

BEFORE THE
STATE OF WISCONSIN
DEPARTMENT OF FINANCIAL INSTITUTIONS
DIVISION OF SECURITIES

IN THE MATTER OF:

EDWARD D. JONES & CO., L.P.

Respondent.

**Settlement In Lieu Of
Civil Enforcement Action
DFI Case No. S-251169 (LX)**

PRELIMINARY STATEMENT

Pursuant to the authority granted to the Administrator of the Wisconsin Division of Securities (the "Division"), under the Wisconsin Uniform Securities Law, Wis. Stats. Ch. 551 and the regulations promulgated thereunder (the "Securities Law"), and after investigation, careful review, and due consideration of the facts and statutory provisions set forth below, the Administrator hereby finds that there is good cause and it is in the public interest to enter into a Settlement in Lieu of Civil Enforcement Action (the "Settlement") with Edward D. Jones & Co., L.P. ("Edward Jones"), which hereby agrees to resolve any and all issues in controversy regarding the specific conduct described herein on the terms set forth in this Settlement. As the result of a coordinated investigation, the Division concluded that Edward Jones charged unreasonable commissions on certain small principal equity transactions. Nationwide, Edward Jones charged unreasonable commissions on approximately 781,240 equity transactions from May 1, 2020 to April 30, 2025 ("Relevant Time Period"), totaling \$11,287,504. Edward Jones, in full settlement of these matters, neither admits nor denies the Findings of Fact as set forth in Section III, and

neither admits nor denies the Violations of Law set out in Section IV.

I. JURISDICTION

1. The Division has jurisdiction pursuant to the Securities Law.
2. This Settlement is made in accordance with Wis. Stat. §§ 551.603 and 551.412(3) of the Securities Law and with Wis. Admin. Code § DFI-Sec 4.05(2).
3. The acts and practices that are the subject of this Settlement occurred while Edward Jones was registered as a broker-dealer in Wisconsin.

II. RESPONDENT

4. Edward D. Jones & Co., L.P. ("Edward Jones"), is a broker-dealer registered in Wisconsin with a main address of 12555 Manchester Road, St. Louis, Missouri 63131. Edward Jones is identified by Financial Industry Regulatory Authority ("FINRA") CRD No. 250.

III. FINDINGS OF FACT

A. Edward Jones's Minimum Commission Practices for Certain Equity Transactions Failed to Ensure Transactions Were Executed at a Fair and Reasonable Price

5. During the Relevant Time Period, Edward Jones charged unreasonable commissions to thousands of retail brokerage customers on certain equity transactions.
6. During a portion of the Relevant Time Period, Edward Jones charged a minimum fixed commission of \$50 on certain equity transactions (the "Minimum Equity Commission").
7. The Securities Law prohibits Edward Jones from charging unreasonable commissions for services performed.
8. FINRA Rule 2121 Supplementary Material .01 (Rule 2121.01) sets a guideline of five percent for determining whether a commission is unfair or unreasonable. However, the "5%

Policy" is a guide, not a rule: A commission pattern of five percent or even less may be considered unfair or unreasonable.

9. During the Relevant Time Period, Edward Jones executed 23,466 equity transactions in Wisconsin which included an unreasonable commission for services performed (i.e., in excess of 5% of the principal trade amount) totaling \$334,797.49.

10. Numerous equity transactions executed by Edward Jones included a commission well in excess of 5% of the principal value of the transaction.

B. Edward Jones Did Not Reasonably Supervise Transactions Which Applied the Minimum Equity Commission

11. Edward Jones did not reasonably supervise transactions that included the Minimum Equity Commission charge to ensure that Edward Jones charged its customers a reasonable commission.

12. Edward Jones's policies and procedures contemplated review of commissions as part of normal supervisory review processes.

13. Edward Jones's policies and procedures also contemplated a quarterly review of data related to small principal transactions that could result in excessive commissions.

14. Supervisors were permitted to make adjustments to ensure that commissions were reasonable.

15. Despite these systems, Edward Jones's surveillance policies failed to reasonably detect and correct unreasonable commission charges, specifically as it relates to the Minimum Equity Commission.

16. As a result, Edward Jones failed to adequately supervise small principal equity transactions where the Minimum Equity Commission was in excess of 5%.

IV. VIOLATIONS OF LAW

17. The preceding paragraphs are incorporated by reference as though set forth verbatim herein.

18. Pursuant to Wis. Admin. Code § DFI-Sec 4.05(2), it is a violation of the Securities Law for a registered broker-dealer firm to fail to establish and maintain a system to reasonably supervise its agents.

19. Edward Jones's acts and practices, as described above, constitute a violation of Wis. Admin. Code § DFI-Sec 4.05(2).

V. SETTLEMENT

20. On the basis of the Findings of Fact, Violations of Law, and Edward Jones's consent to the entry of this Settlement, **IT IS HEREBY AGREED:**

- A. Edward Jones shall permanently cease and desist from conduct in violation of Wis. Admin. Code § DFI-Sec 4.05(2);
- B. Edward Jones is censured by the Administrator of the Division;
- C. Edward Jones shall provide restitution in an amount of no less than \$334,797.49, representing the portion of the commission on certain small principal equity transactions that exceeded 5% of the principal trade amount during the Relevant Time Period to the affected Wisconsin customers, plus interest in the amount of 6% from the date of the transaction to May 19, 2025. Edward Jones shall provide restitution within one hundred eighty (180) days of execution of this Settlement;
- D. Restitution shall be in the form of a dollar credit to current customer accounts, or a check for all former customers;

- E. Edward Jones shall provide a notice of restitution to customers on terms not unacceptable to Massachusetts, Montana, Missouri, Alabama, Washington, Texas, and Iowa (the "Multi-state Group") ("Notice Letter") for use by all participating jurisdictions. The Notice Letter shall be sent at least seven (7) days prior to the distribution of any restitution. Within forty-five (45) days of the mailing of the Notice Letter, Edward Jones shall provide the Division with a list of all Wisconsin residents for whom Edward Jones receives a Notice Letter as returned to sender or otherwise undeliverable. To the extent the Division has access to different address information, Edward Jones shall mail a second Notice Letter to each Wisconsin resident within thirty (30) days of the Division providing such different address;
- F. Within forty-five (45) calendar days of completion of the distribution of restitution, Edward Jones shall prepare, and submit to the Division, a report detailing the restitution paid pursuant to the Settlement, which shall include dates, amounts, and methods of the transfer of funds for all restitution payments;
- G. Edward Jones shall pay the amount of \$100,000 to the Wisconsin Department of Financial Institutions – Division of Securities within the later of fifteen (15) days (i) following the date of entry of the Settlement; or (ii) following Edward Jones's receipt of the necessary payment documentation and instructions to be provided by the Division. Payment shall be made by wire transfer or check made payable to the Wisconsin Department of Financial Institutions with a cover letter identifying the Respondent, including its tax identification number, as well as the file number of these proceedings, sent to Kip Zellmer, Budget & Policy Manager, Division of Administrative Services & Technology at the Wisconsin Department of Financial.

Institutions, and Leslie Van Buskirk, Administrator of the Division of Securities at the following email addresses: kip.zelimer1@dfi.wisconsin.gov and leslie.vanbuskirk@dfi.wisconsin.gov. They will provide the wire instructions when needed;

- H. Edward Jones agrees that an employee not unacceptable to the Multi-State Group shall certify in writing to the Division within sixty (60) days of the date of entry of the Settlement that Edward Jones's policies and procedures have been changed and enhanced to ensure that all commissions are fair and reasonable. At a minimum, Edward Jones shall certify that its policies and procedures include the following:
- i. Compliance systems to prevent the imposition of unreasonable or unfair commissions;
 - ii. Operational changes designed to ensure that, regardless of the principal amount of a transaction, commissions will not exceed 5%, in the absence of a documented exception;
 - iii. Incorporation of all transactions, regardless of the principal amount of the transaction, into any systems used to identify and review potentially excessive commissions; and
 - iv. Revisions to its policies and procedures sufficient to ensure the adequate implementation of the above;
- I. Edward Jones shall not claim, assert, or apply for a tax deduction or tax credit with regard to any state, federal or local tax for any amounts that Edward Jones shall pay pursuant to the Settlement;

- J. Edward Jones shall not seek or accept, directly or indirectly, reimbursement or indemnification, including, but not limited to, any payments made pursuant to any insurance policy, with regard to any amount that Edward Jones shall pay pursuant to the Settlement;
- K. If Edward Jones is the subject of a voluntary or involuntary bankruptcy petition under Title 11 of the United States Code within three hundred sixty-five (365) days of the entry of the Settlement, Edward Jones shall provide written notice to the Division within five (5) days of the date of the petition;
- L. Any money that Edward Jones shall pay in accordance with the Settlement is intended by Edward Jones and the Division to be a contemporaneous exchange for new value given to Edward Jones pursuant to 11 U.S.C. § 547(c)(1)(A) and is, in fact, a substantially contemporaneous exchange pursuant to 11 U.S.C. § 547(c)(1)(B);
- M. If Edward Jones fails to materially comply with any of the terms set forth in the Settlement, the Division may institute an action to have the Settlement declared null and void. Additionally, after a fair hearing and the issuance of an order finding that Edward Jones has not complied with the Settlement, the Division may move to have the Settlement declared null and void, in whole or in part, and re-institute the associated proceeding that had been brought against Edward Jones; and
- N. For good cause shown, the Division may extend any of the procedural dates set forth above. Edward Jones shall make any requests for extensions of the procedural dates set forth above in writing to the Division.

VI. WAIVER

21. Edward Jones hereby waives all rights to contest this Settlement entered by the Division, including, but not limited to, (A) the right to contest whether the Settlement is fair, reasonable, and/or in the public interest, (B) the right to contest the Settlement's findings of fact, and (C) the right to contest the Settlement's conclusions of law. Edward Jones further waives the procedural due process right to a hearing and any other procedural rights provided by the Securities Law.

VII. NO DISQUALIFICATION

22. This Settlement waives any disqualification in the Securities Law, including any disqualification from relying upon the registration exemptions or safe harbor provisions to which Edward Jones may be subject. The Settlement is not intended to be a final order based upon violations of the Securities Law that prohibit fraudulent, manipulative, or deceptive conduct. The Settlement is not intended to form the basis of any disqualifications under Section 3(a)(39) of the Securities Exchange Act of 1934; or Rules 504(b)(3) and 506(d)(1) of Regulation D, Rule 262(a) of Regulation A and Rule 503(a) of Regulation CF under the Securities Act of 1933. The Settlement is not intended to form the basis of disqualification under the FINRA rules prohibiting continuance in membership absent the filing of a MC-400A application or disqualification under SRO rules prohibiting continuance in membership. The Settlement is not intended to form a basis of a disqualification under Section 204(a)(2) of the Uniform Securities Act of 1956 or Section 412(d) of the Uniform Securities Act of 2002. Except in an action by the Division to enforce the obligations of the Settlement, any acts performed or documents executed in furtherance of the Settlement: (a) may not be deemed or used as an admission of, or evidence of, the validity of any alleged wrongdoing, liability, or lack of any wrongdoing or liability; or (b) may not be deemed or

used as an admission of, or evidence of, any such alleged fault or omission of Edward Jones in any civil, criminal, arbitration, or administrative proceeding in any court, administrative agency, or tribunal.

23. This Settlement shall be binding upon Edward Jones and its successors and assigns, as well as to successors and assigns of relevant affiliates, with respect to all conduct subject to the provisions above.

24. This Settlement and any dispute related thereto shall be construed and enforced in accordance with, and governed by, the laws of Wisconsin without regard to any choice of law principles.

SIGNED AND ENTERED BY THE ADMINISTRATOR OF THE WISCONSIN DEPARTMENT OF FINANCIAL INSTITUTIONS, DIVISION OF SECURITIES this 4th day of March, 2026.



By: Leslie M. Van Buskirk
Leslie M. Van Buskirk
Administrator

EDWARD D. JONES & CO., L.P. by:

Signature: _____

A handwritten signature in black ink, appearing to read "Keir Gumbs", written over a horizontal line.

Print Name: Keir Gumbs

Title: Chief Legal Officer

Dated: February 18, 2026



State of Wisconsin
Department of Financial Institutions

Tony Evers, Governor

Wendy K. Baumann, Secretary-designee

AFFIDAVIT OF MAILING

STATE OF WISCONSIN)
) ss.
COUNTY OF DANE)

I, KATHERINE CLEMENTI, first being duly sworn, depose and state:

- 1. I am employed with the State of Wisconsin, Department of Financial Institutions, Division of Securities.
2. On the date of this Affidavit and in the course of regularly conducted activity, I have caused to be served by email on Attorney Olivia Walseth at Sidley Austin LLP at owalseth@sidley.com:
i. A copy of the Settlement In Lieu Of Civil Enforcement Action; DFI Case No. S-251169 (LX); and
ii. A copy of this Affidavit of Mailing.

I declare under penalty of perjury that the foregoing is true and correct to the best of my knowledge and belief.

Katherine Clementi (handwritten signature)

KATHERINE CLEMENTI

State of Wisconsin
Department of Financial Institutions
Division of Securities

Subscribed and sworn to before me

This 10th day of March, 2026.

Robin S. Jacobs (handwritten signature)

(Notary Seal)

Notary Public, State of Wisconsin

My commission is permanent.

