

MORGAN KEEGAN & CO.

| ANNUAL PRODUCTION** | CASH PAYOUT | | DEFERRED PORTION | | TOTAL PAYOUT* | |
|---------------------|--------------------------------|------------------------------|--|-----------------------------|--------------------------------|------------------------------|
| | FOR TRAINEES 2-4 YEARS EXP. | FOR BROKERS 4+ YEARS EXP. | DEFERRED PAYOUT FOR PACKAGED PRODUCTS*** | CASH DEFERRED PAYOUT**** | FOR TRAINEES 2-4 YEARS EXP. | FOR BROKERS 4+ YEARS EXP. |
| \$0-\$149,999 | 30% | 25% | 0% | 0% | 30% | 25% |
| \$150,000-\$174,999 | 35% | 25% | 0% | 0% | 35% | 25% |
| \$175,000-\$199,999 | 37% | 30% | 0% | 0% | 37% | 30% |
| \$200,000-\$249,999 | 40% | 35% | 3% | 0% | 40%-43% | 35%-38% |
| \$250,000-\$299,999 | 40% | 37% | 3% | 0% | 40%-43% | 37%-40% |
| \$300,000-\$499,999 | 40% | 40% | 4% | 2% | 42%-46% | 42%-46% |
| \$500,000-\$749,999 | 40% | 42% | 5% | 5% | 45%-50% | 47%-52% |
| \$750,000 and above | 40% | 42% | 5% | 6% | 46%-51% | 48%-53% |

* Total payout is a combination of the cash portion payout, deferred payout for packaged products, and the restricted cash award deferred payout.

** Payouts are calculated based on the trailing 11 months of production plus the current month.

*** For advisers producing above a certain threshold, there is an additional 3%-5% payout on all packaged products such as mutual funds, insurance products, and managed accounts.

**** The Cash Deferred Payout has a rolling, five-year vesting period. Brokers forfeit any amount not vested if they leave the company before payment. Morgan Keegan pays out deferred comp via shares in the company's mutual funds, stock in parent company Regions Financial, or shares in an S&P 500 Index fund.

SOURCE: MORGAN KEEGAN & CO.