

EDWARD JONES

Product	
Stocks	35%-40%
Discounted stock trades	25%-40%
Municipal, corporate and government bonds, CDs	40%
Mutual funds: A-shares	40%
B and C-shares	35%
Annuities: A-shares	40%
B and C-shares	<ul style="list-style-type: none"> ▪ 40% on orders of less than \$100,000 ▪ 35% on orders between \$100,000 and \$249,999 <ul style="list-style-type: none"> ▪ 20% on orders of between \$250,000 and \$999,999 ▪ 0% on orders of more than \$1,000,000
Trust managed accounts	35%
Advisory solutions— Mutual Fund Asset Fee Based Account	40% on fees with discount below 16%
	30% on fees discounted 16%-30%

Edward Jones pays advisors a bonus based on the branch's profitability. For 2008 the average bonus for FAs with \$200,000 in production was 0.14%; \$400,000 was 2.53%; \$600,000 was 5.26%; and \$1 mn was 7.59%.

Edward Jones contributes 24% of the firm's net income to its employee profit sharing/ deferred compensation plan. The 2008 rate has not been determined but the 2007 rate was 5.84% of the advisor's net commissions and bonuses. Contributions are 100% vested immediately.