Working with the UBS Wealth Advice Center

The UBS Wealth Advice Center is a branch of UBS Financial Services Inc. that provides wealth management advice and financial products and services to UBS Clients, but operates differently than other UBS Financial Services Inc. branches. This disclosure provides you with information about how we work with you, the products and services we offer, and compensation provided to our Financial Advisors. It is a supplement to the other important UBS disclosures you have already received and which can be found at ubs.com/disclosedocuments.

How we work with you

– As a UBS Wealth Advice Center client, you have access to a centralized team of Financial Advisors and Client Service Associates who are accessible by phone and e-mail. All of our Financial Advisors hold the Financial Industry Regulatory Authority (FINRA) Series 7 and 66 licenses, which allow them to provide you with investment advice and discuss the investments and services we offer.
– As opposed to working with one Financial Advisor exclusively, you will work with any number of the Financial Advisors on our team. To help ensure that you have a well-coordinated experience, notes about your account and conversations with us are available to all members of our team.
– Because our conversations with you are conducted via telephone, we use robust and multi-factor authentication methods to verify your identity before we provide personal information or take any action on your account(s).

Our investment platform

Not all of the brokerage and investment advisory products and services offered by UBS are available to UBS Wealth Advice Center clients.

Brokerage offering:

– Recommendations in brokerage accounts are generally limited to pooled investment vehicles (e.g., mutual funds, exchange traded funds) to seek diversification with minimal investments. Financial Advisors are not permitted to recommend individual securities but will assist clients with those transactions upon request.
– The Wealth Advice Center platform does not include commodities, foreign currencies, managed futures, certain options strategies, penny stocks, precious metals, private investments or most alternative investments.
– Compensation to UBS includes commissions, sales concessions, transaction fees, sales charges or expenses that are embedded in the purchase price as well as compensation from third parties in some cases.
– The Wealth Advice Center typically does not discount commissions. Exceptions are made in rare circumstances, for example, if you had a previously agreed upon rate with your former UBS Financial Advisor. For details on the firm’s commission schedule please see ubs.com/commissions.

Advisory offering:

– Recommendations for investment advisory programs are limited to two different advisory programs: the Managed Portfolio program and the Advice Portfolio program. However, clients already in the PACE Multi Advisor Program or the PACE Select Advisor Program are permitted to enroll additional accounts in those programs if appropriate.
– For details regarding the referenced Investment Advisory Programs, including fees and program features, see the firm’s Wrap Fee ADV Disclosure Brochure at ubs.com/formadv.
– If accounts are enrolled in any other UBS investment advisory program when they are transferred to the UBS Wealth Advice Center, we will end your participation in that program and the account will be converted to, and designated as, a brokerage account.

Visit ubs.com/relationshipwithubs for more information on our account fees, commissions, and investment advisory fees. We can change the products and services available through the Wealth Advice Center at any time, in our discretion.
Compensation to Financial Advisors in the UBS Wealth Advice Center

UBS Wealth Advice Center Financial Advisors receive an annual salary and are also eligible to earn both quarterly incentive awards and an annual discretionary incentive compensation award. The total amount of the incentive awards can range between 15% – 120% of the average salary, with the most common awards being approximately 50% of the average salary.

Quarterly incentive award:
The quarterly incentive award is based on production credits earned for transactions and enrollments, as described below, and additional credits for specified activities that are designed to deepen client relationships and improve the client experience.

These credits are applied to a pre-determined formula which is used to determine the quarterly incentive award payout.

Production credits are variable, depending on the type of investment purchased, and for brokerage accounts are only earned for:
1. Mutual fund purchases
2. ETF purchases and
3. Annuity purchases

In addition, annuity purchases provide higher production credits than mutual fund or ETF purchases. This creates a conflict of interest and an incentive for Financial Advisors to recommend mutual funds, ETFs and annuities over other investments, and for annuities over mutual funds or ETFs.

For investment advisory accounts, production credits are earned for:
1. New enrollments into advisory programs (Managed Portfolio Program and Advice Portfolio Program)
2. Additional investments into existing advisory accounts and
3. Account conversions from PACE Programs to Managed Portfolio Program or Advice Portfolio Program

Financial Advisors receive more production credits for investment advisory enrollments and additional investments than for products or transactions in brokerage accounts. This creates a conflict of interest and an incentive for the Financial Advisors to recommend Advisory Accounts over other products, services and transactions. Production credits earned on Advisory products are based on the time required to execute which includes FA effort, product complexity and time required to complete the transaction.

New clients to the UBS Wealth Advice Center are limited to two different advisory programs: the Managed Portfolio program and the Advice Portfolio program. However, clients already in the PACE Multi Advisor Program or the PACE Select Advisor Program are permitted to enroll additional accounts in those programs if appropriate.

Annual discretionary incentive compensation award:
The annual discretionary compensation award is determined by management in its discretion considering the Financial Advisor’s earned credits (as described above) and overall job performance.

We reserve the right, at our discretion and without prior notice, to change the methods by which we compensate our Financial Advisors, including reducing and/or denying production payout and/or awards at our discretion for any reason.

Questions
If you have any questions about the content of this document, please contact us at 877-827-7870.

Unless otherwise noted: “UBS” refers to UBS Financial Services Inc. “You,” “your” and “yours” refer to you as client(s) of the UBS Wealth Advice Center. “We,” “us,” “our” and “ours” refer to the UBS Wealth Advice Center.
UBS reserves the right to change its programs, fees and compensation practices at any time. For the most recent information visit ubs.com/disclosedocuments.

This communication is issued by UBS Financial Services Inc. (“UBS”). UBS and its affiliates do not provide legal or tax advice. Clients should consult with their legal and tax advisors regarding their personal circumstances.

As a firm providing wealth management services to clients, UBS Financial Services Inc. offers investment advisory services in its capacity as an SEC-registered investment adviser and brokerage services in its capacity as an SEC-registered broker-dealer. Investment advisory services and brokerage services are separate and distinct, differ in material ways and are governed by different laws and separate arrangements. It is important that clients understand the ways in which we conduct business, that they carefully read the agreements and disclosures that we provide to them about the products or services we offer. For more information, please review the PDF document at ubs.com/workingwithus.

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