

Small Balance Accounts Policy

As most of you know by now, HBW made a new policy announcement on February 26, 2021 regarding small balance accounts. This email is intended to provide a short summary of that policy and serve as a reference point. This new policy will also be posted to the website for future reference.

For a full discussion of why these steps are being taken, please listen to the recorded webinar:
<https://hbwpartners.vids.io/videos/a79dddb51b19e6c02e/advisor-only-call-mp4>

The policy beginning with all new accounts will be effective April 1, 2021:

- \$25,000 minimum for all accounts moving forward.
- Betterment for all accounts under \$25,000 unless there's an exception.
- **Exceptions:**
 - UTMA, 401(k)s, 529 plans, self-directed accounts, custodial or minor accounts, conservatorships and Simple IRAs are exempt since these account types are not currently available at Betterment.
 - Accommodation accounts
 - Households with a cumulative accounts balance over \$100,000, we'll accept new accounts of any type on any platform with an account minimum of \$10,000. (**Please provide the names and balances for the qualifying accounts or current account statements**)
 - Households with a cumulative accounts balance over \$500,000, we'll accept accounts of any size on any platform. (**Please provide the names and balances for the qualifying accounts or current account statements**)
- Existing accounts under \$25,000 are exempt and not required to move to Betterment.

Basically, any new client relationships that have less than \$25,000 to invest need to go to Betterment if their account type is available there. Account types that are available at Betterment include, Individual, Joint, Trust, Traditional IRA, Roth IRA and SEP IRA.

Please note: Before a small account exception can be approved you must provide the names and balances for the qualifying accounts.