



Payout Comparison

Delta Equity versus Wirehouse and Regional Broker/Dealers

	Total Production \$1,000,000			Total Production \$600,000			Total Production \$400,000			Total Production \$200,000		
Company	Total Comp.	Payout Percent	Payout Increase with Delta Equity	Total Comp.	Payout Percent	Payout Increase with Delta Equity	Total Comp.	Payout Percent	Payout Increase with Delta Equity	Total Comp.	Payout Percent	Payout Increase with Delta Equity
Delta Equity	\$890,453	89.05%		\$523,022	87.17%		\$341,181	85.30%		\$170,591	85.30%	
Wirehouses												
Wachovia Securities	\$499,000	49.90%	\$391,453	\$289,000	48.17%	\$234,022	\$184,000	46.00%	\$157,181	\$64,000	32.00%	\$106,591
Morgan Stanley	\$480,000	48.00%	\$410,453	\$273,000	45.50%	\$250,022	\$174,000	43.50%	\$167,181	\$50,000	27.50%	\$115,591
Smith Barney	\$476,700	47.67%	\$413,753	\$266,450	44.41%	\$256,572	\$144,375	36.09%	\$196,806	\$40,000	20.00%	\$130,591
Merrill Lynch	\$481,300	48.13%	\$409,153	\$276,600	46.10%	\$246,422	\$160,340	40.09%	\$180,841	\$49,140	24.57%	\$121,451
UBS Financial	\$453,750	45.38%	\$436,703	\$262,250	43.71%	\$260,772	\$161,500	40.38%	\$179,681	\$68,750	34.38%	\$101,841
Regionals												
Raymond James	\$560,000	56.00%	\$330,453	\$303,000	50.50%	\$220,022	\$183,000	45.75%	\$158,181	\$64,000	32.00%	\$106,591
Hilliard Lyons	\$542,200	54.22%	\$348,253	\$296,200	49.37%	\$226,822	\$189,800	47.45%	\$151,381	\$70,700	35.35%	\$99,891
Janney Montgomery Scott	\$530,000	53.00%	\$360,453	\$297,000	49.50%	\$226,022	\$192,000	48.00%	\$149,181	\$80,000	40.00%	\$90,591
Stifel Nicolaus	\$514,010	51.40%	\$376,443	\$300,510	50.09%	\$222,512	\$192,260	48.07%	\$148,921	\$76,000	38.00%	\$94,591
RBC Dain Rauscher	\$485,000	48.50%	\$405,453	\$279,000	46.50%	\$244,022	\$174,000	43.50%	\$167,181	\$64,000	32.00%	\$106,591
H&R Block	\$475,000	47.50%	\$415,453	\$267,000	44.50%	\$256,022	\$172,800	43.20%	\$168,381	\$70,000	35.00%	\$100,591



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	Total Production \$1,000,000	Total Production \$600,000	Total Production \$400,000	Total Production \$200,000
Delta Total Payout	\$890,453	\$523,022	\$341,181	\$170,591
Average Wirehouse Total Payout	\$475,310	\$271,780	\$164,843	\$54,378
Increase in Payout—Delta vs. Wirehouses	\$415,143	\$251,242	\$176,338	\$116,213
Increase in Payout Percent	87.3%	92.4%	106.9%	213.7%
Average Regional Total Payout	\$517,701	\$290,541	\$183,976	\$70,783
Increase in Payout—Delta vs. Regionals	\$372,752	\$232,481	\$157,205	\$99,808
Increase in Payout Percent	72.0%	80.0%	86.5%	141.0%

*Notes: Payout percentages have been presented based on the results of a survey published in the March 2008 issue of On Wall Street magazine. These payout percentages have been adjusted based on revisions to their payout grids announced by some survey participants published in Investment News in the fourth quarter of 2008. Assumptions: Production mix: 25%; individual stocks; 25% individual bonds; 25% mutual funds; 25% in advisory fee-based accounts. For additional information regarding the calculations used in making this payout comparison, please contact Delta Equity at (800) 649-3883.