

## A guide to your comprehensive statement

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The Raymond James Comprehensive Statement provides in-depth information about your overall portfolio, as well as important details regarding your accounts and investments. This statement is organized to help you clearly view the details of your total financial picture and helps you track your portfolio's progress between periodic review meetings with your financial advisor.

Your statement helps you and your advisor understand where you stand and if you're on track to achieve your goals. It also serves as a starting point for conversations with your advisor to ensure you have the information to best meet your financial objectives.

### THE INFORMATION YOU NEED, WHEN YOU NEED IT

As an added convenience, you can receive your statements and other account documents electronically or in the mail. You can indicate your document delivery preferences through Client Access ([raymondjames.com/clientaccess](https://raymondjames.com/clientaccess)), a secure online system for your Raymond James account information. By choosing electronic delivery, you'll have 24/7 access to your client documents as soon as they become available. Not only will you be able to view your document sooner, but your documents are available in an online archive.

### STATEMENT DELIVERY OPTIONS

#### ONLINE ONLY

Get your monthly statements and an annual summary electronically.

#### PAPER ANNUAL

Get monthly electronic statements plus an annual paper summary.

#### PAPER QUARTERLY

Get monthly electronic statements plus a quarterly paper summary.

#### PAPER

Monthly statements are mailed and are also available online, with an electronic annual summary

# LINKED ACCOUNT SUMMARY

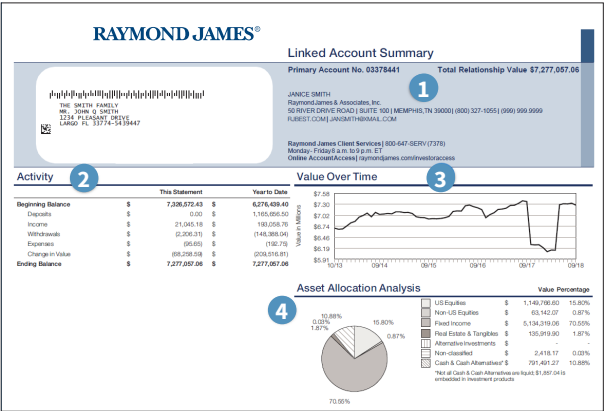
Clients with multiple Raymond James accounts can take advantage of statement linking that consolidates their information into a linked account summary. This service combines information about your various accounts into a comprehensive report. If you would like to take advantage of this offering and link your accounts, please contact your financial advisor.

- 1 Contact information** appears in the upper-right corner of the summary to help you easily contact your advisor or client services.
- The **activity** overview totals any deposits, income, withdrawals and expenses made during the statement period and calculates the difference from the previous statement so you can quickly see how and why your portfolio value changed.
- The **value over time** section uses a simple chart to demonstrate the historical value of your accounts.
- The **asset allocation** pie chart displays how your overall portfolio is allocated to various asset classes. This chart represents the asset allocation totals across the entire linked portfolio.
- The **Linked Accounts** section provides the **description** of your accounts, account numbers and page numbers. This section also allows comparison of prior statement value with current value, both for your individual accounts and for your portfolio overall. If there are important messages or inserts included with the statement, these will be listed here.

# UNDERSTANDING YOUR STATEMENT

On this page, you'll find information directly related to your relationship with your financial advisor and Raymond James, as well as disclosures related to your accounts.

- The introductory section describes your advisor's relationship with Raymond James and the clearing services provided by Raymond James & Associates.
- Details regarding certain categories of an investment – such as potential risks or how assets are held – are provided. You'll also find general information about the firm's reporting methods.



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Linked Account Summary (continued)

Primary Account No. 03378441

Account	Current Value	Previous Statement Value	Previous Year-End Value	Estimated Annual Income	Page
03378441 - M. John G. Smith Capital Access	\$ 3,670,499.06	\$ 3,605,544.97	\$ 2,549,002.14	\$ 120,272.12	7
03081143 - M. John G. Smith Capital Access	\$ 2,481,249.51	\$ 2,485,510.17	\$ 2,495,079.03	\$ 97,991.12	39
03091044 - M. John G. Smith IRA	\$ 935,162.71	\$ 942,494.05	\$ 946,030.20	\$ 45,454.43	67
03041138 - M. John G. Smith IRA	\$ 130,124.12	\$ 122,248.02	\$ 122,894.34	\$ 7,254.91	83
03081044 - M. John G. Smith Capital Access	\$ 159,111.66	\$ 161,141.62	\$ 161,443.19	\$ 6,082.26	33
<b>Total Relationship Value</b>	<b>\$ 7,277,057.06</b>	<b>\$ 7,206,572.43</b>	<b>\$ 6,276,439.40</b>	<b>\$ 277,459.98</b>	

Included in Your Mail Packet

Important Account Information: At the back of your mail packet

UPDATES TO THE RAYMOND JAMES CLIENT AGREEMENT

UPDATES TO IMPORTANT INVESTOR INFORMATION

EXTENDED HOURS TRADING

PLANS IRS FORM 100-1. \$300 FEE TO BE CHARGED IN 2020 FOR TAX YEAR 2019

Tax WITHHOLDING FROM YOUR IRA

Financial Perspectives: Endowed

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Understanding Your Statement

Primary Account No. 03378441

Need help navigating your statement? Visit <http://www.raymondjames.com/statements/comp> for a guide.

The following information is related to the investments currently held in your account at Raymond James & Associates, Inc., member New York Stock Exchange/NYSE. Information about commissions, services fees and other charges related to your transactions is included in our transaction confirmations. The first page of each purchase or sale report through your Raymond James account should also appear on a trade confirmation and your account statements. Please contact your financial advisor and Raymond James Client Services at 800-647-7378 if you do not see any such purchase or sale reported on your trade confirmation or account statements. If you have questions about the following information or would like to update your investment profile, please contact your financial advisor. Raymond James' financial statement is available for your inspection at its offices or at [www.raymondjames.com/disclosures](http://www.raymondjames.com/disclosures), or a copy of it will be mailed upon your written request. Any and all communications should be accompanied in writing to further protect your privacy, including rights under the Securities Investor Protection Act.

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**Securities Investor Protection Corporation** - Raymond James & Associates, Inc. is a member of the Securities Investor Protection Corporation (SIPC), which protects securities customers of its members up to \$500,000, including \$250,000 for claims for cash. Money market fund shares are not covered by SIPC. If you have securities, an explanatory brochure is available upon request by calling 1-800-371-5300 or on [www.sipc.com](http://www.sipc.com). Raymond James & Associates, Inc. has been approved for SIPC coverage through its membership in SIPC. A Current Notice from SIPC coverage is fully provided by the Lloyd's trust funds and Lloyd's Central Fund. The additional protection currently provided has an aggregate limit of \$750 million, including a sub-limit of \$1.5 million per customer for cash above basic SIPC. For the wrongful absorption of customer funds, SIPC coverage is not the same as, and operates differently from, FDIC deposit insurance. Account protection applies when a SIPC member firm fails financially and is unable to meet obligations to securities clients, but it does not protect against market fluctuations.

Raymond James & Associates, Inc. and Raymond James Financial Services, Inc. are affiliated with Raymond James Bank, National Association (N.A.), member FDIC. Unless otherwise specified, products purchased from or held at Raymond James & Associates or purchased from Raymond James Financial Services are not insured by the FDIC, are not deposited or other obligations of Raymond James Bank, N.A., are not guaranteed by Raymond James Bank, N.A., and are subject to investment risks, including possible loss of principal invested.

**FINRA Disclosure** - For additional background information on any firm or representative registered with the Financial Industry Regulatory Authority (FINRA), please contact FINRA at 800-289-9899 or [www.finra.org](http://www.finra.org) and request the public disclosure program brochure.

**MSRB Disclosure** - Raymond James & Associates, Inc. and Raymond James Financial Services, Inc. are registered with and subject to the rules and regulations of the U.S. Securities and Exchange Commission (SEC) and the Municipal Securities Rulemaking Board (MSRB). Both the SEC and the MSRB publish investor education information and resources designed to educate investors. In addition to educational materials about the municipal securities market and municipal securities market data, the MSRB website includes an investor brochure describing procedures that may be performed by MSRB rules, including how to file a complaint with the appropriate regulatory authority. For more information, visit [www.msrb.org](http://www.msrb.org) and [www.municipalinvestor.com](http://www.municipalinvestor.com).

**Availability of Free Credit, Bank Deposit Program, and Share of the Cash Sweep Money Market Mutual Fund Balance** - You have the right to receive, in the normal course of business, any free credit balance, bank deposit program balance, the net asset value of shares of the cash sweep money market mutual fund balance, and any fully paid securities to which you are entitled, subject to [www.raymondjames.com/disclosures](http://www.raymondjames.com/disclosures).

**Third Party Payments Disclosure** - In addition to the fees you pay directly for the services offered by Raymond James and your advisor, Raymond James receives fees from various sources. For more information on fees and expenses, please see [www.raymondjames.com/disclosures](http://www.raymondjames.com/disclosures).

**Cost Basis** - Effective January 1, 2011, Raymond James will adjust cost basis for tax lots of securities covered by the Emergency Economic Stabilization Act of 2008 to the FIFO or LIFO or FIFO or LIFO. These tax lots are indicated by a "C." Raymond James will adjust to the first-in, first-out (FIFO) cost basis accounting method for trades and transfers unless a different method has been selected.

For tax lots or securities that are not covered by the Emergency Economic Stabilization Act of 2008, cost basis information may not be available, may have been entered by you or your financial advisor, or may have been obtained from third party sources, and in these instances, Raymond James cannot guarantee its accuracy. Information for uncovered positions will not be reported to the IRS.

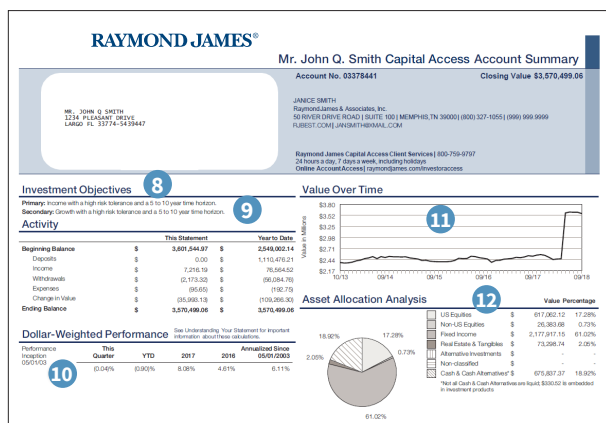
Gain or loss will only be calculated for tax lots that have cost basis. Gain or loss information may or may not reflect adjusted cost for return of principal received or account overstatement. Tax lots where the cost basis is true zero, displayed as 0.00, are included in cost calculations. "Gain or Loss P/L" is calculated using total cost basis.

Meaning basis is not included in cost calculations. Please contact your financial advisor to have missing cost basis information added to your account.

This cost basis, previously, or gain/loss information reported has been adjusted to account for a disallowed loss from a wash sale. These adjustments are indicated by a "W" on the affected basis. A wash sale occurs when a security is sold for a loss and is repurchased after 30 days before or after the sale.

Cost basis information for uncovered securities or tax lots will not be reported to the IRS, is displayed for your information only and should not be relied upon for tax reporting purposes. That performance is not a guarantee of future results. Market valuations may have been obtained from third party sources and Raymond James cannot guarantee its accuracy or completeness.

For securities identified as Dividend or Dividend Plus, Market Limited Forward-Looking or other widely held fixed income assets, cost basis is not adjusted. These securities receive principal payments or distributions that are reflected differently from the rest of the portfolio. Clients should consult with their financial advisor for more information on how these securities are treated and how they may rely on the lower information for both cost basis adjustments as well as proceeds adjustments for



## ACCOUNT SUMMARY

The account summary page precedes the portfolio and activity pages for each of your individual accounts. Similar to the linked account summary, this page consolidates activities by category, reconciles beginning and ending account values, and includes a graphic view of the account's value and allocation.

- 8 The **investment objectives or account purpose** section details your goals for the account. The primary and secondary objectives are based on information you provided and can help determine if your investments are in line with your expectations. Since your objectives may change over time, be sure to consult your financial advisor if you believe modifications are necessary.
- 9 The **activity** section illustrates account deposits, income, withdrawals, expenses and changes in value for this reporting period and year to date. Overall dollar amounts for purchases, sales, margin loan and short sales are provided as well.
- 10 For certain accounts, the **performance** section shows how your accounts fared over immediate and past time periods. Standard accounts use dollar-weighted reporting, so deposits and withdrawals affect the results. Managed accounts use time weighted reporting, based strictly on market value changes to help you more easily evaluate manager performance.
- 11 The **value over time** chart demonstrates the historical value of your investments.
- 12 The **asset allocation** pie chart displays how your individual account is allocated to various asset classes.

## YOUR PORTFOLIO

This section lists all relevant details of each security in your account, grouped by investment type. Categories include:

- 13 **Cash & cash alternatives:** cash holdings, including funds available in money market funds or Raymond James Bank.
- 14 **Equities:** options, stocks and any other class of equities in your account. Where applicable, unrealized gains or losses are shown.

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Your Portfolio									
Mr. John Q. Smith Capital Access Account No. 03378441									
Cash & Cash Alternatives									
Raymond James Bank Deposit Program *									
Description	Symbol		Value	Estimated Annual Income	Estimated Annual Income Yield	Estimated Annual Income	Estimated Annual Income Yield	Cost or Basis	Cost or Basis
Raymond James Bank Deposit Program - Selected Sweep Option									
Raymond James Bank N.A.			\$245,141.00						
US Bank National Association			\$245,141.00						
Regions Bank			\$195,110.00						
American Express National Bank			\$0.00						
Citibank NA			\$1.00						
Synchrony Bank			\$0.00						
Raymond James Bank Deposit Program Total			\$675,392.00						\$4,728.54
Your bank priority status (1)									
Participating banks recently added: Fulton Bank, N.A. (8/22/2018)									
* Please see the Raymond James Bank Deposit Program on the Understanding Your Statement page.									
Cash & Cash Alternatives Total			\$675,392.00						\$4,728.54
Equities									
Stocks									
Description	Symbol	Quantity	Date Acquired	Unit Cost	Total Cost Basis	Price	Value	Estimated Annual Income	Estimated Annual Income Yield
AT&T INCORPORATED (T)		65,000	02/13/2010	\$25.00	\$2,125.00	\$33.90	\$22,054.50	\$996.00	4.52%
ALCOA ALUMINUM COMPANY OF AMERICA (AA)		3,000,000		\$5.40	\$16,200.00	\$5.40	\$16,200.00	\$1,080.00	6.67%
LOT 1		500,000		\$5.40	\$2,700.00	\$5.40	\$2,700.00	\$135.00	5.00%
LOT 2		75,000		\$5.40	\$4,050.00	\$5.40	\$4,050.00	\$202.50	5.00%
LOT 3		44,000		\$5.40	\$2,376.00	\$5.40	\$2,376.00	\$118.80	5.00%
LOT 4		48,000		\$5.40	\$2,592.00	\$5.40	\$2,592.00	\$129.60	5.00%

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Your Portfolio (continued)									
Mr. John Q. Smith Capital Access Account No. 03378441									
Mutual Funds									
Open-End Funds									
Description	Symbol	Quantity	Amount Invested	Total Cost Basis	Price	Value	Estimated Annual Income	Estimated Annual Income Yield	Investment Cost or Basis
WELLS FARGO OPPORTUNITY FUND CLASS A (WFOF)		257,690	\$4,000.00	\$4,140.89	\$46.310	\$11,932.23	\$42.77	\$7,432.17	\$2,765.34
Open-End Funds Total			\$4,000.00	\$4,140.89		\$11,932.23	\$42.77	\$7,432.17	\$2,765.34

- 15 The **mutual funds** section includes complete information about the funds in your portfolio, including open-end and closed-end. Costs, the current yield, estimated annual income, and the percentage and dollar amounts of any gains or losses are all provided.



## RETIREMENT PLAN SUMMARY

If applicable, you may also see Your Retirement Plan Summary that includes vital information for any Raymond James retirement accounts.

- 23** The **activity summary** shows recent contributions by tax year and, if applicable, gross and net distributions.
- 24** The **required minimum distribution** information, taken from the Internal Revenue Service-approved longevity table, shows how much you are required to withdraw from your retirement funds.
- 25** The **distribution standing withholding elections** section displays your federal and state withholding elections that apply to all distributions from your IRA. If you have not established standing withholding elections, you'll see "No election on file" displayed instead.
- 26** The **beneficiaries** section reflects the beneficiaries you have chosen and the percentage of your retirement fund they stand to inherit.

## CAPITAL ACCESS

If you have Capital Access, your statement also will report details specific to that account within the Your Activity section of the account statements. The Raymond James Capital Access account offers a Visa® Platinum debit card, online bill payments, and check and deposit coding to help track income and expenses.

- 27** The **activity summary** provides information about transfers to and from your account, including total Visa Platinum debit card charges, check deposits and withdrawal activity. Checks are separated by coded and uncoded transactions.
- 28** Within the **activity detail** section, your personalized check coding information is provided for easy reconciliation.
- 29** The **check and electronic withdrawal recaps** display any relevant check writing activity and electronic payments, as do the check and electronic deposits recaps.
- 30** A **Visa Platinum debit card recap** is provided to consolidate those debit card transactions into an easy-to-review list.

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 Retirement Plan Summary

Your Retirement Plan Summary  
 Mr. John Q. Smith IRA Account No. 05910941

Activity Summary <b>23</b>		Your Distribution Standing Withholding Elections <b>25</b>	
<b>Contribution Summary</b> Contributions for 20XX: \$0.00 Contributions for 20XX: \$0.00 Reflower Contributions: \$0.00		<b>Total</b> Federal Withholding Election: 0.00% State (CA) Withholding Election: 0.00% Please see Standing Withholding Elections on the Understanding Your Statement page.	
<b>Distribution Summary</b> Gross Distributions: \$10,778.38 Federal Withholding: \$0.00 State Withholding: \$0.00 Net Distributions: \$10,778.38		<b>Beneficiaries <b>26</b></b> Primary Beneficiary: Jane Smith 100.00% Contingent Beneficiary: All Smith 00.00% Mark Smith 00.00%	
<b>20XX Required Minimum Distribution (RMD) <b>24</b></b> 20XX RMD Minimum Value: \$228,501.67 Account Value (01/01/20XX) Subject to RMD: \$228,501.67 Factor from Uniform Factor Table (Page 77.00): 21.20 20XX Required Minimum Distribution: \$10,778.38 20XX Distribution Taken: \$10,778.38 Remaining 20XX Required Minimum Distribution: \$0.00			

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 Activity Summary

Your Activity  
 Mr. John Q. Smith Capital Access Account No. 03379441

Deposits		Withdrawals		Purchases	
Type	This Statement	Type	This Statement	Type	This Statement
Check Deposits - Non-Coded	\$0.00	Check Withdrawals - Coded	\$0.00	Purchases	\$200,011.93
Check Deposits - Non-Coded	\$0.00	Check Withdrawals - Non-Coded	\$0.00	Total Purchases	\$200,011.93
<b>Total Deposits</b>	<b>\$0.00</b>	<b>Total Withdrawals</b>	<b>\$0.00</b>	<b>Total Purchases</b>	<b>\$200,011.93</b>
<b>Income</b> Dividends - Taxable: \$3,666.66 Dividends/Interest - 20XX: \$0.00 Interest - Non-Taxable: \$2,467.50 Interest - Taxable: \$0.00 Interest at FD Bank Deposit Program: \$471.61 Other Income: \$0.00		<b>Expenses</b> Type: 20XX Total Expenses: \$187.76		<b>Sales / Redemptions</b> Type: 20XX Total Sales/Redemptions: \$0.00	
<b>Total Income</b>	<b>\$7,115.17</b>	<b>Total Expenses</b>	<b>\$187.76</b>		

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 Activity Detail (continued)

Your Activity (continued)  
 Mr. John Q. Smith Capital Access Account No. 03381413

Check Withdrawals Recap (continued)	
Date	Check Number
01/04/20XX	000001
<b>Non-Coded Checks Total</b>	
Check and Electronic Withdrawals Summary	
Check Code	Amount
CPT	\$884.56
DIC	\$200.00
PNC	\$0.00

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 Activity Detail (continued)

Your Activity (continued)  
 Mr. John Q. Smith Capital Access Account No. 03381413

Visa® Platinum Debit Card Recap (continued)	
Date	Description
11/28/20XX	FIRESCO
11/28/20XX	JERSEY MKES
11/28/20XX	MANGERO
11/28/20XX	TODD
<b>Visa® Platinum Debit Card Recap Total</b>	

Your statement ultimately serves to add value to the relationship you've built with your Raymond James advisor. It's not just knowing how much you have, but also where you're headed. If you have any questions regarding your statement or would like assistance to better understand what's included, please contact your financial advisor or Raymond James Client Services at 800.647.SERV (7378).

# RAYMOND JAMES®

INTERNATIONAL HEADQUARTERS: THE RAYMOND JAMES FINANCIAL CENTER  
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