



payout grids

Company	Mutual Fund %	Stock %	Bond %	Annuities %	Life Insurance %	Alter-native %	Rep-Mgd. %	M-Mgd. %	Out Side Mgd. %
AIG Financial Advisors/American Gen. Sec.	90+	80+	80+	90+	95+	90+	90+		90+
American Portfolio Financial Services	50-90	50-90	50-90	50-90	50-90	50-90	70-92		70-92
Ameritas Investment Corp.	50-93	50-93	50-93	50-93	—	50-93	—	50-93	50-93
AXA Advisors	50-80	50-80	50-80	50-80	50-80				50-80
Cadaret, Grant & Co.	87-90	87-90	87-90	87-90	up to 90	87-90	87-100	87-90	87-90
Cambridge Investment Research	90+	85+	85+	90+	95+	90+	90+	95+	90+
Capital Analysts	65-90	65-90	65-90	65-90	65-90	65-90	65-90	65-90	65-90
Centaurus Financial	90	80	80	90	90	90	90		90
CFG/H. Beck	50-95	50-95	50-95	50-95	50-95	50-95	50-95	50-95	50-95
Commonwealth Financial Network	up to 94	up to 94	up to 94	up to 94	up to 94	up to 94	up to 95	up to 95	up to 95
First Allied Securities	80-95	80-95	80-95	80-95	80-95	80-95	80-95	80-95	80-95
FSC Sec. Corp./Advantage Capital Corp.	90-95	70-80	70-80	90-95	95	90-95	90-95	—	90-95
Geneos Wealth Management	up to 94	up to 84	up to 84	up to 94	up to 95	up to 94	up to 95	up to 95	up to 95
Genworth Financial Securities Corp.	50-90	50-90	50-90	50-90	50-90	50-90			50-90
GunnAllen Financial	70-90+	70-90+	70-90+	70-90+	70-100	70-90+	70-90+	70-90+	70-90+
H.D. Vest Financial Services	50-89	50-89	50-89	50-89	100				
IFMG	80-100	80-100	80-100	80-100	80-100		80-100		
ING Financial Partners	up to 90	up to 90	up to 90	up to 90	up to 100	up to 90	up to 90		up to 90
InterSecurities	up to 93	up to 93	up to 93	up to 93	up to 93	up to 93		up to 93	up to 93
INVEST Financial Corp.	89-95	79-85	79-85	89-95	89-95	89-95	89-95	—	89-95
Investacorp		75-90	75-90	75-90	75-90	75-90	75-90	75-90	75-90
Investors Capital Corp.	up to 90	up to 90	up to 90	up to 90	up to 90	up to 90	up to 90	up to 90	up to 90
Lincoln Investment Planning	80-90	80-90	80-90	80-90	80-90	80-90	80-90	80-100	80-90
LPL Financial	90-98	76.5-83	76.5-83	90-98	90-100	90-98	90-98	90-98	90-98
M Holdings Securities	95	100	95	94-97	100	95	96		96
Multi-Financial Securities Corp.	85-92	70-82	70-82	88-95	88-95	85-92	85-92	—	85-92
Mutual Service Corp.	75-92	75-92	75-92	75-92	75-92	75-92	75-92	75-92	75-92
National Planning Corp.	90-95	80-85	80-85	90-95	90-95	90-95	90-95	—	90-95
Next Financial Group	up to 90	up to 85	up to 85	up to 90	up to 90	up to 90	up to 90	up to 90	up to 90
NFP Securities	70-95	70-95	70-95	70-95	96	70-95			
Northwestern Mutual	35-85	50	50	1			35-85	35-85	35-85
NYLife Securities	35-90	21	21	100	100		80-90		35-90
Park Avenue Securities	35-85.5	35-85.5	35-85.5	35-85.5	35-85.5		35-85.5	35-85.5	35-85.5
Princor Financial Services	48-85	45-85	45-85				45-85		45-85
ProEquities	91	91	91	91	91	91	91	91	91
QA3 Financial Corp.	85-95	85-95	85-95	85-95	85-95	85-95	85-95		85-95
Raymond James Financial Services	85-90	85-90	80-85	85-90	80-85		100	85-90	80-90
Royal Alliance Associates	90-95	70-80	70-80	90-95	95	90-95	90-95		90-95
Securian Financial Services	55-94	55-94	55-94	55-94	56-94	55-94			55-94
Securities America	up to 95	up to 95	up to 95	up to 95	100	up to 95	up to 95		up to 95
Securities Service Network	98	100	100	98		85	95-100	95-100	95-100
Sigma Financial Corp.	80-90	70-80	80-90	80-90	100	80-90	80-90	—	80-90
Signator Investors	35-90	35-90	35-90	35-90	35-90	35-90			35-90
SII Investments	90-95	80-85	80-85	90-95	90-95	90-95	90-95		90-95
UVEST		80+	80+	80+	80+	80+	80+		80+
VSR Financial Services	80-92	80-90	80-90	80-90	90	80-92	80-95	80-95	80-95
Wachovia Sec. Financial Network	90	85	85	90		90	90	90	90
Waddell & Reed	50-80			50-80	50-65	—	54-80	45-60	—
Waterstone Financial Group	50-95	50-95	50-95		50-95	50-95	50-95		
Woodbury Financial Services	up to 95			up to 95	up to 95		up to 95		up to 95

¹ 1% of deposit, trails at .15
— Does not apply