



Client(s) Name(s)		Account Number	
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IPI Financial Professionals provide an array of financial services. Depending on your needs, you may choose different types of accounts and levels of services. Your brokerage account was opened with Investment Planners, Inc., our broker/dealer, through our clearing firm, RBC Clearing & Custody or directly through a product sponsor like a mutual fund. Your brokerage account was a commission-based account in which your Financial Professional recommended and executed individual securities transactions. Any recommendations made related solely to the specific transaction being proposed whether it be a stock, bond, mutual fund, or other investment product. Within your brokerage account, you did not pay a separate fee for ongoing advice from your advisor. You paid a sales commission on transactions and other account related fees.

IPI Wealth Management, Inc. is our SEC Registered Investment Adviser firm that primarily offers the service of fee based advisory accounts with ongoing investment advice and periodic monitoring of your investments. With an advisory account, you will pay an ongoing fee, which is negotiated and is typically a percentage fee based on the value of the assets in your account. IPI and your advisor will earn an advisory fee irrespective of whether you execute any transactions in the account.

You should consider the importance and value of ongoing or fee-based investment advisory services when comparing your options for obtaining advice, reporting and trade execution. Also consider the amount of anticipated trading activity when selecting an account and assessing the overall cost. If there are prolonged periods of infrequent trading of your portfolio or if your advisory account routinely contains significant cash holdings, a fee-based investment advisory account may result in higher overall expenses than if commissions were paid separately for each transaction. If you do not need ongoing advice and do not anticipate at least a moderate amount of trading, or if you would rather pay based on each transaction executed, then a commission-based brokerage account may be the right choice for you.

Below is an analysis of your brokerage account commissions paid in the past 12-month calendar period and a list of estimated advisory fees you will pay based on your account's value. This information will assist you in evaluating your needs and choosing an appropriate service at IPI. By signing below, you attest that you have reviewed this information and other applicable benefits and detriments of an advisory account with your advisor.

PURPOSE OF CONVERSION: How will the Advisory relationship benefit the Client? Include details on recommended portfolio allocation and strategies.

Will any assets be excluded from the advisory fee during the first 12 months? YES* NO

*If yes, please be sure to complete the Exempt Securities form. See page 3 of this form for more information.

\$	Estimated Proposed Advisory Account Value
%	Outside Money Manager's Annual Fee, if applicable
%	IPIWM Advisor's Annual Fee
%	Total Projected 12 Months Expense
\$	Range of Per Transaction Fees (include additional fees such as postage & handling)



Provide details in the appropriate section(s) below about the Brokerage Account being converted.

If converting Mutual Funds, complete this section

\$	Mutual Fund Account Value (from most recent statement - submit copy)
%	Estimated Sales Charges Paid Past 12 months (if buys occurred)
%	Average Fund Management & 12b-1 Fees
%	Total Past 12 Months Sales Charges, Fund Mgmt & 12b-1 Fees

If converting an Annuity (Variable, Fixed, Indexed), complete this section

\$	Annuity Contract Value (from most recent statement - submit copy)
%	Annual Mortality & Expense & Administration Fee
%	Average Annual Sub-Account Expense
%	Annual Benefit Rider(s) Expense
%	Total Past 12 Months M&E&A, Sub-Account & Benefit Fees

If converting Individual Securities (Alternatives, Stocks, ETFs, UITs, Bonds, etc.), complete this section

\$	Brokerage Account Value (from most recent statement - submit copy)
\$	Total Past 12 Months Commissions

SIGNATURES: By signing below, I/We have reviewed and agree to the above information.

Primary Account Owner/Trustee Signature	Date	Print Name of Primary Account Owner/Trustee	
Joint Owner/Co-Trustee/Associated Client Signature	Date	Print Name of Joint Owner/Co-Trustee/Associated Client	
Financial Advisor Signature	Date	Firm Principal Signature	Date



Appendix: The following securities are exempt from advisory fees:

1. Mutual Fund A Share Class
 - a. If held fewer than five (5) years
 - i. Should be converted to lowest cost share class available
2. Mutual Fund C Share Class
 - a. Always exempt
 - i. When out of CDSC, should be converted to lowest cost share class available
3. Alternative Investments (private placements)
 - a. If held fewer than seven (7) years
 - b. If original purchase was NAV, then eligible for billing
 - c. If no longer receive trails or commissions, then eligible for billing
4. Annuities
 - a. If held fewer than five (5) years
 - b. If original purchase was NAV, then eligible for billing
 - c. If no longer receive trails or commissions, then eligible for billing

>>For informational purposes only<<