

Insurance and Annuity Product Providers: Revenue Sharing Summary

Paid by	Contract or Plan Where Revenue Sharing May Be Received	Maximum Annual Asset Fees (Based on \$10,000 of assets owned)	Maximum Sales Fees (Per \$10,000 of assets purchased)	Total Earned during 2009 ^{1,2}
Federated Securities Corp.	Aetna (ING) Growth Plus, Fortis Triple Crown and Nationwide Retirement Ally suite of variable annuities	\$25.00	—	\$0.06 million
<i>Genworth Life Insurance Company</i>	Long-term care insurance policies, Retire Ready Variable Income Provider ²	\$10.00	—	\$1.1 million
<i>Hartford Life Insurance Company or Hartford Life and Annuity Insurance Company</i>	Hartford Director suite of variable annuities, Hartford Leaders suite of variable annuities, CRC fixed annuities, variable universal life policies and Aviator and Cornerstone 401(k) plans ²	\$10.00	\$25.00	\$9.9 million
<i>John Hancock Life Insurance Company (U.S.A.) and John Hancock Life Insurance Company of New York</i>	John Hancock Venture Opportunities suite of variable annuities, Liberty fixed annuities, Essential Income immediate annuities and the John Hancock retirement plan platform ²	\$15.00	\$25.00	\$2.4 million
<i>Lincoln National Life Insurance Company or Lincoln Life and Annuity Co. of NY</i>	Lincoln National American Legacy suite of variable annuities and Lincoln ChoicePlus Assurance suite of variable annuities ²	\$15.00	\$25.00	\$6.8 million
<i>MetLife Investors Insurance Company Inc.</i>	MetLife Investors variable annuities, fixed annuities and all prior variable and fixed annuities and variable life contracts issued by Cova ²	\$15.00 ³	\$12.50	\$4.2 million
<i>Pacific Life & Annuity Company and Pacific Life Insurance Company</i>	Pacific Destinations and Pacific Destinations for New York variable annuities ²	\$15.00	\$20.00	\$__ ⁴
<i>Protective Life Insurance Company and Protective Life and Annuity Insurance Company</i>	Protective Life Values suite of variable annuities, ProVariable suite of variable annuities, Elements Access variable annuities and fixed annuities ²	\$15.00	\$25.00	\$2.9 million
Putnam Retail Management Services, L.P.	Putnam Hartford Capital Manager suite of variable annuities and Allstate Advisor suite of variable annuities	\$__	\$__	\$0.13 million ⁵
<i>SunAmerica Life Assurance Company and First SunAmerica Life Insurance Company</i>	SunAmerica Polaris suite of variable annuities, American Pathway suite of variable annuities and CHAMBER plan 401(k) plan	\$15.00 ⁶	\$25.00 ⁷	\$3.16 million ⁸

The names of preferred product partners are shown in bold and italics.

¹ The amounts earned have been reported under the accrual basis of accounting in conformity with generally accepted accounting principles (GAAP).

² Edward Jones receives revenue sharing other than sales and asset-based fees for insurance products. These arrangements include the following: (a) Hartford, John Hancock, Lincoln, Pacific Life and Protective pay Edward Jones servicing fees up to \$12.00 per year on fixed annuity contracts; (b) Edward Jones earns 1% of renewal premiums on Genworth long term care policies; (c) Edward Jones earns up to 6.5% on Hartford variable life insurance premiums based on percentages of first-year weighted average premium of policies sold; and (d) Edward Jones earns an annual amount based on investment returns and persistency on the MetLife Investors variable annuities sold by Edward Jones.

³ Edward Jones may receive revenue sharing related to outstanding Cova fixed annuities at \$18.00 based on \$10,000 of assets owned.

⁴ Edward Jones and Pacific Life entered into selling and revenue sharing agreements effective Jan. 1, 2010.

⁵ Putnam Retail Management Services, LP ("Putnam") ceased paying revenue sharing to Edward Jones as of March 15, 2009. Putnam paid Edward Jones a portion of the amount otherwise due under the parties' agreement for the period from Jan. 1, 2009, through March 15, 2009.

⁶ Edward Jones may receive revenue sharing related to certain outstanding American Pathway variable annuities at \$20.00 based on \$10,000 of assets owned.

⁷ Paid as a percentage of assets by SunAmerica during the first year of the contract.

⁸ For the period from July 1, 2009, through Dec. 31, 2009, pursuant to the agreement of the parties, SunAmerica paid Edward Jones a portion of the amount otherwise due because Edward Jones has suspended sales of new SunAmerica contracts.