

# **Ladenburg Thalmann Asset Management Inc.**

## ***Private Investment Management Services (PIM) Wrap Fee Program Brochure***

SEC File No. 801-54909

640 Fifth Avenue, 4<sup>th</sup> Floor

New York, NY 10019

(800) 995-5267

<http://www.ltam.com>

**This wrap fee program brochure provides information about the qualifications and business practices of Ladenburg Thalmann Asset Management Inc. If you have any questions about the contents of this brochure, please contact us at (800) 995-5267 or [lamp@ladenburg.com](mailto:lamp@ladenburg.com). The information in this brochure has not been approved or verified by the United States Securities and Exchange Commission or by any state securities authority.**

**Additional information about Ladenburg Thalmann Asset Management Inc. is also available on the SEC's website at [adviserinfo.sec.gov/firm/summary/108604](https://adviserinfo.sec.gov/firm/summary/108604).**

03/31/2023

## Item 2 – Summary of Material Changes

This section provides a summary of material changes that were made to this brochure since the last annual amendment dated March 31<sup>st</sup>, 2022. Ladenburg Thalmann Asset Management Inc. (“LTAM”) may make interim changes to this brochure throughout the year. Each brochure must be filed with the SEC and can be viewed at [adviserinfo.sec.gov/firm/brochure/108604](https://adviserinfo.sec.gov/firm/brochure/108604)

### Material Changes:

- Item 9: Other Financial Industry Activities and Affiliations: This section was amended to disclose new Related Persons, who are under common control of parent company Advisor Group Holdings, Inc.
- Item 9: Other Financial Industry Activities and Affiliations: This section was amended to disclose a conflict of interest concerning a Related Person and LTAM.

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## Item 4 – Services, Fees and Compensation

### ***Investment Advisory Services***

Each client has a financial advisor, who is an advisory representative of Ladenburg Thalmann Asset Management (“LTAM”). The financial advisor is generally also a broker-dealer representative of Ladenburg Thalmann & Co. Inc. Clients who wish to participate in the Private Investment Management Services Program (“PIM”) will enter into a PIM agreement with LTAM.

Clients grant LTAM discretionary authority over accounts in the PIM program. This means that LTAM will invest and reinvest the assets in the account, including, but not limited to, the purchase and sale of securities at such time and in such manner as LTAM in its discretion shall determine, and will act on the client’s behalf in all other matters necessary or incidental to the handling of the account, without discussing these transactions or actions with the client in advance, except with respect to principal trades and certain investments in products sponsored by LTAM or its affiliates, as discussed in detail below. Such securities may include, but are not limited to, equities, bonds, options, government securities, exchange-traded funds, and mutual funds. Clients inform their financial advisers of the investment objectives, risk tolerance, and investment time horizon, and any investment policies, guidelines, or reasonable restrictions applicable to the assets they designate for investment through the PIM Program. LTAM will manage PIM accounts in accordance with the investment objectives that the client selects and information provided by the client. Any restrictions on the management of an account imposed by a client may cause LTAM to deviate from the investment decisions or recommendations it would otherwise make in managing the account.

Financial advisers must be pre-approved by the LTAM management team in order to offer the PIM program to their clients. Individuals and teams must illustrate an investment theory and strategy to be approved.

### ***Execution of Trades***

Clients generally authorize and direct LTAM to execute trades through Ladenburg Thalmann & Co. Inc. (“LTCO”), a broker-dealer affiliated with LTAM. Assets in the PIM program are also not generally aggregated by LTAM. In accordance with applicable law and regulation, broker-dealers can execute principal trades for the account(s). In addition, the broker-dealer has the authority to effect “agency-cross” transactions (i.e. transactions for which a broker-dealer acts as broker for both the client and the counterparty to the transaction) for the account(s) in accordance with applicable law and regulations. In both a principal and agency-cross trade, the affiliate broker-dealer of LTAM can receive compensation from the other party for such a transaction and, thus, LTAM can have a potentially conflicting division of loyalties and responsibilities. Client can revoke authorization to effect agency cross transactions at any time by written notice to LTAM. LTAM has policies and procedures to address such conflicts of interest.

### ***Custody***

LTAM does not take custody of any client assets. However, certain clients have the option of authorizing LTAM to debit advisory fees from their custodial account. All client assets are held by an independent qualified custodian, which may be a broker-dealer, bank or trust company. Clients will receive account statements from the broker-dealer, bank or other qualified custodian holding the clients’ assets at least on a quarterly basis. Clients should carefully review those statements. Clients who also receive account reviews from LTAM should compare them to the account statements they receive from the qualified custodian. The account statements received from the qualified custodian are the official statement of clients’ accounts. Any account information provided by LTAM is for informational purposes only. LTAM may have standing letters of authorization granting it first-party asset movement authority on its clients’ accounts at certain of LTAM’s qualified custodians. LTAM provides the qualifying Custodian with the client’s authorization in writing. The qualifying Custodian has a record that the client has identified the accounts for which the transfer is being effected as belonging to the client (both sending and receiving accounts). LTAM’s authority to transfer client assets between clients’ accounts at the same qualified custodian or between another independent qualified custodian, (which may be a broker-dealer, bank or trust

company) in which both have access to the sending and receiving account numbers and client account name(s) are deemed to be first party asset movement and does not constitute custody.

### ***Fees and Compensation***

Each account in PIM will generally be charged an asset-based fee ("Wrap Fee") on a quarterly basis. The Wrap Fee will be calculated based on the value of the PIM assets in the account. The rate or rates used to calculate the Wrap Fee are subject to negotiation between the financial advisor and each client. The actual fee rates paid by the client will be set forth in the client's PIM agreement. The maximum annual Wrap Fee rates for accounts at National Financial Services ("NFS") are:

<b>Value of Account Assets</b>	<b>Maximum Annual Program Fee Rate</b>
Up to— \$500,000	3.00%
\$500,001 – \$1,000,000	2.50%
\$500,001 – \$2,000,000	2.25%
Over \$2,000,001	2.00%

The Wrap Fee rate can be either a flat annual fee rate (maximum rate of 3.00%) or will be a blended fee using two or more of the rate tiers set forth above. The blended rate is calculated by charging a lower rate on the assets above the designated tiers. The Wrap Fee will generally be charged in advance. However, certain clients may be charged in arrears. Certain clients may also be charged monthly rather than quarterly. Whether the Wrap Fee is charged in advance or in arrears, or quarterly or monthly, is set forth in the client's PIM agreement.

Either party at any time upon written notice can terminate the PIM agreement and a *pro rata* portion of any Wrap Fee paid by the client in advance will be remitted to the client based on the number of days left in the quarter following receipt of the notice of termination by LTAM. When the Wrap Fee is paid in arrears, a *pro rata* portion of the Wrap Fee will be due by the client based on the number of days elapsed during in the quarter prior to receipt of the notice of termination.

The Wrap Fee covers the advisory services provided by the financial advisor, program administrative services provided by LTAM, transaction charges and commissions in connection with execution of transactions through Ladenburg Thalmann & Co. Inc. ("LTCO"), and custodial services (unless otherwise agreed between the custodian and the client). LTAM also shares a portion of the Wrap Fee with the LTAM financial adviser. LTCO will also receive a portion of the Wrap Fee for the execution of transactions and generally pays part of its compensation to the custodian.

PIM can cost a client more or less than purchasing such service separately depending on the frequency of trading in the PIM accounts, commissions charged at other broker-dealers for similar products, fees charged for like services by other advisers and broker-dealers and other factors.

The Wrap Fee does not cover:

- Brokerage commissions or other charges resulting from transactions not effected through LTCO;
- "Mark-ups" and "mark-downs" or "dealer spreads" that broker-dealers, including affiliates of LTAM, can receive when acting as principal in certain transactions;
- Short term redemption fees that can be charged in connection with certain funds (see below);
- Any additional custodial services contracted for directly by the client with the custodian;
- Certain costs or charges that can be imported by LTCO or the custodian, including costs associated with exchanging foreign currencies, odd-lot differentials, IRA fees, transfer taxes, exchange fees,

wire transfer fees, postage fees, confirmation, statement, prospectus fees and other fees or taxes as required by law.

Certain securities, such as over-the-counter stocks, are traded primarily in "dealer" markets. In such markets, securities are directly purchased from, or sold to, a financial institution acting as a dealer, or "principal." Dealers executing principal trades typically include a "mark-up," "mark-down," and/or spread in the net price at which transactions are executed. When LTCO executes a transaction for a security traded in the dealer markets, LTCO either will execute the transaction as agent through a dealer unaffiliated with LTCO, or as principal in accordance with applicable law. Clients in the Program will not pay commissions or separate transaction charges to LTCO in connection with these transactions, however, the client will bear the cost (including any mark-up, mark-down, and/or spread) imposed by the dealer as part of the price of the security. Thus, the dealer will receive compensation in connection with most principal trades. LTAM has a conflict of interest in using LTCO to execute principal transactions because LTCO will receive compensation in connection with the trade as dealer, which is in addition to the Program Fee. For more information about how this conflict of interest is addressed, see the *Additional Information* section below.

In addition to the Wrap Fee, each mutual fund or Exchange-Traded Fund ("ETF") in which a client may invest also bears its own investment advisory fees and other expenses. Mutual funds may be available directly from the funds pursuant to the terms of their prospectuses and without paying the Wrap Fee and ETFs may be available outside of the Program without paying the Wrap Fee, subject to applicable commissions and/or transaction charges. Further, to the extent that cash used for investment through PIM comes from redemptions of the client's mutual fund or other investments outside of PIM, there can be tax consequences or additional cost from sales charges previously paid and redemption fees incurred. Such redemption fees would be in addition to the Wrap Fee on those assets.

LTCO and LTAM's other affiliated broker-dealers receive fees in connection with the client assets participating in the Bank Deposit Sweep Program and the Insured Cash Account Program, which fees are in addition to the management fee that LTAM receives in connection with such assets pursuant to the client's advisory contract.

The types of fees and expenses of the Bank Deposit Sweep Program and the Insured Cash Account Program are different from the fees and expenses that are incurred in money market funds. Yields on money market funds in many cases exceed the interest clients receive on assets in the Bank Deposit Sweep Program and the Insured Cash Account Program. Further, although assets in the Bank Deposit Sweep Program and the Insured Cash Account Program do not pay management fees, distribution/service (12b-1) fees, or other expenses typically paid for money market funds, the assets in the Bank Deposit Sweep Program and the Insured Cash Account Program bear other expenses: the interest paid on client assets in the Bank Deposit Sweep Program and the Insured Cash Account Program is net of, and reduced by, amounts paid to the LTAM affiliated broker dealers, the custodian (NFS or Pershing, LLC) and service providers. See also Item 9, below, and the Disclosure Documents for the Bank Deposit Sweep Program and the Insured Cash Account Program, which can be found at our Parent Company's website: [advisorgroup.com/our-firms](http://advisorgroup.com/our-firms) and is available upon request.

LTCO and/or the custodian will receive payments from certain mutual funds (including money market funds) pursuant to a 12(b)-1 distribution plan or other such plan as compensation for distribution or administrative services and are distributed from the fund's total assets. These fee arrangements will be disclosed upon request of a client and are available in the applicable fund's prospectus. Other forms of compensation that LTCO, LTAM's financial advisers acting in their capacity as LTCO registered representatives, and/or LTAM's other affiliated broker-dealers can earn in connection with the sale of investment products recommended to clients by LTAM are described in the *Other Financial Industry Activities and Affiliations* section below.

## Item 5 – Account Requirements and Types of Clients

The minimum amount of assets required to open an account in the PIM Program is \$50,000. LTAM may waive these minimums under certain circumstances. Should the market value of an account fall below the stated minimum, LTAM will have the right to require that additional monies be deposited to bring the account value up to the required minimum or close the account.

The following types of clients may participate in PIM: individuals, including high net worth individuals, including small business owners, pension and profit-sharing plans, trusts, estates and charitable organizations, corporations or other business entities, Taft-Hartley plans, and not for profit entities.

## Item 6 – Portfolio Manager Selection and Evaluation

LTAM financial advisers are the only portfolio managers available through PIM.

### ***Individual Needs of Clients and Restrictions***

LTAM financial advisers tailor their advisory services to the individual needs of the client in the PIM program. Clients inform their financial advisor of their investment objectives, risk tolerance, and investment time horizon and give their financial advisor any applicable investment policies, guidelines, or reasonable restrictions. Clients can impose reasonable restrictions on the investments in their accounts, including designating particular securities or types of securities that should not be purchased for an account. Any restrictions imposed by a client may cause the financial advisor to manage the account differently than he or she would in the absence of such restrictions. Thus, the account may not perform as well.

A client also may request that LTAM manage the client's account in accordance with client-specified investment guidelines or policies or otherwise implement a strategy in the client's account in a manner that may differ from that in which LTAM would otherwise implement the strategy in the account. The advisor representative will communicate any such instruction to LTAM. LTAM may either reject these changes or reject the account.

### ***Other Types of Accounts***

LTAM provides advice through other programs and services, which include other Wrap Fee programs. These programs and services are described in different disclosure documents which are available upon request. These programs and services generally may not be managed using the same securities, strategies and funds used in PIM.

### ***No Performance-based Fees***

Neither LTAM nor any of its supervised persons accepts performance-based fees – that is, fees based on a share of capital gains on or capital appreciation of the assets of a client.

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

Financial advisers manage accounts in PIM using various types of investment strategies. The main sources of information advisers can use include financial newspapers and magazines, inspection of corporate activities, research materials prepared by others, corporate rating services, timing services, annual reports, prospectuses, filing with the SEC and company press releases. The investment strategies used to manage accounts can include long term purchases, short term purchases, selling securities within 30 days, short sales, margin transactions, and option writing. LTAM financial advisers may have access to third party vendors that provide support services in portfolio design and strategy implementation. Examples of third-party sources used to assist in managing assets are S&P Research, Independent Research, Bloomberg, Morningstar Workstation, various ETF & fund screeners, economic news services, statistical ratings organizations and asset allocation software or proposal systems. Our firm can use these tools along with an investor profile or questionnaires to recommend a portfolio or a selection of securities that will assist a client to achieve their objectives and risk tolerances.

Each investment style, strategy, and investment entails varying degrees of risk. There can be no assurance that a particular investment or strategy will be successful or that clients will not suffer losses. Results generated for each account will differ, and the investment advice provided to an individual will differ from client to client. Investment performance is not guaranteed, and the financial advisor's past performance with respect to a client's account or other accounts does not predict future performance. The investment strategies used to manage accounts can include long term purchases, short term purchases, selling securities within 30 days, short sales, margin transactions, and option writing.

**Margin risk:** Leverage increases a portfolio's risk as price swings are amplified in a margin account and clients can lose more funds than deposited if the value of securities decline.

**Options risks:** An option holder runs the risk of losing the entire amount paid for the option in a relatively short period of time. This risk reflects the nature of an option as a wasting asset which becomes worthless when it expires. An option holder who neither sells their option in the secondary market nor exercises it prior to its expiration will necessarily lose their entire investment in the option. An option writer may be assigned an exercise at any time during the period the option is exercisable.

Starting with the day it is purchased, an American-style option is subject to being exercised by the option holder at any time until the option expires. This means that the option writer is subject to being assigned an exercise at any time after they have written the option, until the option expires or until they have closed out their option position in a closing transaction. By contrast, the writer of a European-style or capped option is subject to assignment only when the option is exercisable or, in the case of a capped option, when the automatic exercise value of the underlying interest hits the cap price. For more information regarding the risks of options, please read the 'Characteristics and Risks of Standardized Options' brochure, which can be found at [www.optionsclearing.com](http://www.optionsclearing.com).

### ***Voting Client Securities***

With respect to the PIM program, unless LTAM and the client otherwise agree in writing, LTAM is expressly precluded from taking any action or rendering any advice with respect to the voting of proxies solicited by, or with respect to, the issuers of any securities held in the account. The client expressly retains the authority and responsibility with respect to voting proxies for the account(s) or will delegate discretion with respect to voting such proxies to a third party. If LTAM receives any proxy materials that pertain to securities held in the account, LTAM will forward the materials to the person designated by the client.

### **Item 7 – Client Information Provided to LTAM**

As described in *Services, Fees and Compensation* above, clients inform their financial advisor of their investment objectives, risk tolerance, and investment time horizon and give their financial advisor any applicable investment policies, guidelines, or reasonable restrictions.

Clients can impose restrictions on the investments in their accounts, including designating particular securities or types of securities that should not be purchased for an account.

A client also can request that LTAM manage the client's account in accordance with client-specified investment guidelines or policies or otherwise implement a strategy in the client's account in a manner that can differ from that in which LTAM would otherwise have recommended.

The client must promptly inform their assigned financial advisor of material changes in their financial circumstances or investment objectives. The financial advisor will periodically discuss, at least once a year, whether the management of the account continues to reflect the investment objectives and financial requirements of the client.



## Item 8 – Client Contact with LTAM

Clients are encouraged to contact their financial advisor directly.

## Item 9 – Additional Information

### ***Disciplinary Information***

On August 25, 2016, pursuant to an offer of settlement by LTAM and as part of an enforcement sweep of 13 investment advisers, the SEC entered an order against LTAM (the "Order") making findings -- which LTAM neither admitted nor denied -- and imposing sanctions consisting of a cease-and-desist order and a civil money penalty. The Order indicates that LTAM violated Section 206(4) of the Investment Advisers Act of 1940 ("Advisers Act") and rule 206(4)-1(a)(5) thereunder by incorporating into certain advertisements for the Alpha Sector strategies offered through an LTAM wrap-fee program some inaccurate performance information provided by F-Squared Investments, Inc. ("F-Squared"), without having a reasonable basis to conclude that the information was true. The Order also indicates that LTAM violated the Advisers Act's recordkeeping provisions by failing to maintain records to substantiate the advertised performance information supplied by F-Squared. The Order acknowledges that LTAM's wrap-fee brochure disclosed that LTAM did not verify performance information supplied by third-party managers used in the wrap-fee program.

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

Ladenburg Thalmann Asset Management Inc. ("LTAM") is an investment advisory firm and has been in business since October 29<sup>th</sup>, 1982. LTAM is a wholly owned subsidiary of Advisor Group Holdings, Inc. ("AGHI"). AGHI is owned primarily by a consortium of investors through RCP Artemis Co-Invest, L.P., an investment fund affiliated with Reverence Capital Partners LLC. The consortium of investors includes RCP Genpar Holdco LLC, RCP Genpar L.P., RCP Opp Fund II GP, L.P., and The Berliniski Family 2006 Trust.

Advisor Group Holdings, Inc. ("AGHI") owns 100% of both LTAM and LTCO, a registered broker-dealer. As explained in the Fees and Compensation section above, LTCO may execute trades on behalf of clients who receive advisory services from LTAM. LTCO receives compensation for these brokerage services, which it shares with LTAM financial advisers who are also registered broker-dealer representatives of LTCO.

LTAM has the following affiliates, which are wholly owned by AGHI:

Ladenburg Thalmann & Co. Inc. (LTCO)	100% owned by AGHI
Triad Advisors, LLC	100% owned by AGHI
Triad Hybrid Solutions, LLC	100% owned by AGHI
Premier Trust, Inc.	100% owned by AGHI
Securities America Financial Corporation (SAFC)	100% owned by AGHI
Securities America, Inc.	100% owned by SAFC
Securities America Advisors, Inc.	100% owned by SAFC
Arbor Point Advisors, LLC	Majority owner SAFC
Highland Capital Brokerage Insurance Company	100% owned by AGHI

LTAM has Related Persons, who are under common control of LTAM's parent company, AGHI. However, these related persons are not wholly owned subsidiaries of AGHI.

Black Diamond Financial, LLC. (BDF)	100% owned by Black Diamond Financial Holdings, LLC
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BDF is solely owned by Black Diamond Financial Holdings, LLC, which in turn is principally owned and controlled by Philip Blancato and Jaime Desmond. In certain circumstances, BDF recommends LTAM's advisory services to clients. The recommendation by BDF that a client engage LTAM for investment advisory services presents a conflict of interest, as the receipt of compensation provides an incentive to

recommend LTAM's services, rather than on a particular client's need. BDF has policies and procedures to address these conflicts and no client is under any obligation to engage the services of LTAM.

LTAM also has Related Persons, who are under common control of LTAM's parent company, AGHI. The following chart details the related persons, which are wholly owned subsidiaries of Advisor Group, Inc. (AGI), which is a wholly owned subsidiary of Advisor Group Holdings, Inc.

Advisor Group, Inc. (AGI)	100% owned by AGHI
Royal Alliance Associates, Inc. (RAA)	100% owned by AGI
Financial Service Corporation (FS Corp)	100% owned by AGI
FSC Securities, Corporation (FSC)	100% owned by FS Corp
SagePoint Financial Inc (SPF)	100% owned by AGI
Woodbury Financial Services, Inc (WFS)	100% owned by AGI
Vision2020 Wealth Management Corp.	100% owned by AGI
Infinex Financial Holdings, Inc. (IFHI)	100% owned by AGHI
Infinex Investments, Inc.	100% owned by IFHI
American Portfolios Holdings, Inc. (APHI)	100% owned by AGHI
American Portfolios Advisory, Inc.	100% owned by APHI
American Portfolios Financial Services, Inc.	100% owned by APHI

Some of our business operations involve directing clients to products or services of our Related Persons. In that case we or our Related Persons can receive compensation when doing so which results in a conflict of interest. Your Advisory Representative, however, does not receive a portion of the compensation paid to us or our Related Persons and therefore does not have a conflict of interest in recommending the use of one of our affiliated companies. As a result of the fact that your Advisory Representative is not compensated for directing you to products or services offered by our Related Persons, we believe that the Firm's conflict of interest is mitigated.

Certain principal executive officers of LTAM may be employees, officers, or directors of affiliates listed above. These permitted additional responsibilities could be viewed as creating a conflict of interest in that the time and effort of the directors, officers, principals and employees of LTAM because they will not be devoted exclusively to the business of LTAM and may have conflicts of interest due to their loyalties to the different entities.

Certain of LTAM's principal executive officers, members of the LTAM investment committee and other individuals who determine investment advice given to clients can be registered representatives of LTCO.

LTAM financial advisers may recommend that clients invest in the Ladenburg Funds for which LTAM acts as investment adviser, and LTCO acts as distributor. Transactions for the funds are generally executed through LTCO. For more information see the prospectus.

These recommendations create a conflict of interest because LTAM and LTCO generally receive more compensation in connection with the purchase of these investments than they do in connection with the purchase of other investments. In addition, these funds pay fees in connection with services or distribution, such as 12b-1 fees. These fees are paid to LTCO as broker-dealer.

LTAM financial advisers may recommend Premier Trust to provide trust and administrative services. Premier Trust provides full disclosure with respect to its trust and administrative services and related costs.

As explained above, LTCO acts as a dealer with respect to certain securities, and as such, may execute transactions for LTAM clients as principal. As a dealer, LTCO may receive a "mark-up," "mark-down," and/or spread in the net price at which principal transactions are executed. This compensation is in addition

to other compensation that client pays to LTAM and its affiliates. Thus, LTAM has a conflict of interest in recommending or deciding to execute trades through LTCO on a principal basis. LTAM addresses this conflict of interest in the following ways. After receiving disclosures about a specific principal transaction with LTCO, clients have the opportunity to reject the transaction before it is completed, to the extent required by applicable law. In addition, LTAM has policies and procedures in place to assure that clients receive best execution with respect to principal trades, regardless of whether the trade is executed by LTCO or an unaffiliated dealer.

LTAM may also recommend that clients invest in securities issued in an initial public and/or secondary offerings (“new issues”) for which LTCO acts as a manager, underwriter and/or a member of the selling group. LTAM has a conflict of interest in recommending these securities for several reasons. First, LTCO receives all or a portion of the gross spread – the difference between the price that the client pays for the security and the price that LTCO purchases the security for -- in connection with such sales. This gross spread is generally 7% but may be higher or lower in connection with certain offerings. LTAM financial advisers generally receive a portion of this compensation as broker-dealer representatives of LTCO. In addition, LTCO has a substantial interest—both financial and with respect to its reputation—in assuring that the offering is successful by having a large number of the securities purchased. Finally, in connection with certain offerings, LTCO has an obligation to purchase and resell a certain number of securities. Thus, because of its affiliation with LTCO, LTAM has incentives to recommend investments in these offerings for these reasons, rather than based on a client’s needs. To address these conflicts, LTAM has policies and procedures in place to make sure that securities in initial public offerings are recommended only to clients for whom they are suitable given the client’s investment objectives and assets. In addition, clients are generally given transaction specific disclosure prior to the client’s decision to invest in such securities. Securities acquired in initial public and secondary offerings may be oversubscribed and LTAM has policies and procedures in place for the allocation process.

Please also note that LTAM compensates its financial advisers for the costs of marketing, distribution, business and client development and educational enhancement incurred by the financial advisor for the promotion of LTAM’s services. This compensation may be based on assets under management or otherwise advised.

### ***Payments from Third Parties***

In addition to the various types of compensation LTAM’s affiliates may earn from clients in connection with effectuating the investment advice LTAM renders to clients, these affiliates may also receive payments from third parties in connection with services rendered to LTAM’s clients.

For example, LTCO and other affiliated broker-dealers may receive distribution or service (“trail”) fees from the sale of certain unaffiliated mutual funds (including money market funds) pursuant to a 12(b)-1 distribution plan or other such plan as compensation for distribution or administrative services. These fees are distributed from the fund’s total assets. LTCO may pay a portion of the distribution fees it earns to LTAM’s financial advisers in their capacity as broker-dealer representatives of LTCO. For certain accounts custodied at NFS, LTCO credits 12b-1 fees received for LTAM financial advisers back to the client accounts. LTAM’s affiliated broker-dealers may also participate in revenue-sharing arrangements based on fees paid by mutual funds to participate in No-Transaction-Fee (“NTF”) platforms made available by custodians.

In addition, LTCO and other affiliated broker-dealers typically receive compensation in connection with cash held in brokerage accounts at National Financial Services and Pershing. For most accounts, the Bank Deposit Sweep Program (the “BDSP”) is the only vehicle available for cash balances (from deposits to the account, securities transactions, dividend and interest payments and other activities) in the account. LTCO and other affiliated broker-dealers receive a fee in connection with the BDSP based on the value of the cash in the program. This fee reduces the amount of interest that clients receive in connection with cash held in

their accounts. The financial adviser does not receive any portion of the BDSP fee received by LTCO and other affiliated broker-dealers. The Insured Cash Account Program (the “ICAP”) is the core account investment vehicle offered for eligible advisory IRA accounts. Each month for any advisory IRA using the Insured Cash Account Program as the core account investment vehicle, a level administrative fee applies for the administrative services performed in operating the ICAP Cash Account Program Disclosure Document. We cannot earn income in excess of the stated level account fee. The aggregate interest generated by banks participating in the ICAP is used to pay the level account fee for each individual client and to pay any third-party vendor fees. All interest left over after these payments is then credited to client accounts in the Insured Cash Account Program. The fees that LTCO and other affiliated broker-dealers receive in connection with the client assets participating in the BDSP and ICAP are in addition to the management fee that LTAM receives in connection with such assets pursuant to the client’s advisory contract. A detailed explanation of the method for calculating interest and fees is available in the BDSP and ICAP Disclosure Documents. For LTCO, this information can be found at [www.advisorgroup.com/disclosures/cash-sweep-ladenburg](http://www.advisorgroup.com/disclosures/cash-sweep-ladenburg). For our other affiliated broker-dealers this information can be found at our Parent Company’s website: [www.advisorgroup.com/our-firms](http://www.advisorgroup.com/our-firms) or available on request.

LTAM’s affiliates may also receive payments called “revenue sharing payments” and/or “marketing allowances” from certain product sponsors (“Strategic Partners”) including mutual funds, insurance companies, and Non-Traded products such as Real Estate Investment Trusts (“REITS”). These payments are not shared with LTAM’s financial advisers. For more detailed information about the products in the Strategic Partners program, you may request the complete disclosure document from your financial adviser.

Qualified custodians are another source of revenue to LTAM’s affiliated broker-dealers. Specifically, NFS and Pershing provide significant compensation to our affiliated broker-dealers in their capacity as introducing broker/dealer to offset its general operating expenses based on the number of accounts and/or account assets held by our affiliated broker dealers. The specific terms of this compensation differ between NFS and Pershing.

Certain custodian fees may apply to your brokerage accounts. In some instances, the affiliated broker-dealers pays a portion of the fee charged. In other instances, the affiliated broker-dealers apply a markup to these fees. In this regard, LTAM’s affiliates broker-dealers can receive revenue based upon client activity, as well as the amount of assets custodied with these firms. The types of revenue include, but are not limited to, margin interest charges, IRA fees, inactivity fees, 12b-1 trails and other fees set forth in the custodian’s Schedule of Client Fees and Charges.

Our affiliated broker-dealers exercise no discretion, nor provide any advice or recommendation in the selection of the Custodian for any specific account or client. As a result, any difference in compensation to our affiliated broker-dealers is based solely on the contracts with the Custodians and your Advisory Representative’s election of a Custodian. Secondly, Advisory Representatives do not share in any compensation paid by the custodians to our affiliated broker-dealers. As a result, Advisory Representatives have no financial conflict of interest in any recommendation of a Custodian to clients.

For more information regarding custodial fees and the above forms of compensation, please see the Disclosures section of the respective affiliated broker-dealer at our Parent Company’s website: [www.advisorgroup.com/our-firms](http://www.advisorgroup.com/our-firms) for the Pershing and NFS Schedule of Client Fees and Charges.

### ***Conflicts of Interest***

The various compensation arrangements discussed in this section of the Brochure present conflicts of interest for LTAM, because they incentivize the firm and its financial advisers to select or recommend products that provide such payments. To mitigate these conflicts, LTAM prohibits its financial advisers and

other supervised persons from selecting or recommending any product based solely on payments that LTAM, its employees or its affiliates may receive in connection with the promotion of that product. Instead, LTAM requires financial advisers and other supervised persons to advise and make recommendations in clients' best interests, taking into account clients' needs, investment objectives and risk tolerances. LTAM offers a number of investment advisory programs that may include the Ladenburg Funds, a series of mutual funds that are managed by LTAM. Since LTAM receives an internal management fee from the funds, a potential conflict of interest exists.

### ***Code of Ethics and Personal Trading***

LTAM has adopted a Code of Ethics for all supervised persons of LTAM, describing its high standards of business conduct, and fiduciary duty to clients. All supervised persons at LTAM must acknowledge the terms of the Code of Ethics and personal securities transactions and holdings annually, or as amended. The Code of Ethics sets forth detailed policies and procedures regarding the personal trading of its personnel. The Code of Ethics also contains policies and procedures to prevent the misuse of material, non-public information by LTAM's officers and employees. A copy of the LTAM Code of Ethics may be obtained by writing to: Ladenburg Thalmann Asset Management Inc., 640 Fifth Avenue, 4th Floor, New York, NY 10019.

LTAM personnel are required to conduct their personal investment activities in a manner that is not detrimental to its advisory clients. LTAM personnel are not permitted to transact in securities except under circumstances specified in the Code of Ethics.

LTAM may give advice, take action, or hold or deal in securities for some clients or accounts, including LTAM's own accounts, which differs or may be similar at times from the advice it gives, action it takes, or securities it holds or deals for other clients. The Code of Ethics is designed to assure that the personal securities transactions, activities and interests of the employees of LTAM will: (a) observe applicable legal (including compliance with applicable state and federal securities laws) and ethical standards in the performance of their duties; (b) at all times place the interests of clients first while, at the same time, allowing employees to invest for their own accounts; (c) disclose all actual and potential conflicts; (d) adhere to the highest standards of loyalty, candor and care in all matters relating to clients; (e) conduct all personal trading consistent with the Rules and in such a manner as to avoid any actual or potential conflict of interest or any abuse of their position of trust and responsibility; and (f) not use any material non-public information in securities trading.

The Code of Ethics also establishes policies regarding other matters such as outside employment, the giving or receiving of gifts, and safeguarding portfolio holdings information.

Under the Code certain classes of securities have been designated as exempt transactions, based upon a determination that these would materially not interfere with the best interest of LTAM's clients. In addition, the Code requires pre-clearance of many transactions, and restricts trading in close proximity to client trading activity. These pre-clearance requirements and the exceptions are defined in the Code of Ethics.

LTAM and its employees may not enter orders for accounts in which they have a beneficial ownership interest to benefit from their knowledge of clients' orders in a particular security ("front-running"). LTAM defaults to LTCO's front running and personal trading policies as the affiliate broker dealer. In addition to those requirements, LTAM Access Persons will not be approved to trade in securities that are ETFs and/or Mutual Funds that are held in LTAM's discretionary portfolios within 5 days of a rebalance by LTAM. Because the Code of Ethics in some circumstances would permit employees to invest in the same securities as clients, there is a possibility that employees might benefit from market activity by a client in a security held by an employee. Employee trading is continually monitored under the Code of Ethics, and to reasonably prevent conflicts of interest between LTAM and its clients.

Certain clients also may maintain accounts at LTCO for which LTAM does not act in an advisory capacity. In providing execution services to these accounts separate and apart from the client's advisory accounts, LTCO may enter into transactions as principal. These activities are separate and apart from LTAM's advisory services.

The Code of Ethics is enforced through compliance monitoring activities and surveillance. In cases where the firm discovers that an employee has violated a firm policy and/or procedure, the firm's code of business conduct or code of ethics, a state or federal law, regulation of the SEC, or other regulatory agency, the Compliance Department will take appropriate steps to investigate the circumstances and will take action commensurate with the manner of the violation. Such actions could take the form of a written warning to the employee in conjunction with the firm's Legal Department or be as serious as disciplinary action up to and including termination. Any such investigations will be brought to the appropriate regulator's attention, if necessary, which can result in a disclosure of the violation on the employee's U-4 form, if required.

### ***Review of Accounts***

The financial advisor is primarily responsible for reviewing the accounts on an on-going basis to ensure that the investment strategy continues to be suitable for the client, taking into account any changes to the information provided by the client. LTAM generally reviews PIM accounts at least annually. These reviews are performed by LTAM's Chief Compliance Officer and Branch Officer Managers.

LTAM or the financial advisor may provide clients with quarterly performance reviews of PIM accounts. LTAM and the financial advisor may not provide tax advice, and nothing in the performance review should be construed as advice concerning any tax matter. Performance reviews are not a substitute for regular monthly account statements received from the custodian or Form 1099. Performance reviews should not be used to calculate fees or to complete income tax returns. Upon a client's specific request and subject to the relevant firm's policies and procedures and applicable law, the performance review may include information about assets outside the program. By including any such assets in the performance review, the firm is not undertaking to provide or be responsible for providing any services with respect to those assets.

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

LTAM may enter into agreements with third parties that will solicit clients for LTAM and receive compensation for solicitation efforts. In such instances, the third-party solicitor will receive either a percentage of, or a set fee from, the fee charged to the client. If a solicitor is used in connection with a client's account, the structure and arrangement of the solicitation agreement, as well as the compensation paid to the solicitor, will be fully disclosed to the client. This disclosure will be acknowledged in writing by the client when participating in a LTAM program. The fee charged to a client is not affected by the use of a third-party solicitor in connection with client accounts, and a client will not be charged any additional fees for the use of such services.

### ***Financial Information***

LTAM does not require prepayment of advisory fees six months or more in advance. LTAM has never been the subject of a bankruptcy petition.

## Ladenburg Thalmann Asset Management (“Ladenburg”) - Privacy Notice

FACTS	What does Ladenburg Thalmann Asset Management Inc. do with your personal information?		
Why?	Financial companies choose how they share your personal information. Federal law gives consumers the right to limit some but not all sharing. Federal law also requires us to tell you how we collect, share and protect your personal information. Please read this notice carefully to understand what we do.		
What?	<p>The types of personal information we collect and share depend on the product or services you have with us. This information can include:</p> <ul style="list-style-type: none"><li>▪ Social Security Number, Date of Birth, and Income</li><li>▪ Assets and Investment Experience</li><li>▪ Employment Information and Tax Reporting</li><li>▪ Account Transactions and Retirement Assets</li><li>▪ Investment Performance Information</li></ul> <p>When you are no longer our customer, we continue to share your information as described in this notice.</p>		
How?	All financial companies need to share customers’ personal information to run their everyday business. In the section below, we list the reasons financial companies can share their customers’ personal information; the reasons Ladenburg, chooses to share; and whether you can limit this sharing.		
Reasons we can share your personal information		Does Ladenburg share?	Can you limit this sharing?
<p><b>For our everyday business purposes</b> – to administer, manage and service customer accounts, process transactions and provide related services for your accounts, it is necessary for us to provide access to personal information with companies affiliated with Ladenburg and to certain nonaffiliated companies. We may share your personal information:</p> <p>To process your transactions, maintain your account, respond to court orders and legal investigations, respond to regulatory requests, or report to credit bureaus or government entities with parent and Affiliate companies of Ladenburg, Inc. including but not limited to:</p> <ul style="list-style-type: none"><li>• Ladenburg Thalmann &amp; Co. (LTCO)</li><li>• Advisor Group, Inc. and its affiliated companies with nonaffiliated entities that perform services for us or function on our behalf (such as check printing services, clearing broker-dealers, investment companies, and insurance companies) with third -party administrators and vendors for the purposes of providing current and future information on your account (such as transaction history, tax information and performance reporting).</li></ul>		Yes	No
<b>For our marketing purposes</b> – to offer our products and services to you		Yes	No
<b>For joint marketing with other financial companies-</b> Federal and certain state laws give us the right to share your information with banks, credit unions, retirement plans and other financial companies where a formal agreement exists between us and them to provide or market financial products or services to you. However, we will not share your information with these financial companies for marketing purposes if your financial professional is not affiliated with them without your consent, but we may share information with these financial companies where necessary to service your accounts.		Yes	No

<b>For our affiliates to market to you</b>	Yes	Yes
<b>For nonaffiliates to market to you</b>	No	We do not share
<p><b>For customers of Ladenburg and LTCO</b></p> <ul style="list-style-type: none"> <li>▪ If your financial professional terminates his or her relationship with us and moves to a New Firm, we or your financial professional may disclose your personal information to the New Firm, unless you instruct us not to. If you do not want us or your financial professional to disclose your personal information to the New Firm when your financial professional terminates his or her relationship with us, you may request that we and your financial professional limit the information that is shared with the New Firm.</li> <li>▪ Your personal information may also be shared with certain entities that are owned, controlled by or affiliated with your financial professional, such as an independent insurance agency, accounting firm or independent investment advisory firm.</li> <li>▪ In the event your financial professional (or his/her estate) agrees with an unaffiliated financial professional or unaffiliated brokerage or investment advisory firm to sell all or some portion of his/her securities, advisory or insurance business, your personal information may be shared with the acquiring financial professional and/or the New Firm.</li> </ul> <p>If you live in Alaska, California, Massachusetts, Maine, North Dakota or Vermont, under certain circumstances, we are required as a financial institution to obtain your affirmative consent to share your personal information with a Nonaffiliate. If you live in any state other than those listed, under certain circumstances, you may opt-out of Ladenburg sharing your Personal Information with a Nonaffiliate. If you opt-out you will continue to receive annual privacy notices as required by the SEC. However, you do not need to respond to maintain a previous opt-out designation. Please refer to the “To Limit Our Sharing” section for ways to opt-out.</p>	Yes	Yes

<b>Who We Are</b>	
Who is providing This Notice?	<p>Ladenburg and its Affiliates (collectively Ladenburg Thalmann). Our Affiliates covered under this privacy notice include the following entities:</p> <ul style="list-style-type: none"> <li>▪ Ladenburg Thalmann &amp; Co. (LTCO)</li> <li>▪ Advisor Group, Inc. and its affiliated companies</li> </ul>
<b>What We Do</b>	
How does Ladenburg Thalmann Asset Management protect my personal information?	<p>To protect your personal information from unauthorized access and use, we use security measures that comply with federal law. These measures include computer safeguards and secured files and buildings.</p> <p>We train our employees in the proper handling of personal information. We require companies that help provide our services to you to protect the confidentiality of personal information they receive.</p>



How Does Ladenburg Thalmann Asset Management collect my personal information?	<p>We collect your personal information, for example, when you:</p> <ul style="list-style-type: none"> <li>▪ Open an account or apply for insurance;</li> <li>▪ Seek advice about your investments;</li> <li>▪ Enter into an investment advisory relationship;</li> <li>▪ Provide account information or</li> <li>▪ Make deposits or withdrawals from your account.</li> </ul> <p>We also collect personal information from others, such as credit bureaus, affiliates, or other companies.</p>
Why can't I limit all sharing?	<p>Federal law gives you the right to limit only:</p> <ul style="list-style-type: none"> <li>▪ Sharing for affiliates' everyday business purposes – information about your creditworthiness</li> <li>▪ Affiliates from using your information to market to you</li> <li>▪ Sharing for nonaffiliates to market to you</li> </ul> <p>State laws and individual companies may give you additional rights to limit sharing.</p>
<b>Other Important Information</b>	
Use and Disclosure of health information:	<p>To the extent you provide health information to Ladenburg for the purpose of applying for insurance products, such information will not be disclosed to nonaffiliated companies for any purpose, except:</p> <ul style="list-style-type: none"> <li>▪ to underwrite or administer your insurance policy or related claims</li> <li>▪ as required by law</li> <li>▪ as authorized by you</li> </ul>
To limit our sharing	<p>You may limit the sharing of your personal information ("Opt-Out") by calling 1-800-215-1570 if you received this privacy notice by regular mail.</p> <p><b>Please note:</b> When you are no longer our customer, we continue to share your information as described in this notice. However, you can contact us at any time to limit our sharing.</p> <p>In the event you decide to Opt-Out, your decision will be recorded as limiting the sharing of personal information for all applicable options. In other words, if you Opt-Out your personal information will not be shared by Ladenburg or an Affiliate: (i) with your financial professional's new broker-dealer in the event he or she leaves Ladenburg or an Affiliate and joins a New Firm or sells his/her securities, advisory or insurance business to a nonaffiliated company; (ii) with affiliated entities of your financial professional or any bank or credit union that your financial professional is affiliated with; and (iii) with Affiliates of Ladenburg that you do not already have an existing relationship with for the purpose of marketing products or services to you.</p>
Questions?	Go to <a href="http://www.ltam.com/contact">www.ltam.com/contact</a>

This Privacy Notice applies to products and services used primarily for personal, family, trusts, corporation or entity and ERISA account purposes. We reserve the right to change this Privacy Notice, and any of the practices described within this policy, at any time.