

SPECIAL COMPENSATION DISCLOSURE

ValMark Securities, Inc. offers a wide variety of financial products, including stocks and bonds, mutual funds, variable and fixed annuities, group annuities, life settlements, and variable and fixed life insurance. Registered Representatives of ValMark have access to all of these financial products for the purpose of making appropriate financial recommendations of these products to fit their individual client's financial needs.

To obtain this wide variety of financial products ValMark contracts with and maintains special compensation relationships with a variety of financial product "providers". These compensation relationships may be termed "revenue sharing", "special compensation", "marketing allowances", or "due diligence compensation." ValMark, in exchange for such payments, performs various services and assistance in many forms for the product providers, including providing access to representatives for purposes of product acknowledgement, training, education, and marketing, as well as performing product and program reviews and assessments. See the ValMark Securities, Inc. Sponsorship Program section, below.

In addition, "override" compensation is paid to ValMark Securities, Inc. by some insurance carriers. Override compensation is based upon such factors as aggregate policy premiums paid to a carrier from sales by all member offices of the broker-dealer and aggregate assets placed under financial management from sales by all member offices. The amount of compensation varies among products and carriers.

Such revenue sharing, special compensation, marketing allowance, due diligence compensation or override compensation is paid out of the provider/carrier company's assets to ValMark. The benefits to the providers are that sales representatives may be more prepared to concentrate on these products when making recommendations to clients. Prior to choosing a particular product, clients should read the product prospectus in order to make a well informed investment decision.

Because ValMark does not pay its registered representatives any portion of the special compensation monies we do not believe that our registered representatives are subject to a conflict of interest when recommending a select provider's product.

While special compensation agreements with each company vary, the range is generally no more than 2% to 5% of the total compensation paid. Such payments are in addition to any commission; therefore, incentives may exist to sell select providers' products. For more information regarding special compensation agreements on a specific product, please contact your representative.

ValMark does not maintain any special compensation relationships with any mutual fund providers.

List of Select Provider Companies

Variable Annuity Sponsors

- Allianz
- Genworth Financial
- Jackson National
- Lincoln Financial
- MetLife Investors

- Nationwide
- Ohio National
- Securian
- TransAmerica

Fixed Life Sponsors

- American General
- AXA
- American National
- Aviva
- Banner
- Genworth
- ING
- John Hancock USA
- Lincoln Benefit
- Lincoln Life
- MetLife Investors
- Minnesota Life
- Mutual of Omaha
- Nationwide
- New York Life
- Principal
- Prudential
- Standard DI
- SunLife
- TransAmerica
- United of Omaha
- West Coast Life

Variable Life Sponsors

- American General
- American Scandia
- AXA
- BMA
- Columbus Life
- Fortis
- General American
- Guardian
- Hartford
- ING
- John Hancock
- Lincoln
- Lincoln Benefit

- MetLife
- Minnesota Life
- Nationwide
- New York Life
- Ohio National
- Pacific Life
- Penn Mutual
- Phoenix Life
- Principal
- Prudential
- Sun Life
- Transamerica
- Western Reserve Life

ValMark Securities, Inc. Sponsorship Program

ValMark conducts an annual educational session for its registered representatives. The session is designed to satisfy the regulatory requirements for continuing education and anti-money laundering training, and to provide our representatives with a variety of professional development opportunities to further their industry knowledge and investment product and service awareness.

To assist ValMark in the cost of conducting the educational session, some companies whose products ValMark's registered representatives sell provide sponsorship money in order to have time to present their products. These payments are made directly to ValMark and are not paid to any of our registered representatives. In exchange for sponsorship money, ValMark permits these companies to attend the educational session and, upon request, aid in hosting marketing events.

The increased marketing and education provided by sponsor companies, however, creates heightened awareness among our registered representatives of these companies' products. Registered representatives may be more likely to concentrate on these products when making recommendations to clients. Prior to choosing a particular product, clients should read the product prospectus in order to make a well informed investment decision.

Because ValMark does not pay its registered representatives any portion of the sponsorship monies we do not believe that our registered representatives are subject to a conflict of interest when recommending a product of a sponsor company.

List of Participating Sponsors

2015 Program

- Allianz
- American Funds
- American General
- APPS Portamedic
- AXA

- Blackrock
- Coventry
- Flexshares
- Gemini
- iPipeline
- Jackson National Life
- John Hancock Life Insurance
- Lincoln Financial
- MetLife
- Minnesota Life
- Mutual of Omaha
- Nationwide
- New York Life
- Ohio National
- Pershing
- Principal Financial Group
- Protective Life
- Prudential
- Schwab Advisor Services
- State Street Global Advisors
- Superior Mobile Medics
- TD Ameritrade Institutional
- Vanguard

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