

Best pay if you're producing....

# \$400,000

COMPANY	Cash Grid Earnings	Year-End and Deferred Awards	TOTAL Cash + Year-end & Deferred
<b>WIREHOUSES</b>			
Morgan Stanley Smith Barney	\$164,000	\$10,000	<b>\$174,000</b>
Wells Fargo Advisors	168,800	4,000	<b>172,800</b>
Merrill Lynch	160,000	12,000	<b>172,000</b>
UBS	159,000	4,000	<b>163,000</b>
<b>REGIONALS</b>			
Stifel Nicolaus	\$176,000	\$16,260	<b>\$192,260</b>
Wedbush	180,000	4,000	<b>184,000</b>
Raymond James & Associates	173,500	8,000	<b>181,500</b>
Morgan Keegan	164,000	16,000	<b>180,000</b>
RBC Wealth Management	168,000	11,000	<b>179,000</b>
Hilliard Lyons	168,500	8,000	<b>176,500</b>
Janney Montgomery Scott	176,000	0	<b>176,000</b>
	<b>Cash</b>	<b>Avg. Office Profit**</b>	<b>Cash + Avg. Profit</b>
Edward Jones**	\$152,500	\$7,520	<b>\$160,020</b>

\*\* Average data provided by Edward Jones, individual FA experience may vary