



Appendix I - Payout Grid

Revenue Credits \$600,000 + = 72% Payout

Product	Provider	GDC	Payout %	Fees/ Ticket Charges	PWA Receives	Relationship Type	Producer %age	Producer Net
Mutual Funds, Passport (RIA fees), SMA's	Raymond James	100,000	90%	\$0	90,000	Personal	72%	64,800
		100,000	90%	\$0	90,000	Shared	36%	32,400
		100,000	90%	\$0	90,000	Referred	30%	27,000
EFT's, Equities, Options, other insurance products not run through above mentioned	Raymond James	100,000	90%	\$0	90,000	Personal	72%	64,800
		100,000	90%	\$0	90,000	Shared	36%	32,400
		100,000	90%	\$0	90,000	Referred	30%	27,000
Bonds, US Treasury, Preferred Stocks, CD's, Alternative investments	Raymond James	100,000	90%	\$0	90,000	Personal	72%	64,800
		100,000	90%	\$0	90,000	Shared	36%	32,400
		100,000	90%	\$0	90,000	Referred	30%	27,000
Financial Planning Fee	PWA	100,000	100%	-	100,000	Personal	72%	72,000
		100,000	100%	-	100,000	Shared	36%	36,000
		100,000	100%	-	100,000	Referred	30%	30,000
Life/ Disability/ Long Term Care * Average payout is 115% detailed grid below	Crump/ Ash/ JH	100,000	115%*	-	115,000	Personal	72%	82,800
		100,000	115%*	-	115,000	Shared	36%	41,400
		100,000	115%*	-	115,000	Referred	30%	34,500

Shared: Business that is shared with other advisors.

Referred: Business that is referred from a Provenance Wealth Advisors Referral Source (i.e. Berkowitz Pollack Brant).

Commission is determined by company use.

Gross insurance commissions paid to the firm will flow through the payout grid referenced above.

All previous RJ platform fees (Platinum - 5 bps, Freedom - 25 bps) and RJ Trading Fees (Transaction Fee Funds - \$15, ETFs - \$6.95, plus \$3 SEC fee) will be paid by Raymond James.

	JH	Lincoln	Ash	Crump
Universal Life	117%	109%	115%	105%
10 Yr Term	95%	104%	90%	105%
15 Yr Term	105%	114%	95%	105%
20 Yr Term	110%	124%	100%	109%
30 Yr Term	110%	124%	105%	109%