

*charles* SCHWAB

# PERSONALIZED INVESTMENT SERVICES FOR EXECUTIVES AND PROFESSIONALS

SCHWAB  
EXECUTIVE  
SERVICES



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For executives and professionals, decisions regarding equity compensation and retirement planning are often critical and complex. Schwab Executive Services offers personal, customized service from a team of investment professionals who have expertise in these financial matters. We are here to consult with you to determine your needs and provide the level of guidance and service that is right for you.



## WELCOME TO SCHWAB EXECUTIVE SERVICES



We're pleased to introduce you to Schwab's personalized financial services for executives and professionals. Schwab Executive Services offers you a dedicated relationship with an experienced Schwab Financial Consultant who can assist you with your needs. Whether you're an executive in a publicly traded company or a partner in a professional practice, you'll find this customized, premier service invaluable when it comes to making more informed decisions regarding your equity compensation and retirement benefits.

I invite you to use this brochure to learn more about the services that can help you better manage your portfolio, and I encourage you to talk to your Financial Consultant to see how Schwab Executive Services can help you reach your goals more effectively.

A handwritten signature in black ink, appearing to read 'Walt Bettinger', written in a cursive style.

Walt Bettinger  
President and CEO  
The Charles Schwab Corporation

## **A SPECIALIZED TEAM FOCUSED ON MEETING YOUR NEEDS**

### **PUT THE EXPERTISE OF OUR EXPERIENCED SCHWAB FINANCIAL CONSULTANTS TO WORK FOR YOU.**

At the heart of our service, you'll get the advantages of having a dedicated one-on-one relationship with a knowledgeable Schwab Financial Consultant. As your go-to person, your Financial Consultant can provide expertise and insight into your specific employee benefits administered by Schwab, and can coordinate customized financial services based on your needs.

#### **Get fact-based advice**

Schwab Financial Consultants are highly credentialed and appropriately registered, and have an average of 15 years of experience helping executives and professionals like you who have special financial needs. Taking into consideration your financial circumstances and needs, your Financial Consultant can provide you with recommendations based on well-informed insights and industry-recognized research.

#### **Work in the way that best meets your needs**

Even if you already have an existing advisor relationship, you can still take advantage of Schwab Executive Services. Your Schwab Financial Consultant will gladly work with your advisors to help meet your financial goals.

#### **You'll get preferred pricing, too**

Once you take advantage of Schwab Executive Services, you'll also enjoy preferred pricing on select products and services.<sup>1</sup>

#### **A Schwab Financial Consultant is ready when you are**

When you team with a Schwab Financial Consultant, you get specialized guidance and support to decide on the financial strategy that's right for you.

## **EXCEPTIONAL SUPPORT AND SERVICE FOR YOUR EQUITY COMPENSATION AND RETIREMENT PLAN NEEDS.**

Your Schwab Financial Consultant will work closely with you to determine how your benefits and workplace compensation fit into your overall financial picture.

For more complex and detailed benefits needs, you can also rely on your Financial Consultant to provide customized professional help for you. That's because your Financial Consultant is backed by a team of specialists who are experienced in servicing high-net-worth executives, professionals and Section 16 officers. They are knowledgeable in SEC Rule 10b5-1 trading plans, large block trades and restricted stock and securities regulations.

### **Additional support beyond your workplace benefits**

Your Schwab Financial Consultant provides customized, one-on-one services to match your particular life stage or financial situation. Feel free to take advantage of our in-depth knowledge and support for portfolio strategy and management solutions, specialized investment diversification strategies, wealth preservation, and cash and debt management services.

Over the following pages, you'll learn more about these resources, and you can use this knowledge as a basis for conversation with your Financial Consultant.



# WEALTH MANAGEMENT & ESTATE SERVICES

## DETERMINE THE BEST STRATEGIES TO MANAGE YOUR WEALTH TODAY AND IN THE LONG RUN

As a top professional in your field, you've succeeded in earning a substantial amount of income and in building your assets. Now you need a plan to help smartly manage them. We'll not only advise you how to manage your wealth—we'll help you find ways to transfer it in a tax-efficient manner.

### Wealth Management

Your dedicated Financial Consultant brings you extensive knowledge, industry-recognized research, and astute insight to help you develop strategies and navigate the many rules and regulations governing trading and investing. You can leverage this financial expertise for your holistic financial needs. Schwab offers you:

Portfolio strategy and management

Guidance through various decisions and life events

Help making the most of Schwab services, expertise, and resources

### Charitable Gift Planning

Schwab Charitable<sup>TM2</sup> can help you take a tax-smart, strategic approach to your family's giving. With a donor-advised account or a charitable trust, you can receive tax benefits today and build a charitable legacy for the future.

Acceptance of contributions of privately-held stock, real estate, and other liquid assets

Flexible investment options

Customized giving solutions, including privacy

### Estate Services

Schwab can help you get started with your estate planning, from guiding you through the process to putting your plan in action. Start by asking your Schwab Financial Consultant for a free Estate Planning Guide. The guide will help you gain a clear understanding of the estate planning tools and techniques that can help you make sure that your assets are passed on according to your wishes and in the most tax-efficient manner possible.



# FINANCIAL STRATEGIES AND SOLUTIONS

## PORTFOLIO SOLUTIONS

Whether you want to be intimately involved in every portfolio decision or leave the details to an experienced investment professional, Schwab can help you choose the type of advice that best suits your personal style.

We help define your needs

We help you determine the investments

We help you execute and manage

### Schwab Managed Portfolios™

Your Financial Consultant will work with you to help define an investment strategy and select a portfolio that can help you accomplish your goals. Schwab Managed Portfolios offers diversified portfolios of either mutual funds or ETFs designed for a range of investment objectives that match your risk tolerance.\*

### Schwab Managed Account Services™

As you continue to grow and preserve your assets, you may have reached a point where you need specialized, professional management for all—or a portion—of your portfolio. A managed account is a portfolio of individual securities, managed on your behalf by an investment management firm for an asset-based fee. Each account follows a focused strategy within a specific asset class—such as large-cap, international, or fixed income—or within a specific investment style.\*\*

We'll help you find the right managed account to fit your needs. Managers are available in the following categories:

Fixed Income Managed Accounts - \$250,000 investment minimum. This includes the PIMCO Municipal Bond Ladder Separately Managed Accounts, comprising five professionally managed strategies that seek to generate income through investment opportunities in the municipal bond market.<sup>6</sup>

Equity Managed Accounts - \$100,000 investment minimum

Diversified Portfolios - start at \$250,000 investment minimum

With Managed Account Select, you can choose one focused managed account, or diversify with several accounts across various asset categories to create a portfolio tailored to your needs. In every case, you'll receive expert, professional management and ongoing personal guidance every step of the way.

## Expertise

Schwab Managed Portfolios are managed by the investment experts at Charles Schwab Investment Advisory. You'll get access to professionally managed portfolios designed for today's volatile markets.





### Windhaven Portfolios™

With a highly proactive approach to risk management, Windhaven Portfolios<sup>^</sup> offer clients a choice of three broadly diversified global portfolios consisting primarily of low-cost index ETFs. Investment manager Windhaven™ dynamically adjusts portfolio allocations, striving to capture growth in rising markets while seeking to limit exposure in declining markets.

### Schwab Private Client

With Schwab Private Client,<sup>^^</sup> you'll partner with a dedicated group of representatives from Charles Schwab & Co., Inc. and Schwab Private Client Investment Advisory, Inc., who will provide a disciplined, objective approach to help you reach your financial goals. Your Financial Consultant manages your overall relationship with Schwab and helps you set appropriate "big picture" goals. You'll also have a Portfolio Consultant who works with you to develop, implement, and track a customized investment plan that aligns with your goals and risk profile. You make all final investment decisions and always remain in control.

### Schwab Advisor Network®

If you have complex wealth management needs and want to work with a local independent investment advisor, a member of the Schwab Advisor Network<sup>+</sup> can offer you specialized guidance and personalized attention.

Your advisor can provide comprehensive, personalized service:

Manage some or all of your investments	Develop, implement and manage a customized plan that encompasses your total financial picture	Collaborate with your lawyer or accountant as needed
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If your investment assets total \$500,000 or more, you may be eligible for a no-cost referral. Services are also available for an asset-based fee that varies by investment advisor.<sup>∞</sup>

<sup>∞</sup> Services and fees vary by advisor.

Diversification strategies do not ensure a profit and do not protect against losses in declining markets.

\* Please read Schwab's Disclosure Brochure for important information and disclosures relating to Schwab Managed Portfolios.

\*\* Investments in managed accounts should be considered in view of a larger, more diversified investment portfolio. In addition, international and small-cap styles and investment concentrations in certain sectors are subject to greater volatility and therefore a greater degree of risk than portfolios that are more diversified across sectors or styles. Please read Schwab's disclosure brochure for important information and disclosures relating to managed accounts at Schwab.

<sup>^</sup> Windhaven's portfolio risk-management process includes an effort to monitor and manage risk, but should not be confused with, and does not imply, low risk or the ability to control risk. Please refer to Windhaven's Form ADV Part 2 for more information. Windhaven Diversified Portfolios strategies are available through Schwab's Managed Account Connection™ program ("Connection"). Please read Schwab's disclosure brochure for important information and disclosures relating to Connection and Schwab Managed Account Services™. Portfolio management is provided by Windhaven, an affiliate of Charles Schwab & Co., Inc. ("Schwab"). Windhaven Investment Management, Inc. is a registered investment advisor and an affiliate of Schwab.

<sup>^^</sup> Please ask to see the Schwab Private Client and the Schwab Private Client Investment Advisory, Inc. Disclosure Brochures for information and disclosures about this service. Portfolio Management provided by Schwab Private Client Investment Advisory, Inc., a Registered Investment Advisor and affiliate of Charles Schwab & Co., Inc. The Portfolio Consultant, Associate Portfolio Consultant, and other representatives making investment recommendations in your Schwab Private Client accounts are employees of Schwab Private Client Investment Advisory, Inc.

<sup>+</sup> Schwab Advisor Network member advisors are independent and are not employees or agents of Schwab. Schwab prescreens advisors and checks their experience and credentials against criteria Schwab sets, such as years of experience managing investments, amount of assets managed, professional education, regulatory licensing, and business relationship as a client of Schwab. Advisors pay fees to Schwab in connection with referrals. Schwab does not supervise advisors and does not prepare, verify, or endorse information distributed by advisors. Investors must decide whether to hire an advisor and what authority to give him or her. Investors, not Schwab, are responsible for monitoring and evaluating an advisor's service, performance, and account transactions. Services may vary depending on which advisor an investor chooses.

## SPECIALIZED PRODUCTS AND SERVICES TO HELP DIVERSIFY YOUR PORTFOLIO

There are a variety of investment strategies you can use to make the most of your money. And while some are fairly simple, others are more complex. Talk with your Schwab Financial Consultant about the advantages of the specialized investment types listed below for your specific financial situation.

### Exchange-Traded Funds (ETFs)

At Schwab, you'll find all U.S. listed ETFs, plus robust screening and research tools, such as the ETF Select List, to help you find, compare, and choose the right ETFs for you. Our proprietary Schwab ETFs™ offer great value and can serve as core building blocks of a diversified portfolio:

Low expense ratios— Schwab ETFs offer some of the lowest expense ratios in the industry	\$0 online trade commissions through a Schwab account*	Schwab ETFs follow broad indexes of domestic stocks, international stocks, and bonds, providing market exposure across a range of market capitalizations, styles, regions, and bond sectors
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### Options and Futures

You can take advantage of a range of options solutions available from Schwab and optionsXpress.

At Schwab, you can make use of options tools, research, educational resources and options specialists in a familiar Schwab environment to help support your options trading.

Options traders can enjoy a trading package built and optimized for options trading with optionsXpress, an options and futures trading leader now part of the Charles Schwab Corporation.<sup>3</sup> Trading at optionsXpress is designed for anyone looking for:

Flexible options tools and resources for various levels of investor or trader experience	Advanced options capabilities such as trading 3- and 4-legged options online, spread trading in IRA's, and portfolio margining	Futures trading**
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### Active Trading

As an active trader at Schwab (trading more than 3 times per month), you will have access to our full range of trading resources for just \$8.95 per online equity trade.<sup>7</sup>

Experience StreetSmart Edge,<sup>®</sup> our flagship trading platform that thinks like a trader, offering you an intuitive workflow that makes advanced tools and charting easy to use.<sup>8</sup> Get expert insight and research from the best of Schwab and third parties, as well as priority access to our trading support professionals. To help you build or enhance your trading strategy, Schwab offers educational content, plus an exclusive online community for active trading clients to exchange ideas, ask questions, and hear from Schwab experts.

\* Restrictions apply: Online trades of Schwab ETFs are commission-free at Charles Schwab & Co., Inc. (member SIPC), while trades of third-party ETFs are subject to commissions. Broker-assisted and automated phone trades are subject to service charges. A minimum deposit of \$1,000 is required to open most Schwab brokerage accounts. Waivers may apply. See the Charles Schwab Pricing Guide for details.

All ETFs are subject to management fees and expenses.

Schwab ETFs are distributed by SEI Investments Distribution Co. (SIDCO). SIDCO is not affiliated with The Charles Schwab Corporation or any of its affiliates.

\*\* Futures trading carries a high level of risk and is not suitable for all investors. Certain requirements must be met to trade futures. Please read the Risk Disclosure Statement for Futures and Options before considering any futures transactions. Call Schwab at 1-800-435-4000 for a current copy.



### **Bonds and Fixed Income Investments**

Access more than 36,000 individual securities from more than 200 dealers,<sup>^</sup> and hundreds of bond funds. Schwab offers a wide range of fixed income investment products and solutions for your portfolio.

For individual bonds, you have the choice of new issue municipal bonds through J.P. Morgan,<sup>5</sup> as well as broad access to secondary market bonds including municipals, corporates, treasuries, and agencies. Hundreds of bond mutual funds are also available through Mutual Fund OneSource.<sup>®^^</sup> Plus, Schwab offers over 100 bond ETFs, including Schwab ETFs,<sup>™</sup> which trade commission-free\* when traded online in a Schwab account.

### **Annuities and Insurance**

Low-cost annuities from Schwab provide the opportunity for tax-deferred growth and, when you retire, the option of guaranteed income to last as long as you wish—even for life.<sup>9</sup>

Get exceptional value with a low-cost variable annuity. Clients switching to a variable annuity at Schwab save an average of \$455 per year.<sup>10</sup> And zero surrender fees offer flexibility if your situation changes.

Variable Annuities - stay invested in the market to give your retirement savings the potential to keep growing—and save 35%–50% on annuity fees<sup>11</sup>

Fixed Annuities - lock in a guaranteed rate of return to keep your retirement savings protected and growing regardless of market conditions<sup>9</sup>

Income Annuities - when you're ready to retire, you can convert a portion of your savings into a steady stream of payments that's guaranteed to last the rest of your life<sup>9</sup>

**Brokerage and Insurance products: • Are not deposits • Are not FDIC insured • Are not insured by any federal government agency • Are not guaranteed by the bank or affiliates of the bank • May lose value**

<sup>^</sup> Schwab BondSource<sup>®</sup> as of 9/29/2011

<sup>^^</sup> Charles Schwab & Co., Inc. (member SIPC) receives remuneration from fund companies in the Mutual Fund OneSource<sup>®</sup> program for recordkeeping and shareholder services, and other administrative services.



# CHARLES SCHWAB BANK

## CASH AND DEBT MANAGEMENT

Schwab Bank offers a wide range of banking solutions. To learn more about how the services, resources, and online tools offered by Schwab Bank can play an important role in managing your finances, please ask your Schwab Financial Consultant.

### Schwab Bank High Yield Investor Checking®

With Schwab Bank High Yield Investor Checking there are no monthly service fees, no account minimums, and unlimited ATM fee rebates<sup>12</sup> worldwide. You'll earn interest on your balance, plus:

Unlimited ATM fee rebates and worldwide access to cash with a Visa® Platinum debit card

Free Direct Deposit as well as free standard checks and Schwab Bank Bill Pay™

FDIC-insured up to \$250,000<sup>13</sup>

Powerful mobile apps available - transfer funds and make deposits<sup>14</sup> on the go with Schwab Mobile Deposit™

Schwab Bank High Yield Investor Checking accounts are available only as linked accounts with Schwab One® accounts. The Schwab One brokerage account has no minimum balance requirements, and there is no requirement to fund this account, when it is opened with a linked High Yield Investor Checking account.

### Schwab Bank High Yield Investor Savings®

Get a competitive interest rate and FDIC-insured savings with the Schwab Bank High Yield Investor Savings® account. You get a variable annual percentage yield, with no account minimums and no monthly service fees.

## HOME LENDING

Home Lending provided by Quicken® Loans®—The home loan provider of Schwab Bank.

### Mortgages

Whether you're looking to purchase or refinance, you can count on competitive mortgage rates and a closing cost discount on a wide variety of loan solutions.

### Home Equity Lines of Credit

Use this simple, flexible way to access cash by tapping into the equity in your home. This solution offers advantages such as competitive rates and no minimum balance requirement. Plus, you won't have to make payments or pay interest until you access your cash. And your interest may be tax-deductible—consult your tax advisor.<sup>15</sup>

**Brokerage and Insurance products: Are not deposits • Are not FDIC insured • Are not insured by any federal government agency • Are not guaranteed by the bank or affiliates of the bank • May lose value**



Nothing herein is or should be interpreted as an obligation to lend. Loans are subject to credit and property approval. Other conditions and restrictions may apply. Hazard insurance may be required. Charles Schwab Bank and Charles Schwab & Co., Inc. are separate but affiliated companies and subsidiaries of The Charles Schwab Corporation. Investment products are offered by Charles Schwab & Co., Inc. (member SIPC). Charles Schwab & Co., Inc. does not solicit, offer, endorse, negotiate or originate any mortgage loan products and is neither a licensed mortgage broker nor a licensed mortgage lender. Home lending is offered and provided by Quicken Loans, Inc, Equal Housing Lender. Quicken Loans Inc., is not affiliated with The Charles Schwab Corporation, Charles Schwab & Co., Inc. or Charles Schwab Bank. Deposit and other lending products are offered by Charles Schwab Bank, Member FDIC and an Equal Housing Lender.

1. The special offer is subject to change.
2. Schwab Charitable™ is the name used for the combined programs and services of Schwab Charitable Fund, an independent 501(c)(3) nonprofit organization, and Schwab Charitable Trust Services, a limited liability company owned by Schwab Charitable Fund. The Fund has entered into service agreements with certain affiliates of The Charles Schwab Corporation.  
Contributions of real estate, private equity or other non-cash assets are accepted via a charitable intermediary, with proceeds of your donation transferred to your donor-advised account upon liquidation. This intermediary considers donations on a case-by-case basis, and assets typically must be valued at \$250,000 or more. Call the Fund for more information at 800-746-6216.
3. Options carry a high level of risk and are not suitable for all investors. Certain requirements must be met to trade options through Schwab. Multiple-leg options strategies will involve multiple commissions. Spread trading may only be done in margin accounts. Please read the Options Disclosure Document entitled "[Characteristics and Risks of Standardized Options](#)" before considering any options transaction. Call Schwab at 1-800-435-4000 for a current copy. Supporting documentation for any claims or statistical information is available upon request.  
Because of the importance of tax considerations to all options transactions, the investor should consult his/her tax adviser as to how taxes may affect the outcome of contemplated options transactions.  
Symbols and price and volume data shown here are for illustrative purposes only, and do not constitute a recommendation by Schwab to buy or sell a particular security.  
Futures trading carries a high level of risk and is not suitable for all investors. Certain requirements must be met to trade futures. Please read the Risk Disclosure Statement for Futures and Options before considering any futures transactions.  
Charles Schwab & Co., Inc. (Member SIPC) ("Schwab") and optionsXpress, Inc. (Member SIPC) ("optionsXpress") are separate but affiliated companies and subsidiaries of The Charles Schwab Corporation.
4. Trading on margin involves a great deal more risk than cash accounts. Please consider your financial resources, investment objectives, and tolerance for risk to determine if it makes sense for your individual circumstances. Please review the optionsXpress [Margin Disclosure Statement](#) and [Risks page](#) for specific disclosures and other information about Portfolio Margin. Please call 877-903-7544 for a copy.
5. J.P. Morgan is the marketing name for JPMorgan Chase & Co. and its subsidiaries and affiliates worldwide. J.P. Morgan Securities LLC is a member of NYSE and SIPC.
6. The PIMCO Municipal Bond Ladder strategies are available through Schwab's Managed Account Connection™ program ("Connection"). Please read Schwab's Managed Account Services disclosure brochure for important information and disclosures relating to Connection and Schwab Managed Account Services™. In addition, please read PIMCO's Form ADV or brochure for important information and disclosures. Investments in managed accounts should be considered in view of a larger, more diversified investment portfolio.
7. Restrictions apply: The \$8.95 flat commission does not apply to foreign stock transactions, large block transactions requiring special handling, employer negotiated commission schedules applicable to equity compensation transactions, or restricted stock transactions. Foreign ordinary shares that trade online in the U.S. over-the-counter (OTC) market and do not settle in the U.S. will have a \$50 foreign transaction fee added to the cost of the transaction. All broker-assisted and automated phone trades are subject to service charges. A minimum deposit of \$1,000 is required to open most Schwab brokerage accounts. Waivers may apply. See the [Charles Schwab Pricing Guide](#) for details. Employee equity compensation transactions are subject to separate commission schedules.
8. Schwab's StreetSmart Edge and StreetSmart.com® are available for Schwab Active Trading clients. Access to Nasdaq TotalView® quotes is provided for free to non-professional clients who have made 120 or more equity and options trades in the last 12 months, or 30 or more equity and options trades in either the current or previous quarter, or who maintain \$1 million or more in household balances at Schwab. Schwab Active Trading clients who do not meet these requirements can subscribe to Nasdaq TotalView quotes for a quarterly fee. Professional clients may be required to meet additional criteria before obtaining a subscription to Nasdaq TotalView quotes. This offer may be subject to additional restrictions or fees, and may be changed at any time.
9. The guarantee depends on the claims-paying ability and financial strength of the issuing insurance companies. Withdrawals of earnings are subject to ordinary income tax and, if taken prior to age 59½, may be subject to a 10% federal tax penalty.
10. Source: July 2008–December 2011 Schwab survey of variable annuity exchanges from a non-Schwab variable annuity to a Schwab Income Choice Variable Annuity without the Nationwide Lifetime Income Rider ("L.inc."). The annual savings amount of \$455 reflects the average differential in asset-based annuity fees (typically, the mortality and expense risk and administrative charges) between a clients' existing variable annuities and the Schwab Income Choice Variable Annuity (without L.inc.), assuming a \$100,000 purchase amount and no subsequent additions or withdrawals. The savings figure does not reflect any other charges imposed by the existing annuity carrier, including surrender charges, which, if included, would reduce or eliminate any potential savings. The actual amount you may save annually will vary based upon the differences in annuity fees, underlying investment fees, subaccount performance, amount transferred, and any subsequent additions or withdrawals.  
Variable annuities are sold by prospectus only. Before purchasing an annuity, you should carefully read the prospectus and consider its investment objectives and all the risks, charges, and expenses associated with the annuity and its investment options. For this and other information, call Charles Schwab & Co., Inc. at 888-311-4889 to request a prospectus, or you may view one online at Schwab.com.  
Charles Schwab & Co., Inc., a licensed insurance agency, distributes certain insurance and variable annuity contracts that are issued by insurance companies not affiliated with Schwab. Not all annuity contracts are available in every state.  
Carefully consider differences in features, costs, charges and expenses, services, company strength, potential tax consequences, and other important factors prior to initiating an exchange.  
Variable annuities are long-term investment vehicles designed for retirement purposes and are subject to risk, including possible loss of principal.
11. Mortality and Expense charges on the Schwab variable annuities range from .65% to .85%, as compared to an industry average of 1.33% (according to Morningstar survey of 1,854 variable annuities on 12/31/2011). The percentage savings does not include fees associated with the underlying variable portfolios.
12. Unlimited ATM fee rebates apply to cash withdrawals using the Schwab Bank Visa® Platinum Debit Card wherever it is accepted. ATM fee rebates do not apply to any fees other than fees assessed for using an ATM to withdraw cash from your Schwab Bank account. Schwab Bank makes its best effort to identify those ATM fees eligible for rebate, based on information it receives from Visa and ATM operators. In the event that you have not received a rebate for a fee that you believe is eligible, please call a Schwab Bank Client Service Specialist for assistance at 1-888-403-9000. Schwab Bank reserves the right to modify or discontinue the ATM fee rebate at any time.
13. Funds deposited at Charles Schwab Bank are insured, in aggregate, up to \$250,000 based on account ownership type, by the Federal Deposit Insurance Corporation (FDIC).
14. Schwab Mobile Deposit™  
Schwab Mobile Deposit service is subject to certain eligibility requirements, limitations, and other conditions. Enrollment is not guaranteed and standard hold policies apply. (Requires a wireless signal or mobile connection)
15. Home Equity Lines have a 10-year draw period followed by a 20-year repayment period. During the draw period, you will be required to make monthly payments of accrued interest. Payments will increase if rates increase. At the end of the draw period, your required monthly payments will increase because you will be paying both principal and interest. Charles Schwab & Co., Inc. Financial Consultants provide certain plan-related services to participants in retirement plans serviced by Schwab Retirement Plan Services pursuant to an interaffiliate agreement. Financial Consultants are compensated based on the quality of service they provide and on their marketing and sales of products and services to Schwab Rollover IRA account holders. Go to Schwab.com for Financial Consultants' compensation information.  
Schwab Retirement Plan Services, Inc., Schwab Retirement Plan Services Company, and Charles Schwab & Co., Inc. are separate but affiliated companies and subsidiaries of The Charles Schwab Corporation. Brokerage products and services are offered by Charles Schwab & Co., Inc. (Member SIPC). Schwab Retirement Plan Services, Inc. and Schwab Retirement Plan Services Company provide recordkeeping and related services with respect to retirement plans.  
Commissions, taxes and transaction costs are not included in this discussion, but can affect final outcome and should be considered. Please contact a tax advisor for the tax implications involved in these strategies.

Quicken Loans is an Equal Housing Lender. Quicken Loans Inc. is a licensed mortgage lender. Arizona: Quicken Loans Inc., 16425 North Pima, Suite 200, Scottsdale, AZ 85260, Mortgage Banker License #BK-0902939; Arkansas: Quicken Loans Inc., 1050 Woodward Avenue, Detroit MI 48226-1906, (888) 474-0404; California: Licensed by Department of Corporations, CA Residential Mortgage Lending Act; Colorado: Quicken Loans Inc., NMLS #3030, (888) 474-0404, Regulated by the Division of Real Estate; Georgia: Residential Mortgage Licensee (#11704) - 1050 Woodward Avenue, Detroit MI 48226-1906; Illinois: Residential Mortgage Licensee #4127 - Department of Financial and Professional Regulation, 1050 Woodward Avenue, Detroit, MI 48226-1906; Massachusetts: Quicken Loans Inc., Mortgage Lender License #ML-3030; Minnesota: not an offer for a rate lock agreement; Mississippi: Licensed by the Mississippi Department of Banking and Consumer Finance; New Hampshire: Licensed by the NH Banking Department, #6743MB; New Jersey: Licensed Mortgage Banker - NJ Department of Banking, first (and/or second) mortgages only; New York: Licensed Mortgage Banker - NYS Banking Department; Oregon: Quicken Loans Inc. - License # ML-1387; Pennsylvania: Licensed as a first Mortgage Banker by the Department of Banking and licensed pursuant to the Pennsylvania Secondary



This marks the start of a new relationship—

one that can make a difference to your financial success. Going forward, rest assured that:

We will listen to you carefully.

We will ask about your goals.

We will assist you on your terms.

We will be transparent about pricing.

And we will help you get the practical guidance you need to make real progress—whatever type of investor you are.

Mortgage Loan Act; Rhode Island: Licensed Lender; Texas: Quicken Loans Inc., 1050 Woodward Ave, Detroit, MI 48226; Virginia: Licensed by Virginia State Corporation Commission, License # MC-1738. Quicken Loans Nationwide Mortgage Licensing System #3030. Rates subject to change. Restrictions may apply.

**ETFs and mutual funds are sold by prospectus. Investors should carefully consider information contained in the prospectus, including investment objectives, risks, charges and expenses. You can request a prospectus by calling Schwab at 800-435-4000. Please read the prospectus carefully before investing.**

Investment returns will fluctuate and are subject to market volatility, so that an investor's shares, when redeemed or sold, may be worth more or less than their original cost. Unlike mutual funds, shares of ETFs are not individually redeemable directly with the ETF.

This information is not intended to be a substitute for specific individualized tax, legal, or investment planning advice. Where specific advice is necessary or appropriate, Schwab recommends consultation with a qualified tax advisor, CPA, financial planner, or investment manager.

Brokerage and Insurance products: • Are not deposits • Are not FDIC insured • Are not insured by any federal government agency • Are not guaranteed by the bank or affiliates of the bank • May lose value.

# **OUR SCHWAB EXECUTIVE SERVICES TEAM IS READY TO ASSIST YOU**

Whether you'd like help with your equity compensation and retirement planning, or you prefer assistance with other sophisticated financial matters, Schwab Executive Services provides the expertise and personalized one-to-one support to help you make the investment decisions that are right for you.

To take advantage of Schwab Executive Services, we invite you to contact your Schwab Financial Consultant. At Schwab, we're always here to provide you with the professional guidance and strategies you need to help you succeed as an investor.