



THRIVENT
FINANCIAL®

Connecting faith & finances for good.®

PRODUCTS & SERVICES COMPENSATION DISCLOSURE

You are receiving this disclosure because your Thrivent Financial representative is recommending a product or service to you.

How Thrivent and our representatives are compensated

The ways we may earn compensation depend on the product or service you choose to purchase. This is paid to us through fees, charges, commissions and other types of compensation.

Fees and charges that you pay

There are two types, in general:

- *Base charges for costs related to your product or service.* Examples would be advisory fees for professional investment advice, or ongoing charges for benefits to you in an annuity contract.
- *Charges for features or transactions you choose.* Examples would be a penalty fee (or surrender charge) for withdrawing funds from an annuity earlier than expected, or an IRA custodial closing fee for a brokerage account.

Commission and other compensation that your financial representative receives

Financial representatives receive commissions and other compensation for providing you investment recommendations or services.

These commissions and other compensation help independent financial representatives pay for their business expenses, including office space and equipment, and to pay compensation for any office staff they may employ.

- Your financial representative receives commissions or other compensation when you invest in a product or service and during the time that you own it.
- Thrivent Financial provides financial representatives subsidized insurance benefits and retirement benefits based on commissions they receive.
- Thrivent Financial provides additional compensation for a limited period to certain financial representatives. The additional compensation is based on sales of insurance and annuity products prior to Jan. 1, 2017.
- Your financial representative may share the compensation he or she receives with other financial representatives.
- A licensed and state-registered representative with Thrivent Financial who refers you to another Thrivent Financial representative may share in the fee for the services provided. These fees may be a single payment or ongoing.
- Some Thrivent Financial corporate employees also are paid when a financial representative sells a product, because they provide related training and support.

Note: No matter how many people are involved, what you pay is the same.

Your financial condition, goals and responsibilities

Your financial representative will ask you about your financial condition, as well as your current and future goals and responsibilities. This is so he or she can continue providing recommendations that are appropriate for you.

You do not need to wait for us to contact you for an update. If you experience a significant change in your financial circumstances or plans, please contact your financial representative to discuss any action you need to take, and whether a change in recommendations is necessary.

More information

You can find details about specific fees, charges, commission and other compensation in the documentation you have for your product or service. Review your contract or prospectus. Or, if you have a brokerage or managed account, see the fee schedule. The Managed Account Program brochure and the Financial Planning Services brochure also provide detailed information about these programs.

Insurance products issued or offered by Thrivent Financial, the marketing name for Thrivent Financial for Lutherans, Appleton, WI. Not all products are available in all states. Securities and investment advisory services are offered through Thrivent Investment Management Inc., 625 Fourth Ave. S., Minneapolis, MN 55415, a FINRA and SIPC member and a wholly owned subsidiary of Thrivent. Thrivent Financial representatives are registered representatives of Thrivent Investment Management Inc. They are also licensed insurance agents/producers of Thrivent. Fee-based investment advisory services are available through qualified investment advisor representatives only. For additional important information, visit Thrivent.com/disclosures.



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