

# EDWARD JONES

PRODUCT	PAYOUT			
Stocks	30-40%			
Discounted stock trades	0%-38%			
Municipal, corporate and government bonds, CDs	40%			
Mutual Funds				
A shares	40%			
B shares	35%			
C shares	30%-35%			
Annuities	ORDER SIZE			
	\$0- \$100K	\$100K- \$250K	\$250K- \$1M	\$1M AND ABOVE
A shares	40%	40%	40%	40%
B & C shares	40%	35%	20%	0%

Edward Jones pays brokers a profitability bonus three times a year based on the firm's earnings and each broker-branch's profitability.

Edward Jones also contributes 24% of the firm's net income to its employee profit-sharing/deferred compensation plan.

Contributions to each broker's profit-sharing deferred comp account have ranged between 2.5% and 5% of eligible compensation. Contributions are 100% vested immediately. Reps also may become limited partners in the firm.

SOURCE: EDWARD JONES