

2019 Advocacy Agenda

The LPL Government Relations team represents the largest independent broker-dealer in the United States.* We believe that objective financial advice is a fundamental need for everyone and are committed to ensuring this access for all Americans. LPL supports more than 16,000 financial advisors and more than 800 financial institutions.

Our team works to build and enhance relationships with federal and state legislators and regulators. We proactively seek opportunities to (i) help policymakers understand the value of objective financial advice, (ii) explain how LPL provides the tools and services necessary for our financial advisors to deliver this advice; and (iii) serve as a ready resource for policymakers on questions related to our business.

In 2019, LPL is focused on the following policy initiatives:

I. Promoting a Harmonized Best Interest Standard of Care that Ensures Affordable Access to Financial Guidance and Advice

- We will continue to work with policymakers at the federal and state levels to promote rules establishing a harmonized best interest standard for the financial services industry, while ensuring that investors maintain access to all available financial services.

II. Advocating for Thoughtful Policies to Promote Senior Investor Protection

- LPL is committed to identifying and advancing solutions to protect senior and vulnerable adult investors from exploitation and fraudulent practices. We will collaborate with policymakers and industry partners at the federal and state level through advocacy and thought leadership to promote and support laws and regulation that will enhance protection of senior and vulnerable adult investors.

III. Preserving and Enhancing Incentives for Retirement Savings

- We will engage with Congress to advocate for the preservation and enhancement of incentives for retirement savings. Tax incentives are a critical motivator both for the individual investor and employers who want to offer retirement savings plans.

IV. Advocating for Tax Policies that Support our Independent Contractor Model

- We will continue our discussions with policymakers on tax policies impacting our industry that include, but not limited to, the pass-through deduction and protection of the independent contractor status for financial advisors.

V. Promoting Thoughtful Data Security and Privacy Legislation

- Our focus areas in 2019 will include concerns regarding anti-money laundering rules, cybersecurity, legislation relating to the Consolidated Audit Trail (CAT), and data privacy protection.

*As reported by Financial Planning magazine, June 1996-2018, based on total revenue.