Advisory Programs Grid – First Clearing

Minimum Account Size $10,000 - $250,000

Advisory Program	Program Description	Allowable Assets	Managers/Funds-Strategies Available	Discretion/ Customization	Manager Fee	Minimum Account Size	Other
Personalized UMA	Unified managed account program based on Wells Fargo Advisors Recommended Single Strategies or Multi-Strategy, Custom Blend or Optimal Blends	SMAs, Mutual Funds, ETPs, and Advisory Variable Annuities	- Optimal Blends utilizing a combination of SMAs, mutual funds and ETPs - SMA strategies including both third party and internally managed - Recommended Funds - Recommended ETPs - Advisory variable annuities	Wells Fargo Advisors or third party manager based on strategy(ies) selected	50bps for equity strategies 25bps for fixed income strategies 10-25bps for internally managed strategies For customized blends, manager fee is calculated based on strategies selected	Optimal Blends: $200,000 Custom Blend: $15,000 Single Strategy: $10,000 (varies by strategy selected)	Margin: No Options Trading: No Check Writing/Debit Cards: No Wilmington Trust/Arden Trust/Comerica: Yes Dividend Reinvestment: No (except for mutual funds) Trade Confirmation Waivers: Yes
Private Advisor Network	Separately managed account, dual contract program	Manager Discretion (may include Stocks, Bonds , ETFs and Cash Alternatives, etc)	350 Cleared Published Strategies	Third Party Manager	FA negotiates with manager	$100,000 and subject to manager minimums	Margin: No Check Writing/Debit Cards: No Wilmington Trust/Arden Trust/Comerica: No Dividend Reinvestment: No Trade Confirmation Waivers: Yes

Investment and Insurance Products:

▸ **NOT FDIC-Insured** ▸ **NO Bank Guarantee** ▸ **MAY Lose Value**

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Advisory Programs Grid - First Clearing

		Advisory Program	Program Description	Allowable Assets	Managers/Funds Available	Discretion/ Customization	Manager Fee	Minimum Account Size	Other
Minimum Account Size $10,000 - $50,000	Client Directed	Asset Advisor	Non-Discretionary, investment advisory program	Stocks, Bonds, Cash Alternatives, Mutual Funds, Advisory Annuities, ETPs, ADRs, CDs, Options, Rights and Warrants, Advisory UITs, Advisory Alternative Investments	Over 3,700 No-Load, Load Waived, Fee Based and Institutional Share Class Mutual Funds Advisory Annuities	Client	None	$25,000	Margin: Yes Check Writing/Debit Cards: Not Recommended Wilmington Trust/Arden Trust/Comerica: No Trade Confirmation Waivers: No
		CustomChoice (Not available for non-resident aliens)	Non-Discretionary client-directed mutual fund wrap program	Mutual Funds	Over 3,700 No-Load, Load Waived, Fee Based and Institutional Share Class Mutual Funds	Client	None	$25,000	Margin: Yes, follow MF Margin Policy Check Writing/Debit Cards: Not Recommended Wilmington Trust/Arden Trust/Comerica: No Trade Confirmation Waivers: No
	Mutual Fund Advisory	FundSource® (Not available for non-resident aliens	Managed mutual fund program based on Wells Fargo Advisors driven Optimal Blends , Pathways® Blends or Customized Blends	Mutual Funds	WFA Optimal Blends and Pathways Blends, or choose from approximately 650+ Recommended mutual funds	Optimal Blends - Wells Fargo Advisors Pathways Blends - Russell Investments	None	$10,000 FundSource Foundations℠ $25,000 All other models	Margin: Yes, follow MF Margin Policy Options Trading: No Check Writing/Debit Cards: Not Recommended Wilmington Trust/Arden Trust/Comerica: Yes Trade Confirmation Waivers: Yes
	FA Directed	PIM® (Private Investment Management) (Not available for non-resident aliens)	Traditional FA Directed program; Financial Advisor is portfolio manager	Stocks, Bonds, Cash Alternatives, Mutual Funds, CEFs, ETFs, Wrap UITs, CDs, Covered Options	Over 3,700 No-Load, Load Waived, Fee Based and Institutional Share Class Mutual Funds	Financial Advisor	None	$50,000	Margin: No Check Writing/Debit Cards: Not Recommended Wilmington Trust/Arden Trust/Comerica: Yes, if FA qualifies Dividend Reinvestment: No Trade Confirmation Waivers: Yes

Advisory Programs Grid - First Clearing

		Advisory Program (through Wells Fargo Bank, N.A.)	Program Description	Allowable Assets	Managers/Funds-Strategies Available	Discretion/ Customization	Minimum Account Size Manager Fee	Other
Minimum Account Size $50,000 - $2,000,000	Managed through Wells Fargo Bank N.A. & Wells Fargo Investment Institute (WFII)	Customized Portfolios (managed through Wells Fargo Bank, N.A. & WFII) Available through WFA Advisory Platform	**Fixed Income Strategies Team (FIST) Portfolios:** SMA program managed by Wells Fargo fixed income specialists for clients looking for personalized fixed-income portfolios. **Custom Option Strategy:** Provides the potential for additional cash flow or risk management through covered call, protective put and collar strategies on existing stock positions. Designed to be tailored to the unique needs of the client and the stocks they own. **Short Term Asset Management (STAM) Portfolios:** SMA program managed by Wells Fargo fixed income specialists for clients looking for personalized fixed-income portfolios. **Social Impact Investing (SII) Strategies:** offers investors the ability to align their financial goals with their values.	FIST: Individual Bonds and Cash Custom Option Strategy: Stocks, cash and listed equity options STAM: Corporate Bonds and Commercial Paper Social Impact Investing (SII) Strategies: Stocks	FIST: Municipal Fixed Income and Taxable Fixed Income Custom Option Strategy: U.S. stocks and ADRs traded on U.S. listed or over the counter exchanges (subject to manager review) and listed equity options STAM: Municipal Fixed Income and Taxable Fixed Income Social Impact Investing (SII) Strategies: Large-Cap stocks that are traded on U.S. listed or over-the-counter exchanges	FIST: Wells Fargo Bank, N.A. Custom Option Strategy: Wells Fargo Investment Institute STAM: Wells Fargo Bank, N.A. SII: Wells Fargo Bank, N.A.	FIST: $2,000,000 Custom Option Strategy: $250,000 STAM: $5,000,000 SII: $50,000 Manager fees, fund level fees and expenses vary by manager and fund.	Margin: No Options Trading (Custom Option Strategy Only) Check Writing/Debit Cards: No Wilmington Trust: Yes Arden Trust/Comerica: No Trade Confirmation Waivers: Yes Dividend Reinvestment: No

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Options involve risk and are not suitable for all investors. Before opening an option position, a person must receive a copy of "Characteristics and Risks of Standardized Options." This document is available through the left hand menu on InfoMAX>>Products>>Options page. Ensure your client receives a copy before trading options. You and your client should read it carefully before investing.

The Custom Options Strategy is managed by the Option Strategies Group ("OSG"). OSG is a group within Global Alternative Investments. Global Alternative Investments (GAI) is a division of Wells Fargo Investment Institute (WFII). WFII is a registered investment adviser and wholly-owned subsidiary of Wells Fargo Bank, N.A., a bank affiliate of Wells Fargo & Company.

For more information on Wells Fargo Advisors' Advisory Programs

Product Support Desk
888-MKT-DESK (888-658-3375) or via email
producthelp@wellsfargoadvisors.com

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