

## Understanding Potential Conflicts of Interest and Revenue Sharing Relationships with Annuity Providers

There are a large number of annuities available for sale in the marketplace. To assist our clients in choosing the appropriate annuity to meet their needs, we only offer a select group of annuities from some of the largest and most well known insurance companies that provide a wide array of annuity products (“annuity providers”) to CCO Investment Services Corp. (CCO) clients. Each of these annuity providers or the entity that markets the annuity contract has also agreed to make revenue sharing payments to CCO. These revenue-sharing payments are separate from the mortality and expense risk charges, administrative fees, contract maintenance (or “annual”) fees, applicable sales charges or contingent deferred sales charges, and the underlying sub-account expenses disclosed in the contract prospectus and in sub-account prospectus fee tables. Revenue-sharing payments are paid out of the annuity provider’s revenues or profits and not from a client’s contract value or the assets of a sub-account. However, the annuity provider’s revenues or profits may in part be derived from the product fees and expenses described in the prospectus. No portion of these revenue-sharing payments to CCO is made by means of brokerage commissions generated by the provider, the sub-account investment companies or their affiliates.

It is also important to note that our Financial Consultants receive absolutely no additional compensation as a result of these revenue-sharing payments. Revenue sharing payments are in addition to standard sales commissions and other fees that CCO receives.

These revenue sharing payments may be used by CCO to defray the costs of training and educating our Financial Consultants as well as the costs of conferences and meetings, internal wholesaling, distribution of sales and marketing materials, and due diligence on the insurance companies. In addition, they may be used to pay for seminars for current and prospective clients. The revenue sharing payments may also continue additional compensation to CCO. Revenue sharing can take the form of compensation from the annuity carriers to CCO in amounts up to .05% on customer assets managed by the annuity providers, and up to .25% on the sale of annuity products to CCO clients. Annuity providers may also reimburse CCO for expenses incurred during training and educational conferences and seminars.

Below is a list of annuity carriers that may make compensation payments to CCO:

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| 1. AIG                                  | 10. NY Life                             |
| 2. Allstate                             | 11. Pacific Life Insurance Company      |
| 3. AXA/Equitable Life Insurance Company | 12. Principal                           |
| 4. Genworth                             | 13. RiverSource Distributors, Inc.      |
| 5. Hartford Life Insurance Company      | 14. Security Benefit .                  |
| 6. Jackson National Life                | 15. SunAmerica Retirement Markets, Inc. |
| 7. John Hancock                         | 16. Symetra                             |
| 8. Lincoln Financial Group              | 17. Transamerica Life Insurance Company |
| 9. MetLife Investors                    | 18. Western Southern                    |

Securities and Investment Advisory Services offered through CCO Investment Services Corp. Member FINRA, SIPC. 53 State Street, MBS770, Boston, MA 02109. (800) 942-8300.  
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