

## RELATIONSHIP SUMMARY

Northern Trust Investments, Inc., is registered with the Securities and Exchange Commission as an Investment Adviser. Brokerage and investment advisory services and fees differ and it is important for investors to understand the differences. Free and simple tools are available to research firms and financial professionals at [www.investor.gov/CRS](http://www.investor.gov/CRS), which also provides educational materials about broker-dealers, investment advisers, and investing.

### WHAT INVESTMENT SERVICES AND ADVICE CAN YOU PROVIDE ME?

As an investment adviser, we offer a limited number of investment advisory services to retail clients. Specifically, we offer a wrap program that may be comprised of proprietary and nonproprietary mutual funds and exchange traded funds. We also offer various model portfolios that are managed by both affiliated and unaffiliated investment advisers.

We consult with you to determine the appropriate portfolio. After your assets are invested, we and, in certain circumstances, unaffiliated investment advisers exercise discretion over the purchases and sales in your advisory account. We have a fiduciary duty with respect to the assets in your advisory account and are responsible for the daily monitoring of activity in your account and determining if your assets should be reallocated. We have minimum asset requirements for opening advisory accounts and charge fees that are based on the size and type of your advisory account.

We receive discretionary investment authority from clients to select the securities to be bought and sold, as well as the quantities of such securities, at the outset of the advisory relationship pursuant to written investment advisory agreements and guidelines. A client's investment guidelines and restrictions may limit our investment discretion. In some instances discretionary investment authority may be limited or restricted by applicable law, regulation and governing documents.

Please see Sections 4, 5, 7 and 16 of our Form ADV Part 2A, on the IARD public website [www.adviserinfo.sec.gov/firm/summary/105780](http://www.adviserinfo.sec.gov/firm/summary/105780) for more information concerning our investment adviser services.

### QUESTIONS TO ASK OUR FINANCIAL PROFESSIONALS

- **Given my financial situation, should I choose an investment advisory service? Why or why not?**
- **How will you choose investments to recommend to me?**
- **What is your relevant experience, including your licenses, education and other qualifications? What do these qualifications mean?**

### WHAT FEES WILL I PAY FOR AN ADVISORY ACCOUNT?

You will pay a monthly advisory fee that will vary based on the size of assets you hold in the advisory account. Your advisory fee will pay for all transaction costs, custody fees and expenses advisers, if applicable. As your fee will include costs for other services outside of our management of your assets, it may be higher than an advisory fee you could obtain from an unaffiliated investment adviser solely charging for the management of an advisory account.

The more assets you have in an advisory account, including cash, the more you will pay us in an advisory fee. We may have an incentive to increase the assets in your account in order to increase our fees.

Mutual funds and exchange traded funds may also charge certain fees or expenses, which may include management and administrative fees, servicing or marketing expenses, transfer agent fees, and sales charges.

These fees will not be billed to you directly, but could affect the returns on mutual funds or exchange traded funds held in your advisory account.

***You will pay fees and costs whether you make or lose money on your investments. Fees and costs will reduce any amount of money you make on your investments over time. Please make sure you understand what fees and costs you are paying***

#### **QUESTION TO ASK OUR FINANCIAL PROFESSIONALS**

- **Help me understand how these fees and costs might affect my investments. If I give you \$10,000 to invest, how much will go to fees and costs, and how much will be invested for me?**

#### **WHAT ARE YOUR LEGAL OBLIGATIONS TO ME WHEN ACTING AS MY INVESTMENT ADVISER? HOW ELSE DOES YOUR FIRM MAKE MONEY AND WHAT CONFLICTS OF INTEREST DO YOU HAVE?**

**When we act as your investment adviser, we have to act in your best interest and not put our interest ahead of yours. At the same time, the way we make money creates some conflicts with your interests. You should understand and ask us about these conflicts because they can affect the investment advice we provide you. Here are some examples to help you understand what this means:**

We and our affiliates are compensated for selling you certain proprietary investments for your brokerage account, or including these funds in your advisory account. Please see Section 11 of our Form ADV Part 2A, on the IARD public website [www.adviserinfo.sec.gov/firm/summary/105780](http://www.adviserinfo.sec.gov/firm/summary/105780) detailing a further description of our potential conflicts of interest.

#### **QUESTION TO ASK OUR FINANCIAL PROFESSIONALS**

- **How might your conflicts of interest affect me, and how will you address them?**

#### **HOW DO YOUR PROFESSIONALS MAKE MONEY?**

Our financial professionals are paid a base salary as well as incentive compensation. The incentive compensation is discretionary and is based on a number of factors including client satisfaction, professional conduct and the income generated by advisory assets that their clients bring into our firm. Our firm does not pay financial professionals additional salary or incentive compensation for selling affiliated products and does not pay them differing levels of compensation for any third party products.

As our financial professionals are paid additional compensation based on the transactions you execute or the advisory assets you bring into our firm, a conflict of interest may exist in the recommendations that our financial professionals provide to you.

#### **DO YOU OR YOUR FINANCIAL PROFESSIONALS HAVE LEGAL OR DISCIPLINARY HISTORY?**

Yes, we have legal and disciplinary events. Visit [www.investor.gov/CRS](http://www.investor.gov/CRS) for a free and simple search tool to research our firm and our financial professionals.

#### **QUESTIONS TO ASK OUR FINANCIAL PROFESSIONALS**

- **As a financial professional, do you have any disciplinary history? For what type of conduct?**
- **Who is my primary contact person? Is he or she a representative of an investment adviser or a broker-dealer? Who can I talk to if I have concerns about how this person is treating me?**

You can find additional information about our investment advisory services at [www.northerntrust.com](http://www.northerntrust.com) and request a copy of this relationship summary from your investment relationship manager or our corporate operator at (312) 630-6000.