

#### What is a PAC?

PAC stands for Political Action Committee. A PAC is a government regulated organization that anyone can form to raise money for political campaign donations. PACs are formed by individuals, non-profits, and most major corporations.

## Why is the LPL PAC important to LPL Financial?

The LPL PAC is an important tool for supporting the business goals and objectives of LPL Financial. Federal regulations strictly prohibit companies like LPL Financial from making campaign contributions directly to federal candidates. However, through a PAC, companies may donate to legislators running for office. These contributions help LPL foster relationships with those in Washington who can help shape our industry. LPL Financial is permitted to fund the administrative costs associated with operating the LPL PAC, ensuring that every dollar contributed by employees to the LPL PAC goes directly to candidates running for office.

## Why is the LPL PAC important to you?

The LPL PAC is supported by LPL Financial employees and advisors who make voluntary personal contributions for the purpose of making donations to candidates for federal office. Through the PAC, we can speak with one LPL Financial voice so elected officials clearly hear our position on policies that affect independent financial advisors. A strong LPL PAC allows us to help tell the LPL Financial story and shape the future of our industry, instead of having other interests do it for us.

### Who manages the LPL PAC?

The LPL PAC is managed by a board of directors composed of a cross section of LPL Financial employees across a number of business units. It is also advised by an advisory board of directors composed of top LPL Financial advisors from across the country. The boards meet monthly to discuss legislative issues, fundraise, and handle the day-to-day operations of the LPL PAC.

# How does the LPL PAC select candidates to receive contributions?

Using information provided by senior management, coalitions, industry groups and PAC members, candidates are assessed using the following criteria:

- Candidate's electability;
- Candidate's position on key committees and working groups where legislation of importance to LPL Financial is considered and/or the candidate's demonstrated leadership, or potential for leadership, within Congress on pertinent issues;
- Candidate's position or voting record on issues of direct concern to LPL Financial, our employees and financial advisors;
- Geographic location of the area the candidate or elected official represents as it relates to where LPL Financial has or may have operations;
- Knowledge of the financial services industry; and,
- Background and experience.