

Audio Script

Disclosure:

Please see important information at the end of this video.

When you first start investing, it can be a really exciting time. But just in case you're also feeling a bit overwhelmed... you're not alone. Most people feel that way at first.

But you only have to make two decisions before opening your account.

You choose what kind of account is right for you... and how much guidance you want for that account.

Sounds doable, right? I'll go through it on my screen and show you exactly where to find the information you need.

Okay, so most people are either going to select a general investing account... or one of Merrill's Individual Retirement accounts, also known as IRAs.

If you're focused on retirement, start here and take a look at "Compare IRAs" to understand the different options. Or you can even try Merrill's IRA selector tool if that works better for you.

If you aren't looking at retirement right now, Merrill has general investing accounts that offer more flexibility to take out money before you retire.

You just decide if it'll be in your name alone, or a joint account. And if you're opening it for someone under 18, you need to make it a "custodial" account.

One thing to keep in mind, if you're moving any assets from another investment company, the easiest thing to do is to create the same kind of account with Merrill. Anything else can impact your taxes.

Now, if you have assets from an old job or 401k, there are other things to consider. But either way, Merrill has experienced people who can help you, and they're available 24/7.

Okay, once you've decided what kind account you want to open, you can pick how you want to work with Merrill.

Would you rather go with your own investment ideas, or have one of Merrill's professionals manage and invest your account for you?

Let me tell you a bit about both choices.

If you want to be the one steering your own investments, Merrill Edge Self-Directed may be the way to go. This choice gives all kinds of access to flexible tools, research and expert insights to help you implement your investing ideas.

Disclosure:

*Options contract and other fees may apply.

If you aren't so interested in being a hands-on investor, you might decide on Merrill Guided Investing. You just answer a few questions online and Merrill will recommend a strategy and manage the investments for you.

With this option, you pay a monthly program fee and that covers investing and management. You can even choose to work directly with an advisor.

So, once you choose your account type and how you want to work with Merrill, it's time to actually open the account. You can do it all from your computer, or even your phone.

And if you're already a Bank of America client, use that log-in and it'll pre-fill most of your application.

Once you get email confirmation that your account is live, you can fund it and start trading from any device. But don't worry... we have other videos and plenty of support as you move along.

So, don't feel overwhelmed. You're just a few decisions and couple clicks away from building your financial future with Merrill. And that's pretty exciting. Thank you for watching.

Disclosure:

*Other fees may apply. Free and \$0 means there is no commission charged for these trades.

Sales are subject to a transaction fee of between \$0.01 and \$0.03 per \$1,000 of principal.

There are costs associated with owning ETFs. To learn more about Merrill pricing, visit merrilledge.com/pricing

Merrill waives its commissions for all online stock, ETF and option trades placed in a Merrill Edge® Self-Directed brokerage account. Brokerage fees associated with, but not limited to, margin transactions, special stock registration/gifting, account transfer and processing and

termination apply. \$0 option trades are subject to a \$0.65 per-contract fee. Other fees and restrictions may apply. Pricing is subject to change without advance notice.

Merrill Guided Investing and Merrill Guided Investing with Advisor have an annual program fee of 0.45% and 0.85%, respectively, based on the assets held in the account. This fee is charged monthly in advance. In addition to the annual program fee, the expenses of the investments will vary based on the specific funds within each portfolio. Actual fund expenses will vary; please refer to each fund's prospectus.

Investing involves risk. There is always the potential of losing money when you invest in securities.

Asset allocation, diversification and rebalancing do not ensure a profit or protect against loss in declining markets.

Please review the applicable [Merrill Guided Investing Program Brochure \(PDF\)](#) at www.merrilledge.com/guided-investing-program-brochure or [Merrill Guided Investing with Advisor Program Brochure \(PDF\)](#) at www.ml.com/guided-investing-program-brochure for information including pricing, rebalancing, and the details of the investment advisory program. Your recommended investment strategy will be based solely on the information you provide to us for this specific investment goal and is separate from any other advisory program offered with us. If there are multiple owners on this account, the information you provide should reflect the views and circumstances of all owners on the account. If you are the custodian of this account for the benefit of another person, please keep in mind that these assets will be invested for the benefit of the other person. Merrill Guided Investing is offered with and without an advisor. Merrill, Merrill Lynch, and/or Merrill Edge investment advisory programs are offered by Merrill Lynch, Pierce, Fenner and Smith Incorporated (“MLPF&S”). MLPF&S and Managed Account Advisors LLC (“MAA”) are registered investment advisers. Investment advisor registration does not imply a certain level of skill or training.

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Banking products are provided by Bank of America, N.A. and affiliated banks, Members FDIC and wholly owned subsidiaries of Bank of America Corporation.

Clients enrolled in Preferred Rewards receive a Preferred Rewards discount off the Merrill Guided Investing program’s annual asset-based fee of 0.45%, and the Merrill Guided Investing with Advisor and Merrill Edge Advisory Account programs’ annual asset-based fee of 0.85% for any of their accounts enrolled in the respective advisory programs. Preferred Rewards-enrolled clients receive a discount of 0.05% off of the annual rate for the Gold tier,

0.10% for the Platinum tier, or 0.15% for the Platinum Honors tier based on their Preferred Rewards tier effective at the time the applicable advisory program fee is calculated. Bank of America Private Bank clients will also receive a discount of 0.15% off of the annual rate. It may take up to 30 calendar days for changes to your Preferred Rewards status or tier to be associated with and effective for your accounts in the advisory programs. This fee is charged monthly in advance. In addition to the annual program fee, the expenses of the investments will vary based on the specific funds within each portfolio. Actual fund expenses will vary; please refer to each fund's prospectus. Sales of ETFs are subject to a transaction fee of between \$0.01 and \$0.03 per \$1,000 of principal. There are costs associated with owning ETFs and mutual funds. To learn more about pricing, visit merrilledge.com/pricing. Preferred Rewards for Wealth Management clients other than Bank of America Private Bank clients, do not receive the Merrill Guided Investing fee discount.

Investment products:

| Are Not FDIC Insured | Are Not Bank Guaranteed | May Lose Value |

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