

## RBC Dain Rauscher

<i>Annual Production</i>	<i>Base Commission (1)</i>	<i>WAP Bonus (2)</i>	<i>WAP Match (3)</i>	<i>Retirement Plan Match (3)</i>	<i>Total Compensation (4)</i>
<i>\$0-\$174,999</i>	20%	0%	0%	0%-1%	20%-21%
<i>\$175,000-\$199,999</i>	28%	0%	0%	0%-0.9%	28%-28.9%
<i>\$200,000-\$224,999</i>	32%	0%	0%	0%-0.8%	32%-32.8%
<i>\$225,000-\$249,999</i>	35%	0%	0%	0%-0.7%	35%-35.7%
<i>\$250,000-\$299,999</i>	37%	0%	0%	0%-0.6%	37%-37.6%
<i>\$300,000-\$349,999</i>	39%	1.75%	0%-1.5%	0%-0.5%	40.75%-42.75%
<i>\$350,000-\$399,999</i>	40%	1.75%	0%-1.5%	0%-0.4%	41.75%-43.65%
<i>\$400,000-\$499,999</i>	41%	2.50%	0%-1.5%	0%-0.4%	43.5%-45.4%
<i>\$500,000-\$599,999</i>	42%	2.50%	0%-3.2%	0%-0.3%	44.5%-48%
<i>\$600,000-\$799,999</i>	43%	3.50%	0%-3.5%	0%-0.3%	46.5%-50.3%
<i>\$800,000-\$999,999</i>	44%	3.50%	0%-3.6%	0%-0.2%	47.5%-51.3%
<i>\$1 million-\$1,249,999</i>	45%	3.50%	0%-4.4%	0%-0.2%	48.5%-53.1%
<i>\$1.25 million-\$1,499,999</i>	45%	3.75%	0%-4.4%	0%-0.1%	48.75%-53.25%
<i>\$1.5 million or more</i>	45%	5%	0%-4.4%	0%-0.1%	50%-54.5%

(1) Monthly base commission rate is based on the trailing-six months production.

(2) Wealth Accumulation Plan productivity bonus. Requires five-year vesting period that is cancelled if the advisor leaves the company.

(3) Company match range on voluntary deferrals to the WAP and retirement plan. Range is based on no advisor participation and full advisor participation.

(4) Total compensation excludes the impact of interest compensation, company-paid benefits, Social Security and certain deductions to base commission.

SOURCE: RBC DAIN RAUSCHER