

# RBC DAIN RAUSCHER

ANNUAL PRODUCTION	BASE COMMISSION*	WAP BONUS**	WAP MATCH <sup>§</sup>	RETIREMENT PLAN MATCH <sup>§</sup>	TOTAL COMPENSATION <sup>§§</sup>
\$0–\$174,999	20.0%	0.00%	0%	0%–1.0%	20.00%–21.00%
\$175,000–\$199,999	28.0%	0.00%	0%	0%–0.9%	28.00%–28.90%
\$200,000–\$224,999	32.0%	0.00%	0%	0%–0.8%	32.00%–32.80%
\$225,000–\$249,999	35.0%	0.00%	0%	0%–0.7%	35.00%–35.70%
\$250,000–\$299,999	37.0%	0.00%	0%	0%–0.6%	37.00%–37.60%
\$300,000–\$349,999	39.0%	1.75%	0%–1.5%	0%–0.5%	40.75%–42.75%
\$350,000–\$399,999	40.0%	1.75%	0%–1.5%	0%–0.4%	41.75%–43.65%
\$400,000–\$499,999	41.0%	2.50%	0%–1.5%	0%–0.4%	43.50%–45.40%
\$500,000–\$599,999	42.0%	2.50%	0%–3.2%	0%–0.3%	44.50%–48.00%
\$600,000–\$799,999	43.0%	3.50%	0%–3.5%	0%–0.3%	46.50%–50.30%
\$800,000–\$999,999	44.0%	3.50%	0%–3.6%	0%–0.2%	47.50%–51.30%
\$1 million–\$1,249,999	45.0%	3.50%	0%–4.4%	0%–0.2%	48.50%–53.10%
\$1.25 million–\$1,499,999	45.0%	3.75%	0%–4.4%	0%–0.1%	48.80%–53.25%
\$1.5 million and above	45.0%	5.00%	0%–4.4%	0%–0.1%	50.00%–54.50%

\* Monthly base commission rate is based on the trailing-six-months' production.

\*\* Wealth Accumulation Plan productivity bonus. Requires five-year vesting period that is cancelled if rep leaves the company.

§ & §§ The amounts that brokers could receive for WAP match and the retirement plan match—and therefore total compensation—depend upon whether brokers choose not to voluntarily contribute to the company's deferred compensation programs vs. contributing fully.

§§ Total compensation excludes interest, company-paid benefits, Social Security and penalties and deductions to base commission.

SOURCE: RBC DAIN RAUSCHER