**Estimated Fees, Sales Loads & Commissions on Your Investments.**

$\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_% Advisory Fee (1-2%)

\_\_\_\_\_ % Class Share Sales Commission A B C D E F G H I J K L M N O P Q R X Y Z

\_\_\_\_\_ % Mutual Fund Average Expense Ratio Fee

\_\_\_\_\_ % Exchange Traded Fund/iShares Transaction Fees

\_\_\_\_\_ % Stock Trading (Buy & Sell) Commission

\_\_\_\_\_ % Dividend Reinvestment Commission

\_\_\_\_\_ % Capital Gains Reinvestment Commission

\_\_\_\_\_ % Broker Fee (Raymond James, Edward Jones, Merrill Lynch, Ameriprise, Etc.)

\_\_\_\_\_ % 401k Administrator Fee

\_\_\_\_\_ % Brokerage Certificate of Deposit Commission

\_\_\_\_\_ % Alternate/Structured Investments/Unit Investment Trust Fee

\_\_\_\_\_ % REIT Investment Fee

\_\_\_\_\_ % Structured Product Sponsor Fee

\_\_\_\_\_ % Closed End Fund Fee

\_\_\_\_\_ % Outside Plan Manager Fee. Total fees $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Variable Annuity Fees

$ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_% Variable Annuity Expense Fee

\_\_\_\_\_% Mortality and Expense Risk Charge

\_\_\_\_\_% Contract Management Fee

\_\_\_\_\_% Investment Management Fee

\_\_\_\_\_% Advisor Fee (1-2%) Total fees $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Variable Annuity Fees

$ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_% Variable Annuity Expense Fee

\_\_\_\_\_% Mortality and Expense Risk Charge

\_\_\_\_\_% Contract Management Fee

\_\_\_\_\_% Investment Management Fee

\_\_\_\_\_% Advisor Fee (1-2%) Total Fees $ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Total investment fees $\_\_\_\_\_\_\_\_\_\_\_