a Solicitor Disclosure Statement or similar document that outlines the nature and amount of the compensation we pay to the solicitor and whether the solicitor is affiliated with or related to Commonwealth. Solicitors are required to provide prospective clients with a current copy of Commonwealth's Form ADV Brochure no later than the date on which the client enters into an advisory relationship with Commonwealth and the advisor.

## **Item 15 Custody**

### **Custody Services**

Commonwealth maintains a primary clearing relationship for the execution of client transactions with NFS as the account custodian. Commonwealth maintains a secondary clearing relationship for the execution of client transactions with Pershing as the account custodian. Substantially all of

Commonwealth's PPS advisory clients must select Commonwealth as the broker/dealer of record and NFS as the clearing firm for their PPS managed accounts. The name and address of the account custodian used for the account will be identified in the respective PPS managed account client agreement.

Clients who establish a managed account with Commonwealth as the broker/dealer of record will receive custodial account statements directly from the respective custodian that holds those assets, such as NFS, Pershing, or a direct product sponsor. Clients are urged to carefully review the statements they receive from the account custodian, and, if applicable, from Commonwealth or their advisor, and should promptly report material discrepancies to Commonwealth directly at 800.237.0081.

### **Performance Reporting**

Commonwealth clients may also receive portfolio summary or performance reporting for their Commonwealth managed accounts from Commonwealth or their advisor that are in addition to the account statements clients receive directly from the respective account custodian.

Commonwealth urges you to compare the account statements you receive from your account custodian with any account summary statements or reports you receive from us or your advisor. If you believe there are material discrepancies between your custodial statement and the summary statements or reports you receive from Commonwealth or your advisor, please call Commonwealth directly at 800.237.0081.

## **Item 16 Investment Discretion**

### **General**

Commonwealth renders investment advice to the vast majority of its managed account clients on a discretionary basis, pursuant to written authorization granted by the client to Commonwealth and your advisor in a Commonwealth client agreement. This authorization grants to Commonwealth and your advisor the discretion to buy, sell, exchange, convert, or otherwise trade in securities and/or insurance products that are approved by Commonwealth, and to execute orders for such securities and/or insurance products with or through any distributor, issuer, or broker/dealer as Commonwealth or your advisor may select. Your advisor may, without obtaining your consent, determine which products to purchase or sell for your managed account, as well as when to purchase or sell such products, and the prices to be paid. Neither Commonwealth nor your advisor is granted authority to take possession of your assets or direct the delivery of your assets to anywhere other than your address of record without your written consent.

### **Level of Authority**

Clients may impose reasonable restrictions on their managed account, including, but not limited to, the type, nature, or specific names of securities to be bought, sold, or held in their managed account, as well as the type, nature, or specific names of securities that may not be bought, sold, or held in their managed account. Clients generally grant Commonwealth and their advisor discretionary trading authority over their PPS Program accounts. If not specifically requested otherwise by the client, discretionary authority will be established at the time the account is first opened. Commonwealth's PPS Custom Program does, however, permit the client to choose to have Commonwealth and the advisor provide investment advice and recommendations to the client on a nondiscretionary basis. Clients who wish to receive advice with respect to their PPS Custom managed account on a nondiscretionary basis must execute an amendment to the PPS

Custom Client Agreement to modify the agreement to be nondiscretionary. Clients should request a copy of the nondiscretionary amendment form from their advisor if they desire to exercise this option.

### **Miscellaneous Authority**

As a matter of firm policy, neither Commonwealth nor its advisors have or will accept the authority to file class action claims on behalf of clients. This policy reflects Commonwealth's recognition that it does not have the requisite expertise to advise clients about participating in class actions. Commonwealth and its advisors have no obligation to determine if securities held by the client are subject to a pending or resolved class action settlement or verdict.

Commonwealth and its advisors also have no duty to evaluate a client's eligibility or to submit a claim to participate in the proceeds of a securities class action settlement or verdict. Furthermore, Commonwealth and its advisors have no obligation or responsibility to initiate litigation to recover damages on behalf of clients who may have been injured because of actions, misconduct, or negligence by corporate management of issuers whose securities are held by clients. The decision to participate in a class action or to sign a release of claims when submitting a proof of claim may involve the exercise of legal judgment, which is beyond the scope of services provided to clients by Commonwealth or your advisor. In all cases, clients retain the responsibility for evaluating whether it is prudent to join a class action or to opt out.

## **Item 17      Voting Client Securities**

### **General Policy**

As a matter of firm policy, and in accordance with this Brochure and our advisory client agreements, neither Commonwealth nor its advisors have or will accept the authority to vote proxies on behalf of advisory clients in any situation where Commonwealth or the adviser acts as investment adviser to the client. Commonwealth or its advisors may, but are not obligated to, provide advice to clients regarding the clients' voting of proxies. In all cases, clients must either retain the responsibility for receiving and voting proxies for any and all securities maintained in their managed accounts, or they must appoint a third-party investment adviser or other person who is not associated with Commonwealth to vote proxies for their managed accounts.

In the event the advisor chooses to provide advice to clients designed to assist them in deciding how to vote their proxies, the advisor has a fiduciary duty to disclose to the client any material conflicts of interest the advisor may have with respect to such advice. In all cases, Commonwealth or the advisor will send, or will cause to be sent, all such proxy and legal proceedings information and documents it receives to the client or a third party authorized and directed by the client to receive such information and documents on the client's behalf, so that the client or a third-party appointed by the client may take whatever action the client deems advisable under the circumstances.

### **PPS Direct and TPAM Programs**

In situations when the client uses a PPS Direct or unaffiliated TPAM Program to manage his or her portfolio, where permissible, the client may grant the program's designated third-party asset manager discretion to vote proxies with respect to any securities purchased or held in the account; to execute waivers, consents, and other instruments with respect to such securities; and

to consent to any plan of reorganization, merger, combination, consolidations, liquidation, or similar plan with reference to such securities.

In such cases, all proxy and legal proceedings information and documents received by Commonwealth or the advisor relating to the securities within PPS Direct or TPAM Program accounts must be forwarded to the designated asset manager as the client's agent and attorney-in-fact with respect to proxy voting.

If the client has not appointed a third-party asset manager as the client's agent and attorney-in-fact with respect to proxy voting, such proxies must be provided directly to the client who shall have the exclusive responsibility to take whatever action the client deems appropriate.

## **Item 18      Financial Information**

Some advisors who provide Wealth Management Consulting or Retirement Plan Consulting services to clients may require prepayment of more than \$1,200 in fees six (6) months or more in advance. Commonwealth also maintains custody of certain client assets and in certain instances, as defined in SEC Rule 206(4)-2. Additionally, pursuant to the trading authorization granted by Commonwealth managed account clients to Commonwealth and their advisor, Commonwealth has discretionary trading authority over the funds and securities of clients.

Commonwealth neither has a financial commitment that would impair its ability to meet its contractual and fiduciary commitments to clients, nor has Commonwealth been the subject of a bankruptcy proceeding.

# COMMONWEALTH FINANCIAL NETWORK®

## STATEMENTS OF FINANCIAL CONDITION DECEMBER 31, 2017, AND 2016

Assets	2017	2016
Cash and cash equivalents	\$ 48,070,348	\$ 50,126,502
Restricted cash and cash equivalents	3,600,973	3,102,036
Receivables:		
Brokers and clearing organizations	25,492,954	20,048,807
Employees and registered representatives	52,698,541	42,491,759
Other	301,992	104,998
Securities owned, at fair value	87,261,379	76,778,347
Property and equipment, net	16,584,377	17,776,671
Deferred tax assets	1,430,167	1,355,414
Other assets	10,462,039	4,075,878
Deposits with clearing organizations	50,000	50,000
<b>Total Assets</b>	<b>\$ 245,952,770</b>	<b>\$ 215,910,412</b>
<b>Liabilities and Members' Equity</b>		
Accrued liabilities	\$ 22,127,901	\$ 20,284,020
Accrued deferred compensation	69,158,119	57,060,087
Payables:		
Brokers and clearing organizations	8,953,573	9,956,555
Trade and reimbursements	7,252,456	4,729,229
Dividends payable	13,204,189	11,295,207
Subordinated borrowings – related parties	106,155,000	93,155,000
Capital lease obligations	3,601,855	7,203,710
Other liabilities	697,721	37,533
Income tax payable	--	63,373
Due to affiliates	190,608	590,611
<b>Total Liabilities</b>	<b>231,341,422</b>	<b>204,375,325</b>
<b>Members' Equity</b>		
Members' Units – 100 issued and outstanding	14,611,348	11,535,087
<b>Total Members' Equity</b>	<b>14,611,348</b>	<b>11,535,087</b>
<b>Total Liabilities and Members' Equity</b>	<b>\$ 245,952,770</b>	<b>\$ 215,910,412</b>

December 27, 2018

## **Commonwealth Financial Network®**

### **Form ADV Part 2A – Appendix 1: *The Wrap Fee Program Brochure***

29 Sawyer Road  
Waltham, MA 02453-3483  
Toll-Free: 800.237.0081  
Phone: 781.736.0700  
[www.commonwealth.com](http://www.commonwealth.com)

110 West A Street, Suite 1800  
San Diego, CA 92101-3706  
Toll-Free: 877.347.1982  
Phone: 619.471.9700

**This Wrap Fee Program Brochure provides information about the qualifications and business practices of Commonwealth Financial Network® (“Commonwealth”). If you have any questions about the contents of this Brochure, please call 800.237.0081 or e-mail [FormADVPart2@commonwealth.com](mailto:FormADVPart2@commonwealth.com). The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or any state securities authority.**

**Additional information about Commonwealth is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

**Commonwealth is a Registered Investment Adviser. This registration does not imply any level of skill or training.**

## Item 2            Material Changes

The following is a summary of the material changes made to this Brochure on and since the last annual update on March 29, 2018:

- Commonwealth has updated the Item 4. Services, Fees, and Compensation section to reflect the following:
  - We have removed SA Funds model strategies from the PPS Direct Loring Ward Model Strategies Program.
  - We have lowered the program fee schedule for the PPS Direct Loring Ward Model Strategies Program.
  - We have added the PPS Custom Program (Platform), PPS Custom Program (Fidelity), and PPS Custom Program (529 Plans) to the PPS Custom Program.
  - We have added the PPS Select Equity Income SMA Program to the PPS Select Program.
- Commonwealth has updated the Item 5. Account Requirements and Types of Clients section to reflect the following:
  - We have included the account minimum of \$25,000 for the PPS Custom Program (Platform).
  - We have included the account minimum of \$100,000 for the PPS Select Equity Income SMA Program.
- Commonwealth has updated the Item 6. Portfolio Manager Selection and Evaluation section to reflect the PPS Custom Programs.

You may request a copy of our current Brochure at any time, without charge, by calling at 800.251.0080, option 3, or e-mailing ***FormADVPart2@commonwealth.com***.

Additional information about Commonwealth is available via the SEC's Investment Adviser Public Disclosure website at ***www.adviserinfo.sec.gov***. The SEC's website also provides information about any persons affiliated with Commonwealth who are registered, or are required to be registered, as Investment Adviser Representatives of Commonwealth.



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## **Item 4            Services, Fees, and Compensation**

### **PPS Direct SMA/UMA and Strategist Program Services, Fees, and Compensation**

The PPS Direct SMA/UMA and Strategist Program provides clients access to an investment platform that facilitates ownership of individual securities managed at the discretion of one or more money managers (“Money Managers”). Certain services in the PPS Direct SMA/UMA and Strategist Program are provided by Envestnet Asset Management, Inc. (“Envestnet”). Envestnet is a Registered Investment Adviser and has been chosen by Commonwealth to provide access to a wide range of Money Managers within the Separately Managed Account Program (“SMA Program”), the Unified Managed Account Program (“UMA Program”), and the Third-Party Fund Strategist program (“Strategist Program”).

Additionally, Envestnet acts as the “overlay manager” in the UMA Program, which means that Envestnet may, at its discretion, place trades within client accounts based on the trading instructions provided by the selected Money Managers. Clients who participate in the PPS Direct SMA/UMA and Strategist Program are required to grant full discretionary authorization to Commonwealth and Envestnet to hire and fire portfolio managers and to invest, reinvest, sell, exchange, and otherwise deal with client assets in their discretion, including, without limitation, the authority to select, allocate, and reallocate the client assets in the client’s accounts to different Money Managers and to delegate discretion to the respective Money Managers. For the SMA and UMA programs, Commonwealth and Envestnet generally will only use this discretionary authorization to:

- Replace investment vehicles, including Money Managers, when it determines such a change is necessary
- Rebalance a client’s account in accordance with the investment strategy chosen by the client
- Liquidate sufficient assets to pay the program and advisor fee, as well as other fees and charges associated with the account, when necessary

The SMA Program enables Commonwealth, as sponsor of the program, to leverage Envestnet’s established relationships with Money Managers and to make the services of Money Managers available to the advisor’s clients. Envestnet provides SMA Program clients with the ability to access the money management services of one or more Money Managers, either directly using a separately managed account for each Money Manager or indirectly using a single managed account traded by Envestnet based on the instructions of the relevant Money Manager. The advisor will help their clients select one or more Money Managers and investment strategies for use within the SMA Program. If the client chooses to utilize the SMA Program, the client will establish a separate brokerage account for each Money Manager or strategy selected.

A portfolio tailored for an SMA Program account may consist of any combination of the following types of securities that are managed by one or more Money Managers, as chosen by the client:

- Individual equity and fixed income securities
- Mutual funds
- Exchange-traded funds (“ETFs”)

The Strategist Program enables Commonwealth to leverage Envestnet's established relationships with various third-party Money Managers that provide asset allocation portfolios for investments in mutual funds and ETFs. Envestnet will manage the asset allocation portfolio on a discretionary basis based on the investment recommendations of the Money Managers(s) selected by the client. If the client chooses to utilize the Strategist Program, the client will establish a separate brokerage account for each strategist or strategy selected. For each Money Manager, Envestnet provides overlay management of the portfolios, whereby Envestnet performs model management, administrative, and/or trading implementation duties pursuant to the direction of the Money Manager.

A portfolio tailored for a Strategist Program account may consist of any combination of the following types of securities that are managed by one or more Money Managers, as chosen by the client:

- ETFs
- Mutual funds

The UMA Program enables the advisor to construct a single portfolio by selecting specific, underlying investment vehicles within asset allocation models defined by Commonwealth. The UMA Program offers clients an asset management account in which Commonwealth's advisors, in their capacity as Investment Adviser Representatives of Commonwealth, are responsible for selecting the specific, underlying investment vehicles in the appropriate model to meet their client's needs. Commonwealth's Asset Management group determines the target asset mix, and Envestnet provides overlay management with respect to the client's account.

The UMA Program may be used by clients in combination with the SMA Program described above. If the client selects the UMA Program, the client will establish one brokerage account in which multiple Money Managers or strategies will be implemented.

A portfolio tailored for a UMA Program account may consist of any combination of the following types of securities that are managed by one or more Money Managers, as chosen by the client:

- Individual equity and fixed income securities
- Mutual funds
- ETFs

The PPS Direct SMA/UMA and Strategist Program will be offered to interested clients by Commonwealth's advisors. Through consultation with the client, the advisor will obtain necessary financial data from the client to assist the client in determining the suitability of the account, and to help the client select one or more Money Managers or investment strategies based on the client's stated goals and objectives. The client will have the opportunity to meet with his or her advisor periodically to review the assets in the account. At any time, subject to Envestnet's, the Money Manager's, or Commonwealth's judgment, specific investments will periodically be reallocated within the client's account to reestablish the targeted percentages of the assets and the appropriate investment strategy. This reallocation could be based on market conditions, specific client circumstances, or other factors that suggest reallocation may be appropriate. The client will be

responsible for all tax consequences resulting from any account rebalancing or reallocation initiated by the client, Envestnet, Commonwealth, or a Money Manager.

Clients participating in the PPS Direct SMA/UMA and Strategist Program will pay an annual fee that consists of a combination of an advisor fee and a program fee. In the event the combination of the advisor fee and the program fee for a particular money manager and investment strategy exceeds 3.00%, the advisor fee will be reduced such that the annual fee will not exceed 3.00%. The program fee comprises a platform fee, a sponsor fee, a money manager fee, and custody and clearing charges and will vary based upon the selected money manager and investment strategy. Commonwealth retains the sponsor fee portion of the program fee with respect to SMA and UMA Program accounts. Commonwealth retains a portion of the program fee with respect to Strategist Program accounts, a portion of which Commonwealth uses to pay custody and clearing costs. The advisor fee is negotiated between the client and the advisor, a portion of which is retained by Commonwealth. The actual program and advisor fees clients will pay by participating in a PPS Direct SMA/UMA Program account will be disclosed in the Statement of Investment Selection provided and agreed to by the client and advisor.

The maximum annual advisor fee in the PPS Direct SMA/UMA and Strategist Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee</b>
Up to \$250,000	2.21%
Next \$250,000–\$500,000	2.25%
Next \$500,000–\$1,000,000	2.27%
Next \$1,000,000–\$2,000,000	2.29%
Next \$2,000,000–\$5,000,000	2.31%
Next \$5,000,000 or more	2.33%

The maximum annual program fee in the PPS Direct SMA/UMA and Strategist Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee</b>
Up to \$250,000	1.14%
Next \$250,000–\$500,000	1.04%
Next \$500,000–\$1,000,000	1.00%
Next \$1,000,000–\$2,000,000	0.99%
Next \$2,000,000–\$5,000,000	0.96%
Next \$5,000,000–\$10,000,000	0.92%
Next \$10,000,000–\$20,000,000	0.865%
Next \$20,000,000 or more	0.835%

Money Manager strategies that hold numerous positions have historically experienced high portfolio turnover or frequent rebalancing and may carry higher custody and clearing costs. The total annual account fee will be calculated by applying the annual fee schedule for the pertinent category of program assets, as stated in the Statement of Investment Selection portion of the Envestnet Program Terms and Conditions, and is payable in advance and computed as one-quarter of the total annual account fee based on the balance of the account on the last business day of the previous calendar quarter. The initial quarterly fee will be prorated as more fully

described in the Terms and Conditions between the client, Envestnet, and Commonwealth. Other methods of fee calculation may be possible, depending on the client's circumstances and on the account size.

In the event a Money Manager ("Manager") through the PPS Direct SMA/UMA Program elects to utilize other brokers or dealers to effect a transaction in a security (commonly referred to as "stepping out" a trade), brokerage commissions and other charges for such transactions are generally charged to the client by the executing broker or dealer, whereas the wrap fee assessed by Commonwealth covers the cost of brokerage commissions on transactions effected through Commonwealth. Clients in the PPS Direct SMA/UMA Program should be aware that, in cases where a Manager engages in step-out trades, the executing broker or dealer may assess a commission or other charge for having executed the transaction, which will be in addition to the wrap fee assessed by Commonwealth. In such cases, the net purchase or sale price reflected on trade confirmations and brokerage statements on such trades will include the cost of brokerage commissions or dealer markups or markdowns charged by the executing broker and paid for by the client. Due to the additional costs incurred by clients when Managers engage in step-out trades, the Managers that elect to engage in step-out trades will generally cost clients more than those Managers that do not engage in step-out trades. Some Managers have historically directed most, if not all, of their program trades to outside broker/dealers.

In the selection of brokers or dealers to effect transactions, the Manager must, as part of its best-execution obligations, consider all relevant factors, including, but not necessarily limited to, the value of research services, speed and efficiency, execution capability, confidentiality, commission rates, and responsiveness of the executing broker or dealer. The Manager may select brokers or dealers that provide the Manager research or other transaction-related services and may cause the client to pay such brokers or dealers commissions or other transaction-related fees in excess of those that other brokers or dealers may have charged, including Commonwealth. Such research and other services may be used for the benefit of the Manager's accounts as and where permitted by rule or regulation. Managers that specialize in fixed income, international, small-cap, or ETP disciplines may be more likely to trade away due to market conditions, liquidity, exchange availability, or other factors they consider relevant.

Clients should understand that Commonwealth does not evaluate whether a Manager is meeting its best-execution obligations to clients when trading away, as it is not a party to such transactions and is not in a position to negotiate the price or transaction-related charge(s) between the Manager and the executing broker or dealer.

Clients participating in the PPS Direct SMA/UMA Program should review the Manager's Form ADV Disclosure Brochure carefully prior to deciding to do business with any particular Manager. Among other things, the Manager's Brochure must disclose the Manager's conflicts and various sources of compensation, as well as those costs incurred by clients that may result from engaging in step-out trades, among other things. Clients should also discuss the use or intended use of any particular Manager with their advisor, including the Manager's trading practices and the costs that may be borne by the client should he or she choose to participate in the PPS Direct SMA/UMA Program.

Participating in the PPS Direct SMA/UMA and Strategist Program may cost clients more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Managers selected
- Amount of trading effected by the subadviser or Money Manager
- Actual costs of such services if purchased separately
- Transaction costs, including the additional costs of step-out trading

The advisory fees charged for the services provided by Commonwealth and your advisor, including research, supplemental advisory, and client-related services offered through the PPS Direct SMA/UMA and Strategist Program, may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Direct SMA/UMA and Strategist Program. Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction fees and redemption fees
- Certain deferred sales charges on previously purchased mutual funds transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Other charges that may be required by law
- Brokerage account fees and charges

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or offering document for the specific investment products utilized in the program.

### **PPS Direct Russell Model Strategies Program Services, Fees, and Compensation**

Commonwealth has an arrangement with Russell Funds Distributors, Inc. ("Russell"), a registered broker/dealer and the principal underwriter for the Russell Investment Company, an open-end registered investment company. Commonwealth makes the Russell Model Strategies Program available to clients through a series of model strategies ("Model Strategies") provided to Commonwealth by Russell that include varying percentages of equity and debt no-transaction-fee ("NTF") funds with degrees of risk and potential return. Russell will monitor and make changes to the Model Strategies based on its individual investment analysis and asset allocation discipline and will communicate any changes in strategies to Commonwealth. Commonwealth

will then manage the funds within the Model Strategies using one of five different Russell asset allocation strategies: Conservative, Moderate, Balanced, Growth, and Aggressive.

Based on the information provided to Commonwealth's advisor by the client, the advisor will assist the client in determining the suitability of the Russell Program and the available Model Strategies in establishing an asset allocation program for the client. The advisor will explain the Russell Program and Model Strategies that are available to the client, as well as explain the rebalancing and reallocation guidelines used in the management of the Model Strategies. After that, Commonwealth will direct the allocation and rebalancing of the client's PPS Direct Russell Model Strategies Program account and chosen Model Strategies in line with the asset allocation policies and strategies provided to Commonwealth by Russell.

Clients participating in the PPS Direct Russell Model Strategies Program will pay an annual fee that consists of a combination of an advisor fee and a program fee. The program fee is retained by Commonwealth, a portion of which Commonwealth uses to pay custody and clearing costs. The advisor fee is negotiated between the client and the advisor, a portion of which is retained by Commonwealth. The actual program and advisor fees clients agree to pay by participating in a PPS Direct Russell Model Strategies Program account will be disclosed in the New Account Profile provided to the client.

The maximum annual advisor fee in the PPS Direct Russell Model Strategies Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee</b>
Up to \$499,999	2.00%
\$500,000–\$999,999	1.75%
\$1,000,000–\$4,999,999	1.50%
\$5,000,000 or more	1.25%

The maximum annual program fee in the PPS Direct Russell Model Strategies Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee<sup>1</sup></b>
Up to \$250,000	0.25%
Next \$250,000	0.20%
Next \$500,000	0.15%
Next \$1,000,000 or more	0.10%

<sup>1</sup>The maximum annual program fee and other costs may apply upon termination. Commonwealth reserves the right to charge a minimum annual program fee of \$1,000 (minimum quarterly fee of \$250), which may exceed the maximum annual program fee by percentage described above based on the size of the account.

Clients participating in the PPS Direct Russell Model Strategies Program may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Managers selected

- Amount of trading effected by the TPAM
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, including research, supplemental advisory, and client-related services offered through the PPS Direct Russell Model Strategies Program, may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Direct Russell Model Strategies Program. Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction fees and redemption fees
- Certain deferred sales charges on previously purchased mutual funds transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Other charges that may be required by law
- Brokerage account fees and charges

Commonwealth credits 12b-1 fee payments received back to all Commonwealth PPS accounts. 12b-1 fees received by Commonwealth will be credited back to client accounts quarterly.

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or offering document for the specific investment products utilized in the program.

#### **PPS Direct Loring Ward Model Strategies Program Services, Fees, and Compensation**

Commonwealth has an arrangement with Loring Ward Securities, Inc. ("Loring Ward"). Commonwealth makes the Loring Ward Model Strategies Program available to clients through a series of model strategies ("Model Strategies") provided to Commonwealth by Loring Ward and designed to assist Commonwealth and its clients in building risk-based Model Strategies comprising mutual funds from Dimensional Fund Advisors Funds (the "DFA Funds"), which include varying percentages of equity and debt funds with degrees of risk and potential return. Loring Ward will monitor and make changes to the Model Strategies based on its individual investment analysis and asset allocation discipline and will communicate any changes in strategies to Commonwealth. Commonwealth will then manage the funds within the Model Strategies as selected by the client.

Based on the information provided to Commonwealth's advisor by the client, the advisor will assist the client in determining the suitability of the PPS Direct Loring Ward Model Strategies Program and the available Model Strategies in establishing an asset allocation program for the client. The advisor will explain the Loring Ward Model Strategies that are available to the client and the overall rebalancing and reallocation guidelines used in the management of the Model Strategies. Once the client has selected the desired Loring Ward



Model Strategies Program and Commonwealth has received an “in good order” PPS Direct Loring Ward Model Strategies Program Client Agreement and Profile, Commonwealth will direct the allocation and rebalancing of the client’s PPS Direct Loring Ward Model Strategies Program account and chosen Model Strategies in line with the asset allocation policies and strategies provided to Commonwealth by Loring Ward on an ongoing basis.

Clients participating in the PPS Direct Loring Ward Model Strategies Program will pay an annual fee that consists of a combination of an advisor fee and a program fee. A portion of the program fee is paid to Loring Ward as the strategist, and Commonwealth keeps the remaining portion from which Commonwealth will pay custody and clearing costs. The advisor fee is negotiated between the client and the advisor, a portion of which is retained by Commonwealth. The actual program and advisor fees clients agree to pay by participating in a PPS Direct Loring Ward Model Strategies Program account will be disclosed in the New Account Profile provided to the client.

The maximum annual advisor fee in the PPS Direct Loring Ward Model Strategies Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee<sup>1</sup></b>
Up to \$499,999	2.00%
\$500,000–\$999,999	1.75%
\$1,000,000–\$4,999,999	1.50%
\$5,000,000 or more	1.25%

The maximum annual program fee in the PPS Direct Loring Ward Model Strategies Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee<sup>2</sup></b>
Up to \$250,000	0.30%
Next \$500,000	0.25%
Next \$1,000,000	0.20%
Next \$3,200,000	0.10%
Next \$20,000,000	0.04%
Next \$25,000,000 or more	0.02%

<sup>1</sup>The maximum annual advisor fee for certain account size and type may be negotiated.

<sup>2</sup>The minimum annual program fee is \$150 (\$37.50 quarterly), which may exceed the maximum annual program fee percentage based on account size.

In exchange for providing the licensed usage of Model Strategies utilizing DFA Funds, Commonwealth will pay to Loring Ward an annual portfolio licensing fee of up to 15 basis points (0.15%) of client funds invested in the DFA Funds. The portfolio licensing fee is accrued and paid to Loring Ward quarterly based on a tiered schedule of the market values of Loring Ward Model Strategies Program client accounts.

Clients participating in the PPS Direct Loring Ward Model Strategies Program may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Managers selected
- Amount of trading effected by the TPAM
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, including research, custody and clearing services, and client-related services offered through the PPS Direct Loring Ward Model Strategies Program, may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Direct Loring Ward Model Strategies Program. Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction fees and redemption fees
- Certain deferred sales charges on previously purchased mutual funds transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Various brokerage account service and miscellaneous fees, as applicable
- Other charges that may be required by law
- Brokerage account fees and charges

Commonwealth credits 12b-1 fee payments received back to all Commonwealth PPS accounts. 12b-1 fees received by Commonwealth will be credited back to client accounts quarterly.

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or offering document for the specific investment products utilized in the program.

**PPS Direct American Funds Model Portfolios Program Services, Fees, and Compensation**  
Commonwealth has an arrangement with American Funds. Commonwealth makes the PPS Direct American Funds Model Portfolios Program available to clients through a series of model strategies ("Model Strategies") provided to Commonwealth by American Funds. These Model

Strategies include a variety of structured, long-term, globally diversified portfolios constructed primarily of mutual funds with varying degrees of risk and potential return. American Funds will monitor and make changes to the Model Strategies based on its individual investment analysis and asset allocation discipline and will communicate any changes in strategies to Commonwealth. Commonwealth will then manage the funds within the Model Strategies as selected by the client.

Based on the information provided to Commonwealth's advisor by the client, the advisor will assist the client in determining the suitability of the PPS Direct American Funds Model Portfolios Program and the available Model Strategies in establishing an asset allocation program for the client. The advisor will explain the PPS Direct American Funds Model Portfolios Program and Model Strategies that are available to the client, as well as explain the rebalancing and reallocation guidelines used in the management of the Model Strategies. After that, Commonwealth will direct the allocation and rebalancing of the client's PPS Direct American Funds Model Portfolios Program account and chosen Model Strategies in line with the asset allocation policies and strategies provided to Commonwealth by American Funds.

Clients participating in the PPS Direct American Funds Model Portfolios Program will pay an annual fee that consists of a combination of an advisor fee and a program fee. The program fee is retained by Commonwealth, a portion of which Commonwealth uses to pay custody and clearing costs. The advisor fee is negotiated between the client and the advisor, a portion of which is retained by Commonwealth. The actual program and advisor fees clients agree to pay by participating in a PPS Direct American Funds Model Portfolios Program account will be disclosed in the New Account Profile provided to the client.

The maximum annual advisor fee in the PPS Direct American Funds Model Portfolios Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee</b>
Up to \$499,999	2.00%
\$500,000–\$999,999	1.75%
\$1,000,000–\$4,999,999	1.50%
\$5,000,000 or more	1.25%

The maximum annual program fee in the PPS Direct American Funds Model Portfolios Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee<sup>1</sup></b>
Up to \$250,000	0.25%
Next \$250,000	0.20%
Next \$500,000	0.15%
Next \$1,000,000 or more	0.10%

<sup>1</sup>The minimum annual program fee is \$35 (\$8.75 quarterly), which may exceed the maximum annual program fee percentage based on account size.

Clients participating in the PPS Direct American Funds Model Portfolios Program may pay more or less than clients might otherwise pay if purchasing the services separately. There are

several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Managers selected
- Amount of trading
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, including research, custody and clearing services, and client-related services offered through the PPS Direct American Funds Model Portfolios Program, may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Direct American Funds Model Portfolios Program. Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction fees and redemption fees
- Certain deferred sales charges on previously purchased mutual funds transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Other charges that may be required by law
- Brokerage account fees and charges

Commonwealth credits 12b-1 fee payments received back to all Commonwealth PPS accounts. 12b-1 fees received by Commonwealth will be credited back to client accounts quarterly.

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or offering document for the specific investment products utilized in the program.

### **PPS Direct BlackRock ETF Managed Portfolio Series Program Services, Fees, and Compensation**

Commonwealth has an arrangement with BlackRock Investment Management, LLC. Commonwealth makes the PPS Direct BlackRock ETF Managed Portfolio Series Program available to clients through a series of model strategies ("Model Strategies") provided to Commonwealth by BlackRock. These Model Strategies include a variety of structured, long-term, globally diversified portfolios constructed primarily of ETFs with varying degrees of risk and potential return. BlackRock will monitor and make changes to the Model Strategies based on

its individual investment analysis and asset allocation discipline and will communicate any changes in strategies to Commonwealth. Commonwealth will then manage the funds within the Model Strategies as selected by the client.

Based on the information provided to Commonwealth's advisor by the client, the advisor will assist the client in determining the suitability of the PPS Direct BlackRock ETF Managed Portfolio Series Program and the available Model Strategies in establishing an asset allocation program for the client. The advisor will explain the PPS Direct BlackRock ETF Managed Portfolio Series Program and Model Strategies that are available to the client, as well as explain the rebalancing and reallocation guidelines used in the management of the Model Strategies. After that, Commonwealth will direct the allocation and rebalancing of the client's PPS Direct BlackRock ETF Managed Portfolio Series Program account and chosen Model Strategies in line with the asset allocation policies and strategies provided to Commonwealth by BlackRock.

Clients participating in the PPS Direct BlackRock ETF Managed Portfolio Series Program will pay an annual fee that consists of a combination of an advisor fee and a program fee. The program fee is retained by Commonwealth, a portion of which Commonwealth uses to pay custody and clearing costs. The advisor fee is negotiable between the client and the advisor, a portion of which is retained by Commonwealth. The actual program and advisor fees clients agree to pay by participating in a PPS Direct BlackRock ETF Managed Portfolio Series Program account will be disclosed in the New Account Profile provided to the client.

The maximum annual advisor fee in the PPS Direct BlackRock ETF Managed Portfolio Series Program is as follows and is negotiable:

<b>Account Value</b>	<b>Maximum Advisor Fee</b>
Up to \$499,999	2.00%
\$500,000–\$999,999	1.75%
\$1,000,000–\$4,999,999	1.50%
\$5,000,000 or more	1.25%

The maximum annual program fee in the PPS Direct BlackRock ETF Managed Portfolio Series Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee<sup>1</sup></b>
Up to \$250,000	0.25%
Next \$250,000	0.20%
Next \$500,000	0.15%
Next \$1,000,000 or more	0.10%

<sup>1</sup>The minimum annual program fee is \$35 (\$8.75 quarterly), which may exceed the maximum annual program fee percentage based on account size.

Clients participating in the PPS Direct BlackRock ETF Managed Portfolio Series Program may pay more or less than clients might otherwise pay if purchasing the services separately.

There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account

- Types of securities and strategies involved
- Managers selected
- Amount of trading
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, including research, custody and clearing services, and client-related services offered through the PPS Direct BlackRock ETF Managed Portfolio Series Program, may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Direct BlackRock ETF Managed Portfolio Series Program. Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- ETF management fees and administrative expenses
- Transaction fees and redemption fees
- Charges on the sale of previously purchased assets transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Brokerage account fees and charges
- Other charges that may be required by law

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or offering document for the specific investment products utilized in the program.

### **PPS Select Program Services, Fees, and Compensation**

The PPS Select Program offers clients a managed account employing specific asset allocation models developed and managed by Commonwealth's own Investment Management and Research team as a portfolio manager. The account will be made up of a mix of asset classes with weightings based on risk profile, investment objective, individual client preferences, and availability. Clients will have the opportunity to periodically meet with their advisor to review their account. The account may be rebalanced at any time pursuant to the discretionary trading authority clients grant to Commonwealth to help ensure that the account remains within reasonable deviation parameters of the specific PPS Select asset allocation model selected by the client.

Commonwealth's advisors will collect financial data from clients, help clients determine the suitability of the account, and help clients identify the appropriate investment objectives and strategies to be used. Each PPS Select account will have an appropriate percentage mix of asset classes allocated to the account, composed of domestic and/or international fixed income, equity mutual fund shares, ETFs, and/or variable annuity subaccounts.

Most often, several asset classes with varying degrees of risk will be used in a client's portfolio, depending on the client's risk profile, investment objectives, individual client preferences, and availability. Commonwealth will have complete and unlimited discretionary trading authority to purchase and sell securities in the account, and to liquidate previously purchased securities that

may be transferred into the account, in accordance with the investment objectives and model allocations chosen by the client.

Clients participating in the PPS Select Program will pay a total account fee that consists of a combination of an advisor fee and a program fee. Commonwealth and the advisor will share in the advisor fee. Commonwealth retains the program fee to compensate Commonwealth as portfolio manager and to pay custodial and clearing costs.

The maximum advisor fee in the PPS Select Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee<sup>1</sup></b>
Up to \$499,999	2.00%
\$500,000–\$999,999	1.75%
\$1,000,000–\$4,999,999	1.50%
\$5,000,000 or more	1.25%

The maximum program fee in the PPS Select Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee<sup>2</sup></b>
First \$250,000	0.25%
Next \$250,000	0.20%
Next \$500,000	0.15%
Next \$1,000,000 or More	0.10%

<sup>1</sup>The maximum annual advisor fee for certain account sizes and types may be negotiated.

<sup>2</sup>The minimum annual program fee is \$35 (\$8.75 quarterly), which may exceed the maximum annual program fee percentage based on account size.

For clients with multiple PPS Select accounts that are identical in registration and title, Commonwealth will aggregate the values of those accounts so that they may benefit from a lower PPS Select annual program fee calculation for those identically titled accounts than if the annual program fees were calculated on a per-account basis.

Clients participating in the PPS Select Program may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Amount of trading effected by Commonwealth
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, and the costs of the client-related services offered through the PPS Select Program, including research, supplemental advisory, and client-related services, may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Select Program. Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction fees and redemption fees
- Certain deferred sales charges on previously purchased mutual funds transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Various brokerage account service and miscellaneous fees, as applicable
- Other charges that may be required by law
- Brokerage account fees and charges

Commonwealth credits 12b-1 fee payments received back to all Commonwealth PPS accounts. 12b-1 fees received by Commonwealth will be credited back to client accounts quarterly.

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or offering document for the specific investment products utilized in the program.

### **PPS Select DFA Program Services, Fees, and Compensation**

The PPS Select DFA Program offers clients a managed account employing specific asset allocation models composed of mutual funds from Dimensional Fund Advisors (the "DFA Funds"). The asset allocation models are developed and managed by Commonwealth's own Investment Management and Research team as portfolio manager. Commonwealth makes the PPS Select DFA Program available to clients through a series of model strategies ("Model Strategies") composed of the DFA Funds that include a varying percentage of equity and debt securities with varying degrees of risk and potential return. Clients will have the opportunity to periodically meet with their advisor to review their account. The account may be rebalanced at any time pursuant to the discretionary trading authority clients grant to Commonwealth to help ensure that the PPS Select account remains within reasonable deviation parameters of the specific asset allocation model selected by the client.

Commonwealth's advisors will collect financial data from clients, help clients determine the suitability of the account, and help clients identify the appropriate investment objectives and strategies to be used. Each PPS Select DFA account will have an appropriate percentage mix of asset classes allocated to the account, composed of equity and debt DFA Funds. Most often, several asset classes with varying degrees of risk will be used in a client's portfolio, depending on the client's risk profile, investment objective, individual client preferences, and availability.

Commonwealth will have complete and unlimited discretionary trading authority to purchase and sell DFA Funds, and to liquidate previously purchased securities that may be transferred into a PPS Select DFA account, in accordance with the investment objectives and model allocations chosen by the client.

Clients participating in the PPS Select DFA Program will pay a total account fee that consists of a combination of an advisor fee and a program fee. Commonwealth and the advisor will share in



the advisor fee. Commonwealth retains the program fee to compensate Commonwealth as portfolio manager and to pay custody and clearing costs.

The maximum advisor fee in the PPS Select DFA Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee<sup>1</sup></b>
Up to \$499,999	2.00%
\$500,000–\$999,999	1.75%
\$1,000,000–\$4,999,999	1.50%
\$5,000,000 or more	1.25%

The maximum program fee in the PPS Select DFA Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee<sup>2</sup></b>
First \$500,000	0.35%
Next \$500,000	0.25%
Next \$1,000,000	0.20%
Next \$3,000,000	0.15%
Next \$5,000,000	0.10%
Next \$10,000,000 or more	0.05%

<sup>1</sup>The maximum annual advisor fee for certain account sizes and types may be negotiated.

<sup>2</sup>The minimum annual program fee is \$150 (\$37.50 quarterly), which may exceed the maximum annual program fee percentage based on account size.

For clients with multiple PPS Select DFA accounts that are identical in registration and title, Commonwealth will aggregate the values of those accounts so that they may benefit from a lower PPS Select DFA annual program fee calculation for those identically titled accounts than if the annual program fees were calculated on a per-account basis.

Clients participating in the PPS Select DFA Program may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Amount of trading effected by Commonwealth
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, and the costs of the client-related services offered through the PPS Select DFA Program, including research, custody, and clearing services, may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Select DFA Program. Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees

- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction fees and redemption fees
- Certain deferred sales charges on previously purchased mutual funds transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Various brokerage account service and miscellaneous fees, as applicable
- Other charges that may be required by law
- Brokerage account fees and charges

Commonwealth credits 12b-1 fee payments received back to all Commonwealth PPS accounts. 12b-1 fees received by Commonwealth will be credited back to client accounts quarterly.

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or offering document for the specific investment products utilized in the program.

### **PPS Select Fixed Income SMA Program Services, Fees, and Compensation**

The PPS Select Fixed Income SMA Program offers clients a managed account employing specific fixed income asset allocation models developed and managed by Commonwealth's own Investment Management and Research team as portfolio manager. The account will be made up of investment-grade, nationally issued bond securities based on the client's risk profile, investment objective, and individual preferences, as well as availability. Clients will have the opportunity to periodically meet with their advisor to review their account. The account may be rebalanced pursuant to the discretionary trading authority clients grant to Commonwealth at any time to help ensure that the PPS Select account remains within reasonable deviation parameters of the specific asset allocation model selected by the client.

Commonwealth's advisors will collect financial data from clients, help clients determine the suitability of the account, and help clients identify the appropriate investment objectives and strategies to be used. Each PPS Select Fixed Income SMA account will be invested in investment-grade, nationally issued bonds and will focus on the short or intermediate part of the yield curve, as selected by the client. Investments will be selected on a relative value basis and opportunities created by movements in the yield curve. With movements in interest rates, this portfolio may exhibit some volatility.

Commonwealth will have complete and unlimited discretionary trading authority to purchase and sell investment-grade, nationally issued bonds and to liquidate previously purchased securities that may be transferred into the client's PPS Select account, in accordance with the investment objectives and model allocations chosen by the client.

Clients participating in the PPS Select Fixed Income SMA Program will pay a total account fee that consists of a combination of an advisor fee and a program fee. Commonwealth and the advisor will share in the advisor fee. Commonwealth retains the program fee to compensate Commonwealth as portfolio manager and to pay custody and clearing costs.

The maximum advisor fee in the PPS Select Fixed Income SMA Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee<sup>1</sup></b>
Up to \$499,999	2.00%
\$500,000–\$999,999	1.75%
\$1,000,000–\$4,999,999	1.50%
\$5,000,000 or more	1.25%

The maximum program fee in the PPS Select Fixed Income SMA Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee<sup>2</sup></b>
First \$500,000	0.40%
Next \$500,000	0.35%
Next \$1,000,000	0.30%
Next \$3,000,000	0.25%
Next \$5,000,000	0.20%
Next \$10,000,000	0.10%
Next \$20,000,000 or more	0.05%

<sup>1</sup>The maximum annual advisor fee for certain account sizes and types may be negotiated.

<sup>2</sup>Commonwealth will charge a minimum annual program fee of \$500 (\$125 quarterly), which may exceed the maximum annual program fee percentage based on account size.

For clients with multiple PPS Select accounts that are identical in registration and title, Commonwealth will aggregate the values of those accounts so that they may benefit from a lower PPS Select annual program fee calculation for those identically titled accounts than if the annual program fees were calculated on a per-account basis.

Clients participating in the PPS Select Fixed Income SMA Program may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Managers selected
- Amount of trading effected by Commonwealth
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, and the cost of the client-related services offered through the PPS Select Fixed Income SMA Program, including research, supplemental advisory, and client-related services, may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Select Fixed Income SMA Program. Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- Money market 12b-1 fees and subtransfer agent fees
- Money market management fees and administrative expenses
- Transaction fees and redemption fees
- Certain deferred sales charges on previously purchased mutual funds transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Various brokerage account service and miscellaneous fees, as applicable
- Other charges that may be required by law
- Brokerage account fees and charges

Commonwealth credits 12b-1 fee payments received back to all Commonwealth PPS accounts. 12b-1 fees received by Commonwealth will be credited back to client accounts quarterly.

Commonwealth and your advisor receive some of these fees. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or offering document for the specific investment products utilized in the program.

### **PPS Select Equity Income SMA Program Services, Fees, and Compensation**

The PPS Select Equity Income SMA Program offers clients a managed account employing specific equity allocation models developed and managed by Commonwealth's Investment Management and Research team as portfolio manager. The account will consist primarily of equities that seek to provide current and future dividend growth, as well as long-term capital appreciation. Clients will have the opportunity to periodically meet with their advisor to review their account. The account may be rebalanced pursuant to the discretionary trading authority clients grant to Commonwealth to help ensure that the PPS Select account remains within reasonable deviation parameters of the specific asset allocation model selected by the client.

Commonwealth's advisors will collect financial data from clients, help clients determine the suitability of the account, and help clients identify the appropriate investment objectives and model strategies to be used. The portfolio will invest primarily in the stock of large-capitalization domestic companies with a history of paying dividends or that possess reasonable prospects for future dividend growth. Companies will be selected based on their relative value, current dividend yield, prospects for dividend growth, balance sheet strength, and potential for cash flow generation. Past and current performance is no guarantee of future results.

Commonwealth will have complete and unlimited discretionary trading authority to purchase and sell all securities and to liquidate previously purchased securities that may be transferred into the

client's PPS Select account, in accordance with the investment objectives and model allocations chosen by the client.

Clients participating in the PPS Select Equity Income SMA Program will pay a total account fee that consists of a combination of an advisor fee and a program fee. Commonwealth and the advisor will share in the advisor fee. Commonwealth retains the program fee to compensate Commonwealth as portfolio manager and to pay custody and clearing costs.

The maximum advisor fee in the PPS Select Equity Income SMA Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee<sup>1</sup></b>
Up to \$499,999	2.00%
\$500,000–\$999,999	1.75%
\$1,000,000–\$4,999,999	1.50%
Next \$5,000,000 or more	1.25%

The maximum Program Fee in the PPS Select Equity Income SMA Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee<sup>2</sup></b>
First \$250,000	0.60%
Next \$250,000	0.50%
Next \$500,000	0.45%
Next \$1,000,000	0.40%
Next \$3,000,000	0.35%
Next \$5,000,000 or more	0.30%

<sup>1</sup>The maximum annual advisor fee for certain account sizes and types may be negotiated.

<sup>2</sup>Commonwealth will charge a minimum annual program fee of \$600 (\$150 quarterly), which may exceed the maximum annual program fee percentage based on account size.

For clients with multiple PPS Select accounts that are identical in registration and title, Commonwealth will aggregate the values of those accounts so that they may benefit from a lower PPS Select annual program fee calculation based on the total value of those identically titled PPS Select accounts.

Clients participating in the PPS Select Equity Income SMA Program may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Amount of trading effected by Commonwealth
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, and the costs of the client-related services offered through the PPS Select Equity Income SMA Program, including research and supplemental advisory services, may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Select Equity Income SMA Program. Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction fees and redemption fees
- Certain deferred sales charges on previously purchased mutual funds transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Various brokerage account service and miscellaneous fees, as applicable
- Other charges that may be required by law
- Brokerage account fees and charges

Commonwealth credits 12b-1 fee payments received back to all Commonwealth PPS accounts. 12b-1 fees received by Commonwealth will be credited back to client accounts quarterly.

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or offering document for the specific investment products utilized in the program.

### **PPS Select Jefferson National Annuity Program Services, Fees, and Compensation**

The PPS Select Jefferson National Monument Advisor Variable Annuity Program account offers clients a managed account chosen from specific asset allocation models developed and managed by Commonwealth's own Investment Management and Research team as portfolio manager. The account will consist of a mix of asset classes with weightings based on risk profile, investment objective, individual client preferences, availability, and account size. Clients will have the opportunity to periodically meet with their advisor to review their account. The account may be rebalanced pursuant to the discretionary trading authority clients grant to Commonwealth at any time to help ensure that the PPS Select Jefferson National Monument Advisor Variable Annuity account remains within reasonable deviation parameters of the specific asset allocation model selected by the client.

Commonwealth's advisors will collect financial data from clients, help clients determine the suitability of the account, and help clients identify the appropriate investment objectives and model portfolio strategies to be used. Each PPS Select Jefferson National Monument Advisor Variable Annuity will have an appropriate percentage mix of variable annuity subaccount asset classes allocated to the account.

Most often, several asset classes with varying degrees of risk will be used in a client's portfolio, depending on the client's risk profile, investment objectives, individual client preferences, and availability. Commonwealth will have complete and unlimited discretionary trading authority to

purchase and sell variable annuity subaccounts in the account in accordance with the investment objectives and model allocations chosen by the client.

Clients participating in the PPS Select Jefferson National Annuity Program will pay a total account fee that consists of a combination of an advisor fee and a program fee. Commonwealth and the advisor will share in the advisor fee. Commonwealth retains the program fee to compensate Commonwealth as portfolio manager. Other third-party custodial fees may apply.<sup>1</sup>

The maximum advisor fee in the PPS Select Jefferson National Annuity Program is as follows:

<b>Account Value</b>	<b>Maximum Advisor Fee<sup>2</sup></b>
Up to \$499,999	2.00%
\$500,000–\$999,999	1.75%
\$1,000,000–\$4,999,999	1.50%
\$5,000,000 or more	1.25%

The maximum program fee in the PPS Select Jefferson National Annuity Program is as follows:

<b>Account Value</b>	<b>Maximum Program Fee<sup>3</sup></b>
First \$250,000	0.25%
Next \$250,000	0.20%
Next \$500,000	0.15%
Next \$1,000,000 or more	0.10%

<sup>1</sup>Jefferson National has a \$20 monthly flat insurance fee.

<sup>2</sup>The maximum annual advisor fee for certain account sizes and types may be negotiated.

<sup>3</sup>Commonwealth will charge a minimum annual program fee of \$35 (\$8.75 quarterly), which may exceed the maximum annual program fee percentage based on account size.

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure.

For clients with multiple PPS Select accounts that are identical in registration and title, Commonwealth will aggregate the values of those accounts so that they may benefit from a lower PPS Select annual program fee calculation for those identically titled accounts than if the annual program fees were calculated on a per-account basis.

Clients participating in the PPS Select Jefferson National Monument Advisor Variable Annuity Program may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, and the costs of the client-related services offered through the PPS Select Jefferson National Monument

Advisor Variable Annuity Program, including research, supplemental advisory, and client-related services, may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Select Jefferson National Monument Advisor Variable Annuity Program. These include, but are not limited to, the following:

- Variable annuity subaccount management fees and administrative expenses
- Variable annuity subaccount transaction fees and redemption fees
- Variable annuity mortality and expenses
- Variable annuity living and death benefit rider costs
- Other variable annuity account service and miscellaneous fees, as applicable
- Other charges that may be required by law

For more information that explains the fees and charges paid by clients participating in the program, see the Jefferson National Monument Advisor Variable Annuity prospectus.

### **PPS Custom Program (Platform) Services, Fees, and Compensation**

The PPS Custom Program (Platform) account enables an advisor to assist the client in developing a personalized investment portfolio using a variety of security types, including, but not limited to, stocks, bonds, mutual funds, ETFs, unit investment trusts (“UITs”), and derivatives. The advisor typically acts as portfolio manager, with full investment discretion, although clients may elect to have the advisor manage the account on a nondiscretionary basis. The account will be tailored to the particular needs of the client and may consist of a mix of asset classes and weightings based on risk profile, investment objective, and individual preferences. The client will have the opportunity to periodically meet with the advisor to review the account. The client account may be rebalanced at any time, pursuant to the discretion granted, in order to maintain the chosen asset allocation. The client account may also be reallocated as necessary when warranted by market conditions or changes in the client risk profile, investment objective, or other relevant circumstances.

Clients participating in the PPS Custom Program (Platform) will pay a total account fee that consists of a combination of management fee, which is negotiable, and a platform fee. Commonwealth and the advisor will share in the advisor fee. Commonwealth retains the platform fee, a portion of which Commonwealth uses to pay custody and clearing costs and IRA maintenance fee charges. Depending upon the mutual fund families selected, transaction charges will also apply.<sup>1</sup>

The maximum management fee schedule for a new PPS Custom Program (Platform) account is as follows:

<b>Account Value</b>		<b>Maximum Annual Management Fee</b>
<b>Greater than or equal to</b>	<b>Less than</b>	
\$0	\$750,000	2.25%
\$750,000	\$1,000,000	2.00%
\$1,000,000	\$2,000,000	1.75%
\$2,000,000	—	1.50%



The maximum platform fee schedule for a new PPS Custom Program (Platform) account is as follows:

<b>Account Value</b>	<b>Maximum Platform Fee<sup>2</sup></b>
Up to \$100,000	0.15%
Next \$150,000	0.10%
Next \$250,000	0.08%
Next \$500,000	0.06%
Next \$500,000	0.05%
Next \$1,000,000	0.04%
Next \$2,500,000	0.03%
Next \$5,000,000 or more	0.01%

<sup>1</sup>Transaction charges of \$15 for buys and sells and a maximum of \$5 for periodic investment plans and systematic withdrawal plans will apply in the following mutual fund families: CGM, Dimensional Fund Advisors, Dodge & Cox, Sequoia, and Vanguard.

<sup>2</sup>The platform fee is household based and calculated on a blended basis, with a minimum annual account fee of \$150 (minimum quarterly fee of \$37.50), which may exceed the maximum annual platform fee percentage based on account size. Households are maintained by the advisor.

Advisors may choose to have clients pay the entire platform fee, or they may discount the platform fee otherwise paid by the client up to 100 percent and incur the cost themselves. Commonwealth will provide advisors with a quarterly credit as a percentage of the platform fee (up to a maximum of 40.00%) paid by their clients based on their advisor group's total AUM within the PPS Custom Program (Platform). Advisors may choose to retain this credit in full, or they may use all or part of the credit to subsidize the platform fee paid by one or more of their clients, in their sole discretion.

Clients participating in the PPS Custom Program (Platform) may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Amount of trading effected by the advisor
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, including research, supplemental advisory, and client-related services offered through the PPS Custom Program (Platform), may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Custom Program (Platform). Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction and redemption fees

- Certain deferred sales charges on previously purchased mutual funds transferred into the account
- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Other charges that may be required by law
- Brokerage account fees and charges

Commonwealth credits 12b-1 fee payments received back to all Commonwealth PPS accounts. 12b-1 fees received by Commonwealth will be credited back to client accounts quarterly.

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or offering document for the specific investment products utilized in the program.

### **PPS Custom Program (TIAA) Services, Fees, and Compensation**

The PPS Custom Program (TIAA) enables an advisor to assist participants in retirement plans offered through TIAA in developing a personalized investment portfolio. The advisor acts as portfolio manager, with full investment discretion, although clients may also select a nondiscretionary program account.

Clients participating in the PPS Custom Program (TIAA) will pay a total annual account fee consisting of a management fee, which is negotiable. Commonwealth and the advisor will share in the management fee. Other transaction charges and third-party custodial fees may apply.

The maximum Management Fee schedule for a new PPS Custom Program (TIAA) account is as follows:

<b>Account Value</b>		<b>Maximum Annual Management Fee</b>
<b>Greater than or equal to</b>	<b>Less than</b>	
\$0	\$1,000,000	2.00%
\$1,000,000	\$2,000,000	1.75%
\$2,000,000 or more	—	1.50%

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure.

Clients participating in the PPS Custom Program (TIAA) may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Amount of trading effected by the advisor
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, including research, supplemental advisory, and client-related services offered through the PPS Custom Program (TIAA), may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Custom Program (TIAA). These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction and redemption fees
- Other transaction charges and service fees
- Retirement plan fees
- Other charges that may be required by law

More information about the fees and charges assessed by a mutual fund may be found in the appropriate mutual fund prospectus. Information about custodial and other charges that may be assessed to clients by TIAA is available directly from TIAA.

### **PPS Custom Program (Fidelity) Services, Fees, and Compensation**

The PPS Custom Program (Fidelity) enables an advisor to assist participants in certain retirement plans offered through Fidelity in developing a personalized investment portfolio. The advisor acts as portfolio manager, typically with full investment discretion, although clients may also select a nondiscretionary program account.

Clients participating in the PPS Custom Program (Fidelity) will pay a management fee, which is negotiable. Commonwealth and the advisor will share in the management fee. Other transaction charges and third-party custodial fees may apply.

The maximum management fee schedule for a new PPS Custom Program (Fidelity) account is as follows:

<b>Account Value</b>		<b>Maximum Annual Management Fee</b>
<b>Greater than or equal to</b>	<b>Less than</b>	
\$0	\$1,000,000	2.00%
\$1,000,000	\$2,000,000	1.75%
\$2,000,000 or more	—	1.50%

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure.

Clients participating in the PPS Custom Program (Fidelity) may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved

- Amount of trading effected by the advisor
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, including research, supplemental advisory, and client-related services offered through the PPS Custom Program (Fidelity), may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Custom Program (Fidelity). These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction and redemption fees
- Other transaction charges and service fees
- Retirement plan fees
- Other charges that may be required by law

More information about the fees and charges assessed by a mutual fund may be found in the appropriate mutual fund prospectus. Information about custodial and other charges that may be assessed to clients by Fidelity is available directly from Fidelity.

### **PPS Custom Program (529 Plans) Services, Fees, and Compensation**

The PPS Custom Program (529 Plans) enables an advisor to offer clients an asset management account in which the advisor assists the client in developing a personalized asset allocation program utilizing investment options available within a tax-advantaged 529 plan. The advisor typically acts as portfolio manager, with full investment discretion, although clients may elect to have the advisor manage the account on a nondiscretionary basis. The account will be tailored to the particular needs of the client and may consist of a mix of asset classes and weightings based on the client's risk profile, investment objective, and individual preferences. The client will have the opportunity to periodically meet with the advisor to review the account. The client account may be rebalanced at any time, pursuant to the discretion granted, in order to maintain the chosen asset allocation. The account may also be reallocated by the advisor as necessary or when warranted by market conditions or changes in the client risk profile, investment objective, or other relevant circumstances. Clients are advised that the Internal Revenue Service imposes restrictions on the number of reallocations that can be made in a calendar year. Please consult your advisor for further information.

Clients participating in the PPS Custom Program (529 Plans) will pay an annual asset management fee, which is negotiable. Commonwealth and the advisor will share in the management fee. The maximum annual management fee for a PPS Custom Program (529 Plans) account may not exceed 0.75%.

Clients participating in the PPS Custom Program (529 Plans) may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Amount of trading effected by the advisor
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor, including research, supplemental advisory, and client-related services offered through the PPS Custom Program (529 Plans), may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the PPS Custom Program (529 Plans). Commonwealth receives a portion of these fees. These include, but are not limited to, the following:

- Investment option or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Investment option and money market management fees and administrative expenses
- Investment option transaction and redemption fees
- Other transaction charges and service fees
- Other charges that may be required by law
- Brokerage account fees and charges

Additional information about other compensation Commonwealth and your advisor receive may be found in Item 14 of Part 2A of this Brochure. More information that explains the fees and charges paid by clients participating in the program can be found in Commonwealth's Schedule of Miscellaneous Account and Service Fees available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf), as well as in the investment product prospectus, statement of additional information, and/or 529 plan offering document for the specific investment products utilized in the program.

More information about the fees and charges assessed by a mutual fund may be found in the appropriate mutual fund prospectus. Information about custodial and other charges that may be assessed to clients by 529 plans is available directly from 529 plans.

### **SEI Asset Management Program Services, Fees, and Compensation**

The SEI Asset Management Program through Commonwealth offers clients a managed account using a series of model strategies ("Model Strategies") provided to Commonwealth by SEI Investments Management Corporation ("SEI"), an SEC-registered investment adviser, whereby Commonwealth makes available model portfolios consisting of no-load and load-waived mutual funds advised by SEI or separate account program portfolios comprising mutual funds, individual securities, cash, cash equivalents, and/or other investments managed by SEI or a separate portfolio manager.

The client's advisor will assist the client in determining the suitability of the account and will help the client establish an asset allocation policy. SEI will determine the portfolio managers and investment allocation within each model portfolio. SEI Private Trust Company ("SPTC") will invest the account according to the client's chosen asset allocation policy and rebalance or reallocate the investments within the account. Generally, rebalancing will occur on a monthly

basis. SEI may change the relative allocation among the funds in the models, as well as the funds and portfolio managers included in the models. Such changes in the asset allocations of the model portfolios will generally be effected on a quarterly basis.

Account assets are held in custody by SPTC. Clients will enter into a separate custodial agreement with SPTC to participate in the program and are subject to the SPTC fees and charges for their services. Clients will receive from SPTC account statements no less frequently than quarterly detailing account activity and positions held in the account at period-end, as well as an annual tax reporting statement from SPTC. Clients may also receive quarterly performance updates showing the investment performance of the account.

The maximum annual management fee schedule for a new SEI Asset Management Program account through Commonwealth is as follows:

<b>Account Value</b>		<b>Maximum Annual Management Fee</b>
<b>Greater than or equal to</b>	<b>Less than</b>	
\$0	\$750,000	2.25%
\$750,000	\$1,000,000	2.00%
\$1,000,000	\$2,000,000	1.75%
\$2,000,000	—	1.50%

The annual management fee is negotiable and shall be as set forth in the “Payment of Advisor Fees” section of the SPTC Investor Application and the associated fee schedule. Commonwealth and the advisor will share in the management fee.

Clients participating in the SEI Asset Management Program may pay more or less than clients might otherwise pay if purchasing the services separately. There are several factors that determine whether such costs would be more or less, including, but not limited to, the following:

- Size of the account
- Types of securities and strategies involved
- Managers selected
- Amount of trading effected by the TPAM
- Actual costs of such services if purchased separately

The advisory fees charged for the services provided by Commonwealth and your advisor through the SEI Asset Management Program at Commonwealth may exceed those of other similar programs.

In addition to the fees noted above, clients incur certain charges in connection with investments made through the SEI Asset Management Program. These include, but are not limited to, the following:

- Mutual fund or money market 12b-1 fees, subtransfer agent fees, and distributor fees
- Mutual fund and money market management fees and administrative expenses
- Mutual fund transaction fees and redemption fees
- Certain deferred sales charges on previously purchased mutual funds transferred into

the account

- Other transaction charges and service fees
- IRA and qualified retirement plan fees
- Various brokerage account service and miscellaneous fees, as applicable
- Other charges that may be required by law

In addition to the fees described above, clients incur certain charges imposed by third parties other than Commonwealth and the advisor, such as SEI and SPTC, including, but not limited to, SEI fund management fees and administrative servicing fees, SEI account maintenance fees, and IRA and qualified retirement plan fees. SEI charges between 0.30% and 1.20% of AUM per year for investment management services performed by SEI, based upon the type of model portfolio selected by the client. Neither Commonwealth nor the client's advisor receives any portion of third-party fees. Further information regarding fees and charges assessed by an SEI fund is available in the appropriate prospectus.

More information that explains the fees and charges paid by clients participating in the program can be found in the SEI Account Application (including the associated fee schedule, custody agreement, custody account fee schedule, and investment management agreement for separately managed accounts), SEI's Form ADV Part 2A Brochure, and/or offering document for the specific investment products utilized in the program.

#### **Other General Costs That May Apply to All Programs Described in This Brochure**

Other costs that may be charged and that are not part of those mentioned in the various program descriptions above include fees for portfolio transactions executed away from the broker/dealer or custodian selected by the client, dealer markups, electronic fund and wire transfers, spreads paid to market-makers, and exchange fees, among others. The program fees described above do not cover certain charges associated with securities transactions in clients' accounts, including (i) dealer markups, markdowns, or spreads charged on transactions in over-the-counter securities; (ii) costs relating to trading in certain foreign securities; (iii) the internal charges and fees assessed on collective investment vehicles, such as mutual funds and closed-end funds, UITs, ETFs, or real estate investment trusts ("REITs"); (iv) brokerage commissions or other charges imposed by broker/dealers or entities other than the custodian if and when trades are cleared by another broker/dealer; (v) the charge to carry tax lot information on transferred mutual funds or other investment vehicles, postage and handling charges, returned check charges, transfer taxes, stock exchange fees, or other fees mandated by law; and (vi) any brokerage commissions or other charges, including contingent deferred sales charges ("CDSC"), imposed upon the liquidation of "in-kind assets" that are transferred into a program account.

Commonwealth or the appointed third-party investment adviser or Money Manager may liquidate assets transferred into a program account in their sole discretion. Clients should be aware that if they transfer in-kind assets into a program account, such assets may be liquidated immediately or at a future point in time, and clients incur a brokerage commission or other charge, including a CDSC. Clients will also be responsible for the payment of any taxes when liquidations of assets held in their account take place. Accordingly, clients should consult with their advisor and tax consultant before transferring in-kind assets into a program. The broker/dealer or custodian may charge the client certain additional and/or minimum fees.

A client may also incur redemption fees when the third-party investment adviser or Money Manager to an investment strategy determines that it is in the client's overall interest, in conjunction with the stated goals of the investment strategy, to divest from certain collective investment vehicles prior to the expiration of the collective investment vehicle's minimum holding period. Depending on the length of the redemption period, the particular investment strategy, and/or market circumstances, a third-party investment adviser or Money Manager may be able to minimize any redemption fees when, in their discretion, it is reasonable to allow a client to remain invested in a collective investment vehicle until expiration of the minimum holding period.

In certain programs, the total annual account fee does not cover certain custodial fees that are charged to clients by the custodian. Clients will be charged for specific account services, such as ACAT transfers, electronic fund and wire transfers, and for other optional services elected by clients. Accounts will be subject to transaction-based ticket charges for the purchase or sale of certain mutual funds depending upon the specific program account selected by the client. Similarly, the total annual account fee does not cover certain non-brokerage-related fees, such as IRA trustee or custodian fees and tax-qualified retirement plan account fees and annual and termination fees for retirement accounts, such as IRAs.

Information describing the brokerage fees and charges that are applicable to any program account described in this Brochure is provided on Commonwealth's Schedule of Miscellaneous Account and Service Fees, which is available at [www.commonwealth.com/clients/media/Commonwealth\\_Brokerage\\_Fee\\_Schedule.pdf](http://www.commonwealth.com/clients/media/Commonwealth_Brokerage_Fee_Schedule.pdf).

Please refer to the respective program description in this Brochure, to the respective client agreement, and to the respective TPAM Program Brochure (if applicable), for specific information about the maximum fee allowed, the varying fee schedules of each program, and the methods of fee billing for the program(s) you select.

**Special Disclosures for ERISA Plans:** In this Brochure, Commonwealth has disclosed conflicts of interest, such as receiving additional compensation from third parties (e.g., 12b-1 fees, subtransfer agent fees, and revenue sharing) for providing marketing, recordkeeping, or other services in connection with certain investments. Commonwealth, however, has adopted policies and procedures that are designed to ensure compliance with the prohibited transaction rules under the Employee Retirement Income Security Act of 1974 ("ERISA"), as amended. For example, Commonwealth has taken several steps to address the conflict of interest associated with Commonwealth's or Commonwealth's advisors' receipt of compensation for services provided to ERISA plans.

First, an advisor negotiates the compensation with ERISA plan sponsors or participants ("ERISA clients") and the compensation is either an annual fee for ongoing services based on a percentage of assets under advisement, a flat fee, or an hourly rate. Second, to the extent that an advisor receives additional compensation from a third party, the advisor must report it to Commonwealth to enable the additional compensation to be offset against the fees that the ERISA clients would otherwise pay for the advisor's services. Third, Commonwealth has established a policy not to influence any advisor's advice or management of assets at any time or for any reason based on any compensation that Commonwealth or the advisor might receive from third parties. In no



event will Commonwealth allow advisors to provide advice or manage assets for ERISA clients if they have conflicts of interest that Commonwealth believes are prohibited by ERISA.

As a covered service provider to ERISA plans, Commonwealth will comply with the U.S. Department of Labor regulations on fee disclosures, effective July 16, 2011 (or such other date as provided by the Department). Thus, Commonwealth and its advisors will disclose (i) direct compensation received from ERISA clients; (ii) indirect compensation (e.g., 12b-1 fees) received from third parties; and (iii) transaction-based compensation (e.g., commissions) or other similar compensation shared with related parties servicing the ERISA plan. These fee disclosures will be made reasonably in advance of entering into, renewing, or extending the advisory service agreement with the ERISA client.

## **Item 5 Account Requirements and Types of Clients**

### **PPS Direct SMA/UMA Program**

The minimum account size required to participate in the PPS Direct SMA Program is normally \$100,000. The minimum account size required to participate in the PPS Direct UMA Program is normally \$400,000. At Commonwealth's and Envestnet's discretion, an account may be established at a lower minimum.

### **PPS Direct Russell Model Strategies Program**

The PPS Direct Russell Model Strategies minimum account size is generally \$25,000. At Commonwealth's discretion, an account may be established at a lower minimum.

### **PPS Direct Loring Ward Model Strategies Program**

The PPS Direct Loring Ward Model Strategies minimum account size is generally \$50,000. At Commonwealth's discretion, an account may be established at a lower minimum.

### **PPS Direct American Funds Model Portfolios Program**

The PPS Direct American Funds Model Portfolios Program is generally available to client accounts with an initial value of at least \$5,000. At Commonwealth's discretion, an account may be established at a lower minimum.

### **PPS Direct BlackRock ETF Managed Portfolio Series Program**

The PPS Direct BlackRock ETF Managed Portfolio Series is generally available to client accounts with an initial value of at least \$10,000. At Commonwealth's discretion, an account may be established at a lower minimum.

### **PPS Select Program**

The PPS Select Program is generally available to client accounts with an initial value of at least \$10,000 for Active model portfolios and \$1,000 for Passive model portfolios. At Commonwealth's discretion, an account may be established at a lower minimum.

### **PPS Select DFA Program**

The PPS Select DFA Program is generally available to client accounts with an initial value of at least \$50,000. At Commonwealth's discretion, an account may be established at a lower minimum.

**PPS Select Fixed Income SMA Program**

The PPS Select Fixed Income SMA Program is generally available to client accounts with an initial value of at least \$500,000. At Commonwealth's discretion, an account may be established at a lower minimum.

**PPS Select Equity Income SMA Program**

The PPS Select Equity Income SMA Program is generally available to client accounts with an initial value of at least \$100,000. At Commonwealth's discretion, an account may be established at a lower minimum.

**PPS Select Jefferson National Annuity Program**

The PPS Select Jefferson National Annuity Program is generally available to client accounts with an initial value of at least \$25,000. At Commonwealth's discretion, an account may be established at a lower minimum.

**PPS Custom Program (Platform)**

The PPS Custom Program (Platform) is generally available to client accounts with an initial value of at least \$25,000. At Commonwealth's discretion, an account may be established at a lower minimum.

**PPS Custom Program (TIAA)**

The PPS Custom Program (TIAA) is generally available to client accounts with no account minimum.

**PPS Custom Program (Fidelity)**

The PPS Custom Program (Fidelity) is generally available to clients with no account minimum.

**PPS Custom Program (529 Plans)**

The PPS Custom Program (529 Plans) is generally available to clients with no account minimum.

**SEI Asset Management Program**

The SEI Mutual Fund Strategies program is generally available to clients with no account minimum. The SEI ETF Strategy is generally available to clients with an initial value of at least \$25,000. The SEI Managed Account Solution is generally available to clients with an initial value of at least \$50,000. The SEI Asset Management Program is generally available to client accounts with an initial value of at least \$100,000.

**All Programs**

Most Commonwealth clients are retail clients, such as individual and joint owners, revocable and irrevocable trusts, individual retirement accounts, self-directed 401(k) participant accounts, Section 529 Plan accounts, and custodial accounts. Commonwealth also manages assets held in corporate, pension, 401(k), defined benefit plan, and municipality accounts, among others.

**Item 6 Portfolio Manager Selection and Evaluation****PPS Direct Program**

In the review, analysis, and approval of Money Managers or Strategists for the PPS Direct programs, Commonwealth will perform due diligence on the Money Manager or Strategist in line

with Commonwealth's current policies and practices at the time. In conducting its due diligence of each Money Manager or Strategist, Commonwealth will generally consider the following:

- Investment strategy and discipline
- Performance history
- Experience
- Marketing materials
- Nature of client base
- Reporting capabilities
- Disciplinary history
- Form ADV Part 1 and Part 2 disclosures and financial condition
- Availability to clients of Commonwealth
- Ability to trade through Commonwealth

Once a Money Manager or Strategist is approved for the PPS Direct Program, Commonwealth will monitor the Money Manager's or Strategist's performance, AUM, disciplinary history, and investment strategy discipline. Commonwealth's monitoring of the Money Manager's or Strategist's performance does not typically include any calculation or determination as to the accuracy of any performance information that may be provided by the respective Money Manager or Strategist. Since Commonwealth itself is the sponsor of the PPS Direct Program, however, and receives electronic transaction and account data directly from National Financial Services LLC ("NFS") or Pershing LLC ("Pershing"), Commonwealth prepares and makes available to PPS Direct account clients its own performance reports. Commonwealth urges clients to compare the account statements they receive from their account custodian with any account summary statements they receive from Commonwealth or their advisor.

If you believe there are material discrepancies between your custodial statement and the summary statements or reports you receive from Commonwealth or your advisor, please promptly call Commonwealth directly at 800.237.0081.

Based upon Commonwealth's monitoring of the Money Manager or Strategist, your Commonwealth advisor may recommend that a particular Money Manager or Strategist be terminated or replaced. Such a recommendation may be based on a number of factors, including, but not limited to, the following:

- Performance, changes, or deviations in the Money Manager's or Strategist's stated investment strategy or style
- Material changes in the disciplinary history of the Money Manager or Strategist
- Changes in a client's objectives, financial circumstances, goals, or needs

Money Manager or Strategist strategies approved for Commonwealth's PPS Direct programs will generally reside in one of four categories—Recommended, Offered, Accommodative, or Closed—as more fully described below.

**A. "Recommended" Status for PPS Direct Program Manager Strategies.** Manager strategies on "Recommended" status may be selected from the existing pool of offered managers but are frequently sought out directly by the Investment Management and Research team. Managers that

are on the Recommended List are subject to ongoing due diligence by the Investment Management and Research team. Such reviews consider quantitative and qualitative factors, absolute and relative performance, style consistency, risk management, operational parameters, and other considerations. Commonwealth will make quarterly performance available to advisors and their clients. Further analysis and periodic communication may also be provided to advisors and their clients as necessary or appropriate.

**B. “Offered” Status for PPS Direct Program Manager Strategies.** At times, PPS Direct manager strategies may be removed from the Recommended List and reclassified in an “Offered” status. Potential reasons for such occurrences could include performance concerns, operational issues, or limited use by Commonwealth’s advisors and their clients. Commonwealth’s advisors receive notification of managers that are removed from the Recommended List. Managers that are on the Offered list are subject to ongoing due diligence by the Investment Management and Research team. Such reviews consider quantitative and qualitative factors, absolute and relative performance, style consistency, risk management, operational parameters, and other considerations. Commonwealth will make quarterly performance available to advisors and their clients. Managers listed as Offered status are generally not marketed to advisors and may only be available for use under limited circumstances.

**C. “Accommodative” Status for PPS Direct Program Manager Strategies.** Commonwealth will periodically add manager relationships pursuant to the request of one or more Commonwealth advisors. Managers who are on the “Accommodative” list are subject to ongoing due diligence by the Investment Management and Research team. Such reviews consider quantitative and qualitative factors, absolute and relative performance, style consistency, risk management, operational parameters, and other considerations. Commonwealth will make quarterly performance available to advisors and their clients. Managers listed as Accommodative status are generally not marketed to advisors and may only be available for use under limited circumstances.

**D. “Closed” Status for PPS Direct Program Manager Strategies.** Managers that elect to close an existing strategy to new or existing client investments, or that are subject to termination by Commonwealth, will be reclassified under a “Closed” status. Commonwealth advisors using such managers at the time of closing will be notified accordingly. Managers that are on the Closed list are subject to ongoing due diligence by the Investment Management and Research team for as long as Commonwealth maintains client accounts at the manager. Such reviews consider quantitative and qualitative factors, absolute and relative performance, style consistency, risk management, operational parameters, and other considerations. Commonwealth will make quarterly performance available to advisors and their clients who continue to participate in a closed program.

Advisors assist their clients in choosing a PPS Direct Program that the advisor believes is consistent with the client’s risk tolerance and investment objectives, among other factors. The advisor will also assist clients in selecting a particular manager that has developed a model portfolio that the advisor believes is reasonably designed to meet the client’s long-term goals. Some strategies may be high-risk strategies. While such strategies provide the potential for substantial returns, they also involve significant risks, including loss or principal, are not suitable or intended for all investors. Clients who choose to follow high-risk strategies should be aware that there is the possibility of significant losses and even total loss of all assets placed in the strategies.

## **PPS Select Program**

PPS Select offers clients access to model portfolios that are created and managed by Commonwealth's own Investment Management and Research team. Following asset allocation concepts and modern portfolio theory, the PPS Select portfolios are designed to provide solid, long-term, risk-adjusted returns for investors across the risk/return spectrum. Depending on the model, the program may invest in mutual funds, ETFs, closed-end funds, and individual securities.

The client's advisor will recommend one or more PPS Select portfolios and will provide advice in accordance with each client's stated needs and objectives. As the portfolio manager for the PPS Select Program, Commonwealth receives a portion of the account fee for the advisory services performed by Commonwealth's Investment Management and Research team and other program services such as performance reporting, account reconciliation, auditing, and quarterly statements.

The PPS Select Program offers an advisor's clients several model strategies from which to choose. Each of the model strategies available in the PPS Select Program offers varying degrees of risk and potential reward. Of course, no investment strategy or methodology is guaranteed to be profitable, and past performance does not guarantee future results. Commonwealth's PPS Select Model Strategies consist of Traditional, Core/Satellite, Socially Responsible/Environmental, Social, and Governance ("SRI/ESG") Investing, Dimensional Fund Advisors ("DFA"), Adaptive, PPS Select Fixed Income SMA, and PPS Select Equity Income SMA portfolios, among others. The Traditional models consist of Active (taxable and with municipals), Passive (taxable and with municipals), Income (taxable and tax-efficient), and with Alternative Investments portfolios.

**Traditional Model Strategies.** These models are invested in equity and fixed income asset classes. The asset allocations consist of positive or negative tilts based on the Investment Management team's research (quantitative and qualitative analysis). Investments focus on, but are not limited to, the nine domestic equity style boxes, internationally developed and emerging market securities, a broad range of fixed income markets, and real asset funds (REITs). Portfolios range from Primarily Fixed Income to Equity, depending on a client's risk tolerance and investment objective.

**Traditional Model Strategies with Alternative Investments.** These models build on the traditional models by adding alternative investments—those that do not fit into the standard equity or fixed income classifications. These investments typically offer additional attributes in their investment profiles, such as low or noncorrelation or other facets that help move the overall portfolio down the risk spectrum. Alternative asset classes consist of, but are not limited to, managed futures, long/short, and multialternative.

**Core/Satellite Model Strategies.** Combining the benefits of indexing (i.e., low cost, tax efficiency) with the abilities of active management, this approach exploits market inefficiencies over time by investing in both mutual funds and ETFs. The core portion of these portfolios is generally represented by exposure to passively managed ETFs that are designed to track various market indices; the satellite component is typically allocated to actively managed mutual funds that are striving to outperform their respective indices. The appropriate allocation varies by asset class and investment objective.

**SRI/ESG Model Strategies.** SRI/ESG investing is also referred to as sustainable investing. The concept allows investors the marriage between ethics and investments by incorporating a set of

standards that aligns a company's operations and strategy with principles related to public consciousness of environmental responsibility, social concerns, and corporate governance. The goal of the PPS Select SRI/ESG portfolios is to deliver long-term wealth to shareholders in a socially conscious way.

**DFA Model Strategies.** These strategies are composed entirely of DFA investment options that use factor-based investing focusing on different dimensions of returns, such as value, high profitability, and momentum, to structure the mutual funds. On the equity side, the DFA models has a small-cap bias with exposures to profitable, low price-to-book ratio companies. In the fixed income space, the factors that DFA focuses on are term and credit. These models are built using DFA Funds and are done so in close conjunction with DFA.

**Adaptive Strategies Model Strategy.** This strategy is primarily composed of alternative and fixed income-oriented mutual funds. The goal of this portfolio is to try to achieve a positive absolute return over a full market cycle. The holdings typically have a lower correlation to traditional fixed income strategies in an effort to provide conservative investors with diversification benefits relative to other portfolios that have a larger allocation to bonds.

**PPS Select Fixed Income SMA Model Strategies.** This separately managed account model seeks income and preservation of capital. It will typically be invested in investment-grade, nationally issued bonds and focus on various parts of the yield curve depending on the model. Investments are selected on a relative value basis and opportunities created by movements in the yield curve. The SMA may invest in a national portfolio while working to optimize tax efficiency.

**PPS Select Equity Income SMA Model Strategies.** This separately managed account model seeks to provide current and future dividend growth, as well as long-term capital appreciation. The portfolio will invest primarily in the stocks of large-capitalization companies with a history of paying dividends or that possess prospects for future dividend growth; however, past and current performance is no guarantee of future results. Stocks are selected based on relative valuation metrics stemming from earnings and cash flow, with additional risk evaluation based on the company's balance sheet strength.

The Commonwealth Investment Management and Research team conducts extensive due diligence when selecting funds and securities for inclusion in or removal from the PPS Select portfolios. Matching clients' goals with their tolerance for risk is at the heart of any sound asset allocation model. The Commonwealth Investment Management and Research team relies on asset allocation concepts and tools based on Modern Portfolio Theory to pursue a long-term strategy that's rigorous and disciplined, yet flexible enough to take advantage of short-term market opportunities. Commonwealth's portfolio managers follow a comprehensive five-step due diligence process to determine which investments to include in or remove from the PPS Select portfolios.

**Step 1: Screening.** An initial screening process based on quantitative criteria is used as a starting point for further research. The purpose of the screening process is to narrow down the universe of investments that meet the managers' objective criteria.

**Step 2: Evaluation.** After screening, the remaining investments are evaluated by applying a scoring system based on returns that are adjusted to take into account quantifiable risk. In

addition, investments are evaluated based on their peer group ranking, benchmark-relative performance, and consistency of investment management style.

**Step 3: Analysis.** The objective of this step is to build a solid understanding of how an investment operates. During this stage, portfolio managers spend a great deal of time evaluating the investment's philosophy and process to ensure that there is consistency. After in-depth quantitative and qualitative analysis is complete, they meet with key investment decision makers either on-site or over the phone to gain a greater understanding of the decision makers' process for managing the portfolio.

**Step 4: Portfolio Construction.** After portfolio managers have identified one or a group of investments that are attractive on a stand-alone basis, they spend a considerable amount of time assessing how well the investment fits with other portfolio holdings. They review certain metrics, like excess return correlation, to ensure that holdings will perform as expected in different market environments.

**Step 5: Ongoing Monitoring.** Portfolios are monitored on an ongoing basis. Portfolio managers continually conduct performance reviews, holdings attribution analysis, firm commentary reviews, and regular conference calls and meetings to determine whether or not the portfolio is meeting their risk-adjusted return expectations.

### **PPS Custom Program**

The client's advisor is responsible for the investment advice and management offered to clients, and the client selects the advisor who manages the account. Commonwealth does not select or recommend other investment advisors or portfolio managers to clients within the PPS Custom Program. Each advisor managing a PPS Custom Program account chooses his or her own research methods, investment strategy, and management philosophy. The advisor will incorporate the investment objectives and needs, as well as time horizon and risk tolerance, when developing a client's investment strategy and management philosophy. It is important to note that no methodology or investment strategy is guaranteed to be successful or profitable. The advisor works with the client to obtain sufficient information to provide individualized investment advice and meets with the client on an ongoing basis. Clients are permitted to impose reasonable restrictions on the management of the account.

The advisor has access to various research reports, including those provided by Commonwealth's Investment Research team and various third-party services, to which he or she may refer in determining which securities to purchase or sell. Commonwealth's Investment Research team makes recommendations regarding asset allocation, mutual funds, and variable annuity subaccounts. Advisors may or may not follow these recommendations in managing PPS Custom Program accounts.

Clients should contact the advisor managing their accounts for additional information on the advisor's particular investment strategy and management philosophy. It is also important to note that an advisor may use a combination of investment strategies and management philosophies. For more information about the advisor managing the account, clients should refer to the Part ADV 2B Brochure Supplement provided by the advisor.

## **Item 7            Client Information Provided to Portfolio Managers**

Commonwealth's PPS Direct SMA/UMA and Strategist Program offers the advisory services of institutional Money Managers using individual securities as the underlying investments. These style-specific managed accounts are designed to meet a particular investment focus or style objective chosen by the client. Commonwealth provides the information provided by the client in the Envestnet Statement of Investment Selection ("SIS") to Envestnet at the time the account is opened. Envestnet, in turn, provides the information contained in the SIS to the portfolio managers. Copies of updates that are made to the SIS are provided to subadvisers as changes occur. The SIS information includes, but is not limited to, the client's name, initial investment amount, risk tolerance and investment selection, and Commonwealth account number. Envestnet will also provide the client's social security or tax ID number, date of birth, and address to portfolio managers. Commonwealth will also notify Envestnet, who will, in turn, notify portfolio managers, of any reasonable restrictions that the client wishes to impose on the management of his or her PPS Direct accounts or the names or types of securities that should or should not be purchased, sold, or held in his or her PPS Direct accounts. In cases where Envestnet or a portfolio manager is unable to reasonably accommodate investment restrictions, clients will have the opportunity to select a different managed account program.

Commonwealth's PPS Select Program is a turnkey advisory solution managed by Commonwealth's own Operations and Investment Management and Research teams. Commonwealth utilizes the client's PPS Select Client Agreement and Profile at the time the account is opened. Copies of updates that are made to the Client Profile are provided to Commonwealth as changes occur. The Client Profile information includes, but is not limited to, the client's name, address, telephone number, social security or tax ID number, date of birth, financial information, investment time horizon, risk tolerance, and portfolio name and description that is selected by the client. Commonwealth will accommodate reasonable restrictions that the client wishes to impose on the management of his or her PPS Select accounts or the names or types of securities that should or should not be purchased, sold, or held in his or her PPS Select accounts. In cases where Commonwealth is unable to reasonably accommodate investment restrictions, clients will have the opportunity to select a different managed account program.

Commonwealth's PPS Custom Program enables the advisor to collect financial data from clients, help clients determine the suitability of the investments in the account, and help clients identify the appropriate investment objectives and strategies to be used. Commonwealth and the advisor utilize the client's PPS Custom Program Client Profile at the time the account is opened for this purpose. Copies of updates that are made to the Client Profile are provided to Commonwealth as changes occur. The Client Profile information includes, but is not limited to, the client's name, contact information, personal identification information, financial information, investment time horizon, risk tolerance, and portfolio name and description that is selected by the client. The advisor is responsible for monitoring any restrictions that the client wishes to impose on the management of his or her PPS Custom Program accounts or the names or types of securities that should or should not be purchased, sold, or held in PPS Custom Program accounts.

The SEI Asset Management Program enables the advisor to collect financial data from clients, help clients determine the suitability of the program account, and establish an asset allocation strategy for the client. SPTC will invest the account according the client's chosen asset allocation



strategy and will rebalance or reallocate the investments within the account. Clients will complete and submit to SPTC an account application that includes, but is not limited to, the client's name, address, telephone number, social security or tax ID number, date of birth, and account investment selections, instructions, and authorizations.

## **Item 8 Client Contact with Portfolio Managers**

Commonwealth does not place any restrictions on clients' ability to contact or consult with their portfolio managers during normal business hours. Clients may also contact their advisor to discuss the management of their Commonwealth accounts during normal business hours.

## **Item 9 Additional Information**

### **Disciplinary Information**

Information on disciplinary history and registration of Commonwealth and persons associated with Commonwealth may be obtained online at <https://adviserinfo.sec.gov> or <https://brokercheck.finra.org> or by contacting state regulatory authorities. Following is a list of those legal or disciplinary events that may be material to your evaluation of Commonwealth or the integrity of Commonwealth's management.

During the period from December 7, 2009, to January 28, 2012, Commonwealth used a system to comply with its regulatory obligations pertaining to archiving, preserving, and supervising the business-related e-mails of its associated persons. During this period, Commonwealth's e-mail surveillance system failed to subject about 12.6 million of our associated persons' outgoing e-mails to our daily e-mail surveillance protocol and failed to surveil approximately 474,380 e-mails that were sent or received by our registered representatives ("RRs"). These failures violated NASD Conduct Rules 3010(a) and 3010(d)(2) and FINRA Rule 2010. Despite the failure of its surveillance tool to review outgoing e-mails, Commonwealth did surveil incoming e-mails that were received by its RRs, including e-mails sent in reply to its RRs' outgoing e-mails; outgoing e-mails that were sent to or carbon-copied to Commonwealth employees or other Commonwealth RRs; and certain outgoing e-mails in connection with the firm's branch audits. Commonwealth self-reported these issues to FINRA in March 2012; undertook an internal review of its supervisory policies, procedures, and systems relating to these issues; and subjected e-mails that had not been reviewed to review. Without admitting or denying the findings, Commonwealth accepted and consented to a censure and a \$250,000 fine.

In November 2008, an intruder obtained the login credentials of one Commonwealth RR using a computer virus and was able to access a list of the RR's Commonwealth customer accounts. The intruder then entered unauthorized purchase orders for the stock of one publicly traded company in eight accounts. Within 10 minutes of placing the trades, the activity was detected by Commonwealth's clearing broker/dealer and the intruder was blocked from further trading. Commonwealth immediately cancelled the trades, absorbed the monetary losses, contacted the SEC, and put corrective safeguards in place, including mandating the use of current antivirus software by all its RRs. Commonwealth, without admitting or denying the allegations, consented to an SEC administrative order finding it failed to comply with Rule 30(a) of Regulation S-P. On September 29, 2009, the SEC accepted Commonwealth's offer of settlement and entered an administrative order. Without admitting or denying the findings, Commonwealth consented to a

cease and desist, a censure, and a civil money penalty of \$100,000 for violating Rule 30(a) of Regulation S-P.

FINRA alleged, during the time period from April 1 to June 30, 2008, that Commonwealth Equity Services, LLP (“Commonwealth”), failed to report to the trade reporting and compliance engine (“TRACE”) 234 transactions in TRACE-eligible securities within 15 minutes of time of execution and that the firm’s supervisory system did not provide for supervision reasonably designed to achieve compliance with applicable securities laws, regulations, and FINRA rules concerning TRACE rules. On November 24, 2009, FINRA’s NAC review committee accepted Commonwealth’s letter of acceptance, waiver, and consent. Without admitting or denying the findings, Commonwealth consented to a censure, a \$15,000 fine, and an undertaking to revise the firm’s written supervisory procedures regarding TRACE rules.

### **Other Financial Industry Activities and Affiliations**

**Commonwealth, the Broker/Dealer.** As mentioned in the “About Us” section in Item 4 of Part 2A of this Brochure, Commonwealth is registered as an investment adviser and a broker/dealer. Commonwealth’s registration as a broker/dealer is material to Commonwealth’s advisory business because substantially all of Commonwealth’s managed accounts are held with Commonwealth’s broker/dealer. Depending upon the securities registrations held by each individual advisor, Commonwealth’s advisors offer a variety of securities and investments to their clients, including, but not limited to, mutual funds, Section 529 college savings plans, annuities, individual stocks and bonds, options, limited partnerships UITs, REITs, alternative investments, and a variety of other securities and insurance products approved for sale by Commonwealth. Several of Commonwealth’s principal executive officers and management persons, including Commonwealth’s founder and chairman, vice chairman, CEO, president, and CFO are each individually registered with Commonwealth’s broker/dealer. Further, Commonwealth’s relationship as a broker/dealer presents a variety of material conflicts of interest with its clients. Commonwealth has separate, fully disclosed clearing arrangements with NFS and with Pershing.

**Other Commonwealth-Related Companies and Material Conflicts of Interest.** In addition to its registration as an investment adviser, Commonwealth is registered as a broker/dealer under the same name of Commonwealth Financial Network. Commonwealth has a related company that is licensed as an insurance agency under the name of CES Insurance Agency. Several Commonwealth management persons, and a large majority of Commonwealth’s advisors, are registered with Commonwealth’s broker/dealer as RRs, and many are licensed insurance agents of CES Insurance Agency.

As part of the investment advisory programs offered to clients, Commonwealth, in its capacity as a broker/dealer, provides brokerage execution services to Commonwealth advisory clients participating in Commonwealth’s PPS managed account programs. Commonwealth and its advisors make securities and insurance recommendations to clients (or, in the case of discretionary services, make investment decisions for clients) regarding Commonwealth’s investment advisory programs and services. Where permitted by law, Commonwealth and/or your advisor will receive transaction-based commissions, insurance commissions, mutual fund 12b-1 fees, distributor fees, service fees, due diligence fees, marketing reimbursements, revenue sharing, and other payments relating to your investment in or otherwise supporting Commonwealth’s or your advisor’s activities regarding the securities and insurance products

recommended, purchased, or held within your Commonwealth advisory program account or pursuant to the advisory services provided. To the extent Commonwealth is the investment adviser, sponsor, or other service provider to your investment advisory program, Commonwealth receives compensation for its services. Clients should be aware that Commonwealth's or your advisor's receipt of commissions, fees, payments, and other compensation presents a conflict of interest because Commonwealth and your advisor have an incentive to make available or to recommend those products, programs, or services or make investment decisions regarding investments that provide additional compensation to Commonwealth or your advisor over other investments that do not provide additional compensation to Commonwealth or your advisor. As a matter of policy Commonwealth credits the mutual fund 12b-1 fees it receives in Commonwealth PPS managed accounts back to the accounts paying such 12b-1 fees.

**Commonwealth's Relationships with Other Investment Advisers.** Commonwealth and your advisor may serve as solicitors for or recommend clients to third-party investment advisers. Commonwealth and its advisors are compensated for referring your advisory business to these third-party investment advisers. This compensation generally takes the form of the third-party investment adviser sharing with Commonwealth and your advisor a portion of the advisory fee the third-party investment adviser charges you for providing investment management services. Commonwealth and your advisor, therefore, have a conflict of interest to refer clients to those third-party investment advisers that pay referral fees to Commonwealth or to your advisor rather than those that don't. Additionally, Commonwealth and your advisor have a conflict of interest to refer clients to those third-party investment advisers that pay higher referral fees over those that pay lower referral fees. Commonwealth performs reasonable due diligence on these third-party investment advisers on an initial and ongoing basis. Clients who are referred to these third-party investment advisers will receive a separate written disclosure document that describes, among other things, the compensation that will be paid to Commonwealth and the advisor by the third-party investment adviser, as well as any amount to be charged to the client that is in addition to the advisory fee that would otherwise be paid by the client to the third-party investment adviser in exchange for the referral.

#### **Code of Ethics, Participation or Interest in Client Transactions and Personal Trading**

Pursuant to Rule 204A-1 under the Investment Advisers Act of 1940, as amended, Commonwealth has adopted a Code of Ethics that governs a number of conflicts of interest we have when providing our advisory services to you. Our Code of Ethics is designed to ensure that we meet our fiduciary obligations to you and to foster a culture of compliance throughout our firm.

Our Code of Ethics is designed to help us detect and prevent violations of securities laws and to help ensure that we keep your interests first at all times. We distribute our Code of Ethics to each supervised person at Commonwealth at the time of his or her initial affiliation with our firm, we make sure it remains available to each supervised person for as long as he or she remains associated with our firm, and we ensure that updates to our Code of Ethics are communicated to each supervised person as changes are made.

Commonwealth's Code of Ethics sets forth certain standards of conduct and addresses conflicts of interest among Commonwealth and Commonwealth's employees, agents, advisors, and advisory clients.

We will provide a copy of our Code of Ethics to any client or prospective client upon request.

Commonwealth and its advisors often invest in the same securities that we recommend to clients. Commonwealth and its advisors also recommend securities to, and buy and sell securities for, client accounts at or about the same time that we buy or sell the same securities for our own accounts. These activities create a conflict of interest between us and our clients. Commonwealth policy prohibits “trading ahead” of clients’ transactions to the detriment of clients. When Commonwealth and its advisors are purchasing or selling securities for their own accounts, priority will be given to client transactions, or trades will be aggregated together to obtain an average execution price for the benefit of all parties. Commonwealth has implemented surveillance and exception reports that are designed to identify and correct situations in which firm or advisor transactions are placed ahead of client transactions to the detriment of clients.

### **Review of Accounts**

Commonwealth advisors providing continuous and regular investment advice or investment supervisory services to clients will review client portfolios and contact clients at least annually, or as agreed upon by the client, for conformity with the respective portfolio selection’s investment strategies, client’s specific investment objectives, changes in the client’s financial condition, any reasonable restrictions imposed by the client as to specific assets or types of assets to be included or excluded from client portfolios.

Clients who participate in one or more of Commonwealth’s wrap fee programs select one or more portfolio managers and model strategies that are reasonably designed to conform to the client’s individual financial condition, investment objectives and long-term goals. Once clients select a particular model portfolio, the selected portfolio manager will automatically rebalance or reallocate the client’s assets in a manner that is consistent with the objectives and risk tolerance of the chosen model portfolio. The client’s advisor will periodically review the client’s accounts and discuss any relevant specifics involving the portfolio manager’s ongoing management of the client’s assets during the regular discussions or meetings between the advisor and the client.

### **Client Referrals and Other Compensation**

**Other Compensation Received from Product Sponsors.** Through our national network of advisors, Commonwealth offers access to a broad selection of securities products, including mutual funds, variable insurance products, 529 college savings plans, direct participation programs, and nontraded alternative investments (“Sponsor Companies”). Sponsor Companies for many of the products we sell participate in activities that are designed to help facilitate the distribution of their products. These companies often pay the travel, meals, and lodging expenses for Commonwealth advisors to attend educational programs and due diligence meetings designed to help advisors be more knowledgeable about those companies’ products, operations, and management. These companies also often provide other forms of compensation to Commonwealth advisors relating to the sale and distribution of their products, including merchandise, gifts, prizes, and entertainment such as tickets to sporting events and leisure activities, as well as payment or reimbursement for the costs of business development expenses, client seminars, client appreciation events, software, and marketing materials designed to help promote the advisor’s business.

In addition to the support that Sponsor Companies provide directly to Commonwealth’s advisors, Commonwealth receives additional compensation from more than 30 mutual fund companies (“Core Partners”) in the form of annual payments, typically paid in quarterly

installments, directly from these companies. This compensation is in addition to the customary commissions, 12b-1 fees, distribution fees, and other fees that are paid to Commonwealth by these Core Partners. The annual payments are made from the Core Partner's or an affiliate's own assets and not from investor assets. No portion of the annual payments made by Core Partners to Commonwealth is paid from brokerage commissions generated by the purchases of any specific investment.

In exchange for the annual payments Commonwealth receives from its Core Partners, Commonwealth will provide a variety of benefits to these companies. These benefits include, but are not limited to, direct access to Commonwealth's senior leadership, research, and product support staff; invitations to Commonwealth-sponsored meetings and events, which include direct access to Commonwealth advisors; ability to post product marketing and educational materials to Commonwealth's internal web portal used by Commonwealth advisors; access to Commonwealth's proprietary investment models, research, and analysis; and contact information for Commonwealth advisors.

None of the annual payments received by Commonwealth from Core Partners are paid to or shared with any advisor who sells a Core Partner's products. Commonwealth advisors do not receive a greater or lesser commission or advisory fee for sales of these sponsors' products for which Commonwealth receives annual payments. Because Commonwealth's advisors receive no direct increase or change in compensation from selling a certain sponsor's products over those of another sponsor's products, we do not believe Commonwealth's receipt of these annual payments from its Core partners presents a conflict of interest for a Commonwealth advisor to recommend one sponsor's products over another's.

The financial support, marketing support, participation in due diligence meetings and educational activities, and gifts and entertainment received by advisors that are paid for by the Sponsor Companies do, however, create a conflict of interest for Commonwealth advisors who receive this compensation because they incentivize our advisors to focus more on or otherwise recommend or promote the products of those Sponsor Companies that provide this compensation to the advisor over those that do not.

Additional information describing the support and annual payments provided by Core Partners to Commonwealth is provided on the Revenue Sharing Disclosure, which is available on Commonwealth's website at [www.commonwealth.com/clients/revenue-sharing.aspx](http://www.commonwealth.com/clients/revenue-sharing.aspx).

**Investment Adviser/Asset Management Programs.** Commonwealth and/or its advisors receive reimbursements, marketing and distribution allowances, business and client development, educational enhancement, due diligence fees, gifts and entertainment, and other compensation ("additional compensation") directly from third-party investment advisory program sponsors (collectively, "Program Sponsors") based on the amount of client deposits and/or client assets under management with the Program Sponsors. This additional compensation is provided to Commonwealth and/or the advisor as an incentive to promote the sale of the Program Sponsor's products or services.

In all cases, such reimbursements, marketing allowances, or other compensation will be paid to Commonwealth and/or the advisor from the Program Sponsor's own resources and not from client funds or assets. Program Sponsors may also opt to pay Commonwealth a quarterly fee

based upon deposits or AUM and/or some combination thereof on an annual basis based upon certain allowable assets.

These payments to Commonwealth and/or its advisors present a conflict of interest because they provide a financial incentive for Commonwealth or its advisors to recommend clients use a particular Program Sponsor that provides this additional compensation over other programs that do not provide this additional compensation. Clients are urged to read and consider the contents of this Brochure carefully (and the Brochures of any other Program Sponsors, as applicable) and to inquire about Commonwealth and their advisor's various sources of compensation and conflicts of interest in making a fair and reasonable assessment of the fees and charges clients will pay for the services rendered by Commonwealth and their advisor. Further information about Commonwealth's and your advisor's sources of compensation and conflicts of interest is described in this Brochure.

**Other Payments to Commonwealth Advisors.** In addition to receiving asset-based fees in their capacity as an investment adviser or solicitor, Commonwealth advisors receive reimbursements or marketing allowances for marketing expenses and business development costs they incur. In addition, advisors receive invitations to conferences and meetings that are sponsored by third-party firms that offer managed account or advisory programs or services to the advisor. Portfolio strategists, investment managers, and product manufacturers typically contribute to the cost of the conferences and meetings, are identified as a sponsor of the conference or meeting, and often have the opportunity to promote their products, programs, and services directly to the financial advisor. Additionally, the advisor's travel-related costs and expenses, meals, and entertainment are usually paid for or subsidized by the firms. These payments to Commonwealth advisors present a conflict of interest because they provide a financial incentive for advisors to recommend clients use or recommend a particular managed account program or advisory service that offers these payments and opportunities to the advisor over other managed account or advisory programs that do not offer such payments or opportunities to the advisor.

With respect to clients participating in the PPS Custom Program (Platform), Commonwealth will provide advisors with a quarterly credit as a percentage of the platform fee (up to a maximum of 40.00%) paid by their clients based on their advisor group's total AUM within the PPS Custom Program (Platform). Advisors may choose to retain this credit in full for their own business purposes and as an additional source of compensation, or they may use some or all of the credit to subsidize the platform fee paid by one or more of their clients, in their sole discretion.

Commonwealth offers your advisor one or more forms of financial benefits based on your advisor's total AUM held at Commonwealth or in Commonwealth's own PPS Program accounts or financial assistance for transitioning from another firm to Commonwealth. The types of financial benefits that your advisor may receive from Commonwealth include, but may not be limited to, forgivable or unforgivable loans, enhanced payouts, and discounts or waivers on transaction, platform, and account fees; technology fees; research package fees; financial planning software fees; administrative fees; brokerage account fees; account transfer fees; licensing and insurance costs; and the cost of attending conferences and events. The enhanced payouts, discounts, and other forms of financial benefits that your advisor may have the opportunity to receive from Commonwealth provide a financial incentive for your advisor to select Commonwealth as broker/dealer for your accounts over other broker/dealers from which they may

not receive similar financial benefits or to use certain Commonwealth PPS programs over other programs available through Commonwealth.

Clients are urged to read and consider the contents of this Brochure carefully and to inquire about Commonwealth's or their advisor's various sources of compensation and conflicts of interest in making a fair and reasonable assessment of the fees and charges clients will pay for the services rendered by Commonwealth and their advisor. Further information about Commonwealth's and your advisor's sources of compensation and conflicts of interest is described in this Brochure.

**Payments to Commonwealth.** Consistent with prudent product approval practices, Commonwealth conducts or causes to be conducted a due diligence analysis of Sponsor Companies prior to making them available to the public through its advisors. Commonwealth receives due diligence fees, distribution allowances and other payments from certain Sponsor Companies. While the arrangements Commonwealth has with Sponsor Companies vary, certain Sponsor Companies pay Commonwealth additional compensation for marketing expenses, distribution allowances, due diligence, or other compensation of up to 10 basis points (0.10%) annually on deposits or assets held at the Sponsor Company. These additional payments are paid to and retained by Commonwealth, and none of these additional payments are paid to or shared with any Commonwealth advisor. Even though these payments are not shared with your Commonwealth advisor, the receipt of these payments from Sponsor Companies by Commonwealth creates a conflict of interest for clients because Commonwealth may choose to make available to clients those Sponsor Companies that provide these payments to Commonwealth over those Sponsor Companies that do not make such payments to Commonwealth.

Commonwealth receives additional compensation from more than 30 mutual fund companies—our Core Partners—in the form of annual payments, typically paid in quarterly installments, directly from these companies. This compensation is in addition to the customary commissions, 12b-1 fees, distribution fees, and other fees that are paid to Commonwealth by these Core Partners. In exchange for the annual payments Commonwealth receives from its Core Partners, Commonwealth provides a variety of benefits to these companies. These benefits include, but are not limited to, direct access to Commonwealth's senior leadership, research, and product support staff; invitations to Commonwealth-sponsored meetings and events, which include direct access to Commonwealth advisors; ability to post product marketing and educational materials to Commonwealth's internal web portal used by Commonwealth advisors; access to Commonwealth's proprietary investment models, research, and analysis; and direct contact information for Commonwealth's advisors. The existence of the additional benefits provided by Commonwealth to Core Partners, in exchange for the annual payments these Core Partners provide to Commonwealth, creates a conflict of interest for clients because Commonwealth or your financial advisor is more likely to recommend or promote the products of its Core Partners that make such payments to Commonwealth or receive these benefits from Commonwealth over those product sponsors that do not.

As also discussed elsewhere in this Brochure, Commonwealth uses NFS as its clearing and custody firm for substantially all of Commonwealth's PPS managed accounts. Commonwealth's business relationship with NFS provides Commonwealth considerable revenue sharing benefits. In particular, Commonwealth receives substantial monthly revenue sharing payments from NFS based on client assets held by Commonwealth with NFS in Fidelity Money Market Sweep Fund

balances, non-Fidelity NTF funds that participate in Fidelity's NTF program, and non-Fidelity TF funds that participate in Fidelity's TF program.

Not all investment advisers that are dually registered as broker/dealers or that have affiliated broker/dealers require their clients to use the adviser's related broker/dealer to execute transactions. Although Commonwealth is often able to obtain price improvement through its trade executions with NFS and Pershing that it believes is beneficial to its clients, Commonwealth's clearing relationship with NFS provides Commonwealth's broker/dealer with substantial economic benefits by using itself as the broker/dealer and NFS as the clearing firm for its PPS Program accounts rather than an unaffiliated broker/dealer or other clearing broker/dealer.

For example, Commonwealth adds a markup to the transaction costs and certain other brokerage account charges and fees that are assessed to PPS client accounts. Additionally, Commonwealth receives continuous revenue-sharing payments from NFS that are derived from certain types of transactions, positions and assets in client accounts held at NFS. Commonwealth also maintains a Core Account Sweep Program with NFS. This program creates substantial financial benefits for Commonwealth as discussed in Item 12 in Part 2A of this Brochure. Commonwealth's agreement with NFS also provides that NFS shall pay to Commonwealth incentive credits for reaching certain net flow percentage asset targets and rebates of core fees paid to NFS by Commonwealth. This additional compensation received by Commonwealth in its broker/dealer capacity creates a significant conflict of interest with Commonwealth's clients because Commonwealth has a substantial economic incentive to use NFS as its clearing firm for trade execution and custody over other firms that do not or would not revenue share with Commonwealth. Additionally, by using itself as the broker/dealer for its PPS Program accounts, Commonwealth may be unable to achieve the most favorable execution for client transactions, which may cost clients more money. Clients are urged to read and consider the contents of this Brochure carefully and to inquire about Commonwealth's and the advisor's various sources of compensation and conflicts of interest in making a fair and reasonable assessment of the fees and charges clients will pay for the services rendered by Commonwealth and their advisor.

Additionally, NFS offers an NTF program to Commonwealth. Participating mutual fund sponsors pay a fee to NFS to participate in the NTF program, and a substantial portion of this fee is shared with Commonwealth. None of these additional payments are paid to any advisors who sell NTF funds. NTF mutual funds may be purchased within an investment advisory account at no charge to the client. Clients, however, should be aware that funds available through the NTF program often contain higher internal expenses than mutual funds that do not participate in the NTF program. Commonwealth's receipt of a substantial portion of the fees associated with the NTF program creates a conflict of interest because Commonwealth has an incentive to make available or to recommend the various NTF classes of mutual funds that provide this additional compensation to Commonwealth over other mutual fund share classes of the same fund that do not make such payments to NFS to share with Commonwealth.

Although NTF funds do not assess transaction charges, most NTF funds have higher internal expenses than funds that do not participate in an NTF program. These higher internal fund expenses are assessed to investors who purchase or hold NTF funds. Depending upon the frequency of trading and hold periods, NTF funds may cost you more, or may cost Commonwealth or your Commonwealth advisor less, than mutual funds that assess transaction charges but have lower internal expenses. In addition, the higher internal expenses charged to



clients who hold NTF funds will adversely affect the long-term performance of their account when compared to share classes of the same fund that assess lower internal expenses.

For those Commonwealth advisory programs that assess transaction charges to clients or to Commonwealth or the advisor, a conflict of interest exists because Commonwealth and your advisor have a financial incentive to recommend or select NTF funds that do not assess transaction charges but cost you more in internal expenses than funds that do assess transaction charges but cost you less in internal expenses. In addition to reading this Brochure carefully, clients are urged to inquire whether lower-cost share classes are available and/or appropriate for their account in consideration of their expected investment holding periods, amounts invested, and anticipated trading frequency. Further information regarding fees and charges assessed by a mutual fund is available in the appropriate mutual fund prospectus.

**Core Account Sweep Programs.** Commonwealth offers two core account sweep programs (“Programs”). These Programs are the core account investment vehicles used to hold your cash balances while awaiting reinvestment for eligible accounts. The two Programs, the Bank Deposit Sweep Program (“BDSP”) and the Advisory Retirement Sweep Retirement (“ARSP”), are available for different types of client accounts. The BDSP is the core account investment vehicle for eligible brokerage accounts. The ARSP is the core account investment vehicle for eligible advisory individual retirement accounts. The cash balance in your eligible Commonwealth brokerage accounts will be deposited automatically or “swept” into interest-bearing FDIC insurance-eligible Program deposit accounts (“Deposit Accounts”) at one or more FDIC-insured financial institutions (each a “Program Bank” or collectively, “Program Banks”).

The Programs create substantial financial benefits for Commonwealth and NFS. Please see Item 12 of Part 2A of this Brochure for a detailed description of the compensation and associated conflicts that will apply to clients who participate in the Program.

**Commonwealth as Solicitor.** Commonwealth and your advisor may serve as solicitors for a variety of third-party investment advisers with respect to some or all of your assets. In such cases, Commonwealth and your advisor are compensated by these third-party investment advisers for referring your advisory business to them. This compensation generally takes the form of the third-party investment adviser sharing with Commonwealth and the advisor a percentage of the advisory fee the third-party investment adviser charges you. In some cases, these investment advisers will increase the advisory fee you would otherwise pay to the investment adviser if you engaged them directly. You will receive a written disclosure document that includes, among other things, a description of the compensation paid or to be paid to Commonwealth and your advisor as a solicitor and the amount, if any, that you will be charged in addition to the advisory fee you would have otherwise paid to the investment adviser. Commonwealth and your advisor have a conflict of interest to refer your advisory business to those third-party investment advisers that pay referral fees to Commonwealth and your advisor rather than to those investment advisers that do not make such payments or to those investment advisers that pay higher referral fees to Commonwealth and your advisor rather than to those who compensate Commonwealth and your advisor lesser referral fees.

In some cases, Commonwealth and/or your Commonwealth advisor receive training and educational support, marketing support, enhanced service, invitations to attend conferences or meetings, or some other economic benefit that is in addition to our receipt of the referral fee

discussed above from a third-party investment adviser to whom we have referred your advisory business. This support or other economic benefit will be paid from the third-party investment adviser's own funds and not from client funds. Commonwealth and your advisor have a conflict of interest to favor referring your advisory business to those third-party investment advisers that provide such additional compensation over those investment advisers that do not.

### **Commonwealth's Use of Solicitors**

The Commonwealth Alliance Program ("CAP") is a referral program designed to compensate outside professionals or firms, such as attorneys, accountants, or other broker/dealers and investment advisers, for referring your advisory business to Commonwealth and your advisor. These professionals or firms are known as "solicitors." If your advisory account is referred by a solicitor to Commonwealth or your advisor, Commonwealth and your advisor will pay a portion of the advisory fee you pay us to the solicitor, typically for as long as you maintain an advisory relationship with us, to compensate the solicitor for the referral. Commonwealth will not charge a client who is referred to Commonwealth by a solicitor any amount for the cost of obtaining the client that is in addition to the fee normally charged by Commonwealth for its investment advisory services. The amount of this compensation, however, may be more than what the solicitor would receive if the client participated in our other programs or paid separately for investment advice, brokerage, and other services. The solicitor, therefore, has a financial incentive to recommend one or more of Commonwealth's wrap fee programs over other programs or services, including nonadvisory programs and services, that may be available to a client for which the solicitor would not receive referral compensation.

Such solicitation arrangements are disclosed to clients at the time of the solicitation via execution of a Solicitor Disclosure Statement or similar document that outlines the nature and amount of the compensation we pay to the solicitor and whether the solicitor is affiliated with or related to Commonwealth. Solicitors are required to provide prospective clients with a current copy of Commonwealth's Form ADV Brochure no later than the date on which the client enters into an advisory relationship with Commonwealth and the advisor.

### **Financial Information**

Some advisors who provide Wealth Management Consulting or Retirement Plan Consulting services to clients may require prepayment of more than \$1,200 in fees six (6) months or more in advance. Commonwealth also maintains custody of certain client assets and in certain instances, as defined in SEC Rule 206(4)-2. Additionally, pursuant to the trading authorization granted by Commonwealth managed account clients to Commonwealth and their advisor, Commonwealth has discretionary trading authority over the funds and securities of clients.

Commonwealth has no financial commitment that would impair its ability to meet its contractual and fiduciary commitments to clients, nor has Commonwealth been the subject of a bankruptcy proceeding.