



RANK 2009	RANK 2008	COMPANY	TOTAL PAYOUT		AVERAGE PAYOUT		% OF REPS PRODUCING			
			\$000s	% CHANGE	\$000s	% CHANGE	<\$50K	\$50K- \$99K	\$100K- \$150K	>\$150K
1	1	LPL Financial	1,725,096	9.0	185	(5.7)				
2	2	Raymond James Financial Services	702,637	(6.4)	319	(2.8)				
3	3	AXA Advisors	505,300	(9.20)	115	(4.7)				
5	4	Securities America	391,684	(3.4)	206	(18.2)				
4	5	Commonwealth Financial Network	386,572	2.2	314	(1.3)				
7	6	Royal Alliance Associates	363,630	(8.8)	193	(1.7)				
9	9	NFP Securities	340,607	(0.4)	237	(5.0)				
6	8	Northwestern Mutual ¹	318,551	(7.1)	55	(8.8)				
11		Financial Ntwk. Investment Corp.	302,033	(4.5)	127	(10.0)				
10	7	SagePoint Financial ²	289,483	(22.6)	123	(7.8)				
11	11	Princor Financial Services	267,915	3.7	111	2.7				
13	10	FSC Securities Corp.	260,907	(10.7)	201	(0.7)				
19	18	National Planning Corp.	215,808	6.7	161	(0.3)				
18	14	ING Financial Partners	213,704	(5.3)	104	3.8				
15	13	Woodbury Financial Services	212,044	(1.4)	121	(4.2)				
14	12	Wachovia Securities Financial Network	203,749	18.9	316	8.2				
20	16	Cambridge Investment Research	202,681	(2.3)	154	(17.7)				
23	36	Securian Financial Services	196,887	39.5	152	120.9				
21	17	Waddell & Reed	193,800	10.8	88	8.0				
12		Mass Mutual Investor Services	176,369		39					
8		MetLife Securities	168,253		27					
17	15	H.D. Vest Financial Services	164,417	(3.5)	30	(4.9)				
28	19	Mutual Service Corp.	163,393	(15.5)	150	(23.7)				
25		New England Securities	162,239		86					
24	20	First Allied Securities	152,287	(11.5)	228	(16.0)				
26		PRIMEVEST Financial Services	150,813	(2.8)	84	(19.0)				
22	23	UVEST	150,402	4.6	190	5.6				
29	22	NYLIFE Securities	144,892	(19.7)	20	(34.2)				
30	25	INVEST Financial Corp.	136,401	(0.2)	133	45.0				
32	28	M Holdings Securities	133,661	(7.4)	330	(7.6)				
31	24	Multi-Financial Securities Corp.	129,293	(15.2)	158	(3.7)				
27	21	Signator Investors	118,214		65					
33	35	NEXT Financial Group	111,962	14.5	127	14.8				
35		Walnut Street Securities	101,016		130					
36	31	SII Investments	100,702	(7.6)	192	(3.4)				
34	30	Cadaret, Grant & Co.	99,467	(5.2)	123	(7.5)				
39	34	Ameritas Investment Corp.	92,444	(4.8)	61	(6.2)				
37	32	Park Avenue Securities	89,749	(5.7)	40	(0.4)				
38	33	Genworth Financial Securities Corp.	76,425	(9.7)	37	(5.4)				
40	37	ProEquities	75,494	(15.2)	79	(19.6)				
41	38	VSR Financial Services	75,046	(3.2)	293	(1.7)				
42	39	Investors Capital Corp.	69,640	(5.7)	131	18.2				
49	48	Geneos Wealth Management	65,430	4.7	290	15.8				
43	42	Securities Service Network	65,033	(5.3)	181	1.5				
45	41	Centaurus Financial	63,709	(12.7)	105	(15.6)				
44	40	Sigma Financial Corp.	61,902		170					
47	46	CFG/H. Beck	60,247	(6.3)	97	(10.7)				
46	49	American Portfolio Fin. Services	59,456	(2.9)	127	(10.8)				
50	45	Waterstone Financial Group	55,153	(13.9)	108	(9.2)				
48		National Securities Corp.	55,083		131					

¹ Assets represent programs of Northwestern Mutual Wealth Management Co. and Investment Services

² Formerly AIG Financial Advisors

³ For OSJs, not available for reps

⁴ \$100K WFYP for JHFN / \$3K SII

Reps&Production

AVERAGE PRODUCTION OF TOP 20%	QUOTA 2008	QUOTA 2007	TOTAL REPS	% CHANGE	PRODUCING REPS	% CHANGE	REPS ADDED	REPS DROPPED	SERIES 6 REPS	SERIES 7 REPS	CFPs
1,167,967	125,000	125,000	9,315	15.4	9,315	15.4	0	0	1,657	7,658	0
794,822	250,000	250,000	4,422	2.7	3,125	2.1	395	331	23	3,112	756
358,000	0		6,139	1.8	4,383	(4.7)	1,125	999	1,540	5,265	423
782,173	150,000	150,000	1,904	18.0	1,904	18.0	0	0	254	1,554	442
816,228	200,000	200,000	1,529	6.0	1,231	3.5	170	84	180	1,360	490
559,176	0		2,356	(7.2)	1,883	(7.2)	154	338	0	0	0
567,587	50,000	50,000	1,766	5.2	1,439	4.8	221	181	673	1,100	108
211,360	0		7,147	(1.4)	5,819	1.2			3,437	2,034	541
620,872	0	0	2,817	5.6	2,375	6.1	606	456	626	2,081	
388,855	250,000	250,000	2,549	(17.0)	2,349	(16.1)	271	792	0	0	0
90,000	12,000	12,000	2,701	0.5	2,410	1.0	415	456	0	0	0
654,489	150,000	150,000	1,717	(10.2)	1,299	(10.0)	95	291	0	0	0
553,447	250,000	250,000	1,437	8.3	1,339	6.9	373	290	586	1,023	
307,450	30,000	20,000	2,580	(6.6)	2,057	(8.8)	437	624	1,452	1,614	
364,000	40,000	35,000	1,850	2.8	1,750	2.9			1,305	970	
882,273	250,000	250,000	645	9.9	645	9.9	98	40	0	645	0
534,670	125,000	125,000	1,632	18.2	1,315	18.7	359	161	234	1,116	319
295,300	0		1,766	3.5	1,296	6.1	241	215	529	1,237	177
	35,000	35,000	2,366	(8.2)	2,213	2.8	803	741	992	1,837	192
	175,057		4,800		4,471				2,345	2,125	0
46,860	0		7,022		6,260		2,315	2,226			470
166,859	0		5,447	1.5	5,447	1.5	636	557	2,474	2,317	765
520,709	100,000	25,000	1,088	10.6	1,088	10.6	0	0	274	769	0
139,470	0		2,278		1,886		767	644			214
895,202	150,000	150,000	1,073	14.9	667	5.4	215	76	139	528	120
340,000	0	0	2,073	6.3	1,806	20.7	518	641	393	1,112	
718,159	0		790	(1.1)	790	(1.1)	0	0	737	790	0
625,300	24,000	24,000	6,360	1.2	7,240	22.0	1,384	2,087	5,263	1,097	181
439,512	150,000 ³	150,000 ³	1,214	(18.5)	1,027	(31.1)	259	535			
1,412,000	0		628	3.8	405	0.2	111	87	295	318	36
525,000	100,000		1,039	(10.0)	821	(12.0)	116	231	224	798	64
186,000	40,000	⁴	1,811	3.2	1,811				1,064	847	176
362,000	50,000	50,000	1,127	19.0	999	13.3	308	154	233	904	60
439,306	0		807		778		57	77			269
560,337	150,000	150,000	573	4.6	524	(4.4)	81	55	120	453	
408,945	125,000		946	3.6	809	2.5	122	89	323	633	153
241,740	10,000	10,000	1,996	2.7	1,518	1.3	634	390	815	703	0
164,716	0		2,612	(1.3)	2,257	(5.3)			1,325	1,423	
177,865	0		2,300	(4.4)	2,079	(4.6)		27	1,144	980	254
297,000	20,000	20,000	1,247	5.4	950	5.6	107	43	547	706	0
850,405	200,000	150,000	394	11.0	256	(1.5)	23	20	6	235	63
304,282	50,000	50,000	725	(1.8)	656	(1.2)	107	120	208	487	18
752,660	150,000	150,000	271	2.3	226	(9.6)	53	24	30	241	81
439,338	40,000	40,000	425	(5.8)	360	(6.7)	68	94	75	383	92
323,000	50,000	50,000	659	5.3	605	3.4	104	68	229	400	185
352,533	50,000	50,000	674	2.6	642	12.4	76	59	241	433	68
312,343	25,000	25,000	757	6.2	620	4.9	149	86	249	538	98
367,587	50,000	50,000	549	12.7	476	11.0	92	37	110	439	44
348,141	125,000	125,000	513	(4.8)	513	(4.8)	0	0	131	370	0
310,008	0		535		420						