

## ADVISORCHOICE® BUSINESS MODEL COMPARISON CHART

## RAYMOND JAMES

	TRADITIONAL EMPLOYEE	ADVISOR SELECT	INDEPENDENT CONTRACTOR	BANK & CREDIT UNION	CORPORATE RIA	RIA & CUSTODY SERVICES
<b>Qualifications</b>	You should have five years of experience and production qualification determined by LOS and T12.	You should have three years of experience and \$3.5 million or higher in annual branch fee and commission revenue with a core producer at Chairman's Club level or equivalent.	You should have three years of experience and a minimum T12 of \$150,000 or higher in fee and commission revenues to join an existing branch and \$400,000 or higher in fee and commission revenues to open a new branch.	You should have three years of experience and production of \$250,000 or higher in fee and commission revenues.	You should have three years of experience and a minimum of \$50 million in assets under advisement.	You should have \$100 million or more in assets to establish a new RIA (requirement for SEC registration) or a minimum of \$30 million to plug-in an existing RIA. Introducing broker/dealers should have \$1 billion or more in assets under management.
<b>Payout</b>	Receive up to a 50% payout, with your specific percentage depending on your production.	Receive 70% to 80% gross payout. Your specific percentage will depend on your production (no ticket charges), and your net payout will depend on your branch expenses.	Receive an 81% to 90% payout, with your specific percentage depending on each branch's total trailing 12-month production.	Get the support you need during your transition by receiving a competitive compensation package from the financial institution in partnership with Raymond James.	Receive an 81% to 90% payout, with your specific percentage depending on each office's annual advisory revenue.	Work with your RIA or broker/dealer to determine compensation.
<b>Resources</b>	While some slight differences may apply, you will have access to the same integrated technology, research, products, solutions and marketing, regardless of affiliation.					
<b>Technology</b>	You'll have access to our integrated financial planning platform, performance reporting, CRM, mobile capabilities, research and more.					
<b>Support team</b>	Leverage your support team, including branch professionals, additional staff, etc., which will be determined by your branch manager and corporate guidelines with assistance from Raymond James Human Resources.	Hire and manage your own support team with the assistance and guidance of Raymond James Human Resources.	Hire and manage your own support team – branch professionals, additional staff, etc.	Leverage the support of a robust, local financial institution including marketing, technology, planning and sales support.	Hire and manage your own support team – office professionals, additional staff, etc.	Hire and manage your own support team – branch professionals additional staff, etc.
<b>Benefits</b>	Enjoy a full array of competitive employee benefits offerings.	Enjoy a full array of competitive employee benefits offerings.	Leverage our third party partnerships to create a benefits package that best fits your team.	Enjoy a full array of competitive employee benefits provided by your institution.	Leverage our third-party partnerships to create a benefits package that best fits your team.	Create your own benefits package.
<b>Location</b>	Partner with us to locate available office space if we don't have an existing branch office in your market.	Determine your location and select your office space.	Determine your location and select your office space.	Work with your bank or credit union to determine your location and office space, which may include multiple locations around you in support of your growth.	Determine your location and select your office space.	Determine your location and select your office space.
<b>Compliance</b>	Compliance support will be provided to you by your branch manager and the home office.	Compliance support will be provided to you by your branch manager and the home office.	Compliance support will be provided to you by your divisional team and the home office.	Compliance support will be provided to you by your branch manager and the home office.	Compliance support will be provided to you by your divisional team and the home office.	You'll be responsible for compliance.

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