

## FEE-BASED ADVISORY PROGRAMS

### Pinnacle Programs & Pricing

**AdvisorPro (at First Clearing):** Gross production equal to fee billed to client. Standard ticket charges apply (client may pay transaction charge in lieu of ticket charge).

**AdvisorPro (at Schwab):** Gross production equal to fee billed to client less platform charge. Client pays transaction charges on certain products<sup>[6]</sup>

		ANNUALIZED PROGRAM COSTS (% OF ASSETS UNDER MANAGEMENT)					
PROGRAM	STANDARD CLIENT FEE (may discount)	FIRST \$100,000	NEXT \$150,000	NEXT \$250,000	NEXT \$500,000	\$1,000,000+	MINIMUM ACCOUNT BALANCE
AdvisorPro (Rep as Portfolio Manager) First Clearing Platform	3.0%	Standard Ticket Charge per trade (may be passed through to client)					\$10,000
AdvisorPro (Rep as Portfolio Manager) Charles Schwab	3.0%	0.18%	0.12%	0.09%	0.07%	0.06%	\$10,000
Pinnacle Capital Management (PCM as Manager)	Single Manager	3.0%	0.50%	0.50%	0.50%	0.50%	\$100,000
	Multi-Manager	3.0%	0.35%	0.35%	0.35%	0.35%	\$100,000
	Broad Asset Allocation	3.0%	0.25%	0.25%	0.25%	0.25%	\$100,000

### Wells Fargo Advisors (WFA) Fee-Based Programs & Pricing

Client fee billed quarterly and calculated on total portfolio value. Representative's Gross production equal to client fee less program costs (shown below and charged on a pro rata basis). Client fee covers all costs including transaction / ticket charges and annual account fees.

		ANNUALIZED PROGRAM COSTS (% OF ASSETS UNDER MANAGEMENT)					
PROGRAM <sup>[1] [2]</sup>	STANDARD CLIENT FEE (may discount)	FIRST \$100,000	NEXT \$150,000	NEXT \$250,000	NEXT \$500,000	\$1,000,000+	MINIMUM ACCOUNT BALANCE
FundSource <sup>[2]</sup> Foundations All Other Portfolios	2.0%	0.18%	0.12%	0.09%	0.07%	0.06%	\$10,000 \$25,000
Custom Choice <sup>[3]</sup> (Limit 120 trades/year)	First \$250k: 1.75% Next \$750k: 1.50% Over \$1MM: 1.15%	0.18%	0.12%	0.09%	0.07%	0.06%	\$25,000
PIM <sup>[4]</sup> (Limit 120 trades/year)	First \$250k: 3.00% Next \$750k: 2.50% Over \$1MM: 2.00%	0.18%	0.12%	0.09%	0.07%	0.06%	\$50,000
Asset Advisor (Limit 120 trades/year)	First \$250k: 3.00% Next \$750k: 2.50% Over \$1MM: 2.00%	0.18%	0.12%	0.09%	0.07%	0.06%	\$25,000
Personalized UMA		0.18% +manager/ model fee	0.18% +manager/ model fee	0.12% +manager/ model fee	0.12% +manager/ model fee	0.12% +manager/ model fee	\$200k Optimal Blend \$15k Custom Blend
Allocation Advisors Compass (Wells Fargo) Strategic ETF Morningstar® ETF Tactical ETF Sep. Mgd. Acct. (SMA) <sup>[5]</sup>	2.5%	+ .10% = .28% +.25% = .43% +.10% = .28% +.10% = .28% +.25% = .43% +.50% = .68%	+ .10% = .28% +.25% = .43% +.10% = .28% +.10% = .28% +.25% = .43% +.50% = .68%	+ .10% = .22% +.25% = .37% +.10% = .22% +.10% = .22% +.25% = .37% +.50% = .62%	+ .10% = .22% +.25% = .37% +.10% = .22% +.10% = .22% +.25% = .37% +.50% = .62%	+ .10% = .19% +.25% = .34% +.10% = .19% +.10% = .19% +.25% = .34% +.50% = .59%	\$25,000 \$50,000 \$25,000 \$25,000 \$50,000 \$50,000-\$250,000

<sup>[1]</sup> 12b-1 trails from all Wells Fargo Advisors managed programs will be rebated to clients and not distributed to the broker.

<sup>[2]</sup> Accounts in WFA programs with assets under management (AUM) below \$20,000 will be assessed a \$4.00 monthly fee.

<sup>[3]</sup> Ticket charges will apply to trades exceeding the 120 trade limit per account.

<sup>[4]</sup> All option transactions carry a flat charge per trade. Ticket charges will apply to trades exceeding the 120 trade limit per account.

<sup>[5]</sup> Individual manager fees may vary. May require higher minimum account balances than indicated.

<sup>[6]</sup> No charges on equity, ETFs or "No Transaction-fee (NTF)" Mutual Funds. Client pays transaction charges on "Transaction-fee (TF)" mutual funds (Regular \$30, Reduced \$20), options (\$0.65 per contract) and fixed income (\$1 per bond, \$10 min).