



COMPANY	REVENUE		COMMISSION REVENUE		FEE REVENUE		OTHER REVENUE	
	\$000s	% CHANGE	\$000s	% CHANGE	\$000s	% CHANGE	\$000s	% CHANGE
Lincoln Investment Planning	67,544	(13.4)	34,274	(22.1)	17,831	(2.2)	15,440	(2.1)
Questar Capital Corp.	64,484		55,818		4,833		3,833	
Capital Analysts	64,055	(20.6)	34,765	(21.2)	22,802	(21.5)	6,488	(13.8)
J.P. Turner & Co.	64,000		60,000		0		4,000	
Triad Advisors	63,555	7.0	36,618	3.6	23,298	7.5	3,638	51.3
Investment Centers of America	63,139	(3.4)	51,585	(6.6)	6,792	22.7	4,762	2.4
KMS Financial Services	61,738		39,169		18,857		3,712	
Investacorp	58,000	(11.4)	51,500	(13.2)	6,500	6.3		
Tower Square Securities	55,347		46,145		5,990		3,212	
Equity Services	54,794		41,901		12,893		0	
Transamerica Financial Advisors	53,299	(8.7)	42,276	(10.9)	8,642	(1.2)	2,382	9.7
Pacific West Financial Group	51,857	(8.8)	39,648	(12.1)	9,017	3.0	3,196	7.1
Berthel Fisher & Co. Financial Services	50,780	(9.7)	39,834	(11.6)	5,961	17.6	4,985	(18.1)
O.N. Equity Sales Co.	49,377	(11.3)	48,035	(10.4)	1,094	(40.1)	248	7.2
WFG Investments	49,000	(5.2)	35,000	10.4	14,000	(6.7)		
vFinance Investments	41,900		20,100		6,700		15,100	
LaSalle St. Securities	41,107	(5.3)	34,280	(9.8)	3,980	(26.3)	2,847	
Associated Securities Corp.	41,049	(36.4)	24,921	(43.3)	10,493	(37.5)	5,634	48.7
The Investment Center	39,260	(3.1)	26,330	(14.1)	9,971	28.7	2,959	40.8
Great American Advisors	38,476	(10.2)	36,423	(10.1)	1,357	(18.1)	695	2.3
WRP Investments	38,232		33,785		4,447			
United Planners	37,955		29,858		6,842		1,300	
Prime Capital Services	37,766	(16.0)	28,580	(18.0)	9,186	(9.1)		
Sammons Securities Co.	37,502	(25.0)	35,191	(25.8)	0		2,311	(9.4)
Crown Capital Securities	36,637		27,495		7,631		1,512	
PlanMember Securities	34,651	(4.7)	11,895	(4.6)	22,756	(4.8)	0	
Independent Financial Group	34,017	5.7	24,598	0.9	5,945	21.7	3,474	18.9
Summit Brokerage Services	34,000	(11.7)	26,500	(17.2)	6,000	20.0	1,500	0.0
Kovack Securities	24,760	(6.0)	16,609	(12.8)	8,150	11.9		
Sterne Agee Financial Services	24,000	21.2	18,000	12.5	4,400	15.8	1,600	
Harbour Investments	23,800	(5.7)	21,200	(6.8)	2,600	4.2		
Wall Street Financial Group	22,997	(9.5)	18,166	0.0	3,802	(38.0)	1,029	(8.2)
First Midwest Securities	18,320	12.6	13,525	(14.8)	387	(3.8)	4,408	
Ensemble Financial Services	15,874	2.4	7,499	(6.8)	7,815	4.7	560	
Broker Dealer Financial Services Corp.	15,244	11.6	13,565	4.3	399	(27.1)	1,280	14.8
Medallion Investment Services	14,802	(6.9)	9,553	(15.3)	5,249	13.7		
Founders Financial Securities	9,442		8,395		833		214	
Eagle One Investments	8,528	(7.0)	8,342	(7.0)	178	(10.6)	8	0.0
Coordinated Capital Securities	6,889	(9.7)	4,858	(13.5)	1,546	9.5	485	(19.3)
Equitas America	6,620	0.2	4,840	(7.1)	1,110	(13.5)	670	(43.2)
GBS Financial Corp.	6,155	(6.4)	5,120	(8.3)	725	12.8	310	(11.4)

COMPANY	PRODUCING REPS		TOTAL REPS	PAYOUT \$000s	AVERAGE PAYOUT		PRODUCTION \$	
	TOTAL	% CHANGE			TOTAL	% CHANGE	AVG. TOP 20%	QUOTA
O.N. Equity Sales Co.	780	(3.0)	1,067	41,026	52,597	(10.0)	166,619	10,000
Transamerica Financial Advisors	668	(5.0)	692	43,575	76,444	10.0	268,500	20,000
Equity Services	668		758	46,500	69,000			10,000
Questar Capital Corp.	604		650	51,602	85,434		246,130	25,000
Sammons Securities Co.	552	(6.0)	592	34,531	62,556	(9.0)	249,634	25,000
J.P. Turner & Co.	535		0	47,400	119,626			10,000
Great American Advisors	516	(15.0)	626	33,771	65,447	6.0	200,856	50,000
Tower Square Securities	486		522	3,630	7,468		346,058	0
Investacorp	485	2.0	509	45,050	87,000	(22.0)		50,000
Triad Advisors	400	11.0	520	50,439	127,000	(6.0)	400,000	100,000
PlanMember Securities	391	4.0	391	21,146	54,082	(6.0)	266,000	35,000
Lincoln Investment Planning	391	3.0	526	36,860	96,240	(5.0)	440,914	20,000
WRP Investments	345		345	35,467	102,802		461,993	50,000
Capital Analysts	342	(2.0)	459	52,736	154,198	(21.0)	470,797	25,000
Berthel Fisher & Co. Financial Services	337	3.0	380	37,670	111,800	(12.0)	391,400	50,000
Pacific West Financial Group	333	(1.0)	390	41,050	123,273	(9.0)	502,863	100,000
Investment Centers of America	332	6.0	339	46,222	139,000	(10.0)	479,955	0
Broker Dealer Financial Services Corp.	310	3.0	0	9,769	30,300	0.0		100,000
KMS Financial Services	308		366	52,899	171,751		566,995	45,000
The Investment Center	300	0.0	300	29,575	98,585	(7.0)		100,000
Medallion Investment Services	295	(10.0)	301	14,802	50,176	3.0	175,000	0
Crown Capital Securities	290		290	31,613	140,000		320,369	50,000
LaSalle St. Securities	285	(2.0)	300	39,052	137,023	14.0	320,000	80,000
United Planners	275		313		170,000			75,000
Independent Financial Group	240	21.0	275	27,931	116,379	(14.0)	477,800	100,000
Kovack Securities	237	(3.0)	262	21,665	91,412		202,100	50,000
Summit Brokerage Services	225	22.0	250	29,250	165,000	(8.0)	650,000	150,000
Associated Securities Corp.	214	(14.0)	214	30,959	145,000	(35.0)	596,000	125,000
Prime Capital Services	198	(15.0)	234	24,091	121,674	0.0	618,097	0
WFG Investments	195	11.0	208	38,000	183,000	28.0	620,000	200,000
Harbour Investments	185	(5.0)	212	21,329	125,000	5.0	325,000	45,000
vFinance Investments	175		190	29,100	166,000		535,000	0
Wall Street Financial Group	157	(10.0)	168	21,968	139,925	1.0	388,424	50,000
First Midwest Securities	148	45.0	166	14,090	95,202	(12.0)	250,000	100,000
Sterne Agee Financial Services	110	10.0	140	21,000	191,000	1.0	450,000	150,000
Ensemble Financial Services	110	20.0	138	15,072	150,724	(11.0)	495,129	0
Coordinated Capital Securities	77	(1.0)	77	5,507	71,522	(25.0)	237,015	25,000
Equitas America	58	(6.0)	60	5,513	95,000		300,000	100,000
GBS Financial Corp.	58	(6.0)	64	4,780	85,000	5.0	220,000	100,000
Founders Financial Securities	44		53	7,780	176,827		500,000	100,000
Eagle One Investments	43	(14.0)	63	7,604	164,864	9.0	356,621	0