The spring and summer months are often the time when we celebrate with friends and family for graduations, weddings, and other events. These times often bring multiple generations of family together to acknowledge major milestones and accomplishments.

It can sometimes be difficult to see the value of a long-term financial plan until you reach such a moment—a major life event or milestone—when you can look back at the journey it took to get there. Dependent upon when you may have started your plan and the attention paid to it, that road may have been twisted with unexpected turns, or it may have been a straighter, more direct path.

It is true that you cannot always predict or plan certain life events, but you can talk to your Janney advisor about your goals or what you expect to happen, and discuss various “what if” scenarios to help plan for the unexpected: What if I retire early? What if my child gets into a more expensive school than we’ve planned for? What if I, or my spouse, gets sick? Considering these “what ifs” with your advisor, in addition to planning for what you expect to happen, allows you to be better prepared for whatever life brings to you and your family.

The Economy and Markets
June will mark the conclusion to the eighth consecutive year of positive growth—the third longest stretch without a recession since 1850. Consumer spending continues to lead the way, making up 70% of our country’s Gross Domestic Product.

Janney’s Chief Investment Strategist, Mark Luschini, has been bullish on the consumer for some time and remains so. Mark comments that “job gains have pushed the unemployment rate well below 5% and drawn those marginally attached into becoming more fully engaged in the work force. Further, the number of jobs that are unfilled is elevated, suggesting employers will have to compete for qualified candidates—an impetus for further wage gains. All in all, the likelihood that consumer spending will persist, or even accelerate, is high given the aforementioned attributes.”

Read more about the impact on yields, interest rates, and what exogenous risks could affect our economy in the next few months in the Economic Outlook included in this edition of Janney Update.

Regulatory Changes
The Department of Labor (DOL) fiduciary rule for retirement accounts went into partial effect on June 9, 2017, with full implementation scheduled for January 1, 2018.

As a reminder, the DOL Fiduciary Rule applies a best interest standard, otherwise known as a fiduciary standard, on all professionals who provide advice to individual owners and trustees of retirement accounts.

Janney has years of experience in offering fiduciary relationships to clients; Janney has for quite some time offered a range of account types and service offerings in furtherance of this including access to fiduciary accounts. Because of this long-standing practice, we have been able to efficiently implement the necessary steps to ensure our compliance with the new regulatory requirements that will affect retirement accounts. We are working closely with clients to ensure they understand the changes, if any, that may need to occur within their particular account in order to allow us to continue providing advice and service to them. Our financial advisors are well equipped to discuss and review the retirement account options at Janney to be sure that not only regulatory obligations are being met, but that we continue to align any solution to the unique needs and goals of each of our clients.

Regardless of the regulations we operate under, or what those rules dictate, our commitment to clients has always been based on placing their best interests above all else. Clients choose to work with us based on the high level of trust they have in us, their financial advisors, and the firm’s other professionals. While change in our business and in the regulations that govern us may be unavoidable, what never changes is our ongoing commitment and dedication to helping clients achieve their long-term retirement and financial goals. Please reach out to your advisor if you have any questions about this new rule.

Improving the Client Experience
Continually improving our ability to provide advice to clients when and how they need it is a strategic goal for Janney. Clients need customized advice on a wide range of finance-related topics beyond investing, and we are prepared to address these concerns whenever they arise.

(Continued on page 2)
Janney recently invested in a new financial planning platform to provide a range of planning services to clients from comprehensive financial plans to quick, modular, goal-based assessments for important issues and life events.

This state-of-the-art planning platform provides clients with a more interactive experience, promoting discussion and the ability to model scenarios during planning conversations with their advisor. The result is a more goals-focused, collaborative, and customized plan.

Talk to your financial advisor today to learn about how using our enhanced planning capability can further address your long-term financial goals.

How Janney Can Help: Expert Financial Insights

Our team of experts provides advice and industry insights to our advisors and clients every day. These experts in investments, portfolio management, and financial planning are always accessible to you and provide educational material and commentary on a wide range of topics through our Expert Financial Insights series. To help you stay informed of solutions that might benefit your portfolio, retirement savings, or other goals, we’ve highlighted some recent topics that can be found on the personal finance section of our website:

- **Retirement Readiness: Underestimating your retirement cash flow can have severe consequences.**
  People preparing for retirement often think that investment returns are the biggest factor in retirement success. Returns are an important factor, but cash flow is the #1 driver of a retirement plan’s success. If you are approaching retirement, it’s important to learn about steps you can take to understand the risks of underestimating your retirement expenses.

- **The Importance of “What If” Planning.** There is a basic rule that applies to personal finance: plan ahead. But “what if” planning can provide security and preparedness when the unexpected occurs. It is not always possible to plan or predict life events, but in many cases, you can explore the “what ifs” and the impact a life event could have on your assets and family.

To read more articles, visit http://personalfinance.janney.com/, our Investor Education section of Online Access, or request topics from your advisor.

As always, thank you for your business and the continued trust you place in us each day.

Sincerely,

Timothy C. Scheve
President and Chief Executive Officer

Janney Outlook: Mid-Year Update

This month, our top investment strategists will provide their outlooks on the markets and economy for 2017. The Mid-Year Update compares original expectations to mid-year market conditions, and offers helpful commentary to investors for the remainder of 2017.

Fewer than 50% of Americans have calculated how much they need to save for retirement.

Before you approach your exit, take the Janney Retirement Test Drive. It provides a picture of your spending, income, and assets projected throughout retirement—so you can understand how investment and spending decisions you make today can impact your tomorrow.

CONTACT YOUR FINANCIAL ADVISOR FOR A RETIREMENT TEST DRIVE TODAY!
1. Add your outside financial accounts into My Net Worth, Janney's easy-to-use account aggregation tool.
2. See a more comprehensive picture of your financial life.
3. Review your complete picture with your advisor.

Register or log on to Janney Online Access today at www.myjanney.com.

You even have the option to go paperless with Janney eDelivery!

Enroll today to begin receiving documents such as account statements, transfer confirmations, and shareholder communications on Janney Online Access via personal email notifications. For more information or to enroll, log in to your Online Access Account via Janney.com.

Invoice and Annual Fee Timing: IRAs and Qualified Plans
The annual fee will be charged in December to IRAs and qualified Plans for which Janney serves as custodian (if applicable). Accounts opened between January and September will be charged in December 2017. For accounts opened after the last business day of September, the annual fee will be charged the following calendar year in December. Clients will be notified of the annual fee assessment in the third quarter of 2017. Please contact your Financial Advisor if you have any questions.

Annual Disclosure Statement Regarding Partially Called Bonds
Janney is providing this disclosure to inform you of the basic processing applied by Janney regarding the impartial lottery process for callable bonds. When you purchase bonds that are callable in part (i.e., less than the full amount of outstanding bonds may be called), per FINRA Rule 4340 (Securities Callable in Part), Janney is required to run an impartial lottery that calls bonds from client accounts on a randomly selected basis, and holds them until the applicable redemption date. The process by which client accounts are randomly selected can be found on the Janney website at: http://www.janney.com/individuals--families/resources--education/investment-disclosure/partially-called-bond-lottery-process

For more information on partially called bonds, there are several websites with valuable information, including:
- Financial Industry Regulatory Authority: www.finra.org
- FINRA Rule 4340: www.finra.org/industry/regulation/notices/2014/p443192
Upcoming Shortened Settlement Cycle

The financial services industry has been working together in a coordinated effort to shorten the U.S. settlement cycle. On September 5th, 2017, the settlement cycle will be shortened from three business days after trade date ("T+3") to two business days ("T+2") for most products. The primary benefit will be to reduce risks for individual investors and financial markets as a whole, including credit risk, market risk, and liquidity risk. With the large daily volume of trading in the U.S. financial markets, the change from T+3 to T+2 will increase the safety of our financial system and directly benefit investors and market participants.

After the T+2 conversion is complete, certain processes related to trade activity will change. You should expect to receive payment faster following the sale of a security while a more prompt payment will be required from clients for the purchase of a security. Note: Industry testing will conclude in June 2017 and the final approval for a September 2017 rollout will be given in July. For any changes or updates to the ruling, please visit Janney.com.

How SIPC Protects You

The Securities Investor Protection Corporation (SIPC) is a nonprofit membership organization, funded by its member broker-dealers, and designed to help investors in the event of a brokerage firm failure. By investing with a firm that is a SIPC member, like Janney, a client is protected in the event the firm should ever fail. In the case of a financial failure of a SIPC member firm, SIPC coverage would ensure delivery of the portfolio assets to each eligible account up to $500,000 in value (not more than $250,000 in cash). In addition and as applicable, excess insurance for your account will be obtained through a major insurance company. In the highly unlikely event that our firm should ever fail and should your client assets not be recovered through the firm or under the SIPC protection limits, this additional insurance becomes available to cover your account subject to a limit of $24.5 million per client and up to a firm aggregate loss limit of $100 million. If you maintain more than one account at Janney in separate capacities (i.e., individually, jointly, as a trustee), each account would be protected by SIPC and insurance coverage in excess of SIPC. For more details on your investor rights as they pertain to SIPC, we encourage you to call SIPC at (202) 371-8300, visit www.sipc.org, or request an explanatory brochure from your Janney Financial Advisor.

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