COASTALONE

Advisory Programs Grid – First Clearing

Minimum Account Size $10,000 - $50,000			Advisory Program	Program Description	Allowable Assets	Managers/Funds-Strategies Available	Discretion/ Customization	Manager Fee	Minimum Account Size	Other
	Non - Discretionary	Client Directed	Asset Advisor	Non-Discretionary, investment advisory program	Stocks, Bonds, Cash Alternatives, Mutual Funds, 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	Client	None	$25,000	Margin: Yes Check Writing/Debit Cards: Not Recommended Wilmington Trust/Reliance Trust/Comerica: No Trade Confirmation Waivers: No
			CustomChoice	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/Reliance Trust/Comerica: No Trade Confirmation Waivers: No
	Discretionary	Mutual Fund Advisory	FundSource®	Discretionary 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 SM Foundations $25,000 All other models	Margin: Yes, follow MF Margin Policy Options Trading: No Check Writing/Debit Cards: Not Recommended Wilmington Trust/Reliance Trust/Comerica: Yes Trade Confirmation Waivers: Yes
		FA Directed	PIM® (Private Investment Management)	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/Reliance Trust/Comerica: Yes Dividend Reinvestment: No Trade Confirmation Waivers: Yes
	Internally Managed	ETF Advisory	Allocation Advisors	Discretionary advisory program comprised primarily of ETF's.	ETFs, Mutual Funds and Cash Alternatives	Multiple Strategies: **Cyclical** Cyclical Asset Allocation Portfolios Plus (CAAP Plus) **Strategic** Strategic ETF Morningstar ETF Active/Passive Intuitive Investor ETF **Tactical** Wells Fargo Compass ETF **Objective Based** Laffer Global Laffer Dynamic US Inflation Strategy Morningstar MAHI	Wells Fargo Advisors; Laffer; Morningstar	Intuitive Investor ETF, Strategic ETF, Morningstar ETF, Active/Passive: .10% CAAP Plus, Wells Fargo Compass ETF , Laffer, Morningstar MAHI: .25%	Intuitive Investor ETF: $10,000 Strategic ETF, Morningstar, Laffer, Active/Passive: $25,000 CAAP Plus, Wells Fargo Compass ETF: $50,000	Margin: No Options Trading: No Check Writing/Debit Cards: No Dividend Reinvestment: No (except for mutual funds). Wilmington Trust/Reliance Trust/Comerica: Yes Trade Confirmation Waivers: Yes

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Advisory Programs Grid – First Clearing

			Advisory Program	Program Description	Allowable Assets	Managers/Funds-Strategies Available	Discretion/ Customization	Manager Fee	Minimum Account Size	Other
Minimum Account Size $50,000 - $250,000	Internally & Externally Managed	UMA	DMA	Multi-strategy, unified managed account program,	SMAs, Mutual Funds, ETPs, Stocks, Bonds and Cash Alternatives	SMA & MF Optimal Blends MF Optimal Blends SMA Strategies, Allocation Advisors, Recommended Funds Allowable ETFs Managed portfolios	Third Party Managers and/or the Firm for model delivery	**Equity:** 50bps **Balanced:** 50bps **Fixed Income:** 30bps **WFA Compass EQ:** 25bps **Allocation Advisors:** 25bps CAAP Plus, Wells Fargo Compass ETF, Morningstar ETF, Laffer Global **Allocation Advisors:** 10bps Intuitive Investor ETF, Strategic ETF, Morningstar Strategic ETF Active/Passive **FundSource Optimal Blends:** 0bps **Mutual Funds/ETFs:** 0bps	Customized: $100,000 Optimal Blends: $250,000	Margin: No Options Trading: No Check Writing/Debit Cards: No Dividend Reinvestment: No (except for mutual funds) Wilmington Trust/Reliance Trust/Comerica: Yes Trade Confirmation Waivers: Yes
	Internally Managed	SMAs	Wells Fargo Compass	Separate account wrap program managed by the Firm	Stocks, Bonds, CEFs, ETFs and Cash Alternatives	Multiple Strategies: **Tactical** Asset Allocation	The Firm	All portfolios: 0.25%	$150,000- $250,000 depending upon style	Margin: No Options Trading: No Check Writing/Debit Cards: No Dividend Reinvestment: No Wilmington Trust/Reliance Trust/Comerica: Yes Trade Confirmation Waivers: Yes
	Externally Managed		Masters	Separately managed account wrap program	Manager Discretion (may include Stocks, Bonds , Mutual Funds, ETFs and Cash Alternatives, etc)	150 Managers/ 345 Strategies	Third Party Managers and/or the Firm for model delivery	Equity: 50 bps* Fixed Income: 30 bps* * A few managers have imposed higher fees	$100,000 * *a few managers have imposed higher minimums	Margin: No Options Trading: No Check Writing/Debit Cards: No Dividend Reinvestment: No Wilmington Trust/Reliance Trust/Comerica: Yes 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 Dividend Reinvestment: No Wilmington Trust/Reliance Trust/Comerica: No Trade Confirmation Waivers: Yes

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Advisory Programs Grid – First Clearing

			Advisory Program	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)	SMAs	Customized Portfolios (managed through Wells Fargo Bank, N.A.** & WFII) Available through the Firm's 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.	FIST: Individual Bonds and Cash	FIST: Municipal Fixed Income and Taxable Fixed Income	FIST: Wells Fargo Bank, N.A.	FIST: $2,000,000 Custom Option Strategy: $250,000 STAM: $5,000,000 SII: $50,000	Margin: No Options Trading (Custom Option Strategy Only) Check Writing/Debit Cards: No Wilmington Trust: Yes Reliance Trust/Comerica: No Trade Confirmation Waivers: Yes
				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.	Custom Option Strategy: Stocks, cash and listed equity options	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	Custom Option Strategy: Wells Fargo Investment Institute		
				Short Term Asset Management (STAM) Portfolios: SMA program managed by Wells Fargo fixed income specialists for clients looking for personalized fixed-income portfolios.	STAM: Corporate Bonds and Commercial Paper	STAM: Municipal Fixed Income and Taxable Fixed Income	STAM: Wells Fargo Bank, N.A.	Manager fees, fund level fees and expenses vary by manager and fund.	
				Social Impact Investing (SII) Strategies: offers investors the ability to align their financial goals with their values.	Social Impact Investing (SII) Strategies: Stocks	Social Impact Investing (SII) Strategies: Large-Cap stocks that are traded on U.S. listed or over-the-counter exchanges	SII: Wells Fargo Bank, N.A.		

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"), which is a group within Global Alternative Investments. Global Alternative Investments ("GAI") is a division of Wells Fargo Investment Institute (the "Institute"). The Institute is a registered investment adviser and wholly-owned subsidiary of Wells Fargo & Company.