

# A.G. EDWARDS & SONS

PRODUCT OR SERVICE	PAYOUT
Stocks (listed or OTC)	28%-44%
Bonds	28%-44%
Mutual funds	28%-44%
Annuities	28%-45%
Fee-based advisory programs	40%

All commissions are based on product or service sold and ticket size.

## CASH PRODUCTION BONUSES

PRODUCTION	BONUS AWARD
\$300,000-\$324,999	4% retroactive to \$175,000
\$325,000-\$349,999	6.75% retroactive to \$175,000
\$350,000-\$374,999	6.85% retroactive to \$175,000
\$375,000 or more	7% retroactive to \$175,000

## ADDITIONAL BONUSES

\$375,000-\$549,999	Additional 1% retroactive to \$375,000
\$550,000-\$799,999	Additional 1.25% retroactive to \$375,000
\$800,000 or more	Additional 2.25% retroactive to \$375,000

## RESTRICTED STOCK AWARDS

\$350,000-\$549,999	15% of cash production bonus
\$550,000-\$799,999	25% of cash production bonus
\$800,000 or more	50% of cash production bonus

There are no ticket charges to advisors and no small-account or small-household penalties.

Advisors with five to 10 years of experience who generate less than \$175,000 per 12-month period have their monthly compensation reduced by five percentage points.

Advisors with more than 10 years of experience who produce less than \$175,000 have their monthly compensation reduced by eight percentage points.

Production figures are reviewed monthly so that brokers who boost their production back above the \$175,000 threshold qualify for the standard payout. Any advisor who has a reduced payout during the year is credited back if the individual produces \$225,000 by year's end.

SOURCE: A.G. EDWARDS & SONS