

FINRA Advertising Regulation

Batch Submission of Filings

(Last updated: January 6, 2017)

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Document location

This document is available on FINRA.org via a link at the bottom of this page:

<http://www.finra.org/industry/advertising-regulation-electronic-files>

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Revision History

Date	Editor	Comments
13 March 2005		Initial public draft
25 May 2007	Steve Spishak	Corrected three typos in XML schema; removed Kevin Ray from contact list; reformatted; merged content from original CTE letter from Amy Sochard.
13 June 2007	Steve Spishak	Added section clarifying how to get an FTP account.
23 August 2007	Steve Spishak	Rebranded for FINRA; updated XML schema and instructions as a result of changes coming in the 2007-03 release; updated contact list; minor corrections.
10 Sept 2007	Joyce Gregory	Changed contact information on pages 3 and 6. This version was posted to AREF as part of the October 15 release.
13 Sept 2007	Steve Spishak	Added some FTP account clarifications on page 3 – answers to questions posed by FINRA helpdesk
17 Sept 2007	Steve Spishak	Typo correction
30 Oct 2007	Steve Spishak	Added sections on refreshing CTE accounts and acquiring AREF credentials
14 Dec 2007	Steve Spishak	In Appendix A: corrected the spelling of WEBPUBLC (from WEBPUBLIC). Also added more descriptive language A for Rule Definition, Delivery Method, and Product List.
11 June 2008	Steve Spishak	Substantial corrections and clarifications based on most recent addition of a customer to the batch process.
22 Sept 2008	Steve Spishak	Changed production FTP hostname on page 10 and added IP address – this in response to OATS taking the old URL without advance notice. Also corrected a typo in the production RegFiling URL.
12 Jan 2009	Steve Spishak	Updated the “What you need to submit batch filings” and “FTP account on FINRA’s servers” sections to reflect the fact that FTP accounts on PROD and CTE must be created separately (new information from Chuck Altemus). Also added a new “Document location” section below. Also corrected some incidental grammatical errors.
20 Feb 2009	Steve Spishak	Updated the URLs for both PROD and CTE on pages 7, 8, 10, and 11.
25 Feb 2009	Steve Spishak	Updated page 5 with a new URL and navigation path to the entitlement forms – no substantive change to any technologies.
30 June 2009	Steve Spishak	Updated with new Appendix (“Sample XML”), updated for CorpComm standards, minor textual edits.
27 May 2011	Steve Spishak	Minor updates to clarify EWS accounts, SFTP firewall issues, and payment; other minor edits.
16 Aug 2012	Jade Weidman	Added requirement that firms provide contact information, link to AREF tutorial; FTP server session close delay; included new URLs due to data center move; added Appendix F: Advertising Environment Summary; validated Appendix A: Field descriptions table and added delivery method descriptions; included new batch submission folder structure
19 Oct 2012	Steve Spishak	Corrected CTE IP address on final page.
1 Nov 2012	Steve Spishak	Added new product STRUCPRD.
9 Nov 2012	Steve Spishak	Added descriptions of RuleDefn changes going into effect 4 Feb 2013, and reinforced the recommendation of explicit logout on page 8.
9 Jan 2013	Steve Spishak	Corrected typo on page 16 (rule changes in 2013, not 2012).
28 Jan 2013	Jade Weidman	Changed the hyperlink to the FINRA Entitlement Form and added an instruction to select the checkbox labeled ADV.
19 Mar 2013	Jade Weidman	Added requirement in Appendix A: Field Descriptions Table that PaymentMethod is validated and not optional.
3 June 2013	Chuck Altemus	Updates for Q2 2013 release including Added Batch Send Processing, noted changes to deprecate PaymentMethod XML tag, and document size limit changes.
4 Apr 2014	Jade Weidman	Corrected the File Name for firms electing to receive FINRA communications on page 9.
16 May 2014	Jade Weidman	Removed RESPNASD as a valid value from the XML tag CommPurpsCd as it was replaced by RESPFINR.

12 Jan 2015	Jade Weidman	Added new product BDC.
19 Oct 2015	Jade Weidman	Added Registration Information requirement for new accounts in the Frequently Asked Questions section, page 11.
8 Sept 2016	Clarence Burns	Updated the Firms must provide contact information, FINRA Test Environment sFTP Accounts, FINRA Production sFTP Accounts, and Batch Send option for receiving FINRA communications sections.
6 January 2017	Clarence Burns	Updated to add new XML tags associated with FINRA Regulatory Notice 16-41. These changes have been highlighted in this color throughout the document.

Description

Through the use of XML files transmitted via secure file transfer protocol (sFTP), Batch Submission enables FINRA member firms to submit a large volume of Advertising filings directly to a secure server and to automate and streamline the submission process.

Firms with a high volume of advertisements (typically around 500 per year or more) may find that batch submission is more efficient than manually submitting pieces to FINRA one at a time using the AREF (Advertising Regulation Electronic Filing) web site.

Implementation steps for firms new to batch submission

Typically, the steps to start using Batch Submission look like the following:

1. Read this document thoroughly;
2. Have a preliminary conversation with FINRA;
3. Acquire all necessary accounts and verify connectivity to FINRA;
4. Settle upon an FTP mechanism or FTP client software;
5. Develop XML-constructor software, working through any questions with FINRA;
6. Upload several test XML files to FINRA's Customer Test Environment (CTE) and work out any issues with XML formatting and the upload process;
7. Acquire verification from FINRA that the test files were received properly;
8. Begin uploading actual advertisements to FINRA's production servers.

Firms must provide contact information

FINRA makes announcements regarding AREF and the Advertising batch submission system. Therefore, please provide contact information for both a technical contact as well as a business contact. It is strongly recommended that this information is kept updated. Please send the contact information to Advertising-Technology@finra.org.

What you need in order to submit batch filings

To submit batch filings, you need **five** things:

1. Advertisements as structured data,
2. Structured data converted to XML file,
3. An EWS account with entitlements to AREF web site (the same account will work for the Customer Test Environment as well as the production environment),
4. FTP access to FINRA,
5. FTP accounts on FINRA's FTP servers (one account each on the Customer Test Environment and the production environment).

Note that the three accounts in numbers 3 and 5 are distinct accounts, each with their own username and password.

1. Advertisements as structured data

You will need to build a database of advertisements, including the advertisements themselves (in PDF format), together with the associated metadata required for filing on AREF (e.g., date of first use, name of principal that approved the communication, whether the communication will be preceded or accompanied by a prospectus, etc.).

2. Structured data converted to XML file

You will also have to develop a tool to consolidate all data (the PDF documents and associated data fields (See Appendix A) and additional communications) into a single batch file that conforms to the XML schema (See Appendix C) that FINRA provides.

There are no constraints on the naming of XML files, except that XML files must not begin with the string "RPT_" (because that is reserved for the return files created by the system).

3. EWS account with entitlements to AREF

Access to the vast majority of FINRA systems is controlled by FINRA EWS (Enterprise Web Security) accounts. Typically users of FINRA systems need only one username and password to access all applications to which they are entitled.

To submit Advertising batch filings, two accounts are needed: one to allow the sFTP server to accept the file, and one to access AREF (Advertising Regulation Electronic Filing).

If your firm is currently submitting advertisements electronically to FINRA, then you already have at least one user with entitlements to AREF, and those credentials could be used.

If your firm does not currently submit electronically, you can ask your firm account administrators – the people at your firm who have the rights to create EWS accounts – to create and entitle a new account.

If you cannot determine your account administrators, please call the FINRA Call Center at (800) 321-6273, and select option 1 for entitlements questions. The operator can help you more easily if you know your firm's CRD number.

4. FTP access to FINRA

You will need to determine whether or not your firm has already established sFTP access to FINRA's servers in order to submit other regulatory information. The Regulation Filing Administrator within your firm can provide you with this information. Questions regarding obtaining access to the system can be directed to (800) 321-6273.

Note that while most FTP clients can support the technical requirements of Batch Submission, FINRA cannot provide technical support for any client other than clients supported by Secure Transport from Axway (formerly Tumbleweed). Some of FINRA's customers elect to use other software, and this is fine, provided that firms understand that it is their responsibility to be sufficiently proficient with their applications.

While both HTTPS (port 443) and SFTP (port 22) are supported, FINRA recommends use of the SFTP option as it is a more robust standard protocol for machine to machine interfaces and less sensitive to network software changes. HTTPS is generally used for secure human interface.

The SFTP option requires FINRA to open a port on its firewall, tied to a specific source IP address on the customer's side. This process requires a bit of paperwork and a lead time measured in weeks.

5. EWS sFTP account for Advertising Batch Submissions

Beyond the ability to connect and transmit via sFTP to FINRA (described above), you will also need sFTP credentials. These credentials are just for the sFTP server and are completely different from the normal FINRA EWS (Enterprise Web Security) credentials that are used for most web-based applications.

You will need a separate account for both the Test and Production environments.

a. FINRA Test Environment sFTP Accounts

If your firm does not have an sFTP test account, please send an email to Advertising-Technology@finra.org requesting a test FTP account be set up for submitting Advertising Batch Submissions. An account will be provided.

b. FINRA Production sFTP Accounts

If your firm does not already have an sFTP account, the "FINRA Entitlement Form FILE TRANSFER Applications FTP User" form can be obtained by calling the FINRA Gateway Call Center at (301) 869-6699.

Within Section 4 – Entitlement Privileges, please select the checkbox labeled, “ADV File Transfer” to add or remove entitlements for Advertising File Transfers.

Please note that this form must be signed by one of the following:

- FINRA Account Administrator
- Executive Representative
- Direct Owner
- Indirect Owner
- Executive Officer

Accounts on the production and test FTP servers are not synchronized, so even if you create an account with the same username on both servers, the passwords can be different, and changes to one will not cascade to the other.

Submission and review process –Test environment

The below instructions refer explicitly to FINRA's **Test Environment**, which is a sandbox offered to firms who are developing automated interfaces to FINRA's systems, and populates only QC databases on FINRA's side (not actual production systems).

This test environment should be used by firms to **test** the batch submission process (with help from FINRA), **before using the production system.**

Submissions or other actions in the test environment will have no effect on actual filings by your firm within the production system.

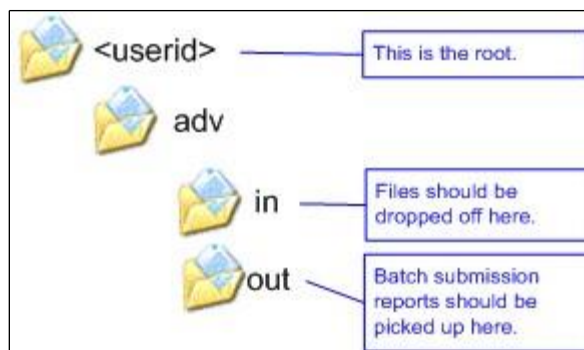
The test environment is not covered by an SLA, and is therefore not guaranteed to be up at all times, particularly evenings and weekends.

The following environment- specific variables are to be used for the test environment:

- Test Regulation Filing Application environment is: <https://regfilingtest.finra.org>
- FINRA Test Batch FTP Server: <//filetransfer.qa.finra.org>

To submit the file

- Connect to the FINRA sFTP Servers via selected protocol (SFTP or HTTPS) – refer to appendix F for server.
- Authenticate in with a valid sFTP account and password
 - Note that the sFTP servers will lock out an account after 3 consecutive failed attempts to connect, so verify your username and password carefully if you experience an error.
- The diagram below illustrates FINRA's batch submission folder structure. Note the two child folders: one is used to deposit files ("in") and a different folder is used to retrieve FINRA submission reports ("out"). Change your directory to the adv/in folder.



- For file submissions: `cd adv/in`
- For report & communication retrievals: `cd adv/out`

- Put the batch XML file in your sFTP account directory. (Example: Put `xxxxx.xxx` where `xxxxx.xxx` is the file on your computer to be sent to FINRA)
- Allow the transfer of the file to complete, then Logoff of the sFTP server. **Processing of your file(s) does not start until you log out of the system.**

To retrieve the output report files

Batch files will be processed Monday through Friday 0000 – 2359 Eastern Time every 10 minutes. However, due to the acceptance of larger file sizes, there could be some delays during peak transmission times. Once the file processing cycle has started, another cycle will not start until the current cycle finishes. With larger files come higher transfer rates between servers which may cause a few cycle times to exceed 10 minutes.

Files may be FTP'ed to FINRA on non-business days, but will not be processed until the next business day.

After the processing of your file is complete, two files are placed back into your sFTP directory. The first file is a text formatted output report (See Appendix D) called `RPT_xxxxx.1` (where `xxxxx` is the complete filename you uploaded to FINRA). The second file is an XML formatted output report (See Appendix B) called `RPT_xxxxx.xml`.

As a matter of general practice, the output file should be available in the “out” folder within one hour from the time the sFTP connection is closed, **not when the upload is complete.**

FINRA recommends that firms’ scripts include an explicit logout after all files have been uploaded: FINRA’s system processing (which produces the output files) will not begin until after the session is closed (whether explicitly or via a timeout).

Reminder: the output files are retrieved from the “out” folder, not the “in” folder where the files are dropped off.

- Get your output reports (Example: Get `RPT_xxxxx.xml` or Get `RPT_xxxxx.1`)

As of Release 2013.02.01, implemented on June 15, 2013, AREF will no longer provide online access to batch submission reports for files submitted after 6/14/2013.

~~In addition to getting batch submission reports directly from the sFTP server, these same reports are maintained on the AREF system for two weeks.~~

- ~~Log into the Regulation Filing Application Customer Test Environment (CTE): <https://regfilingtest.finra.org> (using your individual EWS account and password, not the ftp account and password).~~
- ~~Click on the Advertising Regulation tab~~
- ~~Click on the Job Status tab~~
- ~~Locate the submitted job(s)~~
- ~~Click the “Open” link to view the Batch Submission Report (See Appendix D)~~

To review submitted packets

Following the submission, you can review the packets using the AREF system.

- From the Job Status screen, click the “Submissions” tab.
- Change the search parameter from “Unread” to “Pending” then click the “List” button.
- Refer to the Batch Submission Report for a list of your Advertising reference numbers.
- Click the “Dtl” link to access the Packet Details screen for the selected packet.

Note: packet reference numbers submitted by batch end with “/B” (for example FR2005-0101-0001/B)

Batch Send option for receiving FINRA communications (new feature)

This option is only available for filings submitted to FINRA via the Batch submission process. Please note that whether a firm uses this option or not, all communications will remain available through AREF.

The Batch Send of FINRA Communication letters is activated on a filing by filing basis via use of the optional 'BatchSendFI' tag. Firm participation of the Batch Send Process must be explicitly declared submitting a filing. If a firm does not supply the XML tag 'BatchSendFI' or supplies a value not = 'Y', then the FINRA communication letters associated with that filing will not be available to the firm via sFTP.

The communications will be delivered as PDF files. The Member firm can retrieve the PDF files and process them as is. As multiple communications can be sent referencing the same submission, FINRA recommends that firms' scripts include an explicit removal of the file from the FTP "out" directory on the FINRA FTP server once the document has been retrieved.

The File Name will be the FINRA Reference number (RPT_F[R|X]YYYY-MMDD-NNNN) assigned to the filing at the time it is submitted, followed by a B and a 3-digit number representing the communication sequence number. For released filings, the seq. number will be followed by the 8-character Final Result code. The full file name will look like "RPT_FX2014-0404-0148_B002.PDF" or "RPT_FR2014-0404-0135_B003_OK.PDF". Values that can appear here are the same values that currently appear in the AREF Cabinet (OK, REVISE, DONOTUSE, etc.).

Submission and review process – Production

The below instructions refer explicitly to FINRA's **production environment**.

Submissions in the Production environment will be treated as actual filings by your firm.

FINRA's test environment mirrors the production environment. So, once you have completed all test processes and are ready to use the production system, the instructions that precede this section remain the same, except for the following environment-specific variables:

- Production Regulation Filing Application environment is: <https://regfiling.finra.org>
- FINRA Batch sFTP Server: <//filetransfer.finra.org>

Frequently Asked Questions

I can log into CTE but not production sFTP server (or vice versa)

Accounts on the production and CTE sFTP servers are not synchronized, so even if you create an account with the same username on both servers, the passwords can be different, and changes to one will not cascade to the other.

To change the CTE password the administrator (using his or her production account and password must log on to the CTE web site.

“Invalid Submitter user id” (expired user accounts in CTE)

Two sets of credentials are needed to execute a batch submission:

- the sFTP account, which allows the file to be transferred, and
- the AREF Website user (FINRA EWS) account, the username of which is embedded in the XML and allows access to the Advertising systems. Prior to using an AREF Website user account within a batch submission, the user must first log in to AREF in Firm Gateway (<https://firms.finra.org/>) and fill out the Registration Information. The batch submission will fail if the account does not have the Registration Information and will display this error.

The second of those accounts (the EWS account) is subject to periodic deletion as part of an occasional refresh of the CTE databases.

If you should be testing in CTE and receive a Batch Submission report with an error message similar to the below message, it is likely that the EWS account, while still valid, has been deleted from the CTE environment:

REJECTED RECORDS

REL COMM#	XTRNL REF	PIECE TITLE	REFERENCE # ERROR MESSAGE
1	11	Invalid Submitter user id for Org Id <u>xxxx</u> CrdUserId <u>yyyy</u>	

This is your firm CRD number

This is your EWS username, used to authenticate against Advertising systems

To correct this, please ensure that you are using the correct account – the EWS account, and not the sFTP account.

Invalid XML errors

XML is a standard protocol for representing structured data. This standard allows and disallows various characters. Disallowed characters often have a substitute string that will be translated to that character. For just one example, the special character "&" (ampersand) causes a failure in XML. If you wish to use it literally, you must use "&" for the ampersand character. Please consult the XML standard for more details.

Can a firm use both Batch and online AREF at the same time?

Yes, both batch and online AREF work together. A firm can submit some filings by batch and others online. Filings submitted by batch can be viewed online and online is used to submit subsequent communications if they are not included in the original submission.

Is there an additional cost to submitting filings by batch?

There is no additional cost for filing by batch. Filing charges are the same whether the filing is submitted by batch, by online AREF or by hard-copy.

How many sFTP Logins can each firm have?

Each firm can only have a single sFTP login.

If the firm submits files for multiple regulatory filings by sFTP, for example SHORTS, BLUESHEETS, etc., the same sFTP account is used for each of these regulatory filings.

If the firm operates multiple BD Numbers, each BD number must have its own sFTP login.

Can Service Providers batch file on behalf of Member Firms?

Service providers are defined as organizations who are not FINRA Member Firms, but whom have been engaged by FINRA Members Firms to process work on behalf of those firms. The AREF System does not directly support Service Providers and FINRA does not maintain a relationship with Service Providers for purposes of AREF. However, individual Member Firms are free to engage Service Providers to perform work on their behalf.

If a FINRA Member Firm does engage a Service Provider, the Member Firm is responsible for providing all access, including user ids and passwords, to that Service Provider as indicated in the several sections above. Additionally, the Member Firm remains responsible for all connections and filings the Service Provider makes on behalf of that Member.

If a Service Provider is engaged by more than one Member Firm, each Member Firm must provide the Service Provider with a separate account for each firm.

Getting help

To access important information about AREF, please visit <http://www.finra.org/Industry/Compliance/RegulatoryFilings/Advertising/index.htm>.

For a video tutorial on how to access and use the AREF application, please visit http://apps.finra.org/tutorials/aref_final.htm.

For questions about the review process and any business requirements, please contact Advertising Regulation at (240) 386-4500.

For technical assistance, please contact the FINRA Call Center at (800) 321-6273, and specify that your issues are with the **"Batch Submission feature for Advertising Regulation."** The call center will route your query to the Technology group that supports Batch Submission.

Appendix A: Field descriptions table

XML TAG	Required / Optional	Description	Format	Comments
SubmitterEWSLogin	Required	EWS login of the person submitting the communication on behalf of the firm.	String – 20 characters	See firm EWS administrator for Login ID.
ReviewType	Required	Expedited or Regular review	String Valid values: Expedited Regular	
BatchSendFI	Optional	The Batch Send of FINRA Communication letters is activated on a filing by filing basis. Firm participation of the Batch Send Process is explicitly declared with every batch submitted filing. If a firm does not supply the XML tag 'BatchSendFI' or supplies a value not = Y, then the FINRA communication letters will not be FTP'ed to the firm. The File Name will be FRYYYY-MMDD- XXXX_B_NNN.pdf. YYYY-MMDD-XXXX represents the reference number as in WEBADV system, NNN represents the communication sequence number (uniquely identifies each communication within a filing).	String – 1 character Valid values: Y (if Y, use Batch Send Processing) N (default) [blank]	New as of Q3 2013
PaymentMethod	Required Optional	The account from which the filing fees will be deducted: (1) ADV Account, (2) CRD, (3) Credit card, or (4) Check	String Valid Values: ADV CRD CC CHK	Element being deprecated as of Q3 2013.
RecipientEWSLogin	Required	EWS login <u>of the person</u> to whom the comment letter should be addressed.	String – 20 characters	See firm EWS administrator for Login ID.
Title	Required	Title of the communication.	String – up to 160 characters	
NumberOfPages	Required	Number of pages in the sales communication.	UnsignedShort – up to 4 characters	
Preceded	Required	Preceded or accompanied by prospectus?	String – 1 character Valid Values: Y N Valid Values: Y N	
DateOfFirstUse	Required	Date the communication will be used.	mm/dd/yyyy	

XML TAG	Required / Optional	Description	Format	Comments
PrincipalName	Required	Registered principal who approved the communication.	string — up to 50 characters	Removed Q3 2007
PrincipalTitle	Required	Title of the registered principal who approved the communication.	String – up to 50 characters	
PrincipalID	Required	The CRD number of the Registered Principal who approved the communication.	String – up to 12 characters	New as of Q3 2007
DateOfApproval	Required	Date the registered principal approved the communication.	mm/dd/yyyy	
FirmExternalRef	Optional	Firm's internal tracking number.	String – up to 24 characters	
TickerSymbol	Optional	Ticker symbol for the primary security discussed in the sales literature or advertisement.	String — up to 14 characters	Removed Q3 2007
RelatedFINRARef	Optional	Related FINRA Reference Number of a previous filing which may be related.	String – 16 characters (eg: FRYyyy-mmdd-nnnn)	Do not include the “/B”, “/H”, “/E” suffixes.
CommunicationUses	Optional	Explain how the communication is to be used.	String – up to 31,500 characters	Expanded Q3 2013

XML TAG	Required / Optional	Description	Format	Comments
DeliveryMethod	Required	<p>Delivery method is determined by the format in which the material is being used or the medium through which it is being distributed.</p> <p>Valid values below are current as of August 2012; please check the AREF system for the most up-to-date list.</p> <p>Only one delivery method may be specified per piece. If a piece is to be delivered via multiple methods, that piece must be submitted to FINRA once for each delivery method.</p> <p>ACCTMSSG: Account statement related communications ARTICLE: Articles and third party reprints BDUSE: Broker Dealer use only material BROCHURE: Brochures, pamphlets, and catalogs DISC/TPE: Audio/video tapes, CDs, and DVDs ELECMSSG: Email, IM, SMS, or text messages FUNDFACT: Fund-specific information sheets HANDOUT: Flyers and other hand-delivered material MAILING: Mailed sales material PERFREPT: Periodic and other performance reports PHONE: Telemarketing and other phone scripts PRESSREL: Information related to the press PRINT AD: Print advertisements, posters, and signs RADIO: Radio advertisements and broadcasts RESEARCH: Research reports – equity and debt SEMINAR: Seminar-related communications SOFTWARE: Software output and IA tools STATIONE: Business-related stationery TV: TV advertisements and broadcasts WEBPUBLC (note that “i” is missing): Web information – public access) WEBPASS: Web information – password protected</p>	String – up to 8 characters	

XML TAG	Required / Optional	Description	Format	Comments
RuleDefn	Required	<p>Indicate one Rule Definition applicable to each communication.</p> <p>Valid values to the right are current as of the date of this document; please check the AREF system for the most up-to- date list.</p> <p>See Regulatory Notice 12-29 for information regarding the new Rule Definition values in place February 4, 2013.</p>	<p>String – up to 8 characters</p> <p>Valid values for communications first used <u>before</u> February 4, 2013: ADVT (advertisement) SALLIT (sales literature) CRSPC (correspondence) INSALMT (institutional sales material) PBLCAPP (public appearance) INDREPT (independently prepared reprint as defined in Rule 2210(a))</p> <p>Valid values for communications first used <u>on or after</u> February 4, 2013 RETAIL (retail communications) INSTCOMM (institutional communications) CORRESP (correspondence)</p>	<p>New as of Q3 2007</p> <p>Provide the string and count to stored procedure.</p>
TmpltUpdt	Optional	<p>Pertains to question: Update to previously reviewed template? A value of “Y” is only allowed for filings with the tag <RuleDefn> having a value of RETAIL.</p>	<p>String – 1 character</p> <p>Valid values: Y N (default)</p>	New as of 1/9/17
GnrcNvsmt	Optional	<p>Pertains to question: Generic Investment Company Communication? A value of “Y” is only allowed for filings with the tag <RuleDefn> having a value of RETAIL, and all <DeliveryMethod> tags having a value of CLOSED, ETF, MUTUALS, UIT, VA, VLI.</p>	<p>String – 1 character</p> <p>Valid values: Y N (default)</p>	New as of 1/9/17
SmAnnlrpt	Optional	<p>Pertains to question: Semi-annual or annual report? A value of “Y” is only allowed for filings with the tag <RuleDefn> having a value of RETAIL, and the tag <DeliveryMethod> having a value of PERFREPT.</p>	<p>String – 1 character</p> <p>Valid values: Y N (default)</p>	New as of 1/9/17

XML TAG	Required / Optional	Description	Format	Comments
ProductList	Required	<p>Product List enables firms to select the main type(s) of product(s) being solicited or promoted in the material submitted for review.</p> <p>Multiple Product Types are applicable to each communication.</p> <p>Valid values to the right are current as of August 2012; please check the AREF system for the most up-to-date list.</p>	<p>String – up to 8 characters</p> <p>Valid values: 529PLANS BDC BONDS CDS CLOSED CMO DAYTRADE DISCOUNT DPP ETF FIXEDINS GENERAL GOVT HEDGEFUN MUNI MUTUALS NOTES OPTIONS OTHER PRIVPLMT REITS SFUTURES STOCKS STRUCPRD (available 1 Nov 2012) UIT VA VLI</p>	<p>New as of Q3 2007</p> <p>Provide the string and count to stored procedure.</p>
RegisteredRep	Optional	<p>Indicate the CRD IDs of the registered representatives for this communication.</p> <p>Maximum 5 values.</p>	<p>String – up to 12 characters</p>	<p>New as of Q3 2007</p> <p>Provide the string and count to stored procedure.</p>

XML TAG	Required / Optional	Description	Format	Comments
WtgReviewltr	Required	Indicate whether they are waiting for Review letter for the submitting communication	String – 1 character Valid values: Y N (default)	New as of Q3 2007
IncludesPerfRanking	Optional	Indicate whether Performance Ranking is submitted with this communication.	String – 1 character Valid values: Y (if Y, then 2nd PDF must be present) N (default) [blank]	New as of Q3 2007
IncludesAddtnlInfo	Optional	Indicate whether Additional Information is submitted with this communication.	String – 1 character Valid values: Y (if Y, then 3rd PDF must be present) N (default) [blank]	New as of Q3 2007

XML TAG	Required / Optional	Description	Format	Comments
CommPurpsCd	Optional	<p>Communication purpose code Required if</p> <p>IncludesAddtnlInfo = 'Y'. Only one value is required.</p> <p>Maximum of one value allowed.</p>	<p>String – up to 8 characters</p> <p>Valid values: FILRESPO (FINRA REQUESTED INFO) RESPNASD (RESPOND TO FINRA REVIEW LETTER) PERFRANK (PERFORMANCE RANKING OF AN INVESTMENT COMPANY) COVERLTR (COVER LETTER) SUPRDOC (SUPPORTING DOCUMENTATION) PROSPTS (PROSPECTUS OR OTHER OFFERING DOCUMENT) RESPFINR (RESPOND TO FINRA REVIEW LETTER)</p>	<p>New as of Q3 2007</p> <p>RESPNASD Inactivated</p>
NotesTx	Optional	<p>Optional notes if providing Additional Information (IncludesAddtnlInfo = 'Y').</p> <p>This string differs from PDF document three in that this is a description, while the PDF is the actual document.</p> <p>Examples of text that could be entered in this fields include the following:</p> <p>“This document replaces document submitted on 5/12/2008. Original document did not print to pdf correctly.”</p> <p>or</p> <p>“This piece was revised after it was originally submitted.”</p>	<p>String – up to 4,000 characters</p>	<p>New as of Q3 2007</p>
PDF	Required	<p>PDF file to submit for review.</p>	<p>base64Binary (Refer to XML documentation for more info.)</p>	<p>Limit 50MB per file (expanded Q3 2013).</p>

XML TAG	Required / Optional	Description	Format	Comments
PDF	Optional	2 nd PDF file to submit for review. Required if IncludesPerfRanking = 'Y'	base64Binary	Limit 50MB per file (expanded Q3 2013).
PDF	Optional	3rd PDF file to submit for review. Required if IncludesAddtnlInfo = 'Y'	base64Binary	Limit 50MB per file (expanded Q3 2013).

Appendix B: Sample XML

This is an example of a valid XML submission.

```
<CommunicationList>
  <Communication>
    <SubmitterEWSLogin>SAMPLE1</SubmitterEWSLogin>
    <ReviewType>REGULAR</ReviewType>
    <BatchSendFI>Y</BatchSendFI>
    <PaymentMethod>CC</PaymentMethod>
    <RecipientEWSLogin>SAMPLE1</RecipientEWSLogin>
    <Title>Sample Title1</Title>
    <NumberOfPages>11</NumberOfPages>
    <Preceded>Y</Preceded>
    <DateOfFirstUse>04/01/2007</DateOfFirstUse>
    <PrincipalTitle>Chief Compliance Officer</PrincipalTitle>
    <PrincipallID>9999999</PrincipallID>
    <DateOfApproval>04/01/2007</DateOfApproval>
    <FirmExternalRef>XXX</FirmExternalRef>
    <RelatedFINRARef>XXX</RelatedFINRARef>
    <CommunicationUses>Uses comment text goes here</CommunicationUses>
    <DeliveryMethod>ARTICLE</DeliveryMethod>
    <RuleDefn>INDREPRT</RuleDefn>
    <TplmtUpdt>Y</TplmtUpdt>
    <GnrcNvsmt>Y</GnrcNvsmt>
    <SmAnnIRpt>Y</SmAnnIRpt>
    <ProductList>529PLANS</ProductList>
    <ProductList>GENERAL</ProductList>
    <RegisteredRep>9999999</RegisteredRep>
    <RegisteredRep>9999999</RegisteredRep>
    <WtgReviewltr>N</WtgReviewltr>
    <IncludesPerfRanking>Y</IncludesPerfRanking>
    <IncludesAddtnlInfo>Y</IncludesAddtnlInfo>
    <CommPurpsCd>FILRESPO</CommPurpsCd>
    <NotesTx>Any Note can go in this field</NotesTx>
    <PDF>JVBERi0xLjMNJeLjz9MNCjMzIDAgb2JqPDwvSFs5MzYgMzMxXS9MaW5lYXJpemVkIDEvRSA3ODg0My9MIDc4ODM4MS
9OIDgvTyAzNi9UIDc4NzY3ND4+DWVuZG9iaG0gICAgICAgICAgICAgICAgMCBuDQowMDAwNzgzNDQxIDAuMDAwIG4NC
nRyYWIsZXINCjw8L1NpemUgMzM+Pg0Kc3RhcncR4cmVmDQoxMTYNCiUIRU9GDQoA</PDF>
```


<PDF>JVBERi0xLjlnJelJz9MNCjE2IDAgb2JqDTw8IA0vTGluZWYyaXplZCAxIA0vTyAxOCANL0ggWyA3NDIgmjM3IF0gDS9MIDE
5NTEsIA0vRSAxMTUxNCANL04gMyANL1QgMTkwNzMgDT4+IA1lbnRvYmoNPi0NPj4Nc3RhcnR4cmVmDTM4NjA3DSUIRU9GD Q==</PDF>
<PDF>JVBERi0xLjlnJelJz9MNCjE2IDAgb2JqDTw8IA0vTGluZWYyaXplZCAxIA0vTyAxOCANL0ggWyA3NDIgmjM3IF0gDS9MIDE
5NTEsIA0vRSAxMTUxNCANL04gMyANL1QgMTkwNzMgDT4+IA1lbnRvYmoNPi0NPj4Nc3RhcnR4cmVmDTM4NjA3DSUIRU9GD Q==</PDF>

</Communication>

</CommunicationList>

Appendix C: Text version of the XML schema

Note that this is an XML **schema**, and not a sample XML document of the type that would be uploaded. If you are unclear on the difference between a schema definition and an actual XML document, please spend some time brushing upon XML basics before beginning your development.

```
<?xml version="1.0" encoding="utf-8"?>
<xs:schema xmlns:xs="http://www.w3.org/2001/XMLSchema" elementFormDefault="qualified">
  <xs:element name="CommunicationList">
    <xs:complexType>
      <xs:sequence>
        <xs:element ref="Communication" minOccurs="1" maxOccurs="unbounded"/>
      </xs:sequence>
    </xs:complexType>
  </xs:element>
  <xs:element name="Communication">
    <xs:complexType>
      <xs:sequence>
        <xs:element name="SubmitterEWSLogin" nillable="false" minOccurs="1">
          <xs:annotation>
            <xs:documentation>Person submitting the communications on behalf of the firm</xs:documentation>
          </xs:annotation>
          <xs:simpleType>
            <xs:restriction base="xs:string">
              <xs:minLength value="1"/>
            </xs:restriction>
          </xs:simpleType>
        </xs:element>
        <xs:element name="ReviewType" nillable="false">
          <xs:annotation>
            <xs:documentation>Review Type - valid value ("EXPEDITED", "REGULAR")</xs:documentation>
          </xs:annotation>
          <xs:simpleType>
            <xs:restriction base="xs:string">
              <xs:minLength value="1"/>
            </xs:restriction>
          </xs:simpleType>
        </xs:element>
        <xs:element name="BatchSendFl" type="xs:string" nillable="true" minOccurs="0" maxOccurs="1">
          <xs:annotation>
            <xs:documentation>Batch Send Flag – optional, set to “Y” to get communication letters returned batch.</xs:documentation>
          </xs:annotation>
        </xs:element>
        <xs:element name="PaymentMethod" type="xs:string" nillable=" true" minOccurs="0" maxOccurs="1">
          <xs:annotation>
            <xs:documentation>Payment Method – if used, valid value ("ADV", "CRD", "CC", "CHK") – element being deprecated</xs:documentation>
          </xs:annotation>
        </xs:element>
      </xs:sequence>
    </xs:complexType>
  </xs:element>

```

```

<xs:element name="RecipientEWSLogin" nillable="false">
  <xs:annotation>
    <xs:documentation>Person to whom the Comment Letter should be addressed</xs:documentation>
  </xs:annotation>
  <xs:simpleType>
    <xs:restriction base="xs:string">
      <xs:minLength value="1"/>
    </xs:restriction>
  </xs:simpleType>
</xs:element>
<xs:element name="Title" nillable="false">
  <xs:annotation>
    <xs:documentation>Piece Title</xs:documentation>
  </xs:annotation>
  <xs:simpleType>
    <xs:restriction base="xs:string">
      <xs:minLength value="1"/>
    </xs:restriction>
  </xs:simpleType>
</xs:element>
<xs:element name="NumberOfPages" type="xs:unsignedShort" nillable="true">
  <xs:annotation>
    <xs:documentation>Number of Pages</xs:documentation>
  </xs:annotation>
</xs:element>
<xs:element name="Preceded" nillable="false">
  <xs:annotation>
    <xs:documentation>Preceded or accompanied by prospectus - valid value ("Y", "N")</xs:documentation>
  </xs:annotation>
  <xs:simpleType>
    <xs:restriction base="xs:string">
      <xs:minLength value="1"/>
    </xs:restriction>
  </xs:simpleType>
</xs:element>
<xs:element name="DateOfFirstUse" nillable="false">
  <xs:annotation>
    <xs:documentation>Date of First Uses in MM/DD/YYYY format</xs:documentation>
  </xs:annotation>
  <xs:simpleType>
    <xs:restriction base="xs:string">
      <xs:minLength value="1"/>
    </xs:restriction>
  </xs:simpleType>
</xs:element>
<xs:element name="PrincipalTitle" nillable="false">
  <xs:annotation>
    <xs:documentation>Registered Principal's Title</xs:documentation>
  </xs:annotation>

```

```

<xs:simpleType>
  <xs:restriction base="xs:string">
    <xs:minLength value="1"/>
  </xs:restriction>
</xs:simpleType>
</xs:element>
<xs:element name="PrincipallID" nillable="false">
  <xs:annotation>
    <xs:documentation>Registered Principal's ID</xs:documentation>
  </xs:annotation>
  <xs:simpleType>
    <xs:restriction base="xs:string">
      <xs:minLength value="1"/>
    </xs:restriction>
  </xs:simpleType>
</xs:element>
<xs:element name="DateOfApproval" nillable="false">
  <xs:annotation>
    <xs:documentation>Approval Date in MM/DD/YYYY format</xs:documentation>
  </xs:annotation>
  <xs:simpleType>
    <xs:restriction base="xs:string">
      <xs:minLength value="1"/>
    </xs:restriction>
  </xs:simpleType>
</xs:element>
<xs:element name="FirmExternalRef" type="xs:string" nillable="true">
  <xs:annotation>
    <xs:documentation>Firm External Reference Number</xs:documentation>
  </xs:annotation>
</xs:element>
<xs:element name="RelatedFINRAREf" type="xs:string" nillable="true">
  <xs:annotation>
    <xs:documentation>Related FINRA Reference number</xs:documentation>
  </xs:annotation>
</xs:element>
<xs:element name="CommunicationUses" type="xs:string" nillable="true">
  <xs:annotation>
    <xs:documentation>Explanation how to use communication</xs:documentation>
  </xs:annotation>
</xs:element>
<!-- Added the following section (Begin) -->
<xs:element name="DeliveryMethod" nillable="false">
  <xs:annotation>
    <xs:documentation>Delivery Method</xs:documentation>
  </xs:annotation>
  <xs:simpleType>
    <xs:restriction base="xs:string">
      <xs:minLength value="1"/>
    </xs:restriction>
  </xs:simpleType>

```

```

</xs:restriction>
</xs:simpleType>
</xs:element>
<xs:element name="RuleDefn" nillable="false">
  <xs:annotation>
    <xs:documentation>Rule Definition</xs:documentation>
  </xs:annotation>
  <xs:simpleType>
    <xs:restriction base="xs:string">
      <xs:minLength value="1"/>
    </xs:restriction>
  </xs:simpleType>
</xs:element>
<xs:element name="TplmtUpdt" type="xs:string" nillable="true" minOccurs="0" maxOccurs="1">
  <xs:annotation>
    <xs:documentation>Update to previously reviewed template? - valid value ("Y", "N") - Defaults to "N"</xs:documentation>
  </xs:annotation>
</xs:element>
<xs:element name="GnrcNvsmnt" type="xs:string" nillable="true" minOccurs="0" maxOccurs="1">
  <xs:annotation>
    <xs:documentation>Generic Investment Company Communication? - valid value ("Y", "N") - Defaults to "N"</xs:documentation>
  </xs:annotation>
</xs:element>
<xs:element name="SmAnnIRpt" type="xs:string" nillable="true" minOccurs="0" maxOccurs="1">
  <xs:annotation>
    <xs:documentation>Semi-annual or annual report? - valid value ("Y", "N") - Defaults to "N"</xs:documentation>
  </xs:annotation>
</xs:element>
<xs:element name="ProductList" nillable="false" minOccurs="1" maxOccurs="unbounded">
  <xs:annotation>
    <xs:documentation>Product List</xs:documentation>
  </xs:annotation>
  <xs:simpleType>
    <xs:restriction base="xs:string">
      <xs:minLength value="1"/>
    </xs:restriction>
  </xs:simpleType>
</xs:element>
<xs:element name="RegisteredRep" type="xs:string" nillable="true" minOccurs="0" maxOccurs="5">
  <xs:annotation>
    <xs:documentation>Registered Rep. ID</xs:documentation>
  </xs:annotation>
</xs:element>
<xs:element name="WtgReviewltr" nillable="false">
  <xs:annotation>
    <xs:documentation>Review Letter for the submitting communication - valid value ("Y", "N")</xs:documentation>
  </xs:annotation>
  <xs:simpleType>
    <xs:restriction base="xs:string">

```

```

        <xs:restriction base="xs:string">
            <xs:minLength value="1"/>
        </xs:restriction>
    </xs:simpleType>
</xs:element>
<xs:element name="IncludesPerfRanking" type="xs:string" nillable="true">
    <xs:annotation>
        <xs:documentation>Includes Performance Ranking - valid value ("Y", "N")</xs:documentation>
    </xs:annotation>
</xs:element>
<xs:element name="IncludesAddtnlInfo" type="xs:string" nillable="true">
    <xs:annotation>
        <xs:documentation>Includes Additional Information - valid value ("Y", "N")</xs:documentation>
    </xs:annotation>
</xs:element>
<xs:element name="CommPurpsCd" type="xs:string" nillable="true">
    <xs:annotation>
        <xs:documentation>Communication Purpose Code - required if IncludesAddtnlInfo = Y</xs:documentation>
    </xs:annotation>
</xs:element>
<xs:element name="NotesTx" type="xs:string" nillable="true">
    <xs:annotation>
        <xs:documentation>Note - optional if IncludesAddtnlInfo = Y</xs:documentation>
    </xs:annotation>
</xs:element>
<xs:element name="PDF" nillable="false" minOccurs="1" maxOccurs="3">
    <xs:simpleType>
        <xs:restriction base="xs:string">
            <xs:minLength value="1"/>
        </xs:restriction>
    </xs:simpleType>
</xs:element>
</xs:sequence>
</xs:complexType>
</xs:element>
</xs:schema>

```

Appendix D: Text version of the batch submission report

ADVERTISING BATCH SUBMISSION			
FIRM ID:	9999	FIRM NAME:	MY FIRM, INC.
JOB ID:	123456	FIRM FILE NAME:	MY_FILE.XML
RCVD AT:	1/24/2005 1:02:02 PM		
COMPLETED AT:	1/24/2005 1:30:00 PM		
SUMMARY			

Total number of communications processed:		5	
Number of communications accepted:		3	
Number of communications rejected:		2	
Total estimated filing fee for accepted filings:		\$300	
REJECTED RECORDS			
RELATIVE COMM#	EXTERNAL REF#	PIECE TITLE	REFERENCE#/ERROR MESSAGE

3	2499999C	Variable Universal Life Insurance	Invalid Reference Number:FR9999-9999-0003
5	2499999E	Friends of the Firm	no data found in advrg cntct for Org ID 9999
ACCEPTED RECORDS			
RELATIVE COMM#	EXTERNAL REF#	PIECE TITLE	REFERENCE#/ERROR MESSAGE

1	2499999A	401(k) fund Presentation	FR9999-9999-0001
2	2499999B	Reach for the Stars Advertisement	FR9999-9999-0002
4	2499999D	Advantage Shareholder Newsletter	FR9999-9999-0004

Appendix E: XML schema of the output report

Note that this is an XML **schema**, and not a sample XML document of the type that would be uploaded. If you are unclear on the difference between a schema definition and an actual XML document, please spend some time brushing upon XML basics before beginning your development.

```
<?xml version="1.0" encoding="utf-8" ?>
<xs:schema elementFormDefault="qualified" xmlns:xs="http://www.w3.org/2001/XMLSchema">
  <xs:element name="ADVBatchUploadReport">
    <xs:complexType>
      <xs:sequence>
        <xs:element name="ReportHeader" nillable="false">
          <xs:complexType>
            <xs:sequence>
              <xs:element name="ReportTitle" type="xs:string" />
              <xs:element name="FirmID" type="xs:string" />
              <xs:element name="FirmName" type="xs:string" />
              <xs:element name="JobID" type="xs:string" />
              <xs:element name="FirmFileName" type="xs:string" />
              <xs:element name="RcvdAt" type="xs:string" />
              <xs:element name="CompletedAt" type="xs:string" />
            </xs:sequence>
          </xs:complexType>
        </xs:element>
        <xs:element name="ReportSummary" nillable="true">
          <xs:complexType>
            <xs:sequence>
              <xs:element name="CommunicationsProcessed" type="xs:string" />
              <xs:element name="CommunicationsAccepted" type="xs:string" />
              <xs:element name="CommunicationsRejected" type="xs:string" />
              <xs:element name="EstimatedFilingFee" type="xs:string" />
            </xs:sequence>
          </xs:complexType>
        </xs:element>
        <xs:element name="RejectedCommList" nillable="true">
          <xs:complexType>
            <xs:sequence>
              <xs:element name="CommData" type="CommData" maxOccurs="unbounded" minOccurs="0" />
            </xs:sequence>
          </xs:complexType>
        </xs:element>
      </xs:sequence>
    </xs:complexType>
  </xs:element>
</xs:schema>
```

```

    </xs:element>
    <xs:element name="AcceptedCommList" nillable="true">
      <xs:complexType>
        <xs:sequence>
          <xs:element name="CommData" type="CommData" maxOccurs="unbounded" minOccurs="0" />
        </xs:sequence>
      </xs:complexType>
    </xs:element>
  </xs:sequence>
</xs:complexType>
</xs:element>
<xs:complexType name="CommData">
  <xs:sequence>
    <xs:element name="RelativeComm" type="xs:string" />
    <xs:element name="ExternalRef" type="xs:string" nillable="true"/>
    <xs:element name="PieceTitle" type="xs:string" />
    <xs:element name="Ref_Err_Msg" type="xs:string" />
  </xs:sequence>
</xs:complexType>
</xs:schema>

```

NOTE: We have (as of our June 15, 2013 release) added XML Validation Error Messages to the XML version of the output report. It will appear like:

```

<RejectedCommList>
  <CommData>
    <RelativeComm>0</RelativeComm>
    <ExternalRef />
    <PieceTitle>XML Validation Error</PieceTitle>
    <Ref_Err_Msg> The element 'Communication' has invalid child element 'RuleDefN'. List of possible elements expected:
    'RuleDefn'.. The 'RuleDefN' start tag on line 19 position 3 does not match the end tag of 'RuleDefn'. </Ref_Err_Msg>
  </CommData>
</RejectedCommList>

```

Appendix F: Advertising Environment Summary

	Customer Test Environment (CTE) <small>(a mirror of production, BUT WITH A DIFFERENT DATABASE OF CREDENTIALS)</small>	Production
To get FTP credentials ("ADV File Transfer" entitlement)	e-mail your request to dl-rfasupport@finra.org	Read the page http://www.finra.org/Industry/Compliance/Entitlement/P121158 and follow instructions under "Entitlement Information for File Transfer Applications FTP Users"
To validate your FTP Credentials To connect via FTP	https://filetransfer.qa.finra.org	https://filetransfer.finra.org
To change your FTP password	https://accountmgmt-qa1.finra.org/myews/changepassword.jsp	https://accountmgmt.finra.org/myews/changepassword.jsp
To get EWS (website) credentials	The same credentials are used for both CTE and Production. Contact your firm's EWS SAA (Super Account Administrator) and request that he or she grant access for the "Reg – Advertising Regulation" entitlement	
To validate your EWS (website) credentials, test them using this URL	https://regfilingtest.finra.org (click AREF & then click New Communication tab. If the Registration Information page appears, fill it out and save; otherwise the account is valid).	https://regfiling.finra.org (click AREF & then click New Communication tab. If the Registration Information page appears, fill it out and save; otherwise the account is valid).
SFTP server IP address	198.202.241.37	75.98.61.45