

<b>PRODUCT</b>	<b>PAYOUT</b>
Stocks	35%-40%
Municipal, corporate and government bonds, and CDs	40%
<b>MUTUAL FUNDS</b>	
A shares	40%
B shares	35%
C shares	35%
<b>ANNUITIES</b>	
A shares	40%
B and C shares	40% on orders of less than \$100,000
	35% on orders between \$100,000 and \$249,999
	20% on orders between \$250,000 and \$999,999
	0% on orders of \$1 million or more

Edward Jones pays brokers a profitability bonus three times a year based on the firm's earnings and the profitability of each broker's branch.

Edward Jones also contributes 24% of the firm's net income to its employee profit-sharing deferred compensation plan.

Contributions to each broker's profit-sharing deferred comp account have ranged between 2.5% and 5% of eligible compensation. Contributions are immediately 100% vested. Advisors also may become limited partners in the firm.

Profit-sharing deferred comp vests 100% after each year.