
Risk and Objective:

- Investment products all have specific risks and objectives. These risk levels and investment objectives should be compared to the individual investor's risk tolerance and investment objective to ensure the product being purchased is suitable. Investors should be cautious when purchasing investment products with high risk exposure and with objectives that require risk that exceeds the investors comfort level. Information related to risk and objective may be found in the product prospectus, marketing materials, and product provider websites etc...

Prospectus:

- Please read the prospectus and accompanying material carefully before investing or sending money. The Prospectus includes information regarding risks, fees, and expenses, as well as other important information about the investment. All mutual funds, Exchange Traded Funds, equity index annuities and variable annuities have pros and cons. The attributes of each should be gauged to your particular goals and needs before investing or sending money. Product information is updated periodically. The most current information can be found, including the most recent/current prospectus, online anytime by directly visiting the applicable product provider website.

Replacement / Switch / Exchanges:

- Each investment product has different objectives, features, benefits, fees and expenses. Investors should review these differences, including any fees or additional charges, in order to determine if a new product purchase better meets their investment goals and risk tolerance prior to purchase.
- The sale of an existing investment product and subsequent purchase of a new investment product may result in new surrender charge periods that could adversely affect the ability to access funds. Please review any surrender period in the product prospectus before investing.
- Changes in investment products may be subject to capital gain/loss or other tax consequences, including a 10% penalty for early redemption of a qualified account, for any replacement transactions. Specific tax consequences should be reviewed with your tax professional prior to purchasing a new product. Private Client Services does not offer tax or legal advice.

Bonus Features:

- The bonus costs on bonus annuities make the swap appear to be advantageous, particularly if the annuitant has owned the original annuity for an extended enough time to evade any surrender charges. Annuitants interested in a 1035 exchange ought to always be sure that the annuity surrender charges are not more than the bonus paid on the new annuity. Bonus annuities frequently have increased annual fees and expenses than customary annuities.
 - Example: A 5% bonus is paid on a new annuity. If the costs assessed on the old annuity were 1.3 percent and the fees on the new annuity are 1.8 percent, it won't take long before the increase in fees exceeds the amount of the initial bonus.
- Always review the costs and fees related to a Bonus Feature of an annuity before accepting a bonus.

Equity Index Annuities:

- Some equity-indexed annuities allow the insurance company to change cap rates, participation rates or spread / margin / administration fees either annually or at the start of the next contract term. If the insurance company makes such changes, this could adversely affect the return.
- Purchase payments may be invested in an index of fixed investment options whose investment performance is linked to the securities markets and therefore subject to downside risk. If I ultimately sell or surrender the annuity, I may receive more or less than the amount invested.
- Index annuities are insurance products and protection of this product is solely based on the financial strength and claims paying ability of the insurance company.
- Clients will only receive the maximum stated cap percentage listed above, even when the market outperforms the cap percentage.

Out Of State Section 529 Plans:

- Depending on the laws of the home state of the client or designated beneficiary, favorable state tax treatment or other benefits offered by such home state may be available only if the client invests in the home state's 529 college savings plan. By selecting an out-of-state plan, the client may be foregoing potentially beneficial tax treatment; State-based benefits should be one of many appropriately weighted factors to be considered in making an investment decision; The client should consult with his or her financial, tax or other adviser, about how such state-based benefits would apply to the client's specific circumstances and may wish to contact his or her home state, or any other 529 college savings plan, to learn more about the plan features.

Securities and advisory products and services are offered through Private Client Services, Member FINRA, SIPC, and a Registered Investment Advisor. Private Client Services Corporate Office is located at 2225 Lexington Road, Louisville, KY 40206. Phone: (502) 451-0600. Additional account information may be found by visiting www.pcsbd.net/disclosures/