

Account Options and Fee Schedule

Effective February 1, 2019

Classic Investment Account

Our Classic Investment Account includes the services of a dedicated Wealth Advisor and administrative support. Monthly statements (quarterly, if you have no account activity), custodial services, and consolidated 1099 forms help you track your assets accurately.

Advantage Standard Account

An Advantage Standard Account combines your investment account with a checking/cash-management account. You get unlimited check writing, a VISA® debit card, and an enhanced monthly statement that includes realized and unrealized gain/loss information, check expense codes for year-end tax reporting, and check and debit card payee information.

Advantage Basic Account

An Advantage Basic Account combines your investment account with a checking/cash-management account. You get unlimited check writing and a consolidated account statement.

Margin Account

A Margin Account lets you pledge the securities in your account as collateral. You can borrow up to 50% of the value of your marginable assets. Be aware that carrying securities on margin does carry risk. Your Wealth Advisor can give you current variable interest rates and help you determine whether borrowing on margin is right for you.

Transfer-on-Death Account

A Transfer-on-Death Account works like a Classic Investment Account, but transfers applicable assets to your beneficiaries after you die. Transfer-on-Death accounts are free to set up.

Custodial (UGMA/UTMA) Account

Custodial accounts let minors own assets, including securities, in trust without having an attorney prepare special documents. Parents (or other relatives) usually serve as both donors and custodians of these accounts. Custodians must give up control of assets once minors reach the age of majority in the state they reside in.

Individual Retirement Account (IRA)

A traditional IRA is an excellent way to save for your retirement. You enjoy both current tax savings and deferred taxes on investment earnings.

Roth IRA

A Roth IRA is another excellent way to save for retirement. Roth IRA contributions are not tax-deductible, but investment earnings and qualified distributions are tax-free.

Managed Accounts

We offer a wide range of advisory account solutions to optimize how your wealth is managed. In an advisory relationship, you pay quarterly investment management fees based on a percentage of billable assets rather than paying transaction-based commissions and trade processing fees. Costs vary based on your preferences and needs. Your Wealth Advisor can help you determine whether a managed account solution is appropriate for you.

Note that, for all accounts other than Managed Accounts, transaction-based commissions and trade processing fees apply.

Checking Account Options & Fees

Standard Wallet Checks	
Initial Order (40)	Free
Reorder (120 per box)	\$9
Standard Duplicate Checks (120).....	\$20
Corporate Checks, three per page (252)	
Initial Order (with cover)	\$155
Reorder (without cover).....	\$110
Advantage Standard Account	\$125
Additional Debit Card	\$10
Overnight Delivery of Extra Card.....	\$20
Return of Deposited Check.....	\$10
Stop Payment of Client-Issued Advantage Check	\$25
Insufficient Funds.....	\$20
ATM fees (no fees at Wells Fargo Bank ATMs) At Cost	

Fund Transfer Fees

Automated Transfer (ACH)	Free
Domestic Wire	\$30
International Wire	\$40

Physical Certificate Issuance Fees

Standard Delivery	At Cost
Rush Delivery	At Cost
Re-register Physical Certificate	\$125
GNMA Certificate Issuance (each)	\$35
Foreign Security Certificate Issuance (each)	\$500

Physical Securities Safekeeping Fees

Initial Presentment	\$500
Annual Fee per Position	\$150

Miscellaneous Fees

Trade Processing – postage & handling	\$9
Overnight Mail/Postage	\$15
Bond Redemption	Free
No-Load Mutual Fund Trades (non-advisory only)	\$25
Deposit Rejection – Certificate	\$175
Replacing Securities Lost by Client	\$100 + transfer bonding
Prepayment Fees on Trades	Broker Call Rate (minimum \$15)
Direct Participation Program (per position)	\$100
Direct Registration Reject Fee (each)	\$75
Rejection of Ineligible Certificates Presented for Deposit	\$50
Reorganization Activity – Instructions Received after Expiration	\$100
Qualified Retirement Plans	At Cost
Automated Customer Account Termination (ACAT) and Transfer	\$175
Individual Retirement Account (IRA) Termination	\$175

Annual Account Fees and Waivers

We assess account fees each September based on account status as of the prior June 30:

Classic, Advantage, Margin, and Transfer-on-Death Accounts	\$125
Custodial (UGMA/UTMA) Accounts	\$75
Individual Retirement Accounts	\$75

We waive these fees for households if you have one or more accounts with assets of at least \$175,000 (as of June 30).

We also waive annual fees on an account-by-account basis for:

- (1) managed accounts that pay a fee rather than commissions (normal quarterly asset management fees apply);
- (2) investment accounts opened after January 1 of the current year;
- (3) 529 Education Savings Plan accounts;
- (4) annuity-only accounts;
- (5) individual participant's accounts that are part of a qualified retirement plan other than an IRA;
- (6) accounts with mutual fund balances that exceed \$100,000.

Trade Commissions

We charge commissions on most brokerage transactions. Contact your Wealth Advisor to get the commission and trade processing fees for any transaction you are considering.

*Fees and terms subject to change
after 30 days' notice.*



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