

## PAYOUT PER PRODUCT TYPE

	\$0- \$174,999	\$175,000- \$224,999	\$225,000- \$299,999	\$300,000- \$499,999	\$500,000- \$749,999	\$750,000- \$999,999	\$1 million or more
Type I	25%	32%	39%	42%	43%	44%	45%
Type II	25%	32%	33%	35%	37%	39%	40%
Type III	25%	32%	46%	47%	48%	49%	50%
Type IV	25%	32%	33%	37%	45%	45%	45%
Type V	25%	32%	33%	37%	37%	37%	37%

Type I Agency listed equities, preferreds, agency OTC equities, principal OTC equities, unit trusts, syndicate, municipal bonds, corporate bonds, government securities (including agencies), CDs and other money market instrument products.

Type II Options, futures and foreign currency.

Type III Mutual funds, public and private limited partnerships, insurance, annuities, wrap accounts, trust accounts, fee-based accounts and alternative products.

Type IV Outside money managers, separately managed accounts (discretionary), and in-house loan and deposit products (other than CDs).

Type V Asset management fees for approved internal and external SMAs (see below).

VALUE OF COMBINED ASSETS IN SMAS	ADDITIONAL BONUS	VALUE OF COMBINED ASSETS IN SMAS	ADDITIONAL BONUS
\$5 million	Grid + 1%	\$25 million	Grid + 5%
\$10 million	Grid + 2%	\$35 million	Grid + 6%
\$15 million	Grid + 3%	\$50 million	Grid + 7%
\$20 million	Grid + 4%	\$75 million	Grid + 8%
		\$100 million	Grid + 10%

There is no payout on equity or option trades less than \$60 or on bonds less than \$75; 25% payout on equity or option trades of \$60-\$100 and on bonds of \$75-\$100. There is no payout for trades that have been discounted by 60% or more. There are no transaction charges deducted from gross commission prior to determining payout.