

Best pay if you're producing....

# \$600,000

COMPANY	Cash Grid Earnings	Year-End and Deferred Awards	TOTAL Cash + Year-end & Deferred
<b>WIREHOUSES</b>			
Morgan Stanley Smith Barney	\$252,000	\$30,000	<b>\$282,000</b>
Wells Fargo Advisors	268,800	9,000	<b>277,800</b>
UBS	250,500	27,000	<b>277,500</b>
Merrill Lynch	246,000	30,000	<b>276,000</b>
<b>REGIONALS</b>			
Stifel Nicolaus	\$276,000	\$24,510	<b>\$300,510</b>
Morgan Keegan	252,000	45,000	<b>297,000</b>
Janney Montgomery Scott	267,000	30,000	<b>297,000</b>
Raymond James & Associates	266,250	30,000	<b>296,250</b>
RBC Wealth Management	264,000	30,000	<b>294,000</b>
Wedbush	286,500	6,000	<b>292,500</b>
Hilliard Lyons	268,500	12,000	<b>280,500</b>
	<b>Cash</b>	<b>Avg. Office Profit**</b>	<b>Cash + Avg. Profit</b>
Edward Jones**	\$228,750	\$21,900	<b>\$250,650</b>

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