

## Total Program Fee Guide

### Custom Wealth Advantage Wealth Management Program

As a participant in the Custom Wealth Advantage Wealth Management Program (“CWA” or the “Program”), you will engage Lincoln Financial Securities Corporation (“LFS”) and potentially other parties, including Envestnet Portfolio Solutions, Inc. (“EPS”), to provide investment advice and related services with respect to one or more accounts in CWA (“Program Accounts”). In exchange for those services, you will pay an annualized fee (a “Total Program Fee”) as described in your Custom Wealth Advantage Program Client Service Agreement (“Agreement”) and Statement of Investment Selection or Statement of Insurance Selection, as applicable (“SIS”). Your Total Program Fee will vary depending on the CWA programs and services you select and will be comprised of various components, which may include the Sponsor Fee, the Firm Fee, the Adviser Fee, Strategist Fees, Manager Fees, the Broker-dealer and Custodian Fee, and the Overlay Services Fee, as described below and in LFS’s applicable Forms ADV, Part 2A. This Total Program Fee Guide is intended to provide an overview of the Total Program Fee components generally applicable to new accounts in the CWA programs LFS currently offers; however, Total Program Fees and Total Program Fee components for existing CWA accounts will in certain circumstances differ from the Total Program Fees and Total Program Fee components reflected herein. You should refer to the terms of your Agreement, SIS, and other account-opening documentation for definitive information regarding the Total Program Fees and Total Program Fee components applicable to your Program Accounts.

Total Program Fees and their various components are calculated based on the average daily balance of all “supervised assets” (as described in LFS’s applicable Forms ADV, Part 2A) held within your Program Account, including, but not limited to, all cash balances and all holdings of products and accounts designated as “cash sweep” vehicles. The balance of any margin loan, securities-backed loan, securities-backed line of credit, other loan or line of credit, or lien against your Program Account is not deducted from the balance of your Program Account when calculating your Total Program Fee. Your Total Program Fee will vary depending on the CWA programs and services you select, including third-party money managers (“Sub-Managers”) and third-party asset allocation providers (“Strategists”), if applicable, the total value of your assets within CWA (“Program Assets”), and other factors. Additionally, there are a number of variables related to the calculation of your Total Program Fee that will in certain circumstances cause the Total Program Fee rate you incur to be higher or lower than the Total Program Fee rates reflected in the fee table(s) in your SIS. These variables are described below.

#### **All CWA Programs**

For all CWA programs, your Total Program Fee will include, at minimum, a Sponsor Fee and an Adviser Fee as follows:

<b>Sponsor Fee:*</b>	<b><u>Account Size</u></b>	<b><u>Annual Fee Rate</u></b>
	\$0 - \$250K	0.20%
	\$250K - \$500K	0.18%
	\$500K - \$750K	0.15%
	\$750K - \$1M	0.12%
	\$1M - \$2M	0.10%
	\$2M - \$5M	0.08%
	\$5M - \$10M	0.05%
	Over \$10M	0.03%

\* There is a minimum annual Sponsor Fee of \$250 per household. You generally will incur the Sponsor Fee minimum if your household assets under management in CWA and LFS’s *Lincoln WealthLinc*<sup>SM</sup> Platform are below \$125,000. When applicable, a prorated portion of the minimum annual Sponsor Fee will be assessed against your Program Account on a monthly or quarterly basis in accordance with the billing frequency applicable to your Program Account. Application of the minimum annual Sponsor Fee will result in an annual Total Program Fee percentage above 3.00% if your assets under management fall below a certain threshold.

**Adviser Fee:** The Adviser Fee is an asset-based fee determined between you and your investment adviser representative (“IAR”) and, when combined with the Sponsor Fee and any other applicable Total Program Fee components, is subject to LFS’s maximum annual Total Program Fee cap of 3.00% of assets under management (except as otherwise noted herein or in LFS’s applicable Forms ADV, Part 2A).

For all CWA programs, both the Sponsor Fee and the Adviser Fee rates applicable to your Account Size tier (including household assets, if applicable) are applied to all Program Assets in your Program Account on a “linear” basis (*i.e.*, from

dollar one). For example, a Program Account with \$600K in Program Assets is assessed a 0.15% Sponsor Fee rate on all Program Assets.

### **CWA Choice Program**

For the CWA Choice Program, your Total Program Fee will consist of the Sponsor Fee and Adviser Fee as described above.

### **CWA Strategist Program**

For the CWA Strategist Program, your Total Program Fee will consist of the Sponsor Fee and Adviser Fee as described above, as well as the following fee components:

<b>Firm Fee:</b>	<b><u>Account Size</u></b>	<b><u>Annual Fee Rate</u></b>
	First \$500K	0.09%
	Over \$500K	0.08%

The Firm Fee is applied on a “tiered” basis, meaning the Firm Fee rate applicable to a particular Account Size tier is applied only to Program Assets falling within that Account Size tier. For example, a CWA Strategist Program account with \$600K in Program Assets is assessed a 0.09% Firm Fee rate on the first \$500K of Program Assets and a 0.08% Firm Fee rate on the remaining \$100K of Program Assets. LFS uses a portion of the Firm Fee to compensate EPS for the administrative and other services that EPS provides in connection with the CWA Strategist Program.

**Strategist Fee or Manager Fee:** Strategist Fee or Manager Fee rates and calculation methodologies vary by Strategist, Sub-Manager, and investment strategy and these fees may be applied on a “tiered” basis, as described above, or to all Program Assets in your Program Account on a “linear” basis (*i.e.*, from dollar one as described above). A portion of the Strategist Fee or Manager Fee is retained by EPS in connection with EPS’s implementation and administration of the selected investment strategy and such amounts are separate from, and in addition to, the portion of the Firm Fee that LFS uses to compensate EPS as described above. Please consult with your IAR for additional information regarding the Strategist Fee or Manager Fee applicable to your Program Account.

**Additional Fee for Tax Overlay Services:** If LFS makes available, and you elect to utilize, the optional tax overlay services offered by EPS, your Total Program Fee will include the following Overlay Services Fee in addition to the other fee components described above. The Overlay Services Fee is payable to EPS and its affiliates for providing overlay tax management services to your CWA Strategist Program account.

**Overlay Services Fee:\*** 0.08% annually applied to all Program Assets

\* There is a minimum annual Overlay Services Fee of \$40 per CWA Strategist Program account utilizing tax overlay services. You generally will incur the Overlay Services Fee minimum if assets in your CWA Strategist Program account are below \$50,000. When applicable, a prorated portion of the minimum annual Overlay Services Fee will be assessed against your Program Account on a monthly or quarterly basis in accordance with the billing frequency applicable to your Program Account. Application of the minimum annual Overlay Services Fee will result in an annual Total Program Fee percentage above 3.00% if your assets under management fall below a certain threshold.

### **CWA Mutual Fund Program**

For the CWA Mutual Fund Program, your Total Program Fee will consist of the Sponsor Fee and Adviser Fee as described above, as well as the following fee components:

**Firm Fee:** 0.08% annually applied to all Program Assets

LFS uses a portion of the Firm Fee to compensate EPS for the administrative and other services that EPS provides in connection with the CWA Mutual Fund Program.

**Manager Fee:** EPS or its affiliates charge a Manager Fee in connection with their implementation of the selected CWA Mutual Fund Program investment strategy. The Manager Fee charged by EPS or its affiliates is applied on a “tiered” basis, meaning the Manager Fee rate applicable to a particular account size tier is applied only to Program Assets falling within that account size tier. The Manager Fee charged by EPS or its affiliates is separate from, and in addition to, the portion of the Firm Fee that LFS uses to compensate EPS as described above. Please consult with your IAR for additional information regarding the Manager Fee applicable to your Program Account.

**Additional Fee for Tax Overlay Services:** If LFS makes available, and you elect to utilize, the optional tax overlay services offered by EPS, your Total Program Fee will include the following Overlay Services Fee in addition to the other fee components described above. The Overlay Services Fee is payable to EPS and its affiliates for providing overlay tax management services to your CWA Mutual Fund Program account.

**Overlay Services Fee:\*** 0.08% annually applied to all Program Assets

\* There is a minimum annual Overlay Services Fee of \$40 per CWA Mutual Fund Program account utilizing tax overlay services. You generally will incur the Overlay Services Fee minimum if assets in your CWA Mutual Fund Program account are below \$50,000. When applicable, a prorated portion of the minimum annual Overlay Services Fee will be assessed against your Program Account on a monthly or quarterly basis in accordance with the billing frequency applicable to your Program Account. Application of the minimum annual Overlay Services Fee will result in an annual Total Program Fee percentage above 3.00% if your assets under management fall below a certain threshold.

**CWA Separately Managed Accounts (“SMA”) Program**

For the CWA SMA Program, your Total Program Fee will consist of the Sponsor Fee and Adviser Fee as described above, as well as the following fee components:

<b>Firm Fee:</b>	<b><u>Account Size</u></b>	<b><u>Annual Fee Rate</u></b>
	First \$500K	0.11%
	Next \$500K	0.09%
	Next \$1M	0.06%
	Next \$3M	0.05%
	Over \$5M	0.04%

The Firm Fee is applied on a “tiered” basis, meaning the Firm Fee rate applicable to a particular Account Size tier is applied only to Program Assets falling within that Account Size tier. For example, a CWA SMA Program account with \$600K in Program Assets is assessed a 0.11% Firm Fee rate on the first \$500K of Program Assets and a 0.09% Firm Fee rate on the remaining \$100K of Program Assets. LFS uses a portion of the Firm Fee to compensate EPS for the administrative and other services that EPS provides in connection with the CWA SMA Program.

**Manager Fee:** Manager Fee rates and calculation methodologies vary by Sub-Manager and investment strategy and this fee may be applied on a “tiered” basis, as described above, or to all Program Assets in your Program Account on a “linear” basis (*i.e.*, from dollar one as described above). A portion of the Manager Fee is retained by EPS in connection with EPS’s implementation and administration of the selected investment strategy and such amounts are separate from, and in addition to, the portion of the Firm Fee that LFS uses to compensate EPS as described above. Please consult with your IAR for additional information regarding the Manager Fee applicable to your Program Account.

<b>Broker-dealer and Custodian Fee:*</b>	<b><u>Account Size</u></b>	<b><u>Annual Non-Fixed Income Fee Rate**</u></b>	<b><u>Annual Fixed-Income Fee Rate***</u></b>
	First \$250K	0.25%	0.20%
	Next \$250K	0.06%	0.00%
	Next \$500K	0.04%	0.02%
	Next \$1M	0.03%	0.02%
	Next \$3M	0.025%	0.01%
	Next \$5M	0.01%	0.01%
	Over \$10M	0.01%	0.005%

\* The Broker-dealer and Custodian Fee is applied to all Program Assets in your Program Account. There is a minimum annual Broker-dealer and Custodian Fee of \$200 per account in the CWA SMA Program. You generally will incur the Broker-dealer and Custodian Fee minimum if your Program Assets are below \$80,000 for CWA SMA Program accounts implementing equity, option, mutual fund, or balanced strategies or below \$100,000 for CWA SMA Program accounts implementing fixed-income strategies. When applicable, a prorated portion of the minimum annual Broker-dealer and Custodian Fee will be assessed against your Program Account on a monthly or quarterly basis in accordance with the billing frequency applicable to your Program Account. Application of the minimum annual Broker-dealer and Custodian Fee will result in an annual Total Program Fee percentage above 3.00% if your assets under management fall below a certain threshold.

\*\* The Annual Non-Fixed Income Fee Rate applies to equity, option, mutual fund, and balanced strategies.

\*\*\* The Annual Fixed-Income Fee Rate applies to fixed-income strategies.

The Broker-dealer and Custodian Fee is applied on a “tiered” basis, meaning the Broker-dealer and Custodian Fee rate applicable to a particular Account Size tier is applied only to Program Assets falling within that Account Size tier. For example, a CWA SMA Program account utilizing an equity strategy with \$600K in Program Assets is assessed a 0.25% Broker-dealer and Custodian Fee rate on the first \$250K of Program Assets, a 0.06% Broker-dealer and Custodian Fee rate on the next \$250K of Program Assets, and a 0.04% Broker-dealer and Custodian Fee rate on the remaining \$100K of Program Assets.

### **CWA Unified Portfolio**

For CWA Unified Portfolio, your Total Program Fee will consist of the Sponsor Fee and Adviser Fee as described above, as well as the following fee components:

<b>Firm Fee:</b>	<b><u>Account Size</u></b>	<b><u>Annual Fee Rate</u></b>
	First \$500K	0.14%
	Next \$500K	0.12%
	Next \$1M	0.10%
	Next \$3M	0.09%
	Over \$5M	0.07%

The Firm Fee is applied on a “tiered” basis, meaning the Firm Fee rate applicable to a particular Account Size tier is applied only to Program Assets falling within that Account Size tier. For example, a CWA Unified Portfolio account with \$600K in Program Assets is assessed a 0.14% Firm Fee rate on the first \$500K of Program Assets and a 0.12% Firm Fee rate on the remaining \$100K of Program Assets. LFS uses a portion of the Firm Fee to compensate EPS for the administrative and other services that EPS provides in connection with CWA Unified Portfolio.

**Strategist Fee or Manager Fee:** Strategist Fee and Manager Fee rates and calculation methodologies vary by Strategist, Sub-Manager, and investment strategy and these fees may be applied on a “tiered” basis, as described above, or to all Program Assets designated for a Strategist’s or Sub-Manager’s investment strategy on a “linear” basis (*i.e.*, from dollar one as described above). A portion of each Strategist Fee or Manager Fee is retained by EPS in connection with EPS’s implementation and administration of each selected investment strategy and such amounts are separate from, and in addition to, the portion of the Firm Fee that LFS uses to compensate EPS as described above. Because Strategist Fee and Manager Fee rates and calculation methodologies vary by Strategist, Sub-Manager, and investment strategy, the Total Program Fee for your CWA Unified Portfolio account will increase or decrease from the rates reflected in the fee table(s) in your SIS if your IAR, using their discretionary authority, adds, removes, or replaces Strategists, Sub-Managers, or investment strategies for your CWA Unified Portfolio account after the date of your SIS. The Total Program Fee for your CWA Unified Portfolio account will also increase or decrease from the rates reflected in the fee table(s) in your SIS as your assets allocated to individual Strategists, Sub-Managers, and investment strategies fluctuate after the date of your SIS. Please periodically consult with your IAR for additional information regarding the Strategist Fee or Manager Fee charged by each Strategist, Sub-Manager, and investment strategy selected for your CWA Unified Portfolio account.

<b>Broker-dealer and Custodian Fee:*</b>	<b><u>Account Size</u></b>	<b><u>Annual Fee Rate</u></b>
	First \$250K	0.25%
	Next \$250K	0.20%
	Next \$500K	0.15%
	Next \$1M	0.06%
	Next \$3M	0.03%
	Over \$5M	0.01%

\* The Broker-dealer and Custodian Fee is applied to all Program Assets in your Program Account, except those Program Assets invested in mutual funds that are part of the Custodian’s no transaction fee (“NTF”) mutual fund program or NTF managed account program. There is a minimum annual Broker-dealer and Custodian Fee of \$200 per account in CWA Unified Portfolio regardless of the type of Program Assets held. You generally will incur the Broker-dealer and Custodian Fee minimum if your Program Assets in CWA Unified Portfolio are below \$80,000. When applicable, a prorated portion of the minimum annual Broker-dealer and Custodian Fee will be assessed against your Program Account on a monthly or quarterly basis in accordance with the billing frequency applicable to your Program Account. Application of the minimum annual Broker-dealer and Custodian Fee will result in an annual Total Program Fee percentage above 3.00% if your assets under management fall below a certain threshold.

The Broker-dealer and Custodian Fee is applied on a “tiered” basis, meaning the Broker-dealer and Custodian Fee rate applicable to a particular Account Size tier is applied only to Program Assets falling within that Account Size tier. For example, a CWA Unified Portfolio account with \$600K in Program Assets that are subject to the Broker-dealer and Custodian Fee is assessed a 0.25% Broker-dealer and Custodian Fee rate on the first \$250K of Program Assets, a 0.20% Broker-dealer and Custodian Fee rate on the next \$250K of Program Assets, and a 0.15% Broker-dealer and Custodian Fee rate on the remaining \$100K of Program Assets.

**Additional Fee for Tax Overlay and/or Impact Overlay Services:** If you elect to utilize the optional tax overlay services and/or impact overlay services available in CWA Unified Portfolio, your Total Program Fee will include the following Overlay Services Fee in addition to the other fee components described above. The Overlay Services Fee is payable to EPS and its affiliates for providing overlay tax management services and/or overlay impact management services to your CWA Unified Portfolio account. If you elect to utilize the optional tax or impact overlay services available in CWA Unified Portfolio, you should understand that the Overlay Services Fee will be applied to all Program Assets in your CWA Unified Portfolio account, including Program Assets that are ineligible for tax or impact management. For additional information on Program Assets that are ineligible for tax or impact management, please review LFS’s Custom Wealth Advantage Program Form ADV, Part 2A – Appendix 1 (Wrap Fee Program Brochure).

<b>Overlay Services Fee:</b>	<b><u>Account Size</u></b>	<b><u>Annual Fee Rate</u></b>
	First \$10M	0.10%
	Next \$15M	0.08%
	Over \$25M	0.05%

The Overlay Services Fee is applied on a “tiered” basis, meaning the Overlay Services Fee rate applicable to a particular Account Size tier is applied only to Program Assets falling within that Account Size tier. For example, a CWA Unified Portfolio account with \$15M in Program Assets is assessed a 0.10% Overlay Services Fee rate on the first \$10M of Program Assets and a 0.08% Overlay Services Fee rate on the remaining \$5M of Program Assets.

### **Householding**

The total amount of assets within a client’s “household,” as defined in LFS’s applicable Form(s) ADV, Part 2A, will be aggregated upon the client’s request to achieve fee breakpoints and applicable annual minimums for the Sponsor Fee, Firm Fee, and Adviser Fee calculations. Householding does not apply to any other Program Fee components. To the extent that your Program Account is subject to householding discounts for applicable Program Fee components, the Total Program Fee rate you incur will in certain circumstances be lower than the Total Program Fee rates reflected in the fee table(s) in your SIS. LFS does not guarantee that all applicable client accounts will receive a “household” fee breakpoint or discount. Clients are required to notify LFS or their IAR to request a review of their accounts to determine whether a “household” fee breakpoint or discount would apply.

### **Other Client Fees and Expenses**

Please refer to your Agreement, your SIS, the LFS Fee Schedule or other trading, transaction, execution, and brokerage service fee schedule applicable to your account, your other account-opening documentation, and LFS’s Form CRS and applicable Form(s) ADV, Part 2A for important information regarding the fees, charges, and expenses you will incur in addition to your Total Program Fee, including, but not limited to, trading, transaction, execution, and brokerage service fees and internal investment product fees, where applicable.

### **Additional Information**

For additional information on Program Fees, including applicable minimums, LFS’s householding policy, and individual Program Fee components applicable to your Program Account, and LFS’s related conflicts of interest, please see LFS’s applicable Forms ADV, Part 2A, which are available on our website at [www.lfsecurities.com](http://www.lfsecurities.com) under My accounts—Disclosures or at [www.lfg.com/public/individual/adv](http://www.lfg.com/public/individual/adv), and on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).

For additional information on the trading, transaction, execution, and brokerage service fees that LFS charges when serving as the broker-dealer of record for Program Accounts held with National Financial Services LLC, please see the LFS Fee Schedule, which is available on our website at [www.lfsecurities.com](http://www.lfsecurities.com) under My accounts—Cost.

**Should you have any questions regarding Program Fees or their calculation, other fees applicable to your Program Account, or LFS's related conflicts of interest, please address them with LFS or your IAR before signing your SIS.**