



## Independent Broker-Dealers

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<b>Kalos Capital Inc.</b> 3780 Mansell Road Alpharetta, GA 30022	(678) 356-1100 <a href="http://kaloscapital.com">kaloscapital.com</a> Daniel L. Wildermuth	Dan Meehan (770) 407-5417 <a href="mailto:dmeehan@kalosfinancial.com">dmeehan@kalosfinancial.com</a>	Mutual funds	81%-85%	86%-90%	86%-90%	86%-90%	91%-95%
			Securities	81%-85%	86%-90%	86%-90%	86%-90%	91%-95%
			Insurance	96%-100%	96%-100%	96%-100%	96%-100%	96%-100%
			Variable annuities	81%-85%	86%-90%	86%-90%	86%-90%	91%-95%
			Limited partnerships	81%-85%	86%-90%	86%-90%	86%-90%	91%-95%
<b>Kovack Securities Inc.</b> 6451 N. Federal Highway Fort Lauderdale, FL 33308	(866) 564-6574 <a href="http://joinksi.com">joinksi.com</a> Ronald J. Kovack	Carlo A. Bidone Jr. (954) 670-0616 <a href="mailto:carlo@kovsec.com">carlo@kovsec.com</a>	Mutual funds	86%-90%	91%-95%	91%-95%	91%-95%	91%-95%
			Securities	86%-90%	91%-95%	91%-95%	91%-95%	91%-95%
			Insurance	86%-90%	91%-95%	91%-95%	91%-95%	91%-95%
			Variable annuities	86%-90%	91%-95%	91%-95%	91%-95%	91%-95%
			Limited partnerships	Not offered	Not offered	Not offered	Not offered	Not offered
<b>LaSalle St. Securities LLC</b> 940 N. Industrial Drive Elmhurst, IL 60126	(800) 777-7865 <a href="http://joinlasallest.com">joinlasallest.com</a> Jack McDermott	Todd Morgan (800) 777-7865 ext. 0416 <a href="mailto:recruiting@lasallest.com">recruiting@lasallest.com</a>	Mutual funds	86%-90%	86%-90%	91%-95%	91%-95%	91%-95%
			Securities	86%-90%	86%-90%	91%-95%	91%-95%	91%-95%
			Insurance	96%-100%	96%-100%	96%-100%	96%-100%	96%-100%
			Variable annuities	86%-90%	86%-90%	91%-95%	91%-95%	91%-95%
			Limited partnerships	86%-90%	86%-90%	91%-95%	91%-95%	91%-95%
<b>Lincoln Financial Network</b> 2005 Market St. Philadelphia, PA 19103	(866) 536-6630 <a href="http://joinlfn.com">joinlfn.com</a> David Berkowitz	Christopher Flint <a href="mailto:joinlfn@lfg.com">joinlfn@lfg.com</a>	Mutual funds	N/D	N/D	N/D	N/D	N/D
			Securities	N/D	N/D	N/D	N/D	N/D
			Insurance	N/D	N/D	N/D	N/D	N/D
			Variable annuities	N/D	N/D	N/D	N/D	N/D
			Limited partnerships	N/D	N/D	N/D	N/D	N/D
<b>LPL Financial LLC</b> <i>LPL Financial Holdings Inc.</i> 75 State St. Boston, MA 02109	(888) 250-2420 <a href="http://joinlpl.com">joinlpl.com</a> Mark Casady	Bill Morrissey (800) 877-7210 <a href="mailto:bill.morrissey@lpl.com">bill.morrissey@lpl.com</a>	Mutual funds	90%-92%	90%-92%	90%-93%	90%-94%	90%-98%
			Securities	76.5%-78.5%	82%-84%	83%-86%	83%-87%	83%-91%
			Insurance	90%-92%	90%-92%	90%-93%	90%-94%	90%-98%
			Variable annuities	90%-92%	90%-92%	90%-93%	90%-94%	90%-98%
			Limited partnerships	90%-92%	90%-92%	90%-93%	90%-94%	90%-98%
<b>M Holdings Securities Inc. (M Securities)</b> <i>M Financial Group</i> 1125 N.W. Couch St. Portland, OR 97209	(503) 232-6960 <a href="http://mfin.com">mfin.com</a> Kenneth R. Ehinger	Connie Morrison (503) 414-7400 <a href="mailto:connie.morrison@mfin.com">connie.morrison@mfin.com</a>	Mutual funds	91%-95%	91%-95%	91%-95%	91%-95%	91%-95%
			Securities	96%-100%	96%-100%	96%-100%	96%-100%	96%-100%
			Insurance	96%-100%	96%-100%	96%-100%	96%-100%	96%-100%
			Variable annuities	96%-100%	96%-100%	96%-100%	96%-100%	96%-100%
			Limited partnerships	91%-95%	91%-95%	91%-95%	91%-95%	91%-95%
<b>MetLife Securities Inc.</b> <i>MetLife (MetLife Broker-Dealer Group)</i> 1095 Sixth Ave. New York, NY 10036	(800) 638-8378 <a href="http://msi.metlife.com">msi.metlife.com</a> Bob Begun*	Daniel J. Flynn (732) 893-6215 <a href="mailto:dflynn4@metlife.com">dflynn4@metlife.com</a>	Mutual funds	50%-72%	50%-72%	50%-72%	50%-72%	50%-72%
			Securities	50%-72%	50%-72%	50%-72%	50%-72%	50%-72%
			Insurance	50%-72%	50%-72%	50%-72%	50%-72%	50%-72%
			Variable annuities	50%-72%	50%-72%	50%-72%	50%-72%	50%-72%
			Limited partnerships	50%-72%	50%-72%	50%-72%	50%-72%	50%-72%

If CEO position is vacant or does not exist at the firm, top executive is listed. Executives may share the CEO title and/or have additional titles. N/D = not disclosed.