



## Investment Management Programs for Fee Based Clients

	<b>WSA Advisor Accounts</b>		<b>WSA PLUS Account</b>
	Fee Only	Fee/comm Offset	Fee Only (Fee billing & reporting done by WSA)
How does the program work?	Clients trade stocks, bonds, no load mutual funds, load waived mutual funds, Indices, and no-load variable annuities. Clients pay an annual fee for all investments plus any applicable transaction charges, unless paid by the advisor.	Clients trade stocks, bonds, load waived & no-load mutual funds, Indices, & No-Load variable annuities. Clients pay an annual fee for all investments plus any applicable transaction charges. Fees can be reduced by commissions.	Fee Only (Fee billing & reporting done by WSA) Clients trade stocks, bonds, load waived & no-load mutual funds, Indices, & no-load variable annuities. Clients pay an annual fee for all investments plus any applicable transaction charges. Fees can be reduced by commissions.
Who manages the investments?	The financial advisor and client work together to choose investments.	The financial advisor and client work together to choose investments.	The financial advisor and client work together to choose investments.
Discretionary Authority Allowed?	Yes	Yes	Yes
What investments are available?	No load mutual funds, Load waived mutual funds, Indices, no-load Variable Annuities Exchange listed and OTC stocks (no penny stocks), Corporate, U.S Govt, & Muni Bonds, Closed end mutual funds, CDs, Covered calls, put options, REITS, and ADRs.	No load mutual funds, Load waived mutual funds, Indices, no-load Variable Annuities Exchange listed and OTC stocks (no penny stocks), Corporate, U.S Govt, & Muni Bonds, Closed end mutual funds, CDs, Covered calls, put options, REITS, and ADRs.	No load mutual funds, Load waived mutual funds, Indices, no-load Variable Annuities Exchange listed and OTC stocks (no penny stocks), Corporate, U.S Govt, & Muni Bonds, Closed end mutual funds, CDs, Covered calls, put options, REITS, and ADRs.
Is there a minimum account size?	\$25,000 Minimum account size is only for fee based planning	\$25,000 Minimum account size is only for fee based planning	\$25,000
What are the registration requirements?	You must be under WSA Advisory Firm	You must be under WSA Advisory Firm	You must be under WSA Advisory Firm

What Fees can be charged to the client? Note: All Fees are Negotiable w/client Across the board	First \$500,000 2.99% Over \$500,000 2.50% Over \$1,000,000 2.00% Over \$2 Mil. Negotiable	First \$500,000 2.99% Over \$500,000 2.50% Over \$1,000,000 2.00% Over \$2 Mil. Negotiable	First \$500,000 2.99% Over \$500,000 2.50% Over \$1,000,000 2.00% Over \$2 Mil. Negotiable
What management fees does WSA keep?	None	None	As little as 5 bps Includes Administration, Fee Billing and Performance Reporting
How Can You Reap An Immediate Pay Raise?	Read immediately above	Read immediately above	
What is the pay out to representatives?	Production Pay out \$125K 90% \$300K 92%* \$500K 95%*	Production Pay out \$125K 90% \$300K 92%* \$500K 95%*	Production Pay out \$125K 90% \$300K 92%* \$500K 95%*
What are the transaction charges or account fees?	Hundreds of NTF mutual funds are available at RBC Dain or TD Ameritrade & there is no charge. MFs that are non-NTF & for other investments, the cost is generally \$21 per transaction at RBC Dain with swips & rebalancings at \$1.50 per transaction. The cost is from \$15 per transaction and up, depending on the security and the size of the trade at TD Ameritrade.	Hundreds of NTF mutual funds are available at RBC Dain or TD Ameritrade & there is no charge. MFs that are non-NTF & for other investments, the cost is generally \$21 per transaction at RBC Dain with swips & rebalancings at \$1.50 per transaction. The cost is from \$15 per transaction and up, depending on the security and the size of the trade at TD Ameritrade.	Hundreds of NTF mutual funds are available at RBC Dain or TD Ameritrade & there is no charge. MFs that are non-NTF & for other investments, the cost is generally \$21 per transaction at RBC Dain with swips & rebalancings at \$1.50 per transaction. The cost is from \$15 per transaction and up, depending on the security and the size of the trade at TD Ameritrade.
Who pays the transaction charges and account fees?	The client or the Financial Advisor.	The client or the Financial Advisor.	The client or the Financial Advisor.
Why do I need two platform providers, RBC Dain, and TD Ameritrade?	We are independent across platforms. Use only one or choose the account provider per client. This forces clearing firms to compete for your business. However TD Ameritrade keeps all 12B-1s & commissions.	We are independent across platforms. Use one or both per client. RBC Dain pays commissions & trails to the broker-dealer unlike TD Ameritrade.	Use only one or chose the account provider per client. Unlike RBC Dain trail commissions are not paid to the rep by TD Ameritrade. They are strictly fee only.

\* Rep is OSJ and RIA

<p>Do I receive the trailing commissions on mutual funds in fee-based accounts?</p>	<p>This option is fee only, so only no-load products are supposed to be used. If funds with trails are purchased, the trails should offset the fees by the representative in the fee billing.</p>	<p>Yes, if the account is held direct or if it is held through RBC Dain, WS will receive the trailers and these can offset fees or be paid to you at your pay out level.</p>	<p>Yes, if the account is held direct or if it is held through RBC Dain, WS will receive the trailers and these can offset fees or be paid to you at your pay out level.</p>
<p>Can I discount fees?</p>	<p>You can discount your fee.</p>	<p>You can discount your fee.</p>	<p>You can discount your portion of the fee subject to WSA receiving applicable basis point admin charges.</p>
<p>Who does the performance reporting?</p>	<p>You can do your own quarterly performance reporting using approved software or use reports available through RBC They have multiple reporting templates available on their systems. Dain Rauscher.</p>	<p>You can do your own quarterly performance reporting using approved software or use reports available through RBC They have multiple reporting templates available on their systems. Dain Rauscher.</p>	<p>Performance reporting is automatically included. Clients will receive reports quarterly which include net gains and losses on asset allocation, and time weighted portfolio performance data.</p>
<p>Who calculates fees &amp; sends client statements?</p>	<p>The Financial Advisor is responsible for calculating and submitting the fee to WSA and for sending notice of this fee to the client.</p>	<p>The Financial Advisor is responsible for calculating and submitting the fee to WSA and for sending notice of this fee to the client.</p>	<p>WSA calculates the fees and bills the client accounts through RBC Dain Rauscher or TD Ameritrade. A report providing complete detail of these fees is then sent to the client and Financial Advisor.</p>
<p>When is the client billed for the fee?</p>	<p>Client accounts are billed quarterly in advance or arrears.</p>	<p>Client accounts are billed quarterly in advance or arrears.</p>	<p>Client accounts are billed quarterly in advance or arrears.</p>



## Managed Investment Accounts for Fee Based Clients

	<b>Strategic Asset Management</b> Fee Only	<b>THIRD-PARTY Management</b> Fee Only	<b>Strategic/Tactical Securities Management</b> Fee Only
How does the program work?	Wilbanks Securities Advisory trades stocks, bonds, no load and load waived mutual funds, closed end mutual funds, institutional mutual funds, no-load variable annuities, etc. for your clients for an annual fee and low (or no) transaction charges.	Fund portfolios institutional & otherwise manage stocks, mutual funds or indices, in which you can invest client's money for an annual fee and low (or no) transaction charges.	Conservative, moderate or aggressive stock or Bond portfolios by a variety of third-party Money Managers based on either fundamental research, technical analysis or both.
Who manages the investments?	Wilbanks Securities Advisory	Third-Party Managers See Third-Party Manager Lists and Web links	Third-Party Managers See Third-Party Manager Lists and Web links
Discretionary Authority Allowed?	Yes. Limited power of attorney is granted only to Wilbanks Securities Advisory.	Yes. Limited power of attorney is granted to Third-Party Managers.	Limited power of attorney granted to Third-Party Money Management Company(s).
What investments are available?	No load mutual funds, Load waived mutual funds No-Load Variable Annuities, Exchange listed and OTC stocks (no penny stocks), Corporate, U.S Govt, & Muni Bonds, Closed end mutual funds, Put, call options, Leaps, REITS, ADRs, UITs LPs and CDs.	No load mutual funds, Load waived mutual funds, stocks & indices, Institutional Funds, Closed End Funds, Exchange Traded Funds, No-Load Variable Annuities, covered call writing strategies.	No load mutual funds, Load waived mutual funds, No-Load Variable Annuities, Exchange listed and OTC stocks (no penny stocks), Corporate, U.S Govt, & Muni Bonds, Closed end mutual funds, Put, call options, Leaps, REITS, ADRs, UITs LPs and CDs.
Is there a minimum account size?	\$25,000 Minimum account size is only for fee based planning	\$25,000 Minimum account size is only for fee based planning	\$25,000
What are the registration requirements?	You must be under Wilbanks Securities Advisory	You must be under Wilbanks Securities Advisory	You must be under Wilbanks Securities Advisory

What Fees can be charged to the client? Note: All Fees are Negotiable with client across the board.	First \$500,000 2.99% Over \$500,000 2.50% Over \$1,000,000 2.00% Over \$2 Mil. Negotiable	First \$500,000 2.99% Over \$500,000 2.50% Over \$1,000,000 2.00% Over \$2 Mil. Negotiable	First \$500,000 2.99% Over \$500,000 2.50% Over \$1,000,000 2.00% Over \$2 Mil. Negotiable
What management fees does WSA keep?	As little as 50 bps per WSA Fee Schedule below, Includes Investment Management, Admin. & Performance Reporting. Clients Pay Trading Charges at RBC Dain	Third-Party Money Management Fees, which vary. See Third-Party Lists and Web Links	As Little as 50 bps. See WSA Fee Schedule below and also Third-Party Lists and Web Links
What is the pay out to representatives?	Production Pay out \$125K 90% \$300K 92%* \$500K 95%*	Production Pay out \$125K 90% \$300K 92%* \$500K 95%*	Production Pay out \$125K 90% \$300K 92%* \$500K 95%*
What are the transaction charges or account fees?	Hundreds of NTF mutual funds are available at RBC Dain or TD Ameritrade & there is no charge. MFs that are non-NTF & for other investments, the cost is generally \$21 per transaction at RBC Dain with swips & rebalancings at \$1.50 per transaction. The cost is from \$15 per transaction and up at TD Ameritrade, depending on the security and the size of the trade.	Trade Charges Generally Included in Fees.	Trade charges may or may not be included depending on the program and the fee.
Who pays the transaction charges and account fees?	The client or the Financial Advisor.	Generally built into the fee structure to the client.	Unless built into the fee structure to the client, the client or Financial Advisor pays these costs.
What is the choice of platform providers?	WSA chooses the account provider, which will be RBC Dain Rauscher unless an exception is made.	RBC Dain, TD Ameritrade, or through WSA direct to the third-party manager.	RBC Dain, TD Ameritrade, or through WSA direct to the money manager.

\* Rep is OSJ and RIA

Do I receive the trailing commissions on mutual funds in fee-based accounts?	No. This option is fee only.	No	No
Can I discount fees?	You can discount your portion of the fee subject to WSA receiving its management fees.	Generally no. It is subject to the approval of the third party money managers.	Generally no. It is subject to the approval of the third party money managers.
Who does the performance reporting?	Performance reporting is automatically included. Clients will receive reports quarterly which includes net gains and losses on investments, portfolio asset allocation, and time weighted portfolio performance data.	Performance reporting is automatically included. Clients will receive reports quarterly which includes net gains and losses on investments, portfolio asset allocation, and time weighted portfolio performance data.	Performance reporting is automatically included. Clients will receive reports quarterly which includes net gains and losses on investments, portfolio asset allocation, and time weighted portfolio performance data.
Who calculates fees & sends client statements?	WSA calculates the fees and bills the client accounts through TD Ameritrade. A report providing complete detail of these fees is then sent to the client and Financial Advisor.	The Third-Party Money Manager, RBC Dain or TD Ameritrade depending on whose program you are using. A report providing complete detail of the fees is then sent to the client and financial advisor.	The Third-Party Money Manager, RBC Dain or TD Ameritrade depending on whose program you are using. A report providing complete detail of the fees is then sent to the client and financial advisor.
When is the client billed for the fee?	Client accounts are billed quarterly in arrears.	Subject to requirements of the third-party money managers.	Subject to requirements of the third-party money managers.

## RBC DAIN CS FEE SCHEDULES FOR FEE BASED PRODUCTS

### Brokerage Choice Account: A Fee in lieu of commission program

Account Size	RBC Dain CS Service Fee (Basis Points)	Trade Allotment (\$21/Trade <b>Above</b> Limits)	Suggested Fee Range (Includes RBC Dain CS Service Fee)
\$25,000 - \$250,000	'45	'50 trades	1.65% - 2.70%
\$250,001 - \$500,000	'25	'100 trades	1.35% - 2.50%
\$500,001 - \$1,000,000	'20	'150 trades	1.25% - 2.40%
\$1,000,001 - \$2,000,000	'15	'200 trades	1.20% - 2.00%
\$2,000,001 - \$3,000,000	'14	'225 Trades	1.15% - 2.00%
\$3,000,001 - \$5,000,000	'12	'250 Trades	1.13% - 2.00%
\$5,000,001 - \$10,000,000	'10	'300 Trades	1.12% - 2.00%
\$10,000,001 & Above	'Negotiable	'Negotiable	Negotiable

### **Investment Access Account Included Free with Brokerage Choice Account Pay-Out is Based on General Securities Schedule**

### Resource II: Private Money Management (Separate Account for Each Money Management Company) Program includes Third-Party Stock and Bond Funds

Account Size	RBC Dain CS Service Fee (Basis Points) (manager's fee & all trade costs are included)		Suggested Fee Range (Includes RBC Dain CS Service Fee)
	Equity	Fixed Income	
\$100,000 - \$250,000	'100	'65	2.00% - 2.99%
\$250,001 - \$500,000	'80	'60	2.00% - 2.99%
\$500,001 - \$1,000,000	'75	'50	1.60% - 2.50%
\$1,000,001 - \$2,000,000	'70	'45	1.45% - 2.00%
\$2,000,001 - \$3,000,000	'68	'45	1.45% - 2.00%
\$3,000,001 - \$5,000,000	'67	'40	1.45% - 2.00%
\$5,000,001 - \$10,000,000	'65	'40	1.45% - 2.00%
Above \$10,000,000	Negotiable	Negotiable	Negotiable

### **Pay-Out is Based on Fee Based Commission Schedule**

### RBC Dain CS Total Strategy Account (TSA) Private Money Management in One Consolidated Account Program includes a list of Third-Party Equity Managers and Funds and a list of eligible bond mutual funds and ETFs in lieu of Third-Party Bond Funds.

Account Size	RBC Dain CS Service Fee Based on % in Separately Managed Accounts (manager's fee & all trade costs are included)		Suggested Fee Range (Includes RBC Dain CS Service Fee)
	Below SMA min. Service Fee (Basis Points)		
\$250,001 to	>80%	'90	1.70% - 2.99%
	61-80%	'85	
	41-60%	'75	
	'\$500,000	'65	
\$500,001 to	>80%	'85	1.65% - 2.50%
	61-80%	'80	
	41-60%	'70	
	\$1,000,000	'60	
	<20%	'55	

\$1,000,001 to	>80%	'80	1.55% - 2.00%
	61-80%	'75	
'\$2,000,000	41-60%	'65	1.52% - 2.00%
	21-40%	'55	
	<20%	'50	
\$2,000,001 to	>80%	'78	1.50% - 2.00%
	61-80%	'70	
'\$3,000,000	41-60%	'62	1.48% - 2.00%
	21-40%	'55	
	<20%	'47	
\$3,000,001 to	>80%	'77	1.50% - 2.00%
	61-80%	'70	
'\$5,000,000	41-60%	'60	1.48% - 2.00%
	21-40%	'53	
	<20%	'45	
\$5,000,001 to	>80%	'75	1.48% - 2.00%
	61-80%	'67	
'\$10,000,000	41-60%	'58	Negotiable
	21-40%	'51	
	<20%	'43	
Above \$10,000,000	Negotiable	Negotiable	Negotiable

**Min. Account \$250,000**

**Pay-Out is Based on Fee Based Commission Schedule**

**DCS Advisor: A wrap fee program**

**Client Accounts Can Include Mutual Funds, Stocks, Bonds, ETFs, and Options**

Account Size	RBC Dain CS Service Fee (Basis Points)	Trade Allotment (\$21/Trade Above Limits)	Suggested Fee Range (Includes RBC Dain CS Service Fee)
\$25,000 - \$250,000	'50	'50	1.60% - 2.60%
\$250,001 - \$500,000	'30	'100	1.40% - 2.40%
\$500,001 - \$1,000,000	'25	'150	1.35% - 2.00%
\$1,000,001 - \$2,000,000	'20	'200	1.25% - 2.00%
\$2,000,001 - \$3,000,000	'18	'225	1.23% - 2.00%
\$3,000,001 - \$5,000,000	'17	'250	1.22% - 2.00%
\$5,000,001 - \$10,000,000	'15	'300	1.20% - 2.00%
Above \$10,000,000	Negotiable	Negotiable	Negotiable

**Pay-Out is Based on Fee Based Commission Schedule**

**All Fees For All Programs Billed In Advance Based On Balance At Beginning Of Quarter**

**Unbundled Managed Account Services (UMAS)**

**UMAS Quarterly Account Fees**

<b>Checkfree APL Portfolio Management Tools</b>	\$40 per account
<b>Billing Services</b>	\$30 per account
<b>Performance Reporting</b>	\$35 per account
<b>Checkfree APL Port. Management Tools, Billing, &amp; Perf. Reporting</b>	\$55 per account
<b>Checkfree APL Portfolio Management Tools and Billing</b>	\$50 per account
<b>Checkfree APL Port. Management Tools &amp; Perf. Reporting</b>	\$45 per account

Trades occurring in UMAS accounts are added to overall Trade Counts and assessed Clearance and Execution fees according to the firms' regular Ticket Fee Schedule. Additional fees, including clearance and execution, as documented in the Fee Schedule would be in addition to the fees outlined in the above table.

# Resource II and Total Strategy

## Participating Money Managers

### U.S. EQUITIES

#### LARGE CAP GROWTH

- Apex Capital Management
- Dana Investment Advisors
- Goldman Sachs Asset Management\*
- Logan Capital Management
- Montag & Caldwell
- Oak Ridge Investments
- Mastrapasqua Asset Management
- Santa Barbara Asset Management\*
- Voyageur Asset Management
- WCM Investment Management
- Wedgwood Partners

#### LARGE CAP CORE

- AllianceBernstein Managed Accounts\*
- Dana Investment Advisors
- Estabrook Capital Management
- Madison Investment Advisors
- Sovereign Asset Management
- Thornburg Investment Management
- Victory Capital Management
- Wentworth Hauser and Violich\*

#### LARGE CAP VALUE

- Cambiar Investors, LLC
- C.S. McKee†
- Davis Advisors\*
- Eaton Vance Management
- J. & W. Seligman and Co.
- Logan Capital Management
- Lord Abbett\*
- Metropolitan West Capital Management
- NWQ Investment Management\*
- Optique Capital
- Schafer Cullen\*
- Snow Capital Management
- Westwood Management Corp.\*

#### MID CAP GROWTH

- Chartwell Investment Partners
- Voyageur Asset Management

#### MID CAP CORE

- Lotsoff Capital Management
- Madison Investment Advisors
- Segall Bryant & Hamill

#### MID CAP VALUE

- Anchor Capital Advisors
- Moody Aldrich Partners

#### SMALL-MID CAP GROWTH

- Oak Ridge Investments\*

#### SMALL-MID CAP CORE

- Kayne Anderson Rudnick
- Lotsoff Capital Management

#### SMALL-MID CAP VALUE

- Westwood Management Corp. (C)

#### SMALL CAP GROWTH

- J.M. Hartwell\*
- Riverbridge Partners
- Voyageur Asset Management
- Wentworth Hauser and Violich\* (C)

#### SMALL CAP CORE

- Allegiant Asset Management†
- Dana Investment Advisors
- Eagle Boston Investment Mgmt
- Great Northern Capital Management
- Kayne Anderson Rudnick
- Voyageur Asset Management

#### SMALL CAP VALUE

- Fox Asset Management
- J. & W. Seligman and Co.
- Metropolitan West Capital Management\*
- Moody Aldrich Partners
- Optique Capital
- WCM Investment Management\*

#### MULTI CAP GROWTH

- ClearBridge Advisors\*
- Geneva Advisors
- Oak Ridge Investments
- Riverbridge Partners

#### MULTI CAP CORE

- AI Frank Asset Management\*
- Davis Advisors\*
- King Investment Advisors\*
- Kirr, Marbach & Company
- Neuberger Berman\*
- Roosevelt Investment Group
- Segall Bryant & Hamill

#### MULTI CAP VALUE

- Brandes Investment Partners\*
- James Capital Alliance\*
- Minneapolis Portfolio Management Group\*
- Snow Capital Management\*
- Westwood Management Corp.



This list is subject to change without notice.

(C) denotes manager is on the Closed List  
(W) denotes manager is on the Watch List  
(R) denotes manager is on the Restricted List  
† denotes available in Total Strategy only  
\*denotes available in Resource II only  
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# Resource II and Total Strategy

## Participating Money Managers

### U.S. and GLOBAL BALANCED

#### LARGE CAP BALANCED

- AllianceBernstein Managed Accounts\*
- Estabrook Capital Management\*
- NWQ Investment Management\*
- Santa Barbara Asset Management\* (R)
- Sovereign Asset Management\*
- Wentworth Hauser and Violich\*

#### GLOBAL BALANCED

- Brandes Investment Partners\*
- First Trust Advisors\*

### EQUITY INCOME

- Chartwell Investment Partners

### GLOBAL AND INTERNATIONAL EQUITIES

#### GLOBAL

- Brandes Investment Partners\*
- INVESCO Managed Accounts
- First Trust Advisors\*
- Lazard Asset Management
- Optique Capital

#### INTERNATIONAL

- Brandes Investment Partners\* (C)
- Eagle Global Advisors
- Hansberger Global Investors
- INVESCO Managed Accounts
- Lazard Asset Management
- Neuberger Berman\*
- Optique Capital
- Schafer Cullen\*
- Thornburg Investment Management\*
- Tradewinds Global Investors\*
- WCM Investment Management
- Wentworth Hauser and Violich\*

### U.S. FIXED INCOME

#### TAXABLE FIXED INCOME

- Cincinnati Asset Management\*
- Madison Investment Advisors\*
- Macquarie Allegiance Capital\*
- McDonnell Investment Management\*
- SeaCap Investment Advisors\*

#### MUNICIPAL FIXED INCOME

- Eaton Vance Management\*
- McDonnell Investment Management\*
- Nuveen Asset Management\*
- SeaCap Investment Advisors\*
- Voyageur Asset Management\*

#### CONVERTIBLES

- Calamos Advisors\* (C)

#### REITS

- INVESCO Managed Accounts\*

#### PREFERRED SECURITIES

- Spectrum Asset Management\*

### Asset Allocation

#### Global Asset Allocation

- First Trust Advisors\*
- Riverfront Investment Group\*

### SPECIALITY PORTFOLIOS

#### MUTUAL FUND MODEL PORTFOLIOS

- RBC Strategic Mutual Fund Portfolios\*
- Russell Model Strategies\*

#### PRIVATE CLIENT RESEARCH GROUP

#### GUIDED PORTFOLIOS

- Guided Portfolio: Large Cap\*
- Guided Portfolio: Dividend Growth\*

#### TACTICAL EXCHANGE TRADED

#### FUND PORTFOLIOS

- Sage Advisory\*
- Tactical Allocation Group\*



# Resource II

## List of Participating Money Managers

*Subject to Change*

### **LARGE CAP GROWTH**

Apex Capital Management  
Goldman Sachs Asset Management  
Mastrapasqua Asset Management  
Oak Ridge Investments  
Rittenhouse Asset Management  
Voyageur Asset Management  
WCM Investment Management  
Wedgewood Partners

### **LARGE CAP BLEND**

AllianceBernstein Managed Accounts  
Estabrook Capital Management  
Intrepid Capital Management (restricted)  
Madison Investment Advisors  
Rorer Asset Management  
Sovereign Asset Management  
Thornburg Investment Management  
Victory Capital Management  
Wentworth Hauser and Violich

### **LARGE CAP VALUE**

Davis Selected Advisors  
J. & W. Seligman & Co.  
Johnson Asset Management  
Logan Capital Management  
Metropolitan West Capital Management  
NWQ Investment Management (closed)  
Wood Asset Management

### **MID CAP GROWTH**

Chartwell Investment Partners  
Voyageur Asset Management

### **MID CAP BLEND**

Lotsoff Capital Management  
Madison Investment Advisors  
Segall Bryant & Hamill

### **MID CAP VALUE**

Anchor Capital Advisors  
Moody Aldrich Partners

### **SMALL-MID CAP GROWTH**

J. & W. Seligman & Co. (watch list)  
Oak Ridge Investments (closed)

### **SMALL-MID CAP BLEND**

Al Frank Asset Management  
Kayne Anderson Rudnick  
Lotsoff Capital Management  
Westwood Management Corporation  
(closed)

### **SMALL-MID CAP VALUE**

ICM Asset Management

### **SMALL CAP GROWTH**

J.M. Hartwell  
Riverbridge Partners  
Voyageur Asset Management (closed)  
Wentworth Hauser and Violich  
(closed)

### **SMALL CAP BLEND**

Allegiant Asset Management  
Awad Asset Management  
Great Northern Capital Management  
Voyageur Asset Management

### **SMALL CAP VALUE**

Fox Asset Management (watch list)  
J. & W. Seligman & Co.  
Metropolitan West Capital Management  
Moody Aldrich Partners  
NFJ Investment Group (closed)

### **MULTI CAP GROWTH**

ClearBridge Advisors  
Geneva Advisors  
Oak Ridge Investments  
Riverbridge Partners

### **MULTI CAP BLEND**

Davis Advisors  
King Investment Advisors  
Roosevelt Investment Group  
Segall Bryant & Hamill

### **MULTI CAP VALUE**

Brandes Investment Partners  
James Capital Alliance  
Minneapolis Portfolio  
Management Group  
Snow Capital Management (closed)  
Westwood Management Corporation

### **INTERNATIONAL EQUITY**

Brandes Investment Partners (closed)  
Eagle Global Advisors  
Hansberger Global Investors  
INVESCO Inc.  
Lazard Asset Management  
Neuberger Berman  
Tradewinds NWQ Global Investors  
(closed)  
Wentworth Hauser & Violich

### **GLOBAL EQUITY**

Brandes Investment Partners (closed)  
INVESCO Inc.  
Lazard Asset Management

### **LARGE CAP BALANCED**

AllianceBernstein Managed Accounts  
Estabrook Capital Management  
Intrepid Capital Management  
NWQ Investment Management (closed)  
Rittenhouse Asset Management  
Rorer Asset Management  
Sovereign Asset Management  
Wentworth Hauser & Violich

### **GLOBAL BALANCED**

Brandes Investment Partners (closed)

### **MUNICIPAL FIXED INCOME**

Eaton Vance Management  
McDonnell Investment Management  
Nuveen Asset Management  
Voyageur Asset Management

### **TAXABLE FIXED INCOME**

Allegiance Capital  
Madison Investment Advisors  
McDonnell Investment Management

### **CONVERTIBLES**

Calamos Asset Management (closed)

### **REITs**

INVESCO Inc.

### **PREFERRED SECURITIES**

Spectrum Asset Management



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## Total Strategy Account

## List of Participating Money Managers

	Minimum Sleeve Requirement		Minimum Sleeve Requirement
<b>LARGE CAP GROWTH</b>			
Mastrapasqua Asset Management	\$50,000		
Oak Ridge Investments	\$50,000		
Voyageur Asset Management	\$50,000		
WCM Investment Management	\$50,000		
<b>LARGE CAP BLEND</b>			
Estabrook Capital Management	\$50,000		
Intrepid Capital Management (restricted)	\$50,000		
Madison Investment Advisors	\$50,000		
Rorer Asset Management	\$50,000		
Sovereign Asset Management	\$50,000		
<b>LARGE CAP VALUE</b>			
J. & W. Seligman & Co.	\$50,000		
Johnson Asset Management	\$50,000		
Logan Capital Management	\$50,000		
Metropolitan West Capital Management	\$50,000		
Wood Asset Management	\$50,000		
<b>MID CAP GROWTH</b>			
Chartwell Investment Partners	\$70,000		
Voyageur Asset Management	\$70,000		
<b>MID CAP BLEND</b>			
Lotsoff Capital Management	\$70,000		
Madison Investment Advisors, Inc.	\$50,000		
Segall Bryant & Hamill Investment Counsel (watch list)	\$70,000		
<b>MID CAP VALUE</b>			
Anchor Capital Advisors	\$50,000		
Moody Aldrich Partners	\$50,000		
<b>SMALL-MID CAP GROWTH</b>			
J. & W. Seligman & Co. (watch list)	\$70,000		
<b>SMALL-MID CAP BLEND</b>			
Lotsoff Capital Management	\$70,000		
Westwood Management Corporation (closed)	\$100,000		
<b>SMALL-MID CAP VALUE</b>			
ICM Asset Management	\$100,000		
<b>SMALL CAP GROWTH</b>			
Riverbridge Partners	\$50,000		
Voyageur Asset Management (closed)	\$70,000		
<b>SMALL CAP BLEND</b>			
Allegiant Asset Management	\$50,000		
Awad Asset Management	\$50,000		
Great Northern Capital Management	\$100,000		
<b>SMALL CAP VALUE</b>			
Fox Asset Management (watch list)	\$70,000		
J. & W. Seligman & Co.	\$70,000		
Moody Aldrich Partners	\$70,000		
<b>MULTI CAP BLEND</b>			
Segall Bryant & Hamill Investment Counsel	\$100,000		
Thornburg Investment Management	\$70,000		
<b>MULTI CAP VALUE</b>			
Westwood Management Corporation	\$70,000		
<b>MULTI CAP GROWTH</b>			
Oak Ridge Investments	\$50,000		
<b>INTERNATIONAL EQUITY</b>			
Eagle Global Advisors	\$50,000		
Hansberger Global Investors	\$70,000		
INVESCO Inc.	\$100,000		
Lazard Asset Management	\$50,000		
<b>GLOBAL EQUITY</b>			
INVESCO Inc.	\$100,000		
Lazard Asset Management	\$50,000		
<b>REITs</b>			
INVESCO Inc.	\$70,000		



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\* Participating managers and minimum requirement subject to change.

## Total Strategy Account

## List of Eligible Exchange-Traded Funds

Product Name	Symbol				
		Dow Jones US Technology	(IYW)	MSCI-Pacific Ex-Japan	(EPP)
		Dow Jones US Telecommunications	(IYZ)	MSCI-Singapore	(EWS)
DB Commodity Index Tracking	(DBC)	Dow Jones US Total Market	(IYY)	MSCI-South Africa	(EZA)
DIAMONDS	(DIA)	Dow Jones US Utilities	(IDU)	MSCI-South Korea	(EWY)
MidCap SPDRS	(MDY)	COMEX Gold Trust	(IAU)	MSCI-Spain	(EWP)
Nasdaq-100 Index Tracking Stock	(QQQQ)	Goldman Sachs Natural Resources	(IGE)	MSCI-Sweden	(EWD)
SPDR O-Strip ETF	(OOO)	Goldman Sachs Networking	(IGN)	MSCI-Switzerland	(EWL)
SPDRS	(SPY)	Goldman Sachs Semiconductor	(IGW)	MSCI-Taiwan	(EWT)
SPDR Dividend ETF	(SDY)	Goldman Sachs Software	(IGV)	MSCI-U.K.	(EWU)
		Goldman Sachs Technology	(IGM)	Nasdaq Biotechnology	(IBB)
<b>Select Sector SPDR</b>		GS \$ InvesTop Corporate Bond Fund	(LQD)	NYSE 100 Index Fund	(NY)
Biotech	(XBI)	KLD Select Social Index Fund	(KLD)	NYSE Composite Index Fund	(NYC)
Consumer Discretionary	(XLY)	Lehman 1-3 Year Treasury Bond Fund	(SHY)	Russell 1000	(IWB)
Consumer Staples	(XLP)	Lehman 20+ Year Treasury Bond Fund	(TLT)	Russell 1000 Growth	(IWF)
Energy	(XLE)	Lehman 7-10 Year Treasury Bond Fund	(IEF)	Russell 1000 Value	(IWD)
Financial	(XLF)	Lehman Aggregate Bond Fund	(AGG)	Russell 2000	(IWM)
Health Care	(XIV)	Morningstar Large Core Index Fund	(JKD)	Russell 2000 Growth	(IWO)
Homebuilders	(XHB)	Morningstar Large Growth Index Fund	(JKE)	Russell 2000 Value	(IWN)
Industrial	(XLI)	Morningstar Large Value Index Fund	(JKF)	Russell 3000	(IYW)
Materials	(XLB)	Morningstar Mid Core Index Fund	(JKG)	Russell 3000 Growth	(IYZ)
Semiconductor	(XSD)	Morningstar Mid Growth Index Fund	(JKH)	Russell 3000 Value	(IYW)
Technology	(XLK)	Morningstar Mid Value Index Fund	(JKI)	Russell Midcap Growth Index Fund	(IWP)
Utilities	(XLU)	Morningstar Small Core Index Fund	(JKJ)	Russell Midcap Index Fund	(IWR)
		Morningstar Small Growth Index Fund	(JKK)	Russell Midcap Value Index Fund	(IWS)
<b>iShares</b>		Morningstar Small Value Index Fund	(JKL)	Russell Microcap	(IWC)
Cohen & Steers Realty Majors	(ICF)	MSCI Emerging Markets	(EEM)	S&P 1500 Index Fund	(ISI)
Dow Jones Select Dividend	(DVY)	MSCI-Australia	(EWA)	S&P 500	(IVV)
Index Fund		MSCI-Austria	(EWO)	S&P 500 BARRA Growth	(IVW)
Dow Jones Transportation Average	(IYT)	MSCI-Belgium	(EWK)	S&P 500 BARRA Value	(IVE)
Index Fund		MSCI-Brazil	(EWZ)	S&P Europe 350	(IEV)
Dow Jones US Basic Materials	(IYM)	MSCI-Canada	(EWC)	S&P Global 100	(IOO)
Dow Jones US Consumer Cyclical	(IYC)	MSCI-EAFE	(EFA)	S&P Global Energy Sector	(IXC)
Dow Jones US Consumer Non-Cyclical	(IYK)	MSCI EAFE Growth Index Fund	(EFG)	S&P Global Financial Sector	(IXG)
Dow Jones US Energy	(IYE)	MSCI EAFE Value Index Fund	(EFV)	S&P Global Healthcare Sector	(IXJ)
Dow Jones US Financial Sector	(IYF)	MSCI-EMU	(EZU)	S&P Global IT	(IXN)
Dow Jones US Financial Services	(IYG)	MSCI-France	(EWQ)	S&P Global Telecommunications Sector	(IXP)
Dow Jones US Healthcare	(IYH)	MSCI-Germany	(EWG)	S&P Latin America 40	(ILF)
Dow Jones US Industrial	(IYJ)	MSCI-Hong Kong	(EWH)	S&P MidCap 400	(IJH)
Dow Jones US Real Estate	(IYR)	MSCI-Italy	(EWI)	S&P MidCap 400/BARRA Growth	(IJK)
		MSCI-Japan	(EWJ)	S&P MidCap 400/BARRA Value	(IJJ)
		MSCI-Malaysia	(EWM)	S&P SmallCap 600	(IJR)
		MSCI-Mexico	(EWW)	S&P SmallCap 600 BARRA Growth	(IJT)
		MSCI-Netherlands	(EWN)	S&P SmallCap 600 BARRA Value	(IJS)



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Funds may change without notice.

TSA-007 (08/06)

## Total Strategy Account

## List of Eligible Exchange-Traded Funds

S&P/TOPIX 150	(ITF)	Golden Dragon Halter USX China Port. (PGJ)	KBW Bank	(KBE)
Tr Ftse/xinhua China 25	(FXI)	High Growth Rate Dividend (PHJ)	KBW Capital Markets	(KCE)
Trust TIPS Bond Fund	(TIP)	Achievers Port.	KBW Insurance	(KIE)
		High Yld Equity Dividend (PEY)		
		Achievers Port.		
<b>Power Shares</b>			<b>Vanguard</b>	
Dividend Achievers Portfolio	(PFM)	Value Line Timeliness Select Portfolio (PIV)	Consumer Discretionary VIPERs	(VCR)
Dynamic Biotechnology & Genome Port.	(PBE)	Water Resource Portfolio (PHO)	Consumer Staples VIPERs	(VDC)
Dynamic Food & Beverage Port.	(PBJ)	WilderHill Clean Energy Port. (PBW)	Emerging Markets VIPERs	(VWO)
Dynamic Hardware & Consumer Electronics Portfolio	(PHW)	Zacks Micro Cap Port. (PZI)	Energy VIPERs	(VDE)
Dynamic Insurance Portfolio	(PIC)		European VIPERs	(VGK)
International Dividend Achievers Portfolio	(PID)	<b>Rydex Investments</b>	Extended Market VIPERs	(VXF)
		Rydex Russell Top 50 ETF (XLG)	Financials VIPERs	(VFH)
		Rydex S&P Equal Weight ETF (RSP)	Growth VIPERs	(VUG)
			Health Care VIPERs	(VHT)
		<b>streetTRACKS</b>	Industrials VIPERs	(VIS)
Dynamic Large Cap Growth Port.	(PWB)	Dow Jones Global Titans 50 Index (DGT)	Information Technology VIPERs	(VGT)
Dynamic Large Cap Value Port.	(PWW)	Dow Jones US LargeCap Growth (ELG)	Large-Cap VIPERs	(VV)
Dynamic Leisure & Entertainment Port. (PEJ)		Dow Jones US LargeCap Value (ELV)	Materials VIPERs	(VAW)
Dynamic Market Port.	(PWC)	Dow Jones US SmallCap Growth (DSG)	Mid-Cap VIPERs	(VO)
Dynamic Media Port.	(PBS)	Dow Jones US SmallCap Value (DSV)	REIT VIPERs	(VNQ)
Dynamic Mid Cap Growth Port.	(PWJ)	DJ Wilshire Total Market ETF (TMW)	Small-Cap Growth VIPERs	(VBK)
Dynamic Mid Cap Value Port.	(PWP)	Morgan Stanley Technology (MTK)	Small-Cap Value VIPERs	(VBR)
Dynamic Networking Port.	(PXQ)	Wilshire REIT (RWR)	Small-Cap VIPERs	(VB)
Dynamic Oil Services Portfolio	(PXJ)	DJ Small Cap (DSC)	Telecommunication Services VIPERs	(VOX)
Dynamic OTC Port.	(PWO)	DJ Wilshire Large Cap (ELR)	Total Stock Market VIPERs	(VTI)
Dynamic Pharmaceuticals Port.	(PJP)	DJ Wilshire Mid Cap Growth (EMG)	Utilities VIPERs	(VPU)
Dynamic Retail Portfolio	(PMR)	DJ Wilshire Mid Cap (EMM)	Value VIPERs	(VTV)
Dynamic Semiconductors Port.	(PSI)	DJ Wilshire Mid Cap Value (EMV)		
Dynamic Small Cap Growth Port.	(PWT)	Dow Jones STOXX 50 Index Fund (FEU)		
Dynamic Small Cap Value Port.	(PWY)	Dow Jones EURO STOXX 50 Index Fund (FEZ)		
Dynamic Software Portfolio	(PSJ)	Gold Shares (GLD)		
Dynamic Telecom & Wireless Portfolio	(PTE)			
Dynamic Utilities Portfolio	(PUI)			



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## Total Strategy Account, Advisor

# List of Participating Fund Families

Investing in Advisor or Total Strategy Account offers you the ability to invest in a select group of front-end load and no-load mutual funds at NAV.

Absolute Advisors	Dunham Funds◆◆	Kinetics◆◆	Russell◆◆
AFBA◆◆	DWS Scudder◆◆	LKCM◆	Rydex◆◆◆
AIM	Eagle Funds	Lateef◆◆	Santa Barbara Funds
Al Frank◆	Eaton Vance	Laudus◆	Saratoga
Alger	Empiric	Lazard◆	Satuit◆
Allegiant	Epoch◆	Legg Mason Partners	Schroder◆
AllianceBernstein	Evergreen	Leuthold◆	Schwab Funds◆
Allianz	Excelsior◆	Liberty Street Funds	Security
Alpha	Fairholme◆	Longleaf Partners◆	SEI◆
Alpine◆	FBR◆	Loomis Sayles	Selected American◆
Amana◆	Federated◆◆	Lord Abbett	Seligman
American Beacon◆	Fidelity Advisor	MFS	Sentinel
American Century◆◆	Fifth Third	Madison Mosaic◆	Sierra Club
American Funds	Firsthand◆	Mainstay	Sit◆
American Growth	First American	Managers◆	SmartGrowth
AMF◆	First Eagle	Marsico◆	Snow Capital
Aquila Funds	FMI◆	Marshall	Strategic Partners
Arbitrage◆	Forward Emerald	Masters' Select◆	Stratton◆
Ariel◆	FPA	Matthews◆	SunAmerica
Arrow	Franklin Templeton	Metropolitan West◆	Tamarack◆◆
Artisan◆	Gabelli	MMA Praxis	TCW
Aston◆	Gateway◆	Morgan Stanley	T. Rowe Price◆
Auxier (or Forum Funds)◆◆	GE	Muhlenkamp◆	Third Avenue◆
Ave Maria◆	Geneva Funds◆	Munder	Third Millennium
AXA Enterprise	Goldman Sachs	Nakoma◆	Thompson Plumb◆
Baird	Greenspring◆	Nationwide◆◆	Thornburg
Baron Funds◆	Guinness Atkinson◆	Natixis	Timothy Plan
BB & T Funds	Harbor◆	Navellier◆◆	Tocqueville◆
Blackrock	Harding Loevner◆	Neuberger & Berman◆	Touchstone
BNY Hamilton◆	Hartford	New Alternatives◆	Transamerica INDEX
Brandes◆	Heartland◆	Nicholas◆	Transamerica Premier◆
Brandywine◆	Henderson Global	North Track	Turner◆
Bridgeway◆	Hennessy◆	Nuveen◆◆	UBS
Buffalo◆	Highmark	Oak Associates◆	Undiscovered Managers◆
Burnham	Hillman◆	Oakmark◆	Value Line◆
Calamos	Hodges◆	Old Mutual	Van Eck
Caldwell & Orkin◆	Hotchkis & Wiley	Olstein	Van Kampen
Calvert	Hussman◆	Oppenheimer	Van Wagöner◆
Cambiar◆	ICM◆	Pacific Life (PF)	Vanguard◆
Century◆	ICON◆◆	Parnassus	Victory
Champlain◆	IMS◆	Pax World◆	Wasatch◆
Chase◆	ING	Permanent Portfolio◆	Weitz◆
Cohen & Steers	Integrity	Phoenix	Wells Fargo◆◆
Columbia	ISI	PIMCO	Wells Real Estate
Conestoga◆	IVA Funds◆◆	Pioneer	Wenworth, Hauser and Violich◆◆
Credit Suisse◆	Ivy	Polaris◆	Westcore
Davis	Jackson	Primecap Odyssey◆	Western Asset Management◆
Dean	James Advantage	Principal	Westwood◆◆
Delafield◆	Janus◆◆	Prudent Bear◆◆	WHG Funds◆
Delaware	Jennison Dryden	Putnam	William Blair◆
Diamond Hill◆◆	Jensen◆	Quaker	Wilshire Target◆
Direxion◆	John Hancock	Quant◆	Winslow Green◆
Dividend Growth◆	JP Morgan	Ridgeworth	Wintergreen◆
Dodge & Cox◆◆	Julius Baer◆	Riversource◆◆	Wisdom◆
Domini Social	Keeley	Roosevelt◆	Yacktman◆
Dreyfus◆◆	Kensington	Royce◆	
Driehaus◆	Keystone◆◆	RS Investments◆	

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Investors should consider the investment objectives, risks, and charges and expenses of a fund carefully before investing. Prospectuses containing this and other information about the fund are available by contacting your Financial Consultant. Please read the prospectus carefully before investing to make sure that the fund is appropriate for your goals and risk tolerance.

- ◆ Offers only no-load funds
- ◆◆ Offers load and no-load funds
- ◆◆◆ Select funds only

# **WILBANKS SECURITIES ADVISORY DIRECT THIRD-PARTY MONEY MANAGEMENT COMPANIES**

## **Advest Trust**

Portfolio Management and Trust Services

## **Asset Mark**

Strategists develop global strategic and tactical asset allocation portfolios using the AssetMark Funds to meet the risk/return profile selected for each client.

## **Brinker Capital**

Mutual fund or equity portfolio management

## **BTS Asset Management**

Strategic or tactical portfolio management

## **Clark Capital Management**

Offers "best of breed" money managers and an institutional portfolio protection strategy with the peace of mind of protection from significant market declines.

## **Clarke Lanzen Skalla**

Unique combination of asset allocation and risk management

## **Curian Capital**

Strategic Portfolio Management

## **Kelmoore Investment Co.**

The Kelmoore Strategy is to invest in a limited number of blue-chip stocks and write covered options against them.

## **Page One Financial**

Tactical bond portfolio management

## **Portfolio Strategies**

Ten different tactical money management styles from which to choose

## **Saratoga Capital**

Provides investors with a program in which their assets are professionally managed by an experienced team of money managers selected from among the nation's leading institutional investment advisory firms.

## **S.E.I.**

Strategic Asset Allocation