

Plain Language Synopsis of the IBN Financial Services, Inc.  
Client information & Disclosures

The following is provided as a convenience only and is not intended to supplement, modify or in any manner alter the terms and conditions of the IBN Financial Services, Inc. Client information & Disclosures. In the event of any inconsistency, addition or omission in this Plain Language Synopsis when compared to the IBN Financial Services, Inc. Client information & Disclosures, the terms and conditions of the IBN Financial Services, Inc. Client information & Disclosures shall control and provide for the definitive understanding of the Client. The defined terms in the IBN Financial Services, Inc. Client information & Disclosures document apply to this synopsis.

- I. IBN Financial Services, Inc.
  - A. My Financial Representative Is engaged in the sale of securities as a Registered Representative of IBN.
  - B. Acting through my Financial Representative:
    - (1) I have appointed IBN as my agent to carry out my directions for the purchase and sale of securities;
    - (2) IBN is authorized to open or close accounts, place and withdraw orders, and take other steps as reasonable to carry out my directions.
  - C. An account for me will be considered opened by IBN when my IBN New Account Information Form is accepted by IBN. IBN can decline to serve as my broker-dealer.
  - D. IBN only recognizes securities transactions executed with its knowledge, control and consent and are on IBN's books as the broker-dealer.
  - E. IBN has sole discretion to accept my securities orders. IBN as the right to require a deposit before accepting or executing an order. IBN may refuse or limit any transaction I may wish to order; and will automatically reject any investment that is not a security or is designated as a non-security.
  - F. If I fail to pay for purchases/sales of securities ordered at my direction, I authorize IBN to take any necessary steps to pay for the transactions. I agree to reimburse IBN of any loss it sustains on my behalf.
  - G. I will pay any balance on my account, including interest charges, commissions and costs of collection (including attorneys' fees). IBN may apply any payments of interest, dividends, premiums and principal received from my other IBN accounts to reduce any outstanding debit in this account. IBN may use or transfer excess funds interchangeably between and among my IBN Securities Accounts subject to applicable law.
  - H. My accounts at IBN guarantee one another. All credit balances, securities or other property I have and that IBN holds or maintains for my accounts are subject to a lien for the satisfaction of all my obligations to IBN. Whenever IBN believes it is necessary, IBN has the discretion to sell, purchase, assign or transfer any or all of the above-mentioned property for its protection. All costs and expenses in connection with such sale or purchase shall be paid from my accounts. IBN has the discretion to decide which securities and property are to be sold and which contracts are to be closed. I am liable to IBN for any deficit.
  - I. I understand that IBN is required by the government to verify my identity, date of birth, legal address, and government issued identification number before opening an account. This information may be required from any individual authorized to effect transactions in my account. I will provide IBN with financial and investment information for suitability purposes. I

authorize IBN to obtain a credit report on me as and when IBN determines a need. On my written request, I will be given the name and address of the credit reporting agency. My account can be restricted or closed if IBN can not verify my information. IBN will not be responsible for any losses or damages resulting any failure to provide this information or from any restriction on or closing of my account. Any information I provide or is on a credit report may be shared in accordance with this agreement.

- J. IBN may tape record and conversation with me, and I consent to such recording.
- K. The rights and obligations in this Agreement are in addition to those in any other agreement I have with IBN.
- L. If you wish to file a grievance regarding handling of your account, you may address it to IBN Financial Services, Inc., Compliance Department, 8035 Oswego Road, PO Box 2365, Liverpool, NY 13089, or call IBN at (877) 492-9464.

## II. My Financial Representative

- A. My Financial Representative, named in this document, has no authority to contract on behalf of IBN. IBN is solely engaged by my Financial Representative to buy or sell securities for my account.
- B. My Financial Representative can only place an order for my account at my direction or my authorized delegate's direction. I am responsible to review my financial condition and objectives shown on the IBN New Account Information Form before any securities order is placed. If an order is placed for a security in a greater risk category than I marked for pre-approval, that order will be treated as an automatic amendment of my objectives.
- C. My Financial Representative is licensed to sell securities, including variable insurance products, on a commission basis. He may also provide certain Financial Planning services outside the scope of his role as my Financial Representative. All recommendations that are implemented by the purchase of securities or insurance will result in compensation to him on a commission basis, separate from any Financial Planning fees.
- D. My Financial Representative may offer non-securities products and services outside of this relationship and the control of IBN such as real estate brokerage, law, accounting, tax, and/or estate planning. I will hold IBN harmless for any losses that I may incur in connection with such products or services that are outside the scope of my account relationship with IBN.
- E. The Financial Industry Regulatory Authority ("FINRA") requires that we notify you in writing of the availability of an investor brochure that includes information describing FINRA Regulation's BrokerCheck Program ("Program"). To obtain a brochure or more information about the Program or FINRA Regulation, contact the FINRA Regulation BrokerCheck Program Hotline at (800) 289-9999 or access the FINRA's web site at [www.finra.org](http://www.finra.org).

## III. Important Disclosures Concerning Mutual Fund Breakpoint Discounts

The following elements of mutual fund investing have been explained to me. I will/have consider(ed) these factors in arriving at my investment decision and understand their applicability to my Account.

- A. Value of Shares- I understand the value of my investment in any mutual funds purchased may increase/decrease depending on market variables beyond my control or the control of my Registered Representative. Depending on the net asset value of the fund(s) at the time of redemption, I may receive more or less than the amount paid for my shares.
- B. Cost to Purchase- I understand that many factors may enter into the decision to elect a particular class of shares including: the purchase amount, the anticipated holding period and other relevant circumstances.

Class "A" Shares (front-end loaded): Purchases are subject to a sales charge of a percentage of the offering price and may be subject to 12b-1 fees. Large dollar investors generally should consider "A" shares because of the availability of volume discounts (breakpoints) typically offered on this class of shares. Typically, purchases involving dollar amounts in excess of \$100,000 should use Class "A" shares in view of the breakpoint benefit.

Class "B" Shares (back-end loaded): Purchases incur no up-front sales charge but are instead subject to a charge upon surrender that declines over a period of years as described in the prospectus. "B" shares may include higher 12b-1 expenses prior to conversion to Class "A". This class of shares is most appropriate for investors who do not qualify for volume discounts (breakpoints) typically available on Class "A" shares and who have a long-term investment horizon. "B" shares should not be marketed as no-load funds due to the potential for a deferred sales charge on early withdrawals.

Class "C" Shares (level loads): Purchases may or may not be subject to an initial sales charge, but on an ongoing basis generally have higher 12b-1 expenses. Class "C" shares may be assessed a charge upon surrender if redeemed within a specific period of time, usually one to two years following purchase. This class of shares is most appropriate for investors who do not qualify for volume discounts (breakpoints) typically available on Class "A" shares and who have a shorter-term investment horizon. The cumulative effects of the higher 12b-1 charges can make this category of shares a more expensive pricing option for longer term investors.

Additional variations of share classes may exist utilizing one or more of the characteristics referenced above. For more information concerning your specific fund(s), please consult the prospectus.

- C. Breakpoint Discounts - Purchasers of mutual fund shares within a single mutual fund or fund family may be entitled to volume discount on the front-end sales charge for Class A share purchases, These discounts are known as "breakpoint" discounts. At certain purchase levels, some fund families may waive the front-end load entirely.
- D. Consult the Prospectus or Statement of Additional Information - The circumstances under which a breakpoint discount is available are described in the prospectus or the Statement of Additional Information ("SAI") for the mutual fund you are purchasing. Breakpoint rules are subject to change and differ among fund families. If I have questions concerning eligibility for a breakpoint discount, I will consult with my Financial Representative or the mutual fund company.
- E. Breakpoint discounts generally apply only to purchases within a single mutual fund family. These discounts generally do not apply to purchases involving different mutual fund families. Thus, if I seek to diversify my portfolio by allocating purchases among several fund families, I will be less likely to obtain a breakpoint discount in any single fund family.
- F. Related Accounts - Breakpoint discounts may apply to Class A share mutual fund purchases I make within the account I am opening, and, depending on the rules set forth in the prospectus or SAI of the particular fund family, to purchases made in accounts that are related.
- G. Rights of Accumulation - I understand that a breakpoint discount may also be obtained by combining the value of all shares (such as Class A, B, C, M or T shares or Section 529 plan holdings) that I hold in a particular fund family. This ability to combine such holdings is generally known as a "right of accumulation." The circumstances under which rights of accumulation are available are described in the fund's prospectus and/or SAI.

- H. Any discount based on an aggregation would apply to this purchase or to a future purchase, but will not result in a retroactive reduction of an amount previously paid for a Class A purchase within a fund family.
  - I. Letters of Intent - I understand that I may obtain a breakpoint discount by signing a Letter of Intent in which I agree to purchase, and, in fact, do purchase, a specified dollar amount of Class A mutual fund shares within the same fund family within a certain period of time (generally 13 months). I further understand that If I fail to invest the stated amount within the prescribed time period, the mutual fund company will retroactively assess the higher sales charge against all of my purchases. Certain fund families permit investors to establish Letters of Intent that include amounts that were purchased within the fund family within a specified prior time period, such as the past 90 days. The details concerning Letters of intent are contained in the prospectus or SAI of the mutual fund being purchased.
  - J. Reinstatement or "Buy Back" Privileges - Certain fund families permit investors who redeem shares to repurchase, within a specified period of time, an amount of that fund family's shares equal to the amount previously redeemed without having a front-end sales charge assessed. The circumstances under which reinstatement or "buy back" privileges are available are set forth in the mutual fund's prospectus or SAI.
  - K. Money Market Funds - The aggregation of funds for sales reduction charges may not apply to certain funds, such as money market funds, within a particular fund family. Consult the fund prospectus and/or SAI for additional details.
  - L. NAV Transfers - Certain mutual fund companies allow the purchase of their funds at net asset value (i.e. with no sales charge) when the proceeds are from the sale of mutual funds held at other fund companies. Such transactions are referred to as NAV Transfers. The use of the NAV transfer feature is not universal to all mutual fund companies and may or may not be offered. Information regarding whether a specific mutual fund company offers such a program and the specifics of such program, if applicable, can be found in the mutual fund prospectus and/or SAP.
  - M. Clarification of Distributions - I am aware that there is no benefit to purchasing shares in anticipation of a dividend or capital gains distribution. Any subsequent dividend is actually part of the offering price and thus becomes a refund of part of my investment.
  - N. Tax Aspects - I understand that my investment activity may affect the amount of tax I owe. I will consult a qualified tax professional for advice.
  - O. Reduced Sales Charge - I understand that based upon the disclosures outlined above, the fund prospectus and discussions with my Registered Representative that by purchasing Class "A" shares, I may be able to obtain a reduced sales charge through volume discounts (breakpoints) or through agreement to purchase larger amounts over a set period of time (letter of intent).
- IV. Important Disclosures Related To Product Revenue/Marketing/Education Allowance
- IBN Financial Services, Inc. (IBN) seeks to have some of the companies we do business with provide support for marketing, education/training and other support for our Financial Representatives. It is important to note that IBN Financial Representatives do not receive any portion of these fees which are separate from and in addition to other fees and charges applicable to each product. Since this information may be an important consideration in your decision to purchase a particular product, you should call our office at (877) 492-9464 and ask for that information or any other information that may involve your decision process. You should also read each product's prospectus, offering memorandum, any other form or

document that describes their product and the statement of additional information. If you cannot or do not wish to access this information, you may request a written disclosure from your Financial Representative.

Other Expense Reimbursements: IBN and/or your Financial Representative may be reimbursed by these companies or their affiliates or other service providers for the expenses IBN and/or your Financial Representative may incur for various sales meetings, seminars, and conferences held in the normal course of business. Although these companies independently decide what they will spend on these activities, we are aware that some of these companies allocate their promotional budgets based upon prior sales and asset levels and that they work with our branch offices or Financial Representatives to plan promotional and educational activities on the basis of such budgets. We do not control how these companies allocate their promotional budgets or their spending decisions in this regard.

#### V. Investment Certifications

- A. I understand that securities investing involves risks and that many variables, including but not limited to market and economic fluctuations, may have a substantial negative effect on the value of my securities positions. Furthermore, I represent to IBN that I am willing to assume these risks and that I am in fact financially able to bear these risks. I also understand that I have an affirmative obligation to promptly notify IBN in writing should my financial condition adversely change or should my investment objectives differ from what is disclosed on the IBN New Account Information Form.
- B. I will obtain from my Financial Representative and review the current Prospectus and/or Memorandum (Offering Document) that fully describes the investment, including potential risks and costs, prior to purchasing an interest in a partnership, mutual fund, variable product, unit investment trust or any other securities issue.
- C. I understand that when purchasing interest in a mutual fund, it is normally advisable to take advantage of any available quantity discount privilege ("breakpoint level") as discussed in the applicable Offering Document, although doing so may limit my portfolio diversification.
- D. I understand that it is generally not advisable to switch from one variable product or mutual fund to another, especially where the exchange will cause me to incur an additional up-front or contingent sales charge for such transfer of assets, unless there exists a reasonable basis for such switch.
- E. I understand that I should not be induced by a pending dividend when purchasing or selling securities.
- F. I agree to review and complete the appropriate product disclosure forms pertinent to my investment.

#### VI. Investment Objective Descriptions

The typical investments listed with each objective are only some examples of the kinds of investments that have historically been consistent with the listed objectives. However, IBN can not assure you that any investment will achieve your intended objective. You must make your own investment decisions and determine for yourself if the investments you select are appropriate and consistent with your investment objectives as past performance is not a guarantee of future results.

Income: An investment objective of *Income* indicates you seek to generate income from investments and are interested in investments that have historically demonstrated a low degree of risk of loss of principal value. Some examples of typical investments might include high quality, short and medium-term fixed income products, short term bond funds and covered call options.

**Growth/Capital Appreciation:** An investment objective of *Growth/Capital/Appreciation* indicates you seek to grow the principal value of your investments over time and are willing to invest in securities that have historically demonstrated a moderate to above average degree of risk of loss of principal value to pursue this objective. Some examples of typical investments might include common stocks, lower quality medium-term fixed income products, equity mutual funds and index funds.

**Aggressive Growth:** An investment objective of *Aggressive Growth* indicates that you aggressively seek a higher rate of return from the principal value of your investments and are willing to invest in investments that have historically demonstrated an above average risk of loss of principal to pursue this objective. Some examples of typical investments might include buying stocks of rapidly growing companies, trading on margin, and uncovered options trading.

**Speculation:** An investment objective of *Speculation* indicates you seek a significant increase in the principal value of your investments and are willing to accept a corresponding greater degree of risk by investing in securities that have historically demonstrated a high degree of risk of loss of principal to pursue this objective. Some examples of typical investments might include lower quality long-term fixed income products, initial public offerings, volatile or low priced common stocks, the purchase or sale of put or call options, spreads, straddles and/or combinations on equities or indexes, and the use of short-term or day trading strategies.

**Tax Advantage:** An investment objective of *Tax-Advantage* indicates that you seek to minimize tax liability and are willing to invest in securities that provide a tax benefit. Some examples of typical investments might include municipal bonds, tax exempt mutual funds or municipal bond mutual funds.

## VII. Unauthorized Prohibited Acts

You must take responsibility to prevent unauthorized acts within your control by adhering to all of the following:

- A. You may not pay cash for a security purchase. IBN does not accept money orders, traveler's checks, foreign checks, third party checks, bank checks below \$10,000 or other cash equivalents or non-traceable methods of payment.
- B. All payments must be made payable to the product sponsor as indicated on the product application that accompanies this IBN New Account Information Form.
- C. Do not loan to, or borrow from, the Financial Representative any monies or securities.
- D. Do not authorize or permit the Financial Representative to act as a personal custodian of your securities, stock powers, monies or any other personal or real property in which you may have an interest.
- E. Do not accept any commission rebate or any other inducement with respect to the purchase or sale of securities.
- F. Do not enter into an understanding whereby you agree to buy securities directly from or sell securities directly to the Financial Representative.
- G. Do not agree to enter into any other business relationship with the Financial Representative including, but not limited to the capitalization or financing of any business of the Financial Representative.
- H. Financial Representatives are not permitted to act as trustees, executors, depositories, etc.

## VIII. Resolving Disputes - Arbitration

This agreement contains a pre-dispute arbitration clause. Under this clause, which becomes binding on all parties when you sign your account application, you and IBN agree as follows:

- A. All parties to this agreement are giving up the right to sue each other in court, including the right to a trial by jury, except as provided by the rules of the arbitration forum in which a claim is filed.
- B. Arbitration awards are generally final and binding: a party's ability to have a court reverse or modify an arbitration award is very limited.
- C. The ability of the parties to obtain documents, witness statements, and other discovery is generally more limited in arbitration than in court proceedings.
- D. The arbitrators do not have to explain the reason(s) for their award unless, in an eligible case, a joint request for an explained decision has been submitted by all parties to the arbitrators at least 20 days prior to the first scheduled hearing date.
- E. The panel of arbitrators will typically include a minority of arbitrators who were or are affiliated with the securities industry.
- F. The rules of some arbitration forums may impose time limits for bringing a claim in arbitration. In some cases, a claim that is ineligible for arbitration may be brought in court. The rules of the arbitration forum in which the claim is filed, and any amendments thereto, will be incorporated into this agreement.

All controversies that may arise between you and IBN concerning any subject matter, issue or circumstance whatsoever (including, but not limited to controversies concerning any account, order, or transaction, or the continuation, performance, interpretation or breach of this or any other agreement between you and IBN whether entered into or arising before, on, or after the date this account is opened shall be determined by arbitration in accordance with the rules then prevailing of the Financial Industry Regulatory Authority (FINRA) or any United States securities self-regulatory organization or United States securities exchange of which the person, entity or entities against whom the claim is made is a member, as you may designate.

If you designate the rules of a United States self-regulatory organization or United States securities exchange and those rules fail to be applied for any reason, then you shall designate the prevailing rules of any other United States self-regulatory organization or United States securities exchange of which the person, entity or entities against whom the claim is made as a member. If you do not notify IBN in writing of your designation within five (5) days after such failure or after you receive from IBN a written demand for arbitration, then you authorize IBN to make such designation on your behalf. The designation of the rules of a self-regulatory organization or securities exchange is not integral to the underlying agreement to arbitrate. You understand that judgment upon any arbitration award may be entered in any court of competent jurisdiction.

You will not bring a putative or certified class action to arbitration, nor seek to enforce any pre-dispute arbitration agreement against any person who has initiated in court a putative class action: or who is a member of a putative class who has not opted out of the class with respect to any claims encompassed by the putative class action until; (i) the class certification is denied; or (ii) the class is decertified; or (iii) you are excluded from the class by the court. Such forbearance to enforce an agreement to arbitrate shall not constitute a waiver of any rights under this agreement except to the extent stated herein.