



Payout Grids

COMPANY	MUTUAL FUNDS %	STOCKS %	BONDS %	ANNUITIES %	INSURANCE %	ALTERNATIVES %	REP-MGD. %	FIRM-MGD. %	OUTSIDE MGD. %
American Portfolio Fin. Services	50-90	50-90	50-90	50-90	50-90	50-90	70-90	0	70-92
Ameritas Investment Corp.	50-93	50-93	50-93	50-93		50-93	50-93	50-93	50-93
AXA Advisors	50-80	50-80	50-80	50-80	50-80	50-80			50-80
Cadaret, Grant & Co.	90	90	90	90	90	90	90	90	90
Cambridge Investment Research	90	85	85	90	100	90	90	95	90
Centaurus Financial	up to 90	up to 80	up to 80	up to 90	up to 90	up to 90	up to 90	up to 90	up to 90
CFG/H. Beck	90	75	75	90	90	90	90	90	90
Commonwealth Financial Network	up to 92	up to 92	up to 92	up to 92	up to 92	up to 92	up to 95	up to 95	up to 92
Financial Ntwk. Investment Corp.	up to 88+	up to 88+	up to 88+	up to 88+	up to 88+	up to 88+	up to 88+		up to 88+
First Allied Securities	80-95	80-95	80-95	80-95	80-100	70-95	80-95	80-95	80-95
FSC Securities Corp.	90-95	70-80	70-80	90-95	95	90-95	90-95		90-95
Geneos Wealth Management	88-93	78-83	78-83	88-93	90-95	88-93	88-95	88-95	88-95
Genworth Financial Securities Corp.	50-90	50-90	50-90	50-90	50-90	50-90	50-90	50-90	50-90
H.D. Vest Financial Services	50-90	50-90	50-90	50-100	100				
ING Financial Partners	up to 92	up to 92	up to 92	up to 100	up to 100	up to 92	up to 92		up to 92
INVEST Financial Corp.	89-95	79-85	79-85	89-95	89-95	89-95	89-95	89-95	89-95
Investors Capital Corp.	up to 92	up to 92	up to 92	up to 92	up to 92	up to 92	up to 92	up to 92	up to 92
LPL Financial	90-99	76.5-83	76.5-83	90-98	90-98	90-98	90-98	90-98	90-98
M Holdings Securities	95	100	95	97	97	95	96	96	95
Mass Mutual Investor Services	40-82.5	40-82.5	40-82.5	40-82.5	40-82.5	40-82.5	40-82.5	40-82.5	40-82.5
MetLife Securities	50-72	50-72	50-72	50-72	50-72	50-72	50-72	50-72	50-72
Multi-Financial Securities Corp.	up to 92	up to 82	up to 82	up to 95	up to 100	up to 92	up to 92		up to 92
Mutual Service Corp.	92	92	92	92	92	92	92	92	92
National Planning Corp.	90-95	80-85	80-85	90-95	90-95	90-95	90-95	90-95	90-95
National Securities Corp.	90	85	85	90	90	90	85	85	85
New England Securities	47-65	47-65	47-65	47-65	47-65	47-65	47-65	47-65	47-65
NEXT Financial Group	up to 90	up to 85	up to 85	up to 90	up to 90	up to 85	up to 90	up to 90	up to 95
NFP Securities	70-95	70-95	70-95	70-95	96	70-95	70-95	70-95	70-95
Northwestern Mutual ¹	35-85	50	50	²			35-85	35-85	35-85
NYLIFE Securities	35-90	21	21	100	100		80-90		35-90
Park Avenue Securities	up to 85.5	up to 85.5	up to 85.5	up to 85.5	up to 85.5		up to 85.5	up to 85.5	up to 85.5
PRIMEVEST Financial Services	80-92	80-90	80-90	80-92	80-90	80-92	80-90		80-90
Princor Financial Services	45-85	45-85	45-85	varies			45-85		45-85
ProEquities	91	91	91	91	91	91	91	91	91
Raymond James Financial Services	85-90	85-90	80-85	85-90	80-85	80-90	100 ³	85-90	80-90
Royal Alliance Associates	90-95	70-80	70-80	90-95	95	90-95	90-95		90-95
SagePoint Financial ⁴	90-93	80-83	80-83	90-93	95-98	90-93	90-93		90-93
Securian Financial Services ⁵	55-94	55-94	55-94	55-94	55-94		55-94	55-94	55-94
Securities America	up to 95	up to 95	up to 95	up to 95	100	up to 95	up to 95		up to 95
Securities Service Network	95-100	100	100	95-100	95-100	85	95-100	95-100	95-100
Sigma Financial Corp.	80-90	70-80	70-90	80-90	100	80-90	80-90		80-90
Signator Investors	40-88	40-88	40-88	40-88	Negotiated	40-88	40-88	40-88	40-88
SII Investments	90-95	80-85	80-85	90-95	90-95	90-95	90-95	90-95	90-95
UVEST	80-92	80-92	80-92	80-92	80-92	80-92	80-92	80-92	80-92
VSR Financial Services	80-92	80-88	80-88	80-92	80-92	80-92	95	90	94
Wachovia Sec. Financial Network	90	85	85	90	90	90	90	90	90
Waddell & Reed	50-85	50-58	50-58	50-85	50-58		60-85	60-85	60-85
Walnut Street Securities	70-96	70-96	70-96	70-96	70-96	70-96	70-96	70-96	70-96
Waterstone Financial Group	50-95			50-100	50-100	50-95		50-95	
Woodbury Financial Services	up to 95	up to 95	up to 95	up to 95	up to 95	up to 95	up to 95	up to 95	up to 95

¹ Assets represent programs of Northwestern Mutual Wealth Management Co. and Investment Services

² 0.5-2.5 of deposit, 0.15 of trails

³ After fees

⁴ FormerlyAIG Financial Advisors

⁵ 2008 figures include Minnesota Life Proprietary Life Products; 2007 figures do not