

News Release

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SCHWAB INSTITUTIONAL LAUNCHES THE IMPACT AWARDS™ TO RECOGNIZE EXCELLENCE IN INDEPENDENT FINANCIAL ADVISING

Industry-wide Call For Entries Starts Today

SAN FRANCISCO, April 3, 2006 – Schwab Institutional, a leading provider of custodial, operational and trading support for independent fee-based investment advisors, today launched the IMPACT Awards™ — a new industry-wide awards program to honor advisors and firms that have advanced the independent investment advisory industry through their visionary leadership, operational excellence and technology innovation. SEC-registered advisors that meet the eligibility guidelines are encouraged to participate – regardless of their custodial relationships. Nominations will be accepted April 3 through May 19 and submissions April 3 through June 16 at impactawards.schwab.com.

The accounting and consulting firm Moss Adams LLP will score all entries and select the finalists. A distinguished panel of judges from across the financial services industry will choose the winners in each of three IMPACT Awards categories with final approval by Schwab Institutional:

- A special award, **The Charles R. Schwab IMPACT Award™**, will honor an individual trailblazer whose sustained vision, outstanding leadership, client commitment and community engagement clearly demonstrate the value of independent investment advice.
- The **Best-in-Business Award** will be presented to an independent investment advisory firm for excellence in business management and client services.
- The **Best-in-Tech Award** will honor an independent investment advisory firm that serves as a model for success in harnessing technology to extend the reach, responsiveness and growth of its business.

“The independent investment advisor market is truly changing the face of financial services, and we want to shine a bright light on the very best advisors working to evolve the industry, benefit their clients and grow their businesses,” said Deborah Doyle McWhinney, president of Schwab Institutional. “We are committed to making the IMPACT Awards a prestigious program that highlights the value that independent investment advisors offer affluent investors.”

The IMPACT Awards will be presented at a ceremony at IMPACT® 2006, one of the industry’s leading conferences. For the Charles R. Schwab IMPACT Award, Schwab Institutional will make a donation of \$25,000 to a charitable organization of the honoree’s choice. For both the Best-in-Business and Best-in-Tech Awards, a donation of \$10,000 will be made to a charity of the firm’s choice.

Eligibility

SEC-registered independent investment advisory firms with primarily fee-based practices and at least \$25 million in assets under management are eligible. To be considered for the Best-in-Business and Best-in-Tech Awards, a firm must have been in business for at least five years, and currently have a minimum of 75 percent of revenue from fees and at least 75 percent of its total client base as individual investors – or manage at least \$100 million on behalf of individual investors.

(more)

Individuals considered for the Charles R. Schwab IMPACT Award must have at least 10 years of personal experience as an independent investment advisor and serve as a principal or founder of an independent investment advisory firm that meets the eligibility criteria noted for the other two awards. Candidates must also have at least one of several identified professional designations.

How to Participate

Anyone, except clients of advisors, can nominate an advisor or firm for the IMPACT Awards. A panel of experts from across the financial services industry, academia, trade associations and the media will also nominate candidates. There is a limit of one nomination per award category.

Candidates for the Charles R. Schwab IMPACT Award will be identified only through peer nominations; self-nominations will not be considered. Firms nominated for the Best-in-Business and Best-in-Tech Awards will be invited to complete a submission form if they meet the program's eligibility requirements. Advisory firms can also self-submit for the Best-in-Business or Best-in-Tech Awards.

For the Best-in-Business and Best-in-Tech Awards, firms must demonstrate measurable success in areas such as client advocacy, business management and technology innovation. Charles R. Schwab IMPACT Award candidates will be considered for their leadership, business management, community engagement and other career distinctions.

There is no cost to participate in the IMPACT Awards program.

About the IMPACT Awards

Independent investment advisors have fundamentally changed the financial services landscape by providing more objective, independent advice to affluent investors. The IMPACT Awards, established by Schwab Institutional, recognize these contributions by honoring advisors and firms that have advanced the industry through their visionary leadership, operational excellence and technology innovation. The IMPACT Awards are judged by a panel of recognized experts and presented at IMPACT[®] 2006, one of the industry's leading conferences. For more information, visit impactawards.schwab.com.

About Schwab Institutional

Schwab Institutional, a division of Charles Schwab & Co. Inc., is a leading provider of custodial, operational and trading support for independent fee-based investment advisors. Client assets custodied with Schwab Institutional increased 17 percent to \$406 billion between December 2004 and December 2005. These assets, managed by the approximately 5,000 independent advisor firms Schwab Institutional serves, represent approximately one-third of total customer assets custodied with The Charles Schwab Corporation as of December 31, 2005.

About Charles Schwab

The Charles Schwab Corporation (NASDAQ: SCHW) is a leading provider of financial services, with more than 325 offices, 7.2 million client accounts, and \$1.3 trillion in client assets. Through its operating subsidiaries, the Company provides a full range of securities brokerage, banking, money management and financial advisory services to individual investors and independent investment advisors. Its broker-dealer subsidiary, Charles Schwab & Co., Inc. (member [SIPC](#)), offers a complete range of investment services and products including an extensive selection of mutual funds; financial planning and investment advice; retirement plan and equity compensation plan services; referrals to independent fee-based investment advisors; and custodial, operational and trading support for independent, fee-based investment advisors through its Schwab Institutional division. The Charles Schwab Bank, N.A. (member FDIC) provides banking and mortgage services and products. The Company's other operating subsidiaries include U.S. Trust Corporation (member FDIC) and CyberTrader[®], Inc. (member [SIPC](#)). More information is available at www.aboutschwab.com.

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