

# H&R BLOCK FINANCIAL ADVISORS

## PAYOUT ON GROSS PRODUCTION

ANNUAL PRODUCTION	TRANSACTIONAL BUSINESS	ANNUITIZED BUSINESS
\$0-\$119,999	30%	35%
\$120,000-\$149,999	31%	35%
\$150,000-\$179,999	32%	35%
\$180,000-\$239,999	33%	40%
\$240,000-\$299,999	34%	43%
\$300,000-\$359,999	35%	43%
\$360,000-\$479,999	37%	45%
\$480,000-\$599,999	38%	45%
\$600,000-\$719,999	39%	45%
\$720,000-\$999,999	40%	45%
\$1 million or more	43%	48%

H&R Block Financial Advisors' brokers do not pay ticket charges or administrative fees on brokerage and fee-based accounts.

The annuitized category includes fee-based and managed money products, mutual funds and annuities. The transactional category includes all other business, such as stocks, individual bonds, options and other securities.

Payouts are based on the amounts of each type of business (annuitized and transactional) that the advisor conducts.