The Compass Account

at Janney Montgomery Scott LLC

With the Janney Compass Account, you will receive customized investment management services from a Janney Financial Advisor to help meet your financial goals. As your portfolio manager, your Financial Advisor will manage your investments and have discretion to make all investment decisions, saving you time and simplifying your financial life.

Customized Portfolio Management from Your Financial Advisor

Your Financial Advisor will develop and manage a diversified portfolio to address your specific financial needs. By delegating investment decision making to your trusted Financial Advisor, you can save time and avoid the need to approve specific recommendations. In addition, your Financial Advisor can quickly respond to changing market conditions and capitalize on investment opportunities on a timely basis.

Portfolio Management Experience

Financial Advisors who manage Compass Accounts are experienced professionals who have demonstrated knowledge of portfolio management and asset allocation strategies. To participate in the Compass Program, your Financial Advisor was approved by the Compass Review Committee comprised of senior Janney leaders—based on portfolio management training and/or advanced financial degrees and designations. In addition, your Advisor agreed to meet the Compass program requirements, including portfolio diversification standards and other program guidelines, when managing customized portfolios for clients.

Product Highlights

The Janney Compass Account offers the following benefits:

- Customized investment management from your Janney Financial Advisor
- Access to a wide range of securities and investment solutions
- Asset allocation design and implementation
- Portfolio construction and monitoring
- Quarterly performance reports and monthly statements
- Secure, online access to account information
- Annual fee based on assets in your account

The Compass Investment Approach

With the Janney Compass Account, you can benefit from the investment management experience of your Financial Advisor—who can invest your portfolio in stocks, fixed income securities, exchange-traded funds and notes, mutual funds, options and cash, as appropriate given your financial needs. Your Financial Advisor will work with you to select an asset allocation based on your goals and risk tolerance—and then will construct and manage a diversified portfolio to help meet your objectives. They will oversee your portfolio on an ongoing basis and have the discretion to make investment changes as needed—keeping you informed through periodic account reviews, quarterly performance reports and monthly statements.

Meeting Your Investment Needs

With the Janney Compass Account, you have the security of knowing that decisions are made with the single purpose of meeting your investment objectives. Rather than charging a commission for every transaction, or sales charges for mutual funds, the Janney Compass Account provides comprehensive portfolio management services for an annual fee based on the value of assets in your account. You receive both a simplified pricing approach and comprehensive investment services from your trusted Financial Advisor.

For More Information

Your Financial Advisor can provide more information on the Compass Account as well as the investment approach that would be followed for your account relationship.

Investing may involve market risk, including possible loss of principal. Past performance is not indicative of future results. For a detailed description of the program's services and fees, refer to the Janney Form ADV Part 2 disclosure document, available upon request and online at www.janney.com.

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