

2019 Edward Jones Financial Advisor Total Return

For the following US states – California, Illinois, Montana, New Hampshire, New York, North Dakota, and South Dakota

| For \$400,000 in Gross Commissions | | | For \$600,000 in Gross Commissions | | |
|------------------------------------|------------------|------------|------------------------------------|------------------|------------|
| | | % of Gross | | | % of Gross |
| Core Compensation Total | \$166,000 | 42% | Core Compensation Total | \$298,000 | 50% |
| Commissions | \$149,000 | 37% | Commissions | \$230,000 | 38% |
| Profit Sharing | \$8,000 | 2% | Profit Sharing ³ | \$14,000 | 2% |
| Profitability Bonus ⁴ | \$10,000 | 3% | Profitability Bonus ⁴ | \$54,000 | 9% |
| Travel Award Program ⁵ | \$17,000 | 4% | Travel Award Program ⁵ | \$17,000 | 3% |
| TOTAL RETURN: | \$184,000 | 46% | TOTAL RETURN: | \$315,000 | 53% |

| For \$1,000,000 in Gross Commissions | | | For \$2,000,000 in Gross Commissions | | |
|--------------------------------------|------------------|------------|--------------------------------------|--------------------|------------|
| | | % of Gross | | | % of Gross |
| Core Compensation Total | \$558,000 | 56% | Core Compensation Total | \$1,213,000 | 61% |
| Commissions | \$396,000 | 40% | Commissions | \$800,000 | 40% |
| Profit Sharing ³ | \$26,000 | 3% | Profit Sharing ³ | \$56,000 | 3% |
| Profitability Bonus ⁴ | \$136,000 | 14% | Profitability Bonus ⁴ | \$357,000 | 18% |
| Travel Award Program ⁵ | \$18,000 | 2% | Travel Award Program ⁵ | \$18,000 | 1% |
| TOTAL RETURN: | \$576,000 | 58% | TOTAL RETURN: | \$1,213,000 | 62% |

This data reflects the median of Financial Advisor Total Return statements for standard compensation for the 2019 time period in California, Illinois, Montana, New Hampshire, New York, North Dakota, and South Dakota. [View the median returns for the rest of the United States here.](#) This data is not intended to predict future Total Return for any particular Financial Advisor and subject to change at any time. Figures do not include potential partnership returns. This information is for illustration purposes only and does not guarantee a Financial Advisor will receive any specific type or amount of compensation.

- 1 In the past, Edward Jones Financial Advisors who have met certain tenure and performance requirements had the opportunity to invest in limited partnership interests (LP) of Edward Jones' parent company. There can be no assurance that additional LP will be issued in the future. See page 8, "Partnership Opportunities," for more details on LP.
- 2 These numbers are based on the median compensation at each level of production. Not all Financial Advisors at these levels will receive this compensation. Each Financial Advisor's compensation may vary.
- 3 A portion of this amount is paid in a separate taxable cash bonus.
- 4 Profitability Bonus reflects trimester bonuses paid in 2019 which includes T3 2018, T1 2019 and T2 2019 based on Bonus Levels 8, 9 and 9 respectively. See page 6 for details on how the branch profitability bonus is calculated. Firm bonus levels range from 0 to 10 based on firm performance and cannot be predicted in the future. Amounts are net of 10% BOA allocation.
- 5 Includes taxable and non-taxable values.

The firm pays for all reasonable and necessary business expenses incurred by Financial Advisors working in California, Illinois, Montana, New Hampshire, New York, North Dakota and South Dakota.