



HILLIARD LYONS

ANNUAL PRODUCTION*

Less than \$102,000

\$102,000-\$197,999

\$198,000-\$245,999

\$246,000-\$299,999

\$300,000-\$497,999

\$498,000-\$797,999

\$798,000-\$1,001,999

\$1,002,000 or more

PAYOUT

25%

30%

35%

40%

45%

47%

48%

50%

*Actual grid is a monthly grid that is retroactive to the first dollar on a monthly basis.

Note: Once a threshold has been crossed, payouts are retroactive to the first dollar of eligible production.

ANNUAL PRODUCTION BONUS

\$400,000-\$699,999

\$700,000-\$999,999

\$1 million or more

BONUS %

2%

3%

4%

Brokers' bonuses will be payable in February immediately following the year in which the bonuses were earned. Advisors must be employed at Hilliard Lyons at the time of payment to be eligible.