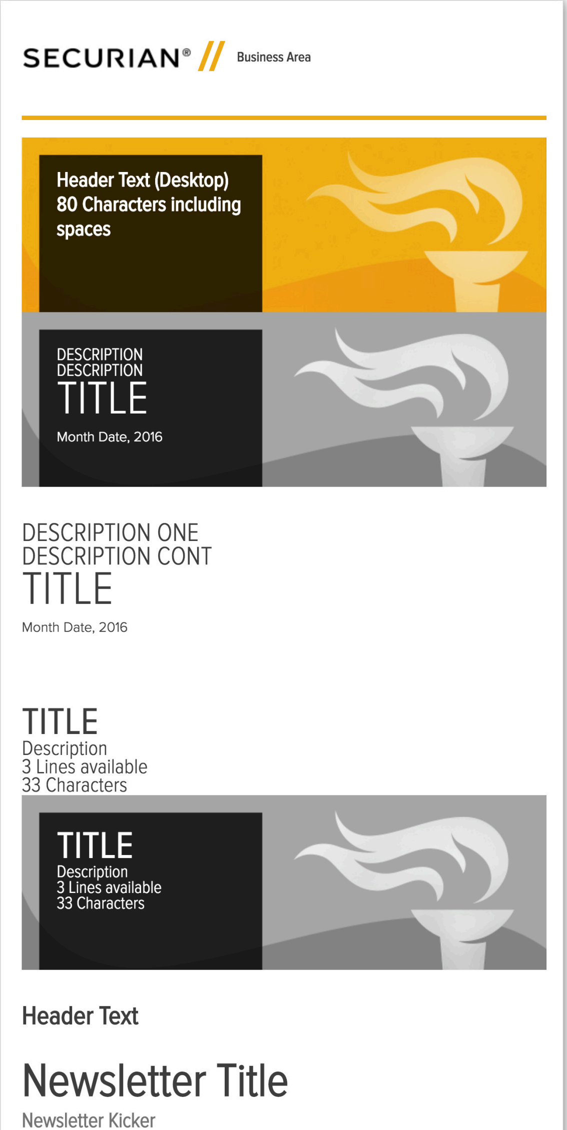

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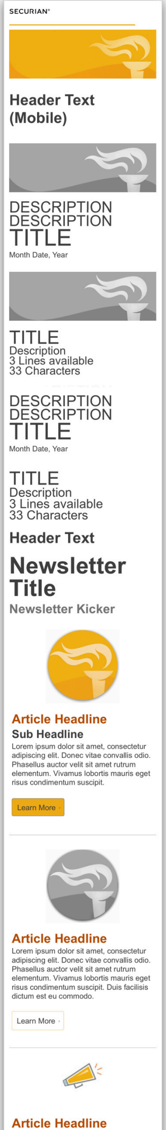

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Upcoming Webinar

Webinar Topic Title

DATE: Thursday, August 11
TIME: 11:00 a.m. Central
SPEAKER: Josh Hagen, Life Product Coordinator

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Dashboard	✓	✓	✓	✓
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Activities	✓	✓	✓	✓
SmartPad Notes	✓	✓	✓	Archive
Policies	✓	✓	✓	✓
Accounts/Positions	✓	✓	✓	✓
Sales Opportunities	✓	✓	✓	✓

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Policies	Yes	No
Accounts/Positions	No	No
Sales Opportunities	Yes	No

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- Grid Revenue will NOT be impacted. Therefore, payout rates, recognition qualification and any other program connected to Grid Revenue will not be impacted by the recapture.
- The compensation needs to be recouped by the end of 2016 and will process as an adjustment on the SFS statement. The adjustment will reduce reportable income.
- We will recapture the compensation in two equal installments: one on the July 15 compensation statement and the other on the October 15 compensation statement. July and October are the last two investment advisory commission runs of 2016, so most advisors have stronger cash flow in those pay periods to cover the charges.
- The recaptured compensation will be based on what was actually paid to advisors in 2014 and 2015 with payout rates and advisor splits in place at that time. The person who received the compensation in 2014 and 2015 will pay back what they received. We will not process the recapture based on current splits, as they could be different.

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