



2018 COMMISSION SCHEDULE

Annual Gross Dealer Concession	Payout %	Affiliation Fee
Under \$20,000	50%	\$500/month
\$20,000 to \$24,999	65%	\$0
\$25,000 to \$29,999	70%	\$0
\$30,000 to \$39,999	75%	\$0
\$40,000 to \$64,999	80%	\$0
\$65,000 to \$124,999	85%	\$0
\$125,000 and above	90%	\$0

- For purposes of setting the payout rate for a subsequent year for a registered representative, Annual Gross Dealer Concession (GDC) equals the prior calendar year securities-related production at the firm. A rep who produced \$30,000 for 2017 will begin 2018 at 75% payout rate.
- The requirements and levels for an individual representative supervised by a principal at home office are the same as those for representatives supervised by a principal in the field or for those representatives occupying the same office. An individual rep producing \$60,000 GDC would receive an 80% payout rate and a branch producing \$60,000 with three (3) reps would also receive an 80% payout rate).
- Any increased payout rate achieved during a calendar year will begin to be paid in the commission period subsequent to reaching the new level.
- A principal in the field supervising others may determine the payout rate (in 5% increments) of supervised reps.
- Every new representative joining Brooklight Place Securities, Inc. individually (and not as part of a group) must be able to show evidence of at least \$20,000 in Gross Dealer Concession for 2017.
- Every representative must generate a certain minimum amount of production (even if part of a group) during calendar year 2018 or will pay an affiliation fee for 2019 if permitted to remain registered with the firm.

Effective 1/1/2018