

# COMPENSATION GRID

In the following Compensation Grids, the Commission Percentage listed is the maximum compensation received by Woodbury Financial Services, Inc. Financial Professionals associated with Woodbury Financial Services, Inc. receive less compensation than the percentage listed.

## Mutual Funds

Your Financial Professional (FP) receives a percentage of the following sales and trail commissions when you purchase an A or C share class mutual fund.

A sales commission is a sales charge paid by you based on the mutual fund investment you purchase. A trail commission (trail or 12b-1 trail) is an ongoing fee paid by the mutual fund sponsor for each year that you hold the mutual fund investment.

### Sales Commission

MUTUAL FUND A-SHARE PURCHASE AMOUNT	COMMISSION PERCENTAGE
LESS THAN \$25,000	5.0%
\$25,000 TO \$49,999	4.5%
\$50,000 TO \$99,999	4.0%
\$100,000 TO \$249,999	3.5%
\$250,000 TO \$499,999	2.5%
\$500,000 TO \$749,999	2.0%
\$750,000 TO \$999,999	1.5%
\$1 MILLION AND ABOVE	1.0%

MUTUAL FUND C-SHARE PURCHASE AMOUNT	COMMISSION PERCENTAGE
ALL PURCHASE AMOUNTS	1.0%

### Trail Commission

MUTUAL FUND A AND C-SHARE ASSETS	COMMISSION PERCENTAGE
EQUITY MUTUAL FUND A SHARES	0.25%
FIXED INCOME MUTUAL FUND A SHARES	0.25%
C SHARES	1.0%

**Note:** This applies to 529 plan investment commissions as well.

## Annuities

Your FP receives a percentage of the following sales and trail commissions when you purchase a B share class annuity. Your FP will be able to select from different commission options and the commissions vary based on your age, but your expense ratio in the annuity contract will be the same no matter what commission option your FP chooses.

A sales commission is a sales charge paid by you based on the annuity contract you purchase. A trail commission (trail) is an ongoing fee paid by the annuity sponsor (insurance carrier) for each year that you hold the annuity contract.

### Variable Annuities B Share Class

OWNER ISSUE AGE	OPTION A: COMMISSION %	OPTION B: COMMISSION %	OPTION C: COMMISSION %	OPTION D: COMMISSION %	OPTION E: COMMISSION %
<b>0 – 80</b>	7.0% Sales / 0% Trail	5.5% Sales / 0.25% Trail	4.5% Sales / 0.50% Trail	3.5% Sales / 0.75% Trail	2.0% Sales / 1.0% Trail
<b>81 – 85</b>	3.5% Sales / 0% Trail	2.5% Sales / 0.25% Trail	1.75% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail	
<b>86 +</b>	1.75% Sales / 0% Trail	1.25% Sales / 0.25% Trail	0.50% Sales / 0.50% Trail		

### Variable Annuities C Share Class

OWNER ISSUE AGE	COMMISSION %
<b>0 – 80</b>	1.0% Sales / 1.0% Trail
<b>81 – 85</b>	0.5% Sales / 1.0% Trail
<b>86+</b>	0.5% Sales / 0.50% Trail

(IOVA) Investment Only Variable Annuities

OWNER ISSUE AGE	OPTION A: COMMISSION %	OPTION B: COMMISSION %	OPTION C: COMMISSION %	OPTION D: COMMISSION %	OPTION E: COMMISSION %
0 – 80	6.0% Sales / 0% Trail	5.25% Sales / 0.40% Trail (starting month 61)	3.5% Sales / 0.50% Trail	1.25% Sales / 1.0% Trail	4.5% Sales / 0.25% Trail (month 13 – 60) / 0.50% Trail month 61+
81 – 85	3.0% Sales / 0% Trail	2.5% Sales / 0.40% Trail (starting month 61)	1.75% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail	
86 +	1.5% Sales / 0% Trail	1.1% Sales / 0.25% Trail	0.75% Sales / 0.50% Trail	0.50% Sales / 1.0% Trail	

(RILA) Registered Index Linked Annuities

OWNER ISSUE AGE	OPTION A: COMMISSION %	OPTION B: COMMISSION %	OPTION C: COMMISSION %	OPTION D: COMMISSION %
0 – 80	6.0% Sales / 0% Trail	4.5% Sales / 0.25% Trail	3.5% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail
81 – 85	3.0% Sales / 0% Trail	2.25% Sales / 0.25% Trail	1.75% Sales / 0.50% Trail	0.5% Sales / 1.0% Trail
86 +	1.5% Sales / 0% Trail	1.1% Sales / 0.25% Trail	0.75% Sales / 0.5% Trail	0.25% Sales / 1.0% Trail

Non-Traditional Guaranteed Income Solutions

OWNER ISSUE AGE	OPTION A: COMMISSION %	OPTION B: COMMISSION %	OPTION C: COMMISSION %
0 – 80	5.0% Sales / 0% Trail	3.0% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail
81 – 85	2.5% Sales / 0% Trail	1.5% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail
86 +	1.25% Sales / 0% Trail		0.25% Sales / 1.0% Trail

All trails begin in the 13<sup>th</sup> month unless noted in the charts.

## Alternative Investments

Your FP receives a percentage of the following sales and trail commissions when you purchase one of the types of alternative investments listed below.

A sales commission is a sales charge paid by you based on the type of alternative investment you purchase. A trail commission (trail) is an ongoing fee paid by the investment sponsor for each year that you hold the investment.

### Commission

INVESTMENT TYPE	SALES COMMISSION %	TRAILS COMMISSION %
PUBLICLY REGISTERED REITS	3.0%	3.0% / PAID OVER 4 YEARS
PUBLICLY REGISTERED BDCS	3.0%	3.0% / PAID OVER 4 YEARS
NON-TRADED CLOSED-END FUNDS	3.0%	3.0% / PAID OVER 4 YEARS
NON-TRADED PREFERRED EQUITY	7%	0%
PRIVATE PLACEMENT – REAL ESTATE	5.50%	0%
PRIVATE PLACEMENT – HEDGE FUNDS	2.0%*	0.75% / AS LONG AS INVESTMENT IS HELD
PRIVATE PLACEMENT – PRIVATE EQUITY	5.50%	0%
PRIVATE PLACEMENT – OIL & GAS DRILLING	5.00%	0%
PRIVATE PLACEMENT – MANAGED FUTURES	0%	0.167% MONTHLY / 2.0% ANNUALLY
PRIVATE PLACEMENT – 1031 EXCHANGE	5.00%	0%
EQUIPMENT LEASING	5.50%	0%
PRIVATE EQUITY (FUND OF FUNDS)	2.0%*	0.75% / AS LONG AS INVESTMENT IS HELD
HEDGE FUNDS (FEEDER FUNDS)	2.0%*	0.65% / AS LONG AS INVESTMENT IS HELD

\*Waivers of the upfront commission will be considered for clients who are considered 'Institutional Investors'.

## Fixed Income\*

As an example, when you buy or sell a bond, your FP determines their sales commission based on the time to maturity for the bond, and they will receive a percentage of that commission. Your FP cannot go over the maximum percentage stated in the chart below. When transacting an order as riskless principal, a markup will be any excess of the appropriate bid/offer. Although a mark-up is not typically charged in such circumstances, there may be instances where a transaction could include a mark-up. The mark-up will be based off the commission chart. Please check with your FP if you would like further information.

A sales commission is a sales charge paid by you based on the fixed income investment you purchase or sell.

### Commission (Bonds)

INVESTMENT PURCHASE AMOUNT	TIME TO MATURITY: 0 – 5 YEARS MAX COMMISSION %	TIME TO MATURITY: 5 – 10 YEARS MAX COMMISSION %	TIME TO MATURITY: > 10 YEARS MAX COMMISSION %
<b>\$0 - \$25,000</b>	1.50%	2.25%	2.75%
<b>\$25,001 - \$50,000</b>	1.25%	2.00%	2.50%
<b>\$50,001 - \$100,000</b>	1.00%	1.75%	2.25%
<b>\$100,001 - \$500,000</b>	0.75%	1.50%	2.00%
<b>\$500,001 AND UP</b>	0.375%	0.75%	1.00%

\*When you purchase a Unit Investment Trust (UIT), your FP receives a sales commission that is determined by the investment sponsor company. When you sell a UIT, your FP receives a \$45 flat commission.

## Structured Products

As an example, when you buy or sell a Market-Linked CD (MLCD), Principal-Protected Note (PPN) or a Non-Principal Protected Note (NPPN), your FP determines their sales commission based on the time to maturity for the product, and they will receive a percentage of that commission. Your FP cannot go over the maximum percentage stated in the chart below.

A sales commission is a sales charge paid by you based on the structured product investment you purchase or sell.

## Commission

Maturity	MLCDs	PPNs	NPPNs
<b>1 Year</b>	1.50%	1.50%	1.75%
<b>2 Years</b>	1.75%	1.75%	2.00%
<b>3 Years</b>	2.00%	2.00%	2.25%
<b>4 Years</b>	2.25%	2.25%	2.50%
<b>5 Years</b>	2.50%	2.50%	2.75%
<b>6 Years</b>	2.75%	2.75%	3.00%
<b>7 Years</b>	3.00%	3.00%	3.25%

## Stocks and ETFs

When you buy or sell a stock or ETF, your FP determines their sales commission based on the asset amount you purchase or sell, and they will receive a percentage of that commission. Your FP follows the tiered, principal-based commission chart below to calculate the sales commission.

A sales commission is a sales charge paid by you based on the stock or ETF asset amount you purchase or sell and calculated from the tiered principal-based formula below.

## Commission

INVESTMENT ASSET AMOUNT	MAX COMMISSION %
\$0 - \$1,000	5.00%
\$1,001 - \$5,000	4.20%
\$5,001 - \$10,000	3.10%
\$10,001 - \$50,000	1.42%
\$50,001 - \$250,000	0.68%
\$250,001 AND UP	0.30%

**Note:** There is a minimum \$35 commission applied to all trades.

## Third Party Custodial IRA Platform

Your FP receives a percentage of the following sales and trail commissions when you purchase a mutual fund on the third-party custodial IRA platform.

A sales commission is a sales charge paid by you based on the mutual fund investment you purchase. A trail commission (trail) is an ongoing fee paid by the platform sponsor starting in the 13<sup>th</sup> month for each year that you hold the mutual fund investment.

### Commission

SALES COMMISSION	TRAIL COMMISSION %
1.0%	0.50% (starting in the 13 <sup>th</sup> month)

## Variable Life Insurance

When you buy variable life insurance, your FP determines their sales commission based on the target premium of the contract and they will receive a percentage of that commission. Your FP cannot go over 100% of the target premium when determining the commission.