

## Terms & Conditions - BMO SmartFolio

*If you have been referred to BMO SmartFolio by one of your friends or family members, please review the Refer a Friend terms and conditions starting on page 3.*

**Open and fund a new SmartFolio account and get 0.5% cash on every dollar you invest.**

### The Promotion

The Promotion begins on Wednesday, January 6, 2021 at 12:00AM ET and ends on Tuesday, March 2, 2021 at 11:59PM ET (the "Promotion Period") and applies only to customers (referred to in this document as "you") who open and fund a new SmartFolio Account (the "Promotion Account").

### The Award

Deposit at least \$1,000 Net New Assets ("Net New Assets" or "NNA") into the Promotion Account and we will deposit 0.5% cash on every dollar you invest (the "Award") into your account. Net New Assets defined in paragraph 3 under section titled: Please Note.

### **The more you invest, the more you could earn**

While the minimum investment required to qualify for this promotion is \$1,000, see just how much you could get toward your SmartFolio account as you invest more. The maximum cash Award you can receive is \$1,000.

\$10,000	<div style="width: 10%; height: 10px; background-color: #0070C0;"></div>	\$50
\$50,000	<div style="width: 30%; height: 10px; background-color: #0070C0;"></div>	\$250
\$100,000	<div style="width: 50%; height: 10px; background-color: #0070C0;"></div>	\$500
\$200,000	<div style="width: 80%; height: 10px; background-color: #0070C0;"></div>	\$1,000

### Qualifying Account Types

BMO SmartFolio Individual and Joint Investment Account, RESP, RRSP and spousal RRSP, RRIF, spousal RRIF, TFSA.

### How to qualify:

- **Account Opening:** Open a new SmartFolio Promotion Account between January 6, 2021 and March 2, 2021 using the promotion code: **SFJAN1000**
- **Account Funding:** Fund at least \$1,000 in Net New Assets into the Promotion Account by March 31, 2021 and maintain this amount until August 31, 2021 (the "Holding Period").

### **PLEASE NOTE:**

1. Offer eligibility limited to new SmartFolio clients only. If you already have a SmartFolio account, you will not be entitled to receive the cash Award.
2. Limit of one offer per customer. In the case of a joint account, only the primary account holder will be entitled to receive the cash Award.
3. You may only have one (1) Promotion Account. Deposits that are split across more than one account will not be considered for eligibility irrespective of whether you meet the Net New Assets minimum threshold (for example, \$30K in an Individual Investment account and \$20K in a Joint Investment account). If during the Promotion Period you open or fund more than one Promotion Account that are tied to the same User ID and using the same promotion code, the following criteria will be used to select the Qualifying Account that will receive the Award, in descending priority:
  - a) The Qualifying Account with the highest Net New Assets transfer will be automatically selected to maximize your Award.
  - b) If more than one Qualifying Account is opened and funded with the same amount, the following criteria will be used, in descending priority:

- Individual Investment account
- TFSA
- RRSP
- Spousal RRSP
- RESP
- RRIF
- Spousal RRIF
- Joint Investment Account

4. **Net New Assets** are cash and securities sourced from a non-SmartFolio account. In addition to SmartFolio accounts, the Promotion Account cannot be funded by transferring funds directly or indirectly from another investment account with BMO InvestorLine Inc. (including Self-Directed and adviceDirect accounts), BMO Nesbitt Burns Inc., BMO Private Investment Counsel Inc., or BMO Investments Inc. This will be tracked from the beginning of the Promotion Period (January 6, 2021) through to the end of the Holding Period (August 31, 2021) – **PLEASE SEE PARAGRAPH 5 BELOW FOR FURTHER CLARITY ON THIS MATTER.**
5. The Award will be paid into the Promotion Account the week of September 13, 2021, provided you comply with all requirements outlined in these Terms and Conditions including maintaining the minimum Net New Assets balance (\$1,000) in your Promotion Account and across all your SmartFolio accounts (as of January 6, 2021) until at least August 31, 2021. Your Award will be determined based on the cumulative sum of Net New Assets deposited into the Promotion Account by the Funding Deadline.

**See scenario below for further clarification**

1. On January 10 David opened a new Individual Investment account (his Promotion Account) with \$5K. Two months later, he deposited an additional \$100K into his Promotion Account from an external source. Since \$105K Net New Assets were deposited to his Promotion Account by the Funding Deadline, he qualifies for a \$525 cash Award.
6. Withdrawals across any of your SmartFolio accounts during the Holding Period will be deducted from your Net New Assets. You will not qualify for the Award if during the Holding Period **withdrawals** across any of your SmartFolio accounts cause your Net New Assets to drop below the minimum threshold.

**See scenarios below for further clarification**

1. Before the Promotion Period David had an overall balance of \$50K in a non-registered account. During the Promotion Period he opened a new TFSA account with a \$100K deposit (\$1K was the min. requirement to meet promotion eligibility) and qualifies for a \$500 Award. However, during the Holding Period, he withdrew \$50K from his non-registered account.
  - This brings his Net New Assets (across his accounts) to \$50K.
  - Since \$1K is the minimum threshold, he qualifies for a \$250 cash Award.
2. During the Promotion Period David opened a new Individual Investment account. He deposited \$100K before the Funding Deadline, but during the Holding Period, he withdrew \$100K from his account.
  - This brings his Net New Assets to \$0.
  - Since \$1K is the minimum threshold, he no longer qualifies for the offer.
7. You must maintain the \$1,000 minimum balance in your Promotion Account until August 31, 2021. If the balance is not maintained due to **market fluctuations**, you will still be eligible for the Award.
8. There is a maximum of one (1) Award and one (1) Promotion per client, within a twelve (12) calendar-month period. You will not qualify for the Award listed herein, if you have received an award for your participation in any other SmartFolio promotion within the last twelve (12) months, or if you are presently enrolled in any other SmartFolio promotion other than Refer a Friend.

9. The Promotion Account must be in good standing throughout the Holding Period in order to qualify for the Award. If during the Holding Period the Promotion Account has: (a) been in a debit position, or (b) had outstanding documentation or other items, the Promotion Account may be deemed ineligible, at our sole discretion. No outstanding documentation or any other outstanding items should be pending on your Promotion Account during the Holding Period.
10. BMO Nesbitt Burns may cancel, revise, or change the terms of the Promotion (including the Promotion Period) at any time.
11. There may be tax implications to the Award and Transfer Fee Reimbursement. For registered accounts, no tax receipt will be issued for the Award or Transfer Fee Reimbursement. If you require tax advice, please contact your personal tax advisor.
12. BMO Employee Share Ownership Plan transfers are not permitted and are not eligible and are not included in this Promotion. No exceptions will be made.

BMO SmartFolio is a product of BMO Nesbitt Burns.

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*If you have been referred to BMO SmartFolio by one of your friends or family members, please read the terms and conditions outlined below:*

#### **Terms & Conditions - BMO SmartFolio Refer A Friend Program**

**You have been invited by one of your friends or family members to participate in the BMO SmartFolio Refer A Friend Program. Open a SmartFolio account using your friend's referral link or code for \$50 cash back (the "Cash Back"), plus up to \$1,000 toward your SmartFolio account!**

**The terms and conditions of this program (the "Program") are as follows:**

1. BMO SmartFolio is an online portfolio management service and a product of BMO Nesbitt Burns. This program is operated by BMO Nesbitt Burns ("Nesbitt Burns" or "we" "our" "us"). We are registered in all of the provinces of Canada as a broker dealer. All activity resulting from this referral agreement and requiring registration will be performed by us.
2. The Program is open to our current BMO SmartFolio clients (each a "**Client**") who invite friends or family members, with whom they have a personal relationship (each a "**Friend**" referred to in this document as "you"), to open a new BMO SmartFolio account (the "Promotion Account"). By making a referral, the Client confirms to us that they have a personal relationship with you.
3. This program is open to employees of BMO Bank of Montreal or its subsidiaries. However, employees of BMO Bank of Montreal or its subsidiaries who are registered with a provincial securities commission or securities self-regulatory organization are not eligible to receive any compensation connected with a referral pursuant to the program. We have policies and procedures in place to address the handling of conflicts of interest, as well to prevent the payment of compensation to registered employees as described herein. Registered employees who are referred to SmartFolio may receive Cash Back pursuant to the program.
4. We will provide a \$50 referral bonus (the "Referral Bonus") to the Client for each successful referral under this program ("successful referral" defined under point 8 below). For example, if a Client invites four (4) Friends, who open the Promotion Account, we will provide four (4) \$50 cash Referral Bonuses to that Client, for a total of \$200 in Referral Bonuses. You will also receive \$50 Cash Back and will automatically be enrolled into the BMO SmartFolio SFJAN1000 Campaign (outlined on pages 1-2 above) and will qualify for up to \$1,000 cash.

5. The Client's Referral Bonus is applied for each Friend referred and not per account opened by the Friend. Therefore, if you open more than one account, you and the Client who referred you will each receive only one \$50 bonus.
6. There are a maximum of 30 Referral Bonuses available for each Client per calendar year.

**How to Qualify:**

7. You are referred to BMO SmartFolio using the Client's unique referral link or unique referral code, which is shared with you through email, Facebook, Twitter or direct Referral Link.
8. You must qualify as a successful referral. A "successful referral" is a referral that meets the following conditions:
  - a. You must not already be or have been a BMO SmartFolio client.
  - b. You open a new BMO SmartFolio account that is a "Qualifying Account". A Qualifying Account is defined as a BMO SmartFolio Individual or Joint Investment Account, RESP, RRSP and spousal RRSP, RRIF and Spousal RRIF, TFSA that has been and remains funded with a minimum balance of \$1,000 Net New Assets (NNA).
  - c. This means that your Promotion Account cannot be funded by transferring funds directly or indirectly from another BMO SmartFolio investment account. This will be tracked from account opening through to the end of the 90 day "**Holding Period**" (You must maintain the applicable minimum balance in the Promotion Account for 90 days after funding the Promotion Account).
  - d. If the balance is not maintained due to market fluctuations, you and the Client who referred you will still be eligible for the Referral Bonus. Deposits split between more than one account will not be considered for eligibility.
  - e. Your Promotion Account must be in good standing throughout the Holding Period in order to qualify for the Cash Back. If during the Holding Period the Promotion Account has had outstanding documentation or other items, the Promotion Account may be deemed ineligible, at our sole discretion. No outstanding documentation or any other outstanding items should be pending on your Promotion Account during the 90 day Holding Period.

**Payment of Cash Back:**

9. If you meet all the requirements to qualify for the Cash Back, your \$50 Cash Back will be deposited into your BMO SmartFolio Promotion Account by the last business day of the month after the 90 day Holding Period.

**To further illustrate this point please review the scenario below:**

- You fund your account on January 14, 2021
  - You maintain a minimum of \$1,000 NNA until April 14, 2021
  - You and the Client who referred you receive \$50 in each of your BMO SmartFolio Promotion Accounts by April 30, 2021
10. If you do not meet the requirements listed herein, we will not be able to disclose the specific reason for your ineligibility to the Client.
  11. If you open more than one (1) BMO SmartFolio Qualifying Account using the Client's unique referral link or code, we will use the following criteria in the order listed below to select the account that you will receive your Cash Back:
    - a. Individual Investment account
    - b. TFSA
    - c. RRSP
    - d. Spousal RRSP
    - e. RESP
    - f. RRIF
    - g. Spousal RRIF

h. Joint Investment Account

12. We may cancel, revise, or change the terms of the Promotion (including the Promotion Period) at any time, at our sole discretion.
13. There may be tax implications to the Cash Back. For registered accounts, no tax receipt will be issued for the Cash Back. If you require tax advice, please contact your personal tax advisor.

**By accepting these terms and conditions:**

- i. You hereby acknowledge and agree that the requirements listed herein will allow the Client to know that you have opened a BMO SmartFolio account and received the Cash Back.
- ii. You confirm the Client has not made a representation or statement to you concerning the merits of a specific security or investment model involving BMO SmartFolio.
- iii. You confirm that no agreement with us will become effective until we accept it at our offices in Toronto, Ontario, Canada.
- iv. You acknowledge that you have received the name of the Client who referred you to us under this Program.

By checking the acknowledgement box prior to account opening, you agree to accepting the terms and conditions of the Program.

BMO SmartFolio is a product of BMO Nesbitt Burns.

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