

# RAYMOND JAMES

## Gross Production

Product	250,000-300,000	300,000-500,000	500,000-750,000	750,000-1,000,000	1,000,000 or more
Type I	39%	42%	43%	44%	45%
Type II	33%	35%	37%	39%	40%
Type III	42%	47%	48%	49%	50%
Type IV	33%	37%	45%	45%	45%
Type V	33%	37%	37%	37%	37%

Advisors who have less than five years in the industry and are not part of the Raymond James training program will have their payouts determined by the divisional director with the approval of the president.

- Type I:** Agency listed equities, preferreds, agency OTC equities, principal OTC equities, unit trusts, syndicate, municipal bonds, corporate bonds, government securities (including agencies), CDs and other money market instrument products.
- Type II:** Options, futures and foreign currency exchange.
- Type III:** Mutual funds, public and private limited partnerships, insurance, annuities, Passport, Freedom, Raymond James Trust products & Alternative Investment Group products and investment advisory fees.
- Type IV:** Outside money managers (non-RJCS/Eagle) and Managed Investment Program (MIP), RJ Bank loan and deposit products (other than CDs).
- Type V:** Eagle, Ambassador and Raymond James Consulting Services (RJCS) asset management fees.

## Qualifying EAM/RJCS/ AMB assets only

### Rate

\$5,000,000	1%
\$10,000,000	2%
\$15,000,000	3%
\$20,000,000	4%
\$25,000,000	5%
\$35,000,000	6%
\$50,000,000	7%
\$75,000,000	8%
\$100,000,000	10%

This following payout schedule is applicable for FAs with less than \$250,000 in annual production and, therefore, not yet on the retail grid.

\$0-\$199,999	25%
\$200,000 - \$224,999	28%
\$225,000 - \$249,999	33%

Regardless of production, the following products are paid according to this schedule.  
 Collar transactions: 50%  
 Financial Planning Consulting Fees: 60%  
 Investment Banking Referral Fees: 70%.