

THE STATE OF SOUTH CAROLINA
In The Supreme Court

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APPEAL FROM GREENVILLE COUNTY
Court of Common Pleas
Edward W Miller, Circuit Court Judge

S.C. Supreme Court

Case No 2011-CP-23-8578
Appellate Case No 2014-002638

Francis P Maybank and Jane H P
Maybank, as trustee for the Francis P
Maybank Family Insurance Trust,

Plaintiffs,

Of whom Francis P Maybank is the,

Respondent/Appellant,

v

BB&T Corporation, Branch Banking and
Trust Company, Successor in merger to
Branch Banking and Trust Company of SC,
and Sterling Capital Management, LLC,
Successor in merger to BB&T Asset
Management, LLC,

Appellants/Respondents

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Certificate of Counsel



(3)

From Deal, Nathan
Sent Wednesday, January 07, 2009 1 58 PM
To Lackey, Mike
Cc Mahfood, Anthony
Subject RE Maybank VPF

The dividend cut itself would not directly impact the settlement amount at the valuation date, per se. However, it could indirectly decrease the settlement amount since a dividend cut would likely result in a decrease in the stock price. Also, in a roll situation, it would actually be beneficial as well because a lower dividend on the stock would actually decrease the cost to the issuer, which would increase the amount they would be willing to lend on the trade. There are a lot of moving parts here, but those are the highlights.

Hope that helps. I'm happy to talk with you in some more detail about it if that would help.

Thanks,
Nate

From Lackey, Mike
Sent Wednesday, January 07, 2009 9 36 AM
To Deal, Nathan
Cc Mahfood, Anthony
Subject Maybank VPF

Nate,

Frank wants to know whether a dividend cut between now and the valuation date of his contract (8/11/2009) causes an increase in his cash settlement amount or otherwise adversely affects him. He knows that a dividend cut will reduce the dividend payout that is passed along to him during the course of the contract. I have reviewed Frank's letter agreement, but can't come up with an answer, because the letter makes multiple references to a 'Master Agreement' document that I don't have.

Thanks for checking on this.

Mike

Michael Lackey
BB&T Wealth Management
Phone (864) 282-3167
Fax (864) 282-3198
Mike.Lackey@BB&T.com

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BB&T_19197

ROA 3120



4

From Deal, Nathan
Sent Thursday, January 08, 2009 2 24 PM
To Lackey, Mike
Cc Boughner, Brian
Subject Maybank & Bowers

Attachments Maybank Unwind and Roll - Hypothetical (1-8-09) xls, Bowers Unwind and Roll- Hypothetical (1-8-09) xls

Here are the hypothetical prepaid rolls I need to step out for a few minutes right now, but I'll be in for the remainder of the afternoon Give me a call (maybe after 3 00) and we can talk through them

For the analyses I have put Effie & Lucy together



Maybank Unwind
and Roll - Hypo



Bowers Unwind and
Roll- Hypoth

Thanks,
Nate

P Nathan Deal
Alternative Investments Group
BB&T Asset Management
434 Fayetteville Street, 5th Floor
Raleigh, NC 27601-1701
(919) 716-9017 *Direct*
(919) 716-9278 *Fax*
nathan.deal@bbandt.com

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ROA 3121

1/8/2009

Settlement Overview (Frank Maybank)

Underlying Stock.	BBT	Floor Level	\$21.5000	100.00%
Initial Stock Price	\$21.5000	Cap Level	\$25.8000	120.00%
Number of Shares	220,000	Proceeds Upfront	\$3,325,190.00	70.30%
Initial Market Value	\$4,730,000	Term		2 years

Current Proceeds	\$3,325,190.00
Previous Liability	(\$4,505,600.00)
Net Cash Flow	(\$1,180,410.00)

Stock Price at Maturity	Change from Original Price	Appreciation Retention		Settlement Choices		
		Retained Share Value	Shares Retained	Cash Delivered	Shares Delivered	
\$16.1250	-25.00%	\$0	0	\$3,547,500	220,000	
\$17.2000	-20.00%	\$0	0	\$3,784,000	220,000	
\$17.7375	-17.50%	\$0	0	\$3,902,250	220,000	
\$18.2750	-15.00%	\$0	0	\$4,020,500	220,000	
\$18.8125	-12.50%	\$0	0	\$4,138,750	220,000	
\$19.3500	-10.00%	\$0	0	\$4,257,000	220,000	
\$19.8875	-7.50%	\$0	0	\$4,375,250	220,000	
\$20.4250	-5.00%	\$0	0	\$4,493,500	220,000	
\$20.9625	-2.50%	\$0	0	\$4,611,750	220,000	
\$21.5000	0.00%	\$0	0	\$4,730,000	220,000	Floor Level
\$42.7700	98.93%	\$946,000	22,118	\$8,463,400	197,882	
\$22.5750	5.00%	\$236,500	10,476	\$4,730,000	209,524	
\$23.1125	7.50%	\$354,750	15,349	\$4,730,000	204,651	
\$23.6500	10.00%	\$473,000	20,000	\$4,730,000	200,000	
\$24.1875	12.50%	\$591,250	24,444	\$4,730,000	195,556	
\$24.7250	15.00%	\$709,500	28,696	\$4,730,000	191,304	
\$25.2625	17.50%	\$827,750	32,766	\$4,730,000	187,234	
\$25.8000	20.00%	\$946,000	36,667	\$4,730,000	183,333	
\$26.8750	25.00%	\$946,000	35,200	\$4,966,500	184,800	Ceiling Level
\$29.0250	35.00%	\$946,000	32,593	\$5,439,500	187,407	
\$29.0250	35.00%	\$946,000	32,593	\$5,439,500	187,407	
\$30.1000	40.00%	\$946,000	31,429	\$5,676,000	188,571	
\$31.1750	45.00%	\$946,000	30,345	\$5,912,500	189,655	
\$32.2500	50.00%	\$946,000	29,333	\$6,149,000	190,667	

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5772020 Greenville SC
JOB MOSGT0 REPORT MO-699-95

BB&T Sales Incentive Program
Wealth Mgmt Advisor
Individual Results

PAGE 7
AS OF 12/31/2006 VER V5 0 2
RUN ON 01/19/2007 AT 21 29

Wealth Management Advisor II
MAHFOOD ANTHONY R
Officer # 39260

PERFORMANCE MEASURES	WEIGHT	OPPORTUNITY	GOAL	RESULTS	POINTS
Avg Monthly Fee Based Revenue (\$)	60	30 00 60 00 120 00	12,500 16,667 25 000	34 449	120 00
Avg Monthly Deposit Production (\$)	20	10 00 20 00 40 00	150,000 200,000 300 000	9,725	00
Wealth Credit Scorecard Rating	10	5 00 10 00 20 00	3 00 4 00 5 00	3 00	5 00

5 = Exceptional 4 = Very Good
3 = Performer 2 = Growth Opportunity
1 = Need Immediate Improvement



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BB&T Sales Incentive Program
 Wealth Mgmt Advisor
 Individual Results

PAGE 8
 AS OF 12/31/2006 VER V5 0 2
 RUN ON 01/19/2007 AT 21 29

MAHFOOD ANTHONY R
 Officer # 39260

PERFORMANCE MEASURES	WEIGHT	OPPORTUNITY	GOAL	RESULTS	POINTS
Teamwork/Balanced Mix of Business					
5 = Exceptional 4 = Very Good		5 00	3 00		
3 = Performer 2 = Growth Opportunity	10	10 00	4 00	4 25	12 50
1 = Need Immediate Improvement		20 00	5 00		
Totals	100				137 50

Quarterly Cumulative Scorecard

	YTD Fees Collected	Projected Salary	Salary x 1 5	Incentive Base	Incentive Earned
Quarter #1	39,975	55 250	82 875	42 900-	0
Quarter #2	115 474	55 250	82 875	32 599	0
Quarter #3	317 689	55 250	82 875	234,814	58,704
Quarter #4	413 383	55 250	82 875	330,508	23 923
Total Incentive Earned*					82,627

INCENTIVE EARNED = YTD FEES COLLECTED - (PROJ SALARY x 1 5) x 25 - YTD INCENTIVE PAID*
 MUST BE A PERFORMER OR BETTER IN THE TEAMWORK/BALANCED MIX OF BUSINESS MEASURE FOR PAYOUT

Retention	
2005 Retention Results	150 022 00
2006 Retention Results	164 215 00

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ROA 3124

DATE 01/16/2007
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REPORT ID SIFAI14-91

BRANCH BANKING & TRUST
SALES INCENTIVE SYSTEM
NON-INTEREST INCOME FEE REPORT - WEALTH MGMT

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FOR THE MONTH OF DECEMBER 2006

OFFICER 39260 NAME ANTHONY WAUFOOD

GROUP TYPE	DATE	PRODUCT	FEE AMOUNT \$	CLIENT NAME	ACCOUNT NUMBER
INVESTMENTS	02/21/2006	Mutual Funds	80	ELIZABETH USRY	
INVESTMENTS	02/21/2006	Mutual Funds	78	ELIZABETH USRY	
INVESTMENTS	02/21/2006	Mutual Funds	78	ELIZABETH USRY	
INVESTMENTS	02/21/2006	Mutual Funds	63	ELIZABETH USRY	
INVESTMENTS	02/21/2006	Mutual Funds	110	ELIZABETH USRY	
INVESTMENTS	02/21/2006	Mutual Funds	24	ELIZABETH USRY	
INVESTMENTS	02/21/2006	Mutual Funds	01	ELIZABETH USRY	

OFFICER PRODUCT TOTAL \$ 516

S&S RETAIL	04/05/2006	Brokerage Acct	2 975	HORST ESCHENBERG	
S&S RETAIL	05/05/2006	Brokerage Acct	1 875	JOE B CRUNK	
S&S RETAIL	08/25/2006	Trsd	2 200	MICHAEL THOMSON	

OFFICER PRODUCT TOTAL \$ 7,050

INSURANCE-R	01/27/2006	HEALTH	5 000	JOSHUA BEEBY	
INSURANCE-R	01/03/2006	LIFE	10 000	ELIZABETH RICHARDSON	
INSURANCE-R	03/19/2006	LIFE	5 000	JAMES MCGEE MORON	
INSURANCE-R	04/19/2006	LIFE	5 000	RACINE R SANDERS	
INSURANCE-R	01/31/2006	LIFE	5 000	STEVE JOHNSON	
INSURANCE-R	04/04/2006	LIFE	10 000	THOMAS WEBBER	
INSURANCE-R	04/05/2006	LIFE	5 000	WILLIE HUDSON	
INSURANCE-R	05/09/2006	Life/Health	7,500	SARA B BOWEN	
INSURANCE-R	01/30/2006	P&C	500	LINDA SPEARMAN	
INSURANCE-R	02/13/2006	P&C	500	DENNIS R JOHNSON	
INSURANCE-R	08/10/2006	P&C	500	G MARK STOFFGA	
INSURANCE-R	02/06/2006	P&C	500	HEATHER L HEADOWS	
INSURANCE-R	02/24/2006	P&C	500	KRISTOPHER NATH KAPOOR	
INSURANCE-R	02/14/2006	P&C	500	LEVIS L GILSTRAP	
INSURANCE-R	02/09/2006	P&C	500	PHILIP C WINSTEAD	
INSURANCE-R	04/19/2006	P&C	500	RACINE R SANDERS	
INSURANCE-R	02/21/2006	P&C	500	RICHARD J KERN	
INSURANCE-R	01/03/2006	P&C	500	STEVEN JOHNSON	
INSURANCE-R	04/04/2006	P&C	500	THOMAS WEBBER	
INSURANCE-R	04/05/2006	P&C	500	WILLIE HUDSON	

OFFICER PRODUCT TOTAL \$ 58 500

TRUST - WM	01/27/2006	FIN PLAN	1 000	DERHOT JEVENS	
TRUST - WM	06/19/2006	Financial Plan	1,000	THOMAS WEBBER JR	
TRUST - WM	09/11/2006	Invest Mgt	2 025	SANAR E CAMPBELL	

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ROA 3125

DATE 01/16/2007
TIME 11:03:01
REPORT ID 51PA114 91

BRANCH BANKING & TRUST
ALLS INCENTIVE SYSTEM
NON-INTEREST INCOME REPORT - WEALTH MGMT

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FOR THE MONTH OF DECEMBER 2006

OFFICER 19220

NAME ANTHONY MAIFUOL

GROUP TYPE	DATE	PRODUCT	FFE AMOUNT \$	CLIENT NAME	ACCOUNT NUMBER
TRUST - WM	04/04/2006	Invest Mgt	4 960	JAN & HORTON	
TRUST - WM	02/08/2006	IRA Invest Mgt	6 475	JAMES C HENRIKSEN	
TRUST - WM	08/11/2006	IRA Invest Mgt	250	GEORGE DERDZIAK	
TRUST - WM	09/21/2006	IRA Invest Mgt	2 587	KENNETH R BUELLINGTON	
TRUST - WM	03/22/2006	IRA Invest Mgt	2 615	AUBREY J MCALL	
TRUST - WM	08/11/2006	Invest Mgt	250	LLOYD GUYTON BOWERS	
TRUST - WM	07/01/2006	Invest Mgt	4 608	ANDREW BELOON	
TRUST - WM	05/05/2006	Invest Mgt	12 400	RALPH SCHMIDT	
TRUST - WM	09/21/2006	Invest Mgt	7,750	RICHARD J KERN	
TRUST - WM	11/16/2006	Invest Mgt	3 170	STEVEN B JOHN SON	
TRUST - WM	08/11/2006	Invest Mgt	2 420	MICHAEL R THOMSON	
TRUST - WM	02/03/2006	Invest Mgt	1 125	JERRY COOPER	
TRUST - WM	04/28/2006	Invest Mgt	7 312	ANDREW J "NEOLONE"	
TRUST - WM	05/18/2006	Invest Mgt	2 750	AUDREY MCALL	
TRUST - WM	08/25/2006	Invest Mgt	34 398	LUCY BOWERS	
TRUST - WM	08/25/2006	Invest Mgt	110 750	EFFIE BOWERS	
TRUST - WM	10/10/2006	Invest Mgt	62 500	FRANCIS PELLER WYBANK	
TRUST - WM	04/26/2006	Invest Mgt	3 078	AUDREY J MCALL	
TRUST - WM	03/14/2006	Invest Mgt	12 614	FRANCIS PELLER WYBANK	
OFFICER PRODUCT TOTAL			\$ 318 49		
OFFICER GRAND TOTAL			\$ 384 559		
OFFICER MONTHLY AVERAGE TOTAL			\$ 32 046		

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BB&T_45207

ROA 3126

Total Compensation Statement Provided For:**Anthony Mahfood**

At BB&T compensation is much more than your paycheck. The BB&T Total Compensation philosophy addresses many of our individual needs that go well beyond the workplace. We work hard to provide you with the best choices in health care and retirement programs and our commitment to your professional growth through our education and training programs is an envy of the financial industry. As you can see from the graphs below, BB&T is committed to helping you achieve personal and professional success in a constantly changing and challenging workplace.

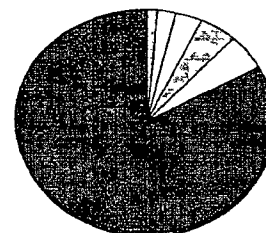
Questions should be directed to Ann Furstenberg at (336)733-2266

BB&T Benefit Investment

Retirement Benefit Expense for 2009	\$ 132 000 000
Flex Benefits Expense for 2009	\$ 153,000 000
Social Security Expense for 2009	\$ 120 000 000
Training Expense for 2009	\$ 40 500,000
Payroll Expense for 2009	\$ 2 000 000 000

Components of Your Total Compensation

		Percent of Your Total Compensation
Direct Cash Compensation		
Base Pay	\$73 000	45.4%
Additional Pay	\$561	3%
Incentive Pay	\$59 640	37.1%
Total Direct Compensation	\$133,200	82.8%
Indirect Compensation		
Company Contributions for Benefits	\$5 451	3.4%
LifeForce Appointment (12-month period)	\$66	0%
LifeForce Medical Premium Reduction	\$1 907	1.2%
401(k) Savings Plan Match	\$7 913	4.9%
Pension Plan Contribution**	\$3 861	2.4%
Social Security Contribution	\$8,504	5.3%
Total Indirect Compensation	\$27,704	17.2%
Your Total Compensation (Direct and Indirect)	\$160,904	100.0%



☐ 401(k) Savings Plan Match ☐ Company Contributions for Benefits
☐ LifeForce Medical Premium Reduction ☐ LifeForce Appointment
☐ Pension Plan Contribution ☐ Social Security Contribution
☒ Total Direct Compensation

Explanation of Direct Cash Compensation

Base Pay - annual salary including vacation as of 12/31/2009

Premium Pay - holiday premium shift medical credit and draw as of 12/31/2009

Additional Pay - overtime moving expenses signing bonus other regular straight employee referral bonus market adjustment guarantee and service award as of 12/31/2009

Incentive Pay - commission quarterly bonus investment leasing mortgage loan proof retail and teller as of 12/31/2009

Executive Incentive Pay - paid in 2009

Bonus Pay - year-to-date bonus collections CSR insurance team sales trust de novo asset management and individual incentives as of 12/31/2009

Explanation of Indirect Cash Compensation

Company Contributions for Benefits LifeForce Medical Premium Reduction Pension Plan Contribution - projected through year end

Long-Term Incentive Equity Value 401(k) Savings Plan Match Social Security Contribution - year-to-date amounts

**Pension Plan Contribution represents BB&T's funding of the Plan for future payment of benefits over life expectancy

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ROA 3127

DATE: 01/11/2010
TIME 16 58 50
REPORT ID SIPA114 91

BRANCH BANKING & TRUST CONFIDENTIAL
SALES INCENTIVE SYSTEM -
NON-INTEREST INCOME FEE REPORT - WEALTH MGMT

PAGE:
FOR THE MONTH OF DECEMBER 2009

OFFICER : 39260

NAME : ANTHONY MAHFOOD

GROUP TYPE	DATE	PRODUCT	FEE AMOUNT \$	CLIENT NAME	ACCOUNT NUMBER
INVESTMENTS	04/08/2009	FLEXIBLE PREMIUM ANNUITY	3 750	JEFFREY N ONLY	
INVESTMENTS	04/22/2009	CUSTOM 7	132	WILLIE MC LELLAN	
INVESTMENTS	04/30/2009	CUSTOM 7	911	WILLIE MC LELLAN	
INVESTMENTS	06/15/2009	SPECIAL OPPOR EQ FD A SHS	38	JOSHUA BEEBY	
INVESTMENTS	06/15/2009	SPECIAL OPPOR EQ FD A SHS	38	REBECCA BEEBY	
OFFICER PRODUCT TOTAL			\$ 4 869		
S&S RETAIL	12/31/2009	*Scott & Stringfellow Relation	8	VINCENT R SCHMIDT	
S&S RETAIL	12/31/2009	*Scott & Stringfellow Relation	18	J TIMOTHY LYNCH	
S&S RETAIL	12/31/2009	*Scott & Stringfellow Relation	225	JOHAN ARIZBACH	
S&S RETAIL	12/31/2009	*Scott & Stringfellow Relation	607	GARY S BALEHBAUM	
S&S RETAIL	12/31/2009	*Scott & Stringfellow Relation	1 288	MICHAEL ROGER THOMSON	
S&S RETAIL	12/31/2009	*Scott & Stringfellow Relation	1 679	MICHAEL ROGER THOMSON	
S&S RETAIL	12/31/2009	*Scott & Stringfellow Relation	1 809	RALEPH F SCHMIDT	
S&S RETAIL	12/31/2009	*Scott & Stringfellow Relation	8 835	THOMAS BECK HOGAN	
OFFICER PRODUCT TOTAL			\$ 14 469		
INSURANCE-R	03/23/2009	Retail Purposes	19 013	RICHARD MAHFOOD	
INSURANCE R	05/29/2009	Retail Purposes	19 237	JAMES R FREELAND	
INSURANCE R	06/29/2009	Retail Purposes	371	BENJAMIN F WALKER	
INSURANCE R	06/29/2009	Retail Purposes	1 257	BENJAMIN E WALKER	
INSURANCE R	06/29/2009	Retail Purposes	1,359	BENJAMIN E WALKER	
OFFICER PRODUCT TOTAL			\$ 41 137		
TRUST - WM	01/26/2009	Single Stock Risk Management	43 655	FRANCIS FELZER MAYBANK	
TRUST - WM	02/02/2009	Investment Management	10 573	LINDA G SCHMIDT	
TRUST - WM	03/31/2009	Investment Management	800	GEORGE G WILLIS	
TRUST - WM	03/31/2009	Financial & Estate Planning	1 500	NED Q CLINE	
TRUST - WM	03/31/2009	Trust & Fiduciary Management	8 552	OLIVIA F GIBB	
TRUST - WM	04/24/2009	Trust & Fiduciary Management	243	OLIVIA F GIBB	
TRUST - WM	04/24/2009	Trust & Fiduciary Management	8 076	LARRY D GIBB	
TRUST - WM	05/15/2009	Financial & Estate Planning	22 000	KEN SMITH	
TRUST - WM	05/04/2009	Trust & Fiduciary Management	18 010	GEORGE H HARRIS	
TRUST - WM	06/04/2009	Trust & Fiduciary Management	16 768	MARIAN H MOORE	
TRUST - WM	06/11/2009	Trust & Fiduciary Management	8 532	GEORGE H HARRIS	
TRUST - WM	06/11/2009	Trust & Fiduciary Management	9 214	MARIAN H MOORE	
TRUST - WM	06/24/2009	Trust & Fiduciary Management	9 822	MARIAN H MOORE	
TRUST - WM	06/25/2009	Trust & Fiduciary Management	9 825	GEORGE H HARRIS	
TRUST - WM	06/29/2009	Trust & Fiduciary Management	10 010	MARIAN H MOORE	

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ROA 3128

DATE 01/11/2010
TIME: 16:58 50
REPORT ID SIPALL4-91

BRANCH BANKING & TRUST CONFIDENTIAL
SALES INCENTIVE SYSTEM
NON INTEREST INCOME FEE REPORT - WEALTH MGMT

PAGE:
FOR THE MONTH OF DECEMBER 200

OFFICER : 39260

NAME : ANTHONY MAHFOOD

GROUP TYPE	DATE	PRODUCT	FEE AMOUNT \$	CLIENT NAME	ACCOUNT NUMBER
TRUST - WM	06/29/2009	Trust & Fiduciary Management	10 810	GEORGE H HARRIS	
TRUST - WM	08/07/2009	Financial & Estate Planning	15,000	DERMOT J JEVENS	
TRUST - WM	08/19/2009	Single Stock Risk Management	10,406	NICK A THEODORE	
TRUST - WM	08/19/2009	Investment Management	10 039	NICK A THEODORE	
TRUST - WM	08/19/2009	Investment Management	1 121	GEORGE G WILLIS	
TRUST - WM	09/04/2009	Investment Management	15 951	GEORGE H HARRIS	
TRUST - WM	09/11/2009	Investment Management	174	PAUL S GOLDSMITH	
TRUST - WM	09/15/2009	Investment Management	4 811	GEORGE H HARRIS	
TRUST - WM	09/23/2009	Trust & Fiduciary Management	8 303	AMROUSE H EASTERBY	
TRUST - WM	10/02/2009	Trust & Fiduciary Management	4 075	HEATHER L MEADORS	
TRUST - WM	10/16/2009	Trust & Fiduciary Management	1 398	AMROUSE H EASTERBY	
TRUST - WM	10/22/2009	Single Stock Risk Management	59 701	EFFIE CS BOWERS	
TRUST - WM	10/22/2009	Single Stock Risk Management	11 293	LUCY HILL BOWERS	
TRUST - WM	11/20/2009	Financial & Estate Planning	15 000	CONNIE E DAVIS	
TRUST - WM	12/02/2009	IRA Investment Management	13 891	FAYE E NELMS	
TRUST - WM	12/09/2009	Investment Management	595	FAYE E NELMS	
TRUST - WM	12/11/2009	Investment Management	1 701	GEORGE H HARRIS	
TRUST - WM	12/17/2009	Investment Management	3 762	MARIAN H MOORE	
TRUST - WM	12/17/2009	Investment Management	-10 573	LINDA G SCHMIDT	
TRUST - WM	12/18/2009	Financial & Estate Planning	500	FAYE E NELMS	
TRUST - WM	12/30/2009	Investment Management	1 273	MARIAN H MOORE	
TRUST - WM	12/30/2009	Investment Management	1 273	GEORGE H HARRIS	
TRUST - WM	12/31/2009	Investment Management	625	PAUL S GOLDSMITH	
TRUST - WM	12/31/2009	Investment Management	4 187	MARIAN H MOORE	
TRUST - WM	12/31/2009	Investment Management	4 187	GEORGE H HARRIS	
OFFICER PRODUCT TOTAL			\$ 369 980		
OFFICER GRAND TOTAL			\$ 430 455		
OFFICER MONTHLY AVERAGE TOTAL			\$ 35 871		

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ROA 3129

DATE: 01/11/2010
TIME 16 58 50
REPORT ID SIPAL14-91

BRANCH BANKING & TRUST CONFIDENTIAL
SALES INCENTIVE SYSTEM
NON-INTEREST INCOME FEE REPORT - WEALTH MGMT

PAGE

FOR THE MONTH OF DECEMBER 2006

OFFICER : 30179

NAME : M WALTERS

GROUP TYPE	DATE	PRODUCT	FE AMOUNT \$	CLIENT NAME	ACCOUNT NUMBER
S&S RETAIL	12/31/2009	*Scott & Stringfellow Relation	42	GLENN L BRIDGES	
S&S RETAIL	12/31/2009	*Scott & Stringfellow Relation	9,818	TRICIA CLARK QUARTERMAN	
		OFFICER PRODUCT TOTAL	\$ 9 860		
INSURANCE-R	08/19/2009	Retail Purposes	10 013	WILLIAM R ROWAN	
		OFFICER PRODUCT TOTAL	\$ 10 013		
TRUST - WM	02/06/2009	Investment Management	291	JULES HEYMANN	
TRUST - WM	02/25/2009	IRA Investment Management	464	JULIA S ROBINSON	
TRUST - WM	03/04/2009	IRA Investment Management	12 044	WILLIAM F STRAUSS	
TRUST - WM	03/31/2009	IRA Investment Management	189	JULIA S ROBINSON	
TRUST - WM	04/03/2009	IRA Investment Management	227	JOHN C PECK	
TRUST - WM	04/08/2009	IRA Investment Management	447	JULIA S ROBINSON	
TRUST - WM	04/09/2009	Investment Management	187	GEORGE P LUPTON	
TRUST - WM	04/09/2009	Investment Management	62	GEORGE P LUPTON	
TRUST - WM	05/28/2009	Investment Management	1 529	WILLIAM F STRAUSS	
TRUST - WM	05/28/2009	Investment Management	1 250	ORTEC INC	
TRUST - WM	06/01/2009	Investment Management	1,603	CHARLOTTE T CURRY	
TRUST - WM	06/04/2009	Investment Management	1 250	ANGELITA S FLOYD	
TRUST - WM	06/26/2009	Investment Management	20	THE ABNEY FOUNDATION	
TRUST - WM	07/02/2009	Investment Management	20,737	THE ABNEY FOUNDATION	
TRUST - WM	07/31/2009	Trust & Fiduciary Management	18 816	JAMES JOHN BALDWIN	
TRUST - WM	08/06/2009	Trust & Fiduciary Management	1 604	MARTHA POOLE MILLER	
TRUST - WM	08/06/2009	Trust & Fiduciary Management	1 604	DAVID BYNUM POOLE	
TRUST - WM	08/06/2009	Trust & Fiduciary Management	1 604	DAVID REID POOLE	
TRUST - WM	08/06/2009	Trust & Fiduciary Management	1 875	DAVID BYNUM POOLE	
TRUST - WM	08/06/2009	Trust & Fiduciary Management	1 875	DAVID REID POOLE	
TRUST - WM	08/07/2009	Trust & Fiduciary Management	1 875	MARTHA POOLE MILLER	
TRUST - WM	08/18/2009	Investment Management	5 448	HARRY J REYHANN	
TRUST - WM	08/28/2009	Trust & Fiduciary Management	115	JAMES BALDWIN	
TRUST - WM	09/30/2009	Financial & Estate Planning	2 500	JIMMY L ROGERS	
TRUST - WM	10/08/2009	Financial & Estate Planning	3 500	CHARLOTTE T CURRY	
TRUST - WM	11/19/2009	Investment Management	749	JULES HEYMANN	
TRUST - WM	11/20/2009	Investment Management	150	JULES HEYMANN	
TRUST - WM	11/30/2009	Trust & Fiduciary Management	23 847	CHARLES M MCGEE	
TRUST - WM	12/18/2009	Estate Management & Settlement	51 659	RALPH C STANLEY JR	
		OFFICER PRODUCT TOTAL	\$ 177 521		
		OFFICER GRAND TOTAL	\$ 197 394		
		OFFICER MONTHLY AVERAGE TOTAL	\$ 16 449		

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ROA 3130

0002 Branch Banking and Trust Cons
 517C321 WM - UPSTATE SC
 REPORT MO-699-95

Sales Tracking and Incentives
 Wealth Management Advisor
 Individual Results

PAGE 1
 AS OF 12/31/2009
 RUN ON 01-20-10 2

WM Advisor II
 MAHFOOD, ANTHONY R
 Officer # 39260

PERFORMANCE MEASURES	WEIGHT	OPPORTUNITY	GOAL	RESULTS	POINTS
Avg Monthly Fee Based Revenue (\$)	30	15 00 30 00 60 00	11,979 15,972 23,598	35,871	60 00
Avg Monthly Deposit Production (\$)	25	12 50 25 00 50 00	150,000 300 000 450,000	1,219,283	50 00 *
Avg Monthly Retail Loan Production and POS (100% of Loans/ 50% of Lines)	25	12 50 25 00 50 00	100,000 00 200,000 00 300,000 00	56,458 00	0 00 *
Avg Monthly Mortgage Loans Closed (\$) (Actual Dollars Closed)	10	5 00 10 00 20 00	90,000 00 120,000 00 180,000 00	231,808 00	20 00 *
Teamwork/Balanced Mix of Business 5 = Exceptional, 4 = Very Good 3 = Performer, 2 = Growth Opportunity 1 = Need Immediate Improvement	10	5 00 10 00 20 00	3 00 4 00 5 00	4 00	10 00
Totals	100				140 00

*25 points and threshold in two of these three measures required for payout
 MUST BE A PERFORMER OR BETTER TO RECEIVE A PAYOUT

CONFIDENTIAL

BB&T_45184

ROA 3131

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Sales Tracking and Incentives
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 Individual Results

PAGE 2
 AS OF 12/31/2009
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WM Advisor II
 MAHFOOD, ANTHONY R
 Officer # 39260

PERFORMANCE MEASURES	WEIGHT	OPPORTUNITY	GOAL	RESULTS	POINTS
Quarterly Cumulative Scorecard					
YTD Fees Collected		Projected Salary	Salary x 1 5	Incentive Base	Incentive Earned
Quarter #1	73,528	72,250	108,375	-34,847	0
Quarter #2	227,702	72,250	108,375	119,327	29,832
Quarter #3	295,814	72,250	108,375	187,439	17,028
Quarter #4	430,455	72,250	108,375	322,080	33,660
Total Incentive Earned*					80,520

INCENTIVE EARNED = YTD FEES COLLECTED - (PROJ SALARY x 1 5) x 25 - YTD INCENTIVE PAID*

Retention
 2009 Retention Goal 0 00
 2009 Retention Results 0 00

CONFIDENTIAL

BB&T_45185

ROA 3132

BB&T PER VA DEVELOPMENT PLAN - Wealth Management Advisor

Anthony R Mahfood

EMPLOYEE NAME

6-month Review (Initials)

MGR.

EMPL.

DATE

Wealth Management 5272020

CENTER NAME/NUMBER

Annual Summary by

MANAGER

DATE

Agreement on Plan

2006

(Initials)

PLAN YEAR

MGR.

EMPL.

DATE

Summary Reviewed by

MANAGER'S SUPERVISOR

DATE

I ORGANIZATIONAL VALUES AND CORE COMPETENCIES

Important The composite result of the following organizational values and core competencies directly impacts your professional reputation and credibility The following categories were evaluated using the rating definitions found at the back of this form Definitions for ratings should be reviewed with the employee prior to the discussion

BB&T VALUES

- 1 **Reality Grounded/Reasoning** Acts within the context of reality (the facts), as opposed to wishful thinking
Reasons logically from the facts at hand Clear thinker Begins with sound premises and draws conclusions
in a rational manner

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐
- 2 **Independent Thinker** Makes rational decisions independently Thinks creatively Seeks innovation not to be
different, but to be "better" Demonstrates the courage and self-confidence to stand up for beliefs and ideas

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐
- 3 **Productivity** Committed to taking actions necessary to accomplish mission/goals Turns thoughts into
actions through proper planning, organizing, and execution Sets priorities effectively and monitors timely
completion of work Provides services to clients in an efficient manner reflecting the value of the relationship
Able to handle multiple tasks and interruptions

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐
- 4 **Attendance** Displays promptness and good attendance

NII	GO	P	VGP	EP
☐	☐	☐	☐	☒
- 5 **Justice/Fairness** Does not discriminate on race, gender, age, disability, nationality, religion, etc
Acknowledges superior performance Treats everyone with dignity, trust, and consideration Respects the
individual

NII	GO	P	VGP	EP
☐	☐	☐	☐	☒
- 6 **Pride/Ownership** Exhibits pride in work and accomplishments Earns positive self esteem from performing
work well Possesses strong personal goals and accomplishes goals within the context of the work unit and
corporate missions Possesses self-motivation and a strong work ethic including the initiative, energy, and
desire to begin and complete assigned tasks Exhibits personal commitment to, and accepts personal
responsibility for, individual and work unit success

NII	GO	P	VGP	EP
☐	☐	☐	☐	☒
- 7 **Teamwork and Mutual Supportiveness** Acts to achieve agreed upon objectives of the team with respect
for fellow employees, while acting in a mutually supportive manner Displays a willingness to "pitch-in"
Supports corporate goals and philosophies

NII	GO	P	VGP	EP
☐	☐	☐	☐	☒

PROBLEM SOLVING & DECISION MAKING SKILLS

- 8 **Knowledge/Skills** Possesses knowledge and skills necessary to perform assigned responsibilities in a
competent manner Acts on growth opportunities and pursues education/training to fill identified gaps
Works without close supervision

NII	GO	P	VGP	EP
☐	☐	☒	☐	☐
- 9 **Problem Solving** Identifies problems in a timely manner Gathers and analyzes information skillfully,
sorting relevant from irrelevant information Grasps essentials of complex issues, develops appropriate
solutions, and initiates action

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

INTERPERSONAL SKILLS

- 10 **Communication Style** Communicates in an open, candid, clear, and consistent manner

NII	GO	P	VGP	EP
☐	☐	☒	☐	☐
- 11 **Listening Skills** Listens effectively and probes for new ideas

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐
- 12 **Diplomacy** Influences others with or without direct authority Uses facts and rational arguments to
influence and persuade

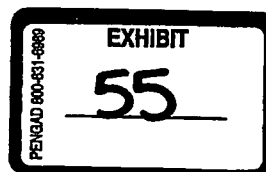
NII	GO	P	VGP	EP
☐	☐	☒	☐	☐

QUALITY & CLIENT SERVICE ORIENTATION

- 13 **Work Quality** Produces high quality work and is attentive to detail and accuracy

NII	GO	P	VGP	EP
☐	☐	☐	☐	☒
- 14 **Process Improvement** Continually evaluates, recommends, or implements process/system
improvements Accepts and handles change effectively

NII	GO	P	VGP	EP
☐	☐	☐	☐	☒



- 15 **Client Service Delivery** Follows BB&T's Gold Seal Client Service Standards of Excellence in greeting and servicing clients while performing daily responsibilities. Seeks to understand internal client needs and solicits feedback to enhance service quality and establish relationships
- 16 **Telephone Skills** Answers telephone using BB&T's Telephone Answering Guidelines. Maintains updated phone mail messages. Returns calls at earliest possible convenience

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

PERSUASIVENESS/SALES (required for employees with sales responsibilities, optional for others)

- 17 **Sales Communication Skills** Deals effectively with internal/external clients and other business relationships
- 18 **Negotiating/Closing** Can make things happen, negotiate, and "make a deal". Recognizes business opportunity and seizes it
- 19 **Product Knowledge** Possesses adequate product knowledge to meet client needs and support sales process
- 20 **Sales Behaviors** Follows Decathlon or other established sales process, using agreed upon sales techniques and behaviors
- 21 **Sales Goals** Meets agreed upon sales goals on a consistent basis

NI	GO	P	VGP	EP
☐	☐	☒	☐	☐

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

NI	GO	P	VGP	EP
☐	☐	☒	☐	☐

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

LEADERSHIP (applies to employees with managerial and leadership responsibilities)

- 22 **Vision/Motivation** Develops and communicates a clear vision and direction for assigned unit/organization. Inspires and energizes others to commit to vision. Leads by example
- 23 **Forward Thinking** Stretches horizons and challenges paradigms. Creates and manages real and positive change
- 24 **Participative Management** Involves the correct individuals in the decision making process to ensure all important "inputs" are considered. Facilitates consensus agreement as appropriate
- 25 **Team Builder** Selects and retains talented people. Encourages training and education. Constant interest in learning
- 26 **Coaching** Provides coaching and feedback to develop team members to fullest potential. Shares timely and objective feedback with assigned staff, including constructive feedback aimed at improvement. Sets objectives and conducts mid-year and year-end formal reviews on a timely basis. Inspects what is expected. For managers with sales responsibilities. Provides sales coaching and feedback on a "real-time", immediate basis
- 27 **Delegation/Empowerment** Delegates whole tasks and empowers team to maximum effectiveness
- 28 **Justice/Fairness (leadership aspect)** Evaluates and rewards employees objectively. Differentiates in the recognition of competency, performance, and character. Fully utilizes diversity of team members to achieve business unit success. Willing to make and act on difficult/tough decisions
- 29 **Corporate Perspective** Systems thinker with a cross functional perspective. Considers global/corporate impact of decisions and actions. Communicates this perspective to team members
- 30 **Quality/Client Service Leadership** Creates client service mindset throughout unit/organization. Inspires and demonstrates a passion for excellence in every aspect of work. Holds regularly scheduled service meetings. Emphasizes use of agreed upon service techniques and follows up to ensure proper execution
- 31 **Sales Leadership (required for managers with sales responsibilities)** Champions sales effort throughout unit/organization. Holds routine sales meetings, "Big 5's", objections clinics, etc. as necessary to support sales process and maximize effectiveness of sales efforts. Serves as a role model producer

NI	GO	P	VGP	EP
☐	☐	☒	☐	☐

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

NI	GO	P	VGP	EP
☐	☐	☒	☐	☐

NI	GO	P	VGP	EP
☐	☐	☐	☐	☐

NI	GO	P	VGP	EP
☐	☐	☐	☐	☐

NI	GO	P	VGP	EP
☐	☐	☐	☐	☐

NI	GO	P	VGP	EP
☐	☒	☐	☐	☐

NI	GO	P	VGP	EP
☐	☐	☐	☐	☐

NI	GO	P	VGP	EP
☐	☐	☒	☐	☐

NI	GO	P	VGP	EP
☐	☐	☒	☐	☐

NI	GO	P	VGP	EP
☐	☐	☒	☐	☐

NI	GO	P	VGP	EP
☐	☐	☐	☐	☐

OPTIONAL

- 32 **Behavior/Skill/Competency** _____
(To be defined by manager)

NI	GO	P	VGP	EP
☐	☐	☐	☐	☐

Mid-Year Comments For Organizational Values and Core Competencies

II OBJECTIVES

Attach Incentive Matrix Reflecting Ratings and Comments For Incented Positions In Banking Network, Lines of Business, Other Business Unit Plans, and Executive Incentive Participants
(Use Additional Objectives Below as Necessary)

For All Other Positions, Use Objectives Below To Assess Results

RESULTS (For Incented Positions In Banking Network, Lines of Business, etc.)

33 Incentive Plan Performance Individual performs at an acceptable level in assigned incentive plan, meeting or exceeding goals in most areas (attach plan results/matrix)

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

List agreed upon objectives directly from the planning process, including the indicators of performance. Indicate results by checking appropriate block and comment as necessary. See back page for ratings.

OBJECTIVE 1 Achieve 2006 goals for fee income sales, loans, deposits and mortgage loan referrals

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Anthony produced fee income of \$ 413,383 for 2006, which was 206.7 % of goal and was 9th best in the company. He did an excellent job of selling across all product lines and making sure that his clients were exposed to all that BB&T had to offer. This included being the top producer of Alternative Investment fee income and although short of his goal he produced a significant loan total of \$ 2,645,000. He needs to continue to increase retail loan production while looking for opportunities for Deposits and Mortgage loan referrals.

OBJECTIVE 2 Achieve 2006 Decathlon Activity Goals and use ProActiv for the timely reporting of all sales and contact activity. Deliver to your client an integrated relationship management plan with a high focus on proactive communication, time lines, responsiveness and accuracy.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Anthony has become our teams Proactive expert and "go to" guy for questions about reporting issues. He is very conscientious about meeting all deadlines and requested activity. I believe Anthony although doing a good job can look for and make additional efforts to sell other banking products and services to his clients.

OBJECTIVE 3 Provide integrated sales & servicing support to WM Team, Banking Region and IRM partners. Utilize tools, such as the WM Profiler form and BSO liquidity report, to create and expand strong relationships with internal referral sources.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☒	☐	☐

Comments Anthony has continually made efforts to develop his internal referral sources. Significant improvement has been made in 2006 with the stability which has occurred in the Greenville BSO team. Anthony should not become discouraged with the slow progress here but must continue to make numerous efforts to develop these relationships and attempt to get their buy in to what Wealth Management is trying to accomplish in 2007.

OBJECTIVE 4 Adhere strictly to Wealth Management segmentation model on all new business. Continue to migrate existing non-Wealth Management accounts to the appropriate segmentation relationship manager and IRM partner. Utilize the WM Client Profile on all referred business and provide Team Director with copies to obtain approvals to provide timely referral credit.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Anthony has done an excellent job of helping to migrate smaller clients out of Wealth Management when appropriate. He should make sure that he uses the WM Client Profile for all of his clients in 2007 in order to be more proactive instead of reactive to client banking and Estate Planning needs which may not produce immediate fee income, but do help to cement the relationship needed to become their trusted advisor.

OBJECTIVE 5 Strictly adhere to all policies and procedures and ensure that all activities are conducted within the appropriate bank and regulatory compliance rules and guidelines.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Anthony has done a very good job of complying with all regulatory rules and regulations. When he is in doubt he is quick to ask first prior to acting in an inappropriate manner.

OBJECTIVE 6

Submit at least one creativity suggestion for consideration in the firm's Innovation Award, either individually or in conjunction with your team.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☒	☐	☐

Comments

Anthony submitted 2 ideas in 2006 one of which was chosen as one of 5 WM finalist ideas

OBJECTIVE 7.

Expand and reland external referral sources to include centers of influence and circles of influence

Year-End Review

NII	GO	P	VGP	EP
☐	☒	☐	☐	☐

Comments

Anthony being fairly new to the community made a good start in 2005 and 2006, but needs to work even harder on this in 2007 in order to maintain the high sales level he achieved in 2006. Although he had excellent sales numbers in 2006 these goals were met through just a few very large sales and we can not count on similar sales in 2007 occurring. There is a strong need to get a more consistent pipeline which can only come from developing a consistent broad based referral network both in and outside of the bank.

OBJECTIVE 8

Obtain appropriate training and education to grow knowledge and skill levels. Maintain good generalist knowledge of all the products and services necessary to serve the Wealth Client.

Year-End Review

NII	GO	P	VGP	EP
☐	☒	☐	☐	☐

Comments

Anthony needs to complete his CFP in 2007 and should work on implementing more of the sales training he received from Canon.

OBJECTIVE 9

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☐	☐

Comments

Mid-Year Comments For Objectives

Anthony continues to perform the duties of a Wealth Management Advisor in an excellent manner. He needs to continue to develop his sales skills and his referral network in order to maintain and improve upon his current performance. Significant progress has been made to date in developing the Internal Referral network to date in 2006 this needs to continue and focus should be given on external sources as well. He does an excellent job of handling his clients and thinking outside the box when opportunities arise. He should be more aggressive about looking for opportunities for banking products for his clients.

III PERFORMANCE SUMMARY

Provide an overall summary rating using information from Section I Organizational Values and Core Competencies and Section II Objectives including any incentive matrices. This rating should represent a blend of sections I and II. Carefully study the definitions of ratings at the end of the form prior to completing this section. Comments should include a clear summary of strengths, weaknesses, and supporting information as to how the manager views the employee's total contribution over the last year. Please transfer this overall rating, along with any salary change information, to the HR Change Form for submission to your local HR Field Services office in Human Systems.

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Year End Comments on Overall Performance

Anthony had a very good year in 2006. In particular he is to be commended on his "across the board" results. He had sales in all categories of fee income production. He had a good year in loan production although falling slightly short of goal. In addition he is to be commended for being a leader in the Alternative Investment arena. He needs to continue to develop his referral network both internally and externally in order to maintain this high performance in 2007.

IV EARNING AND DEVELOPMENTAL ACT.

A Summarize any developmental activity during the last 12 months not shown on the Career Profile (attach copy of Career Profile)
Began work on CFP which should be completed in '07 Also took several Canon Sales training courses.

B Discuss the needs for personal or corporate attention to growth and development in specific skills, behaviors or emphases, noting highest impact areas as higher priority If schools or classes are recommended, indicate specific expectations Address each growth opportunity identified in sections I and II of this document

Needs to focus on developing his sales plan in order to generate more leads Should complete CFP Also should begin to take some leadership and management courses Should consider some Public speaking courses/opportunities such as "Toastmasters"

V CAREER POTENTIAL

Comment on this person's ability to grow in current assignment (recognizing the value of experience and stability and long range potential)

Anthony is a intelligent hard working employee who has great potential He needs to expand his knowledge of loan and deposit products and work on his public speaking leadership/management skills, and there should be great opportunity to grow with BB&T

VI OPTIONAL EMPLOYEE COMMENT OR RESPONSE

VII GENERAL INFORMATION / CERTIFICATION

Current Position Title Wealth Management Advisor II

Job Grade 15 Salary Range Min \$ 51,893 Mid-Point \$ 66,165 Max \$ 80,437 Old Salary \$ 56,000

Salary Change Info New Salary \$ 61,600 Increase \$ 5,600 Increase % 10 New Compa Ratio % 91.3

PERSONAL DEVELOPMENT PLAN RECEIVED BY

(EMPLOYEE SIGNATURE)

(DATE)

ANNUAL CERTIFICATION OF ADHERENCE TO BB&T CODES AND POLICIES (NOT OPTIONAL)

I certify that, as a condition of employment, I have read, understand and will abide by the BB&T Code of Ethics, BB&T's Policies on Non-Discrimination, and the BB&T Policy on Sexual Harassment

Employee

(SIGNATURE)

(DATE)

BB&T PEI ON DEVELOPMENT PLAN- With 1 Management Advisor

by R. Mahfood
 JYEE NAME
 With Management Greenville, SC
 ENTER NAME/NUMBER
 Agreement on Plan 2009 (Initials) MGR EMPL DATE
 PLAN YEAR 3/10/09

8 month Review (Initials) MGR EMPL DATE
 Annual Summary by MGR EMPL DATE
 Summary Reviewed by MGR EMPL DATE

RATING DEFINITIONS

- NII Needs Immediate Improvement** - This level of achievement is considered to be below the minimum requirements for the position. Individual has difficulty meeting significant job expectations. An immediate and concentrated effort must be made to acquire and utilize an acceptable level of knowledge, skills, and behaviors for the individual to remain in the job.
- GO Growth Opportunity** - This level of achievement can be further developed with experience, effort, training, and coaching. Individual performs in an acceptable way in many aspects, but has an opportunity to grow in others. May experience some difficulty in executing on responsibilities independently.
- P Performer** - This level of achievement is considered to represent solid performance. Individual consistently and reliably meets job expectations and requirements. As the individual gains knowledge and experience, progress is being made in their overall development. Performance at this level is typical in well-managed, high-performance organizations.
- VGP Very Good Performer** - This level of achievement is considered to exceed normal job expectations in many areas. Individual consistently accomplishes complex and difficult parts of the job, often going beyond anticipated results. Employee is making a substantial contribution to the organization.
- EP Exceptional Performer** - This level of achievement is considered to be rare and distinguishes the employee from others. Individual excels in virtually all aspects and has attained a high level of proficiency on a sustained basis. Employee is considered to be a model for excellence and is described as a pacesetter and unique contributor.

ORGANIZATIONAL VALUES AND CORE COMPETENCIES

Important: The composite result of the following organizational values and core competencies directly impacts your professional reputation and credibility. The following categories were evaluated using the rating definitions found at the beginning of this form. Definitions for ratings should be reviewed with the employee prior to the discussion.

BB&T VALUES (Intellectual Integrity)

- Reality Grounded/Reasoning** Acts within the context of reality (the facts), as opposed to wishful thinking. Reasons logically from the facts at hand. Clear thinker. Begins with sound premises and draws conclusions in a rational manner.
- Independent Thinker** Makes rational decisions independently. Thinks creatively. Seeks innovation not to be different, but to be "better". Demonstrates the courage and self-confidence to stand up for beliefs and ideas.
- Productivity** Committed to taking actions necessary to accomplish mission/goals. Turns thoughts into actions through proper planning, organizing, and execution. Sets priorities effectively and monitors timely completion of work. Provides services to clients in an efficient manner reflecting the value of the relationship. Able to handle multiple tasks and interruptions.
- Justice/Fairness** Evaluates individuals based on their personal merits, character, and performance, not by irrational criteria such as race, sex, religion, etc. Respects the individual.
- Pride/Ownership** Exhibits pride in work and accomplishments. Earns positive self-esteem from performing work well. Possesses strong personal goals and accomplishes goals within the context of the work unit and corporate missions. Possesses self-motivation and a strong work ethic including the initiative, energy, and desire to begin and complete assigned tasks. Exhibits personal commitment to, and accepts personal responsibility for, individual and work unit success.
- Teamwork and Mutual Supportiveness** Acts to achieve agreed upon objectives of the team with respect for fellow employees, while acting in a mutually supportive manner. Displays a willingness to "pitch-in". Supports corporate goals and philosophies.

NII	GO	P	VGP	EP
			X	

NII	GO	P	VGP	EP
			X	

NII	GO	P	VGP	EP
			X	

NII	GO	P	VGP	EP
			X	

NII	GO	P	VGP	EP
			X	

NII	GO	P	VGP	EP
			X	

KNOWLEDGE & PROBLEM SOLVING SKILLS (ability to make decisions and think conceptually)

- Knowledge/Skills** Possesses knowledge and skills necessary to perform assigned responsibilities in a competent manner. Works without close supervision. For employees with sales responsibilities, possesses adequate product knowledge to meet client needs and support sales process.
- Education/Training** Acts on growth opportunities and pursues education/training to fill identified gaps. For positions with a specified University Certification Program (UCP) curriculum, the employee is making appropriate strides toward completing the necessary coursework within the prescribed time period.

NII	GO	P	VGP	EP
			X	

NII	GO	P	VGP	EP
		X		



- 9 **Problem Solving/Judgment** Identifies problems in a timely manner. Gathers and analyzes information skillfully, sorting relevant from irrelevant information. Grasps essentials of complex issues, develops appropriate solutions, and initiates action. Exhibits sound judgment.

NII	GO	P	VGP	EP
		X		

COMMUNICATION / INFLUENCE

- 10 **Communication Style** Communicates in an open, candid, clear, and consistent manner. Deals effectively with internal/external clients and other business relationships.
- 11 **Listening Skills** Listens effectively and probes for new ideas.
- 12 **Diplomacy** Influences others with or without direct authority. Uses facts and rational arguments to influence and persuade.
- 13 **Negotiating/Closing** Can make things happen, negotiate, and "make a deal." Recognizes business opportunity and seizes it.

NII	GO	P	VGP	EP
		X		

NII	GO	P	VGP	EP
		X		

NII	GO	P	VGP	EP
		X		

NII	GO	P	VGP	EP
			X	

QUALITY & CLIENT FOCUS

- 14 **Work Quality** Produces high quality work and is attentive to detail and accuracy.
- 15 **Process Improvement** Continually evaluates, recommends, or implements process/system improvements. Accepts and handles change effectively.
- 16 **Attendance** Displays promptness and good attendance.
- 17 **Client Service Delivery** Follows BB&T's *Perfect Client Experience Behaviors* in greeting and servicing clients while performing daily responsibilities. Seeks to understand internal/external client needs and solicits feedback to enhance service quality and establish relationships. Practices responsive, reliable, empathetic, and competent client service.

NII	GO	P	VGP	EP
			X	

NII	GO	P	VGP	EP
		X		

NII	GO	P	VGP	EP
			X	

NII	GO	P	VGP	EP
			X	

SALES BEHAVIORS/PROCESS

- 18 **Sales Behaviors** Follows established sales behaviors (Decathlon or other) using agreed upon sales techniques. Achieves necessary contacts per day including face-to-face calls. Profiles clients as appropriate. Attends and participates in sales meetings. Actively participates in sales campaigns.
- 19 **Sales Process** Executes on established sales process (Store Ownership, Consultative Sales, or other) maintaining proficiency in contact management, call execution, new household acquisition, client service and retention, and Integrated Relationship Management (IRM). Delivers on BB&T's value proposition.
- 20 **Sales System Utilization** Utilizes sales management system (ProActiv, Retail Contact Mgmt, or other) as appropriate to include contact management, sales and pipeline management, referrals, and relationship management. If appropriate for position, utilizes "Create, Move Along, Close Report."
- 21 **IRM Relationships (referral partners)** Develops and maintains effective relationships with IRM partners. Attends IRM meetings and events, and includes IRM partners as appropriate. Effectively refers and receives referrals from IRM partners.
- 22 **Community Involvement** Supports BB&T mission by participating in charitable/civic organizations and events as appropriate. Seeks out sales and referral opportunities as appropriate.
- 23 **Sales Coaching (required for team leaders, mentors, etc.)** Provides coaching and feedback to develop team members, peers, and/or proteges to fullest potential. Shares timely and objective feedback aimed at improvement on a "real-time," immediate basis.

NII	GO	P	VGP	EP
			X	

NII	GO	P	VGP	EP
			X	

NII	GO	P	VGP	EP
		X		

NII	GO	P	VGP	EP
		X		

NII	GO	P	VGP	EP
		X		

NII	GO	P	VGP	EP

OPTIONAL

- 24 **Behavior/Skill/Competency** _____
(To be defined by manager)

NII	GO	P	VGP	EP

Mid-Year Comments For Organizational Values and Core Competencies

Anthony continues to be a great asset to our team. He is a hard worker who takes great pride in his work and is an independent thinker, who is grounded in reality. He continues to show improvement in many areas particularly when weaknesses are pointed out to him. He can continue to work on helping to make others on his team to be successful in attaining their goals as well as focusing on meeting his own goals. He has an excellent working knowledge of Investment related issues, and should strive to increase his knowledge in both lending and Trust/fiduciary issues so that he will be prepared to move on to the next level which will require this. His client focus is I believe his greatest strength and the primary reason for the success he has had to date. He should be careful however, that this strength does not become a weakness as he deals with other teammates and IRM partners whom he also needs to work well with in order to meet his clients needs. The quality of his work is above average, he is quick to organize and respond to whatever challenges/tasks which are laid in front of him. Again he needs to be careful that this strength does not cause other problems as sometimes he will respond so quickly that he has not given the issue the careful thought which it might warrant. Finally his sales behaviors have been excellent and shows in the excellent year he is enjoying at this time. His hard work continues to pay off for him and our team and I am very excited to have the opportunity to work with him and watch his career grow.

II OBJECTIVES/RESULT

Attach Incentive Matrix Reflecting Ratings and Comments For Incented Positions In Banking Network, Lines of Business, Other Business Unit Plans, and Executive Incentive Participants
(Use Additional Objectives Below as Necessary)

For All Other Positions, Use Objectives Below To Assess Results

RESULTS (For Incented Positions In Banking Network, Lines of Business, etc)

- 25 Incentive Plan Performance Individual performs at an acceptable level in assigned incentive plan, meeting or exceeding goals in most areas (attach plan results/matrix)

NIR	GO	P	VGP	EP
			X	

List agreed upon objectives directly from the planning process, including the indicators of performance Indicate results by checking appropriate block and comment as necessary See front page for ratings

OBJECTIVE 1 Achieve goals for fee based revenue \$ 350,000, loans \$ 3,250,000 and deposits \$ 7,000,000 Fee based revenue sales should be broad and include Asset Management, S&S, Investment Services, Financial Planning, Insurance and Mortgage Bring in at least 1 new Wealth Management household per month

Year-End Review

NIR	GO	P	VGP	EP
			X	

Comments Anthony achieved or exceeded almost every one of his goals in 2009 He attained 134% of his FBR goal with a total of \$486,968 His deposits were at 258% of goal or \$ 18,081,988 Loans was the only area he fell short of his target bringing in new loans in the amount of \$ 1,355,000 vs a goal of \$ 3 25 Million He had sales in all areas possible for new FBR Included in that total was a banner year in Financial Planning with \$ 54,000 in FP revenue He fell just short of the goal of one new HH per month with 9 for the year

OBJECTIVE 2 Be active in the fee based financial planning process by engaging the Financial Planning Strategist with qualified Wealth Management clients/prospects Deliver a minimum of 4 financial plans to clients and prospects and a minimum of \$14,000 in collected planning fees Actively work with the FPS and appropriate IRM partners to implement recommendations from the financial plan, entering and tracking all opportunities in ProActiv

Year-End Review

NIR	GO	P	VGP	EP
			X	

Comments Anthony exceeded expectations in planning for 2009 with \$ 54,000 in planning revenue This was largely due to an emphasis on Business Succession plans Anthony had a total of 6 planning engagements in 2009 which resulted in the great FBR He should not only continue to cultivate Business Succession Plans in 2010 but also look for ways to increase penetration into his current book of clients He and Mike our FPS have a great working relationship and continue to mine the plans for new business opportunities

OBJECTIVE 3 Implement and execute on the UMA Investment Platform by aggressively marketing the investment solution to Wealth Management clients and prospects Actively participate in the transition of existing WM clients to the UMA platform by working with the RPM's to help provide a smooth conversion

Year-End Review

NIR	GO	P	VGP	EP
			X	

Comments Anthony did an excellent job in 2009 of implementing the new WMIP and transitioning his book of clients to the new process and new fee schedule This was accomplished with only minimal loss of existing clients due to the strong relationships which Anthony has developed with his book of clients

OBJECTIVE 4 Achieve 2009 Decathlon Activity Goals and use ProActiv for your client contact plan, recording 13 Issues information, referral activity, sales, pipelines and future contacts, a minimum of 20 contacts (75% of those being A contacts)/5 face to face contacts/3 outbound referrals/2 inbound referrals/6planned contacts per week Deliver to your client an integrated relationship management plan with a high focus on proactive communication, time lines, responsiveness and accuracy

Year-End Review

NIR	GO	P	VGP	EP
			X	

Comments Anthony averaged 26 1contacts per week during 2009 His planned contacts per week averaged 6 6 Outbound referrals were 2 per week, while inbound was 7 He is a believer and user of Proactive to schedule his work and this discipline I believe plays a big part in his success

OBJECTIVE 5 Provide integrated sales & servicing support to WM Team, Banking Region and IRM partners Follow up on referrals in a timely manner and provide prompt feedback to all referral sources Utilize tools such as the Wealth Management Capabilities Pitchbook and Referral Rewards to create and expand strong relationships with internal referral sources Utilize the Referral Rewards process as appropriate to provide timely referral credit to banking partners

Year-End Review

NIR	GO	P	VGP	EP
		X		

Comments Anthony has done all of this however with greater cooperation from his IRM partners this is an area which could be greatly enhanced and (overseen) in 2010 Not all under his control, but keep plugging away and look for opportunities

OBJECTIVE 6 Adhere strictly to Wealth Management segmentation model on all new business Continue to migrate existing non-Wealth Management accounts as well as prospects to the appropriate segmentation relationship manager and IRM partner Actively support the migration of accounts to SASG

Year-End Review

NII	GO	P	VGP	EP
			X	

Comments Anthony has been very diligent to bring in PFS whenever and wherever possible He is a strict adherent to the segmentation model

OBJECTIVE 7 Execute on all Marketing and sales strategies (Marketing Lead Lists, etc) that may be important to the division's growth and profitability Execute on the Wealth Management Sales Model which should include a consistent focus on Financial Planning, consultative selling using the 13 issues to deliver depth and breadth of products and services, and utilizing the Legacy Banking package This process should be outlined and updated in the WMA's business plan Schedule at least one joint call per month with your Team Director

Year-End Review

NII	GO	P	VGP	EP
		X		

Comments Anthony does a good job of looking for all opportunities to sell and cross-sell to a client. He needs to continue to look for opportunities to schedule joint calls with the Team Director In 2010 there is a need to dig deeper into his top relationships for additional business Narrow the number of relationships he is focused upon to 55 and work those until we are sure we have done all we can for those clients and then look to develop even larger ones Ask for referrals from those clients who are happy with us

OBJECTIVE 8 Submit at least one creativity suggestion for consideration in the Chairman's Innovation Award/Wealth Management Execution and Innovation Award, either individually or in conjunction with your team

Year-End Review

NII	GO	P	VGP	EP
		X		

Comments Anthony submitted his one idea

OBJECTIVE 9 Expand and rekindle external referral sources to include centers of influence and circles of influence, as well as asking for introductions from clients This should be an integral part of the business plan

Year-End Review

NII	GO	P	VGP	EP
		X		

Comments Anthony needs to continue to expand his outside community involvement in order to uncover other opportunities for referrals He should continue to ask his existing base of clients for referrals, his clients think highly of him and he should use that to his advantage to develop more leads

OBJECTIVE 10 Obtain appropriate training and education to grow knowledge and skill levels Maintain good generalist knowledge of all the products and services necessary to serve the Wealth Client Complete all assigned learning center courses in a timely manner

Year-End Review

NII	GO	P	VGP	EP
		X		

Comments Anthony has taken all mandatory courses within BB&T surrounding his core competency He should continue to have as a goal to get his CFP and also look for opportunities to take any and all management/leadership courses which are offered by BB&T University

OBJECTIVE 11 Strictly adhere to all policies and procedures and ensure that all activities are conducted within the appropriate bank and regulatory compliance rules and guidelines

Year-End Review

NII	GO	P	VGP	EP
		X		

Comments Anthony has continued to adhere to all policies and procedures regarding his investment, insurance and lending activities as well as adhering to all Patriot Act issues for the bank

Mid-Year Comments For Officer

Anthony is experiencing a stellar year through the first half of 2009. He is well ahead of plan in bringing in FBR and Deposits. He is slightly behind plan on Financial Plans and only lags significantly his loan goal. He has made sales in all categories which we are measured in. This effort was recognized by his being named Sterling performer for second quarter of 2009, and the only category keeping him from being 'best of the best' was the new loan production numbers. I look forward to seeing what he will do during the second half of the year. He has done a good job at meeting with his existing clients and raising their fees to the new WMIP pricing model, with only a handful of clients still to meet with. During this year he has attended FARR and also met with me to go over his Caliper IDG to discuss ideas, while maintaining his relationship with his internal mentor Mark Maraffi. Anthony is a shining example of someone who follows our sales approach by using Proactive to as full of an extent as is possible. He has made significant inroads into the Greenville BSO team which has not been easy. He still needs to develop more community contacts and greater confidence in order to take his sales to the next level by not relying on internal referral sources, but also developing an external source of leads to go along with the internal ones.

III CAREER POTENTIAL

Comment on this person's ability to grow in current assignment (recognizing the value of experience and stability and long range potential). Discuss career progression, as appropriate, focusing on ability, knowledge, experience, and engagement (as may be more fully discussed in Section IV). Employees may wish to discuss any geographic preferences or career directional shifts.

Anthony does an excellent job of following all Wealth Management guidelines for being a successful WMA. He has areas where he can continue to develop such as using the 13 issues and the pitch book as well as developing more community contacts. In addition it would be beneficial for him to do more public speaking in front of large groups, which will be necessary to be successful at the 'next level'. He should avail himself of all leadership/management and public speaking courses offered both internally by BBB&T University as well as outside the bank.

IV PERFORMANCE SUMMARY TO INCLUDE DEVELOPMENTAL RECOMMENDATIONS

Provide an overall summary rating using information from Section I Organizational Values and Core Competencies, Section II Objectives/Results (including any incentive matrices), and Section III Career Potential. This rating should represent a blend of sections I, II, and III. Carefully study the definitions of ratings at the beginning of the form prior to completing this section. Multiple ratings of NII and/or GO, or a singular NII on a behavior or objective critical to the role, should lead to an overall rating no higher than GO. Comments should include a clear summary of strengths, weaknesses, and supporting information as to how the manager views the employee's total contribution over the last year. The manager should provide clear developmental recommendations. Please transfer this overall rating, along with any salary change information for non-officers, to the HS Data Form for submission to HS Payroll & Operations. For officers, the overall rating and salary information should be keyed to the online "Compensation Center."

NII	GO	P	VGP	EP
			X	

Year-End Comments on Overall Performance and Potential to Include Developmental Recommendations**Summary Comments on Overall Performance and Potential**

Discuss individual and/or business unit performance.
Anthony played a vital and important role in the success of the team in 2009. He was a leader in all areas of sales as well as in getting his clients converted to the WMIP and new fee schedules.

Summary of strengths

Persistence, adherence to the model and client service

Summary of weaknesses

Public speaking

Developmental Coaching (Include growth and attention to specific skills, behaviors, or results noting highest impact areas)**Do more (list/explain as appropriate)**

Community Involvement and developing of COI's

Do less (list/explain as appropriate)**Continue to (list/explain as appropriate)**

Delegate to associates when appropriate

Give attention to (list/explain as appropriate)

Education/learning to consider (list specific internal classes, FARR workshops, banking schools, etc. as appropriate for continued growth and development)

Leadership, Management and Public speaking courses

V OPTIONAL EMPLOYEE COMMENT OR RESPONSE

VI GENERAL INFORMATION / CERTIFICATION

Current Position Title Wealth Management Advisor II

Job Grade 15 Salary Range Min \$ 52,961 Mid-Point \$ 67,526 Max \$ 82,091 Old Salary \$ 72,999.96

Salary Change Info New Salary \$ 74,700 Increase \$ 1,700.04 Increase % 2.32 New Compa Ratio % 110.62%

PERSONAL DEVELOPMENT PLAN RECEIVED BY

(EMPLOYEE SIGNATURE)

(DATE)

**ANNUAL CERTIFICATION OF ADHERENCE TO BB&T CODES AND POLICIES
(NOT OPTIONAL)**

I certify that I have read the BB&T Code of Ethics and I agree to abide by the provisions of the Code as a part of my employment obligations owed to BB&T. I have checked the appropriate statement below to indicate my compliance with the Code.

☐ I am in compliance with the Code of Ethics

☐ Except as noted below, I am in compliance with the Code of Ethics

☐ Approved exceptions Describe and note terms below

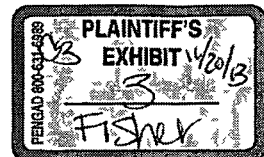
I further certify that I have read the BB&T Policies on Non-Discrimination and Harassment and I agree to abide by the provisions of such policies as a part of my employment obligations owed to BB&T.

Employee

(SIGNATURE)

(DATE)

BB&T PERSONAL DEVELOPMENT PLAN – Wealth Management Team Director



Ross Walters
EMPLOYEE NAME

Greenville SC Wealth Management Team

CENTER NAME/NUMBER

Agreement on Plan 2006 (Initials) MGR EMPL DATE

6 month Review (Initials)

Annual Summary by MGR EMPL DATE 14-6-07
Summary Reviewed by MGR EMPL DATE 15/7/07

ORGANIZATIONAL VALUES AND CORE COMPETENCIES

Important The composite result of the following organizational values and core competencies directly impacts your professional reputation and credibility The following categories were evaluated using the rating definitions found at the back of this form Definitions for ratings should be reviewed with the employee prior to the discussion

BB&T VALUES

- Reality Grounded/Reasoning** Acts within the context of reality (the facts), as opposed to wishful thinking. Reasons logically from the facts at hand. Clear thinker. Begins with sound premises and draws conclusions in a rational manner.
- Independent Thinker** Makes rational decisions independently. Thinks creatively. Seeks innovation not to be different, but to be "better". Demonstrates the courage and self confidence to stand up for beliefs and ideas.
- Productivity** Committed to taking actions necessary to accomplish mission/goals. Turns thoughts into actions through proper planning, organizing, and execution. Sets priorities effectively and monitors timely completion of work. Provides services to clients in an efficient manner reflecting the value of the relationship. Able to handle multiple tasks and interruptions.
- Attendance** Displays promptness and good attendance.
- Justice/Fairness** Does not discriminate on race, gender, age, disability, nationality, religion, etc. Acknowledges superior performance. Treats everyone with dignity, trust, and consideration. Respects the individual.
- Pride/Ownership** Exhibits pride in work and accomplishments. Earns positive self esteem from performing work well. Possesses strong personal goals and accomplishes goals within the context of the work unit and corporate missions. Possesses self-motivation and a strong work ethic including the initiative, energy, and desire to begin and complete assigned tasks. Exhibits personal commitment to and accepts personal responsibility for, individual and work unit success.
- Teamwork and Mutual Supportiveness** Acts to achieve agreed upon objectives of the team with respect for fellow employees while acting in a mutually supportive manner. Displays a willingness to "pitch in". Supports corporate goals and philosophies.

Nil CO P VGP EP
☐ ☐ ☐ ☒ ☐

Nil CO P VGP EP
☐ ☐ ☐ ☒ ☐

Nil CO P VGP EP
☐ ☐ ☐ ☒ ☐

Nil GO P VGP EP
☐ ☐ ☒ ☐ ☐

Nil GO P VGP EP
☐ ☐ ☐ ☒ ☐

Nil GO P VGP EP
☐ ☐ ☐ ☒ ☐

Nil GO P VGP EP
☐ ☐ ☐ ☒ ☐

PROBLEM SOLVING & DECISION MAKING SKILLS

- Knowledge/Skills** Possesses knowledge and skills necessary to perform assigned responsibilities in a competent manner. Acts on growth opportunities and pursues education/training to fill identified gaps. Works without close supervision.
- Problem Solving** Identifies problems in a timely manner. Gathers and analyzes information skillfully, sorting relevant from irrelevant information. Grasps essentials of complex issues, develops appropriate solutions, and initiates action.

Nil GO P VGP EP
☐ ☐ ☐ ☒ ☐

Nil GO P VGP EP
☐ ☐ ☐ ☒ ☐

INTERPERSONAL SKILLS

- Communication Style** Communicates in an open, candid, clear and consistent manner.
- Listening Skills** Listens effectively and probes for new ideas.
- Diplomacy** Influences others with or without direct authority. Uses facts and rational arguments to influence and persuade.

Nil GO P VGP EP
☐ ☐ ☐ ☒ ☐

Nil GO P VGP EP
☐ ☐ ☐ ☒ ☐

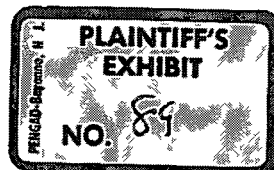
Nil GO P VGP EP
☐ ☐ ☐ ☒ ☐

QUALITY & CLIENT SERVICE ORIENTATION

- Work Quality** Produces high quality work and is attentive to detail and accuracy.
- Process Improvement** Continually evaluates, recommends, or implements process/system improvements. Accepts and handles change effectively.

Nil GO P VGP EP
☐ ☐ ☐ ☒ ☐

Nil GO P VGP EP
☐ ☐ ☒ ☐ ☐



- 15 **Client Service Delivery** Follows BB&T's *Gold Seal Client Service Standards of Excellence* in servicing clients while performing daily responsibilities. Seeks to understand internal/external client needs and solicits feedback to enhance service quality and establish relationships

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 16 **Telephone Skills** Answers telephone using BB&T's *Telephone Answering Guidelines*. Maintains updated phone mail messages. Returns calls at earliest possible convenience

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

PERSUASIVENESS/SALES (required for employees with sales responsibilities, optional for others)

- 17 **Sales Communication Skills** Deals effectively with internal/external clients and other business relationships

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 18 **Negotiating/Closing** Can make things happen, negotiate, and "make a deal". Recognizes business opportunity and seizes it

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 19 **Product Knowledge** Possesses adequate product knowledge to meet client needs and support sales process

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 20 **Sales Behaviors** Follows Decathlon or other established sales process, using agreed upon sales techniques and behaviors

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 21 **Sales Goals** Meets agreed upon sales goals on a consistent basis

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

LEADERSHIP (applies to employees with managerial and leadership responsibilities)

- 22 **Vision/Motivation** Develops and communicates a clear vision and direction for assigned unit/organization. Inspires and energizes others to commit to vision. Leads by example

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 23 **Forward Thinking** Stretches horizons and challenges paradigms. Creates and manages real and positive change

NI	GO	P	VGP	EP
☐	☐	☒	☐	☐

- 24 **Participative Management** Involves the correct individuals in the decision-making process to ensure all important "inputs" are considered. Facilitates consensus agreement as appropriate

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 25 **Team Builder** Selects and retains talented people. Encourages training and education. Constant interest in learning

NI	GO	P	VGP	EP
☐	☐	☐	☐	☒

- 26 **Coaching** Provides coaching and feedback to develop team members to fullest potential. Shares timely and objective feedback with assigned staff, including constructive feedback aimed at improvement. Sets objectives and conducts mid-year and year end formal reviews on a timely basis. Inspects what is expected. *For managers with sales responsibilities* Provides sales coaching and feedback on a "real-time", immediate basis

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 27 **Delegation/Empowerment** Delegates whole tasks and empowers team to maximum effectiveness

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 28 **Justice/Fairness (leadership aspect)** Evaluates and rewards employees objectively. Differentiates in the recognition of competency, performance, and character. Fully utilizes diversity of team members to achieve business unit success. Willing to make and act on difficult/tough decisions

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 29 **Corporate Perspective** Systems thinker with a cross-functional perspective. Considers global/corporate impact of decisions and actions. Communicates this perspective to team members

NI	GO	P	VGP	EP
☐	☐	☒	☐	☐

- 30 **Quality/Client Service Leadership** Creates client service mindset throughout unit/organization. Inspires and demonstrates a passion for excellence in every aspect of work. Holds regularly scheduled service meetings. Emphasizes use of agreed upon service techniques and follows up to ensure proper execution

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

- 31 **Sales Leadership (required for managers with sales responsibilities)** Champions sales effort throughout unit/organization. Holds routine sales meetings, "Big 5's", objections clinics, etc. as necessary to support sales process and maximize effectiveness of sales efforts. Serves as a role model producer

NI	GO	P	VGP	EP
☐	☐	☐	☒	☐

OPTIONAL

- 32 **Behavior/Skill/Competency** _____
(To be defined by manager)

NI	GO	P	VGP	EP
☐	☐	☐	☐	☐

Mid-Year Comments For Organizational Values and Core Competencies

Ross is performing at a level of performer or better in all values and core competencies. Ross continues to show particular strength in the areas of independent thinking, productivity, pride/ownerships, teamwork and sales leadership. Taking his team to the next level in 2007 will test Ross's coaching and sales management skills as they have the potential to be a leading team in our group and the division

II OBJECTIVES

Attach Incentive Matrix Reflecting Ratings and Comments For Incented Positions in Banking Network, Lines of Business, Other Business Unit Plans, and Executive Incentive Participants
(Use Additional Objectives Below as Necessary)

For All Other Positions, Use Objectives Below To Assess Results

RESULTS (For Incented Positions in Banking Network, Lines of Business, etc.)

- 33 Incentive Plan Performance Individual performs at an acceptable level in assigned incentive plan, meeting or exceeding goals in most areas (attach plan results/matrix)
Ross achieved 125 points on his Sterling Matrix achieving target or better points in all categories, except Credit Scorecard, which represents very good performance

NI	GO	P	VGP	EP
☐	☐	☐	X	☐

List agreed upon objectives directly from the planning process, including the indicators of performance. Indicate results by checking appropriate block and comment as necessary. See back page for ratings.

OBJECTIVE 1 Achieve the revenue and expense plan, loan and deposit growth goals, future fee appointment goal and quality control goals for your team.

Year-End Review

NI	GO	P	VGP	EP
☐	☐	☐	X	☐

Comments

Total adjusted Non Interest Income was \$3,314MM \$98,000 (2.8%) short of plan but this did represent year over year growth of \$128,000 or 4%. YOY growth was diminished by significant one time IRM sales and revenue in 2005. Wealth Management Income was \$2,657MM, \$13,000 (0.5%) below plan but represented \$479,000 or 22%, very solid YOY growth rate in this important area. Mortgage and Scott and Stringfellow revenue was significantly over plan in 2006 with very good YOY growth also, while Financial Planning Fees and Insurance revenue were areas of weakness. Total adjusted Non Interest Expense was \$1,168MM, well below plan by \$79,000. Loan and deposit production fell well short of goal at \$4,152MM in loans and \$1,746MM in deposits. The team will need to be particularly mindful of pricing and documentation exceptions that impact the Credit Scorecard. Fee Based Revenue Sales were \$1,379,261 to a minimum standard of \$900,000 representing an average of \$275,852 per producer. This was very strong overall performance. Ross had outstanding personal production as well of \$388M placing him in the top 5 of TD production and 9th in team production. Mix of Business was very solid with all categories represented and Asset Management representing 82%. Assets Under Management grew to \$396,307MM representing strong 20% growth. Future Fee Production was \$77,496MM to a goal of \$60,000MM. New Households added in 2006 were 67 to a minimum standard of 60. Financial Planning production and activities were solid in 2006 with 73 Financial Planning households and \$1,175MM FBR assists. Ross had the top performing Financial Planner on his team in 2006 and Clark is one of the most technically competent FPS's in the division. The challenge for Ross and Clark in 2007 will be to leverage that talent and experience to do more fee based planning and assist the WMA's in recognizing and capitalizing on more and larger planning opportunities. Insurance Referrals generated \$25,000 in new revenue in 2006 but overall referral activity was good with 21 Life and 31 P&C referrals. Opportunity exists to turn referrals into more sales.

OBJECTIVE 2 Participate in the regional management level decisions of your WM Region on an active and vocal basis

Year-End Review

NI	GO	P	VGP	EP
☐	☐	☐	X	☐

Comments

Ross gives solid feedback that adds value to our group and the group director. He participates in discussions and supports the initiatives of the group and the division. Ross is the most experienced Team Director in our group and I value his contributions and leadership. I will count on Ross to provide peer support, guidance and encouragement to other TD's in our group as they develop and grow in their new role at BB&T and in Wealth Management.

OBJECTIVE 3. Provide integrated sales & service leadership to your WM Team, as well as Private Banking Managers and IRM partners. Provide leadership for initiatives designed to achieve success in achieving goals for new Wealth Management households, BSO liquidity pipeline and other top-line revenue growth projects

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross integrates the Decathlon process on his team including sales meetings and use of Proactiv. Dedicating 45-60 minutes a week to sales meetings focused on commitments/debriefs and the quality and quantity of sales activity (retain, expand, attract) will be critical to take the Greenville team to the next level. Ross does a very good job of building strong working relationships with his RP, PB manager and IRM partners. He has made good progress in working with the new Scott and Stringfellow leadership in his market and takes an active role working with other IRM partners. He has the confidence of his RP and frequently participates in regional meetings and other activities. He has worked hard to overcome the challenges he faced with turnover in his region in almost all lines of business in 2006 and is building relationships that will benefit the team in 2007. Ross is also actively engaged in civic and leadership roles outside of the bank and sets an example for his team in that regard. Ross took a leadership role in the introduction and delivery of Alternative Investments and closed some significant business in 2006. I can count on Ross to support division initiatives such as Legacy Banking, BSO liquidity leads, etc as well as provide constructive feedback on the initiatives. Ross worked with his WMA's to develop team initiatives such as the Wealth and Commercial team presentation.

OBJECTIVE 4 Adhere strictly to Wealth Management segmentation model. Continue to lead the migration of existing non-Wealth Management accounts to the appropriate segmentation Relationship Manager and IRM partner. Conduct monthly rounds to review referred WM Profiles to ensure that referral resources understand WM Client definition and receive appropriate referral credit.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross's team does a very good job of working within the defined WM segment and understands its importance in their ability to focus on bringing in and servicing larger relationships. Continued diligence in this area is important and random inspection should be part of the normal operating plan. Regular review and inspection of the 13 WM Issues and Profiles will also ensure that we are working within our segment and making appropriate referrals to Private Banking but also aid in coaching the WMA's. Continued efforts and strategies focused on the CE's and BSO's will be critical. Migration under current parameters has taken place.

OBJECTIVE 5 Provide leadership to ensure that all policies and procedures are strictly adhered to and that all team activities are conducted within the appropriate bank and regulatory compliance rules and guidelines.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross's team does a very good job in this area scoring very high marks on the quality control goals for the team. I encourage Ross to utilize the GSPTS as a resource for his PTS staff. It will be important to closely monitor the responsibilities of the PTS staff so that compliance and attention to detail does not slip with their increased account load.

OBJECTIVE 6 Be involved in at least one Chairman's Innovation Award recommendation for 2006, either individually or in conjunction with your team.

Year End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross's team submitted a number of CIA recommendations for 2006.

OBJECTIVE 7 Be actively involved in the salary administration process for 2006, insuring "justice" on how ratings are given and salary dollars are allocated.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross provided good feedback during the PDP process and I can always count on him to actively advocate for his team during the salary administration process.

OBJECTIVE 8 Be a coach and mentor to employees within your team to ensure their success. Participate in joint calls with all WMA's, example in areas of sales, client service and delivery, an integrated relationship management plan for your clients

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross did an excellent job of raising his team's sales performance in 2006. Even as his WMA's gain more experience and continue to increase production, he will need to consistently coach and mentor and go on joint calls. Clearly Ross leads by example as evidenced by his own quality portfolio and personal sales results. Ross's tenure and experience in this business is a strong example to his team. Regularly scheduled coaching sessions with his WMA's were held and I encourage Ross to continue that in 2007 along with informal coaching to improve consistency and performance.

OBJECTIVE 9 Be responsible for employee retention and maintain an acceptable employee turnover rate. Maintain a network and pipeline of prospective employees so that vacated positions within your team may be filled quickly and efficiently

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross continues to do a very good job in this area as evidenced by no unplanned turnover on his team again in 2006. He handled Frank Maybank's transition effectively at year end with no evident client impact. A challenge and opportunity will be to take advantage of Frank's continued employment contract. He will need to handle a non-performing WMA this year however and Ross has already identified and addressed the issues and is working on an action plan. Maintaining an active pipeline of candidates is crucial.

Mid-Year Comments For Objectives

09/13/06 Ross still has a fairly young and inexperienced team and with the exception of Don, has been together since the inception of WM. Ross's team has faced challenges this year with the significant turnover throughout the region in almost all lines of business. Ross's team has been the constant and he is to be commended for that. Ross has done a good job of integrating himself at all levels of the Region, with the new RP on down.

Objective 1 As of June 30, the Greenville teams Total Revenue was \$1,562M, unadjusted, and under its plan by just \$30M. While YOY growth is down 7%, this is due to a significant insurance sale in the first half of last year. Wealth Management income is over plan by \$77M or 6% above plan with a solid 33% growth rate YOY. Total non-interest expenses are within threshold of plan after adjustments.

Loan production is at \$2,345M to a YTD goal of \$4,500M and DRL scorecard rating is 3.13. Ross's team has solid performance in future fees production with \$42.5MM to a YTD goal of \$30MM.

Ross's group has completed 32 financial planning modules. Ross has one of the most capable FPS's in WM on his team and would like to see this team set the standard in fee based planning and planning activity overall.

The team has acquired 45 new households through June to a minimum goal of 1/WMA/month.

Fee based revenue sales of \$456,000 to a YTD goal of \$450,000 represents good performance. The team's mix of business is 17% insurance, 1% investment services, 14% Scott and Stringfellow and 69% asset management. Assets under management have grown from \$321MM to \$337MM YTD. Proactive contacts are good and consistent.

Objective 2 - Ross gives solid feedback which adds value to our group and the group director. He participates in discussions and supports the initiatives of the group and the division.

Objective 3 - Ross integrates the Decathlon process including sales meetings and the appropriate use of Proactive. Weekly debriefs should also be regularly employed. A systematic inspection of the 13 WM issues spreadsheets and profiles will also aid in organic growth. Each of these processes will grow top line revenue and lead to increased client retention. Ross has taken an active role in the region he supports and with the appropriate wealth partners. Ross continues to do a very good job of developing strong working relationships with the RP and the Private Banking Manager. Ross can be counted on to support division initiatives, such as the introduction of alternative investments, as well as develop and implement many on his own team. Ross always takes advantage of opportunities to tell the Wealth Management story which is vital to our continued success.

Objective 4 - Ross's team is working within the defined segment and bringing in larger relationships. Continued diligence in this area is important and random inspection should be part of the normal operating plan. Migration under the current parameters has taken place.

Objective 5 - In conjunction with managing the sales process, Ross is cognizant of our fiduciary responsibilities. Since Ross made the decision to eliminate a PTS position early this year his 2 other PTS's have taken on additional account loads. While they are very capable it will be important that Ross pay close attention to the reports, reviews, etc. related to their accounts and other responsibilities to ensure that all policy and regulatory guidelines are followed and adhered to. A close working relationship with the GSPTS, Jerry Lane, will help in this process. It is just as critical that Ross abide by the Investment Services policies and procedures as well as support the policies and procedures on his team. As Team Director, Ross sets the example for his WMA's to follow. It is

important that Ross have good communication and open dialogue with Compliance in order to operate effectively, profitably and compliantly within our model

Objective 6 – Ross should work with his team to identify at least one CIA recommendation for 2006. This will be due in the 4th quarter

Objective 7 – Ross provided good feedback during the 2006 PDP period. He will be counted on to do the same in 2007 along with fairly and justly allocating salary dollars

Objective 8 – Ross continues to be a strong coach and reflects all the key attributes which include knowledge of the job requirements, accountability and attention to detail. The key to quality coaching is the appropriate level of informal and standardized interaction. I encourage Ross to continue his standardized calendared sessions. A standard format where sales pipelines, activities, and goals are inspected along with tactics for retain, expand, and attract as his WMA's grow their business will add consistency and performance. Ross leads by example with \$185M in personal production YTD. 93% of Ross's personal production is in Asset Management

Objective 9 – Employee retention has been remarkable on Ross's team. He did make the decision to displace a senior employee on the team this year that was not performing and who was impacting the rest of the team in a negative way. Ross was able to deal with that tough issue with very little consequence. Appropriately handling Frank Maybank's departure at year end will be important to client retention. Even though Ross does not have vacancies, continuing to talk to potential candidates should be part of the ongoing action plan.

Priorities for the remainder of 2006 –

- 1 Increase financial planning fees
- 2 Execution, inspection and coaching of the 13 Wealth Management issues
- 3 Increase loan production
- 4 Work to have alternative investment strategies introduced as appropriate

III PERFORMANCE SUMMARY

Provide an overall summary rating using information from Section I Organizational Values and Core Competencies and Section II Objectives including any incentive matrices. This rating should represent a blend of sections I and II. Carefully study the definitions of ratings at the end of the form prior to completing this section. Comments should include a clear summary of strengths, weaknesses, and supporting information as to how the manager views the employee's total contribution over the last year. Please transfer this overall rating, along with any salary change information, to the HR Change Form for submission to your local HR Field Services office in Human Systems

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Year End Comments on Overall Performance

Ross and the Greenville team had very strong results in 2006 which represented solid performance across many areas. They made significant improvements over last year's results and are poised to do very well in 2007. Ross's dedication to the sales process, coaching and accountability are key components of his success. His ability to build relationships in the region has contributed to his achievements. He has effectively dealt with difficult personnel issues and made hard decisions while retaining key employees on his team.

In recognition of Ross's leadership and success he will be promoted to Team Director II. Ross is a key contributor to our group and the division. I personally appreciate his contributions and his support of me as I transitioned into my new role in 2006.

IV LEARNING AND DEVELOPMENTAL ACTIVITY

A Summarize any developmental activity during the last 12 months not shown on the Career Profile (attach copy of Career Profile)

B Discuss the needs for personal or corporate attention to growth and development in specific skills, behaviors or emphases, noting highest impact areas as higher priority. If schools or classes are recommended, indicate specific expectations. Address each growth opportunity identified in sections I and II of this document.

V CAREER POTENTIAL

Comment on this person's ability to grow in current assignment (recognizing the value of experience and stability and long range potential)

VI C ANNUAL EMPLOYEE COMMENT OR RESPONSE

VII GENERAL INFORMATION / CERTIFICATION

Current Position Title Wealth Management Team Director I

Job Grade 19 Salary Range Min \$ 77,505 Mid Point \$ 98,821 Max \$ 120,137 Old Salary \$ \$101,076

Salary Change Info New Salary \$ 106,130 Increase \$ 5,054 Increase % 5 New Compa Ratio % 107.4

PERSONAL DEVELOPMENT PLAN RECEIVED BY

Ross Walcott
(EMPLOYEE SIGNATURE)

4/6/07
(DATE)

ANNUAL CERTIFICATION OF ADHERENCE TO BB&T CODES AND POLICIES
(NOT OPTIONAL)

I certify that, as a condition of employment, I have read, understand and will abide by the BB&T Code of Ethics, BB&T's Policies on Non-Discrimination and the BB&T Policy on Sexual Harassment

Employee *Ross Walcott*
(SIGNATURE)

4/6/07
(DATE)

RATING DEFINITIONS

- NII **Needs Immediate Improvement** - This level of achievement is considered to be below the minimum requirements for the position. Individual has difficulty meeting significant job expectations. An immediate and concentrated effort must be made to acquire and utilize an acceptable level of knowledge, skills, and behaviors for the individual to remain in the job.
- GO **Growth Opportunity** - This level of achievement can be further developed with experience, effort, training, and coaching. Individual performs in an acceptable way in many aspects, but has an opportunity to grow in others. May experience some difficulty in executing on responsibilities independently.
- P **Performer** - This level of achievement is considered to represent solid performance. Individual consistently and reliably meets job expectations and requirements. As the individual gains knowledge and experience, progress is being made in their overall development. Performance at this level is typical in well-managed, high-performance organizations.
- VGP **Very Good Performer** - This level of achievement is considered to exceed normal job expectations in many areas. Individual consistently accomplishes complex and difficult parts of the job, often going beyond anticipated results. Employee is making a substantial contribution to the organization.
- EP **Exceptional Performer** - This level of achievement is considered to be rare and distinguishes the employee from others. Individual excels in virtually all aspects and has attained a high level of proficiency on a sustained basis. Employee is considered to be a model for excellence and is described as a pacesetter and unique contributor.

Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Mailing List

LEGAL_ADDRESS_02	LEGAL_ADDRESS_03	CITY	LEGAL_STATE	ZIP_CODE	ACCT_N1	ACCT_NAME_1	ACCT_AMOUNT_1	ACCT_N2	ACCT_NAME_2	ACCT_AMOUNT_2	ACCT_N3	ACCT_NAME_3	ACCT_AMOUNT_3	BIZ1_ADMIN_OFFICER_NAME	ADMIN_OFFICER_PHONE
		SALT ROCK	WV	25559	03372		3,826.95			0.00			0.00	LAURA ELLIS	304-348-7243
		RED FEATHER LAKES	CO	80545-7401	01149		7,857.25			0.00			0.00	MIKE STAJDUHAR	304-348-7214
		CHARLESTON	WV	26306	00067		2,560.80			0.00			0.00	MIKE STAJDUHAR	304-348-7214
		CHARLESTON	WV	25306	00076		2,560.80			0.00			0.00	MIKE STAJDUHAR	304-348-7214
		CHARLESTON	WV	25301	00619		7,582.40			0.00			0.00	MIKE STAJDUHAR	304-348-7214
		CHARLESTON	WV	25314	00619		7,582.40			0.00			0.00	MIKE STAJDUHAR	304-348-7214
		CHARLESTON	WV	25314	03346		1,280.40	0355		1,280.40			0.00	MIKE STAJDUHAR	304-348-7214
		FAYETTEVILLE	GA	30214	01544		7,943.31			0.00			0.00	MIKE STAJDUHAR	304-348-7214
		MADISONVILLE	TN	37354	01127		23,887.52			0.00			0.00	GABRIELLA MUSROCK	865-766-8678
		ATHENS	TN	37303	00404		526.28			0.00			0.00	GABRIELLA MUSROCK	865-766-8678
		KODAK	TN	37764	00867		2,643.80			0.00			0.00	GORDON SAVAGE	865-766-8681
		KNOXVILLE	TN	37922	01118		999.93			0.00			0.00	GORDON SAVAGE	865-766-8681
		KNOXVILLE	TN	37932 3354	00592		2,631.40			0.00			0.00	JONATHAN CRAWFORD	865-766-8681
		ATHENS	TN	37303	0315		13,834.09			0.00			0.00	MARY ANN MULHERN	865-766-8678
		ATHENS	TN	37303	00079		1,576.84			0.00			0.00	MARY ANN MULHERN	865-766-8678
		BRISTOL	TN	37620	01225		1,925.50			0.00			0.00	MARY ANN MULHERN	865-766-8678
		OWENSBORO	KY	42301	05890		663.14			0.00			0.00	DEBRA BARANY	270-689-2551
		MEMPHIS	TX	38111-7700	01140		789.42			0.00			0.00	DEBRA BARANY	270-689-2551
		OWENSBORO	KY	42301-3420	00782		157.88			0.00			0.00	DEBRA BARANY	270-689-2551
		WESTPORT	MA	02790	02928		842.05			0.00			0.00	DEBRA BARANY	270-689-2551
		LEXINGTON	KY	40511	01836		2,187.41			0.00			0.00	LAURA JONES	859-261-2149
		JOHNS ISLAND	SC	29455	02613		2,526.14			0.00			0.00	JERRY LANE	803-251-1377

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GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	IPNO	FULL_NAME	Full_NM_Format	Desired Salutation	LEGAL_ADDRESS_01
Melissa Fritz	John Hudgens	JERRY LANE	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT-FID WITH INV DISCRETION	AGENCY	7743	A	7646				
Melissa Fritz	John Hudgens	JERRY LANE	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT-FID WITH INV DISCRETION	AGENCY	7744	A	71560				
Melissa Fritz	John Hudgens	JERRY LANE	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT-FID WITH INV DISCRETION	AGENCY	7745	A	71545				
Melissa Fritz	John Hudgens	JERRY LANE	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT-FID WITH INV DISCRETION	AGENCY	7746	A	71529				
Melissa Fritz	John Hudgens	MISSY BROWN	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT INVESTMENT DISCRETION	AGENCY	7713	A	30994				
Melissa Fritz	John Hudgens	MISSY BROWN	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT INVESTMENT DISCRETION	AGENCY	7714	B	7389				
Melissa Fritz	John Hudgens	PREV L BLACKWELL	L MARION BAM GRESSETTE	JOHN HUDGENS	CRUT	IRREVOCABLE	7715	B	7174				
Melissa Fritz	John Hudgens	THOMAS RICHARDSON	RYAN BRUORTON	MELISSA FRITZ	AGENT INVESTMENT DISCRETION	AGENCY	7707	A	5071				
Melissa Fritz	John Hudgens	THOMAS RICHARDSON	RYAN BRUORTON	JOHN HUDGENS	AGENT-FID WITH INV DISCRETION	AGENCY	7708	A	4110				
Melissa Fritz	John Hudgens	THOMAS RICHARDSON	RYAN BRUORTON	JOHN HUDGENS	AGENT-FID WITH INV DISCRETION	AGENCY	7709	A	6671				
Melissa Fritz	Robert Webb	CARLY E HOYARD	L MARION BAM GRESSETTE	ROBERT WEBB	AGENT INVESTMENT DISCRETION	AGENCY	7831	A	7019				
Melissa Fritz	Robert Webb	HENRIETTA WYATT	JAY MCCLUNG	JEREMY BEAKES	SOLE TRUSTEE UNDER AGMT-REV	REVOCABLE	7797	B	5103				
Melissa Fritz	Robert Webb	HENRIETTA WYATT	JAY MCCLUNG	JEREMY BEAKES	SOLE TRUSTEE UNDER AGMT-REV	REVOCABLE	7798	B	71508				
Melissa Fritz	Robert Webb	HENRIETTA WYATT	JAY MCCLUNG	JEREMY BEAKES	SOLE TRUSTEE UNDER AGMT-REV	REVOCABLE	7799	B	3719				
Melissa Fritz	Robert Webb	HENRIETTA WYATT	JAY MCCLUNG	JEREMY BEAKES	SOLE TRUSTEE UNDER AGMT-REV	REVOCABLE	7800	B	3488				
Melissa Fritz	Robert Webb	HENRIETTA WYATT	JAY MCCLUNG	JEREMY BEAKES	SOLE TRUSTEE UNDER AGMT-REV	REVOCABLE	7801	B	71524				
Melissa Fritz	Robert Webb	JEREMY BEAKES	JAY MCCLUNG	JEREMY BEAKES	AGENT INVESTMENT DISCRETION	AGENCY	7838	B	2215				
Melissa Fritz	Ross Walters	ANNA MUMBAUER	BRIAN BOUCHNER	ROSS WALTERS	AGENT INVESTMENT DISCRETION	AGENCY	7702	A	4191				

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Mailing List

LEGAL_ADDRESS_02	LEGAL_ADDRESS_03	CITY	LEGAL_STATE	ZIP_CODE	ACCT_N1	ACCT_NAME_1	ACCT_AMOUNT_1	ACCT_N2	ACCT_NAME_2	ACCT_AMOUNT_2	ACCT_N3	ACCT_NAME_3	ACCT_AMOUNT_3	B171_ADMIN_OFFICER_NAME	ADMIN_OFFICER_PHONE
		DAVIDSON	NC	28036-7511	2613		2,526.14			0.00			0.00	JERRY LANE	803-251-1377
		BAMBERG	SC	29003	2613		2,526.14			0.00			0.00	JERRY LANE	803-251-1377
		INMAN	SC	29349	2613		2,526.14			0.00			0.00	JERRY LANE	803-251-1377
		EDISTO ISLAND	SC	29438	2613		2,526.14			0.00			0.00	JERRY LANE	803-251-1377
		IRMO	SC	29063	3761		1,702.85			0.00			0.00	MISSY BROWN	803-251-1314
		IRMO	SC	29063-9154	4029		1,052.58			0.00			0.00	MISSY BROWN	803-251-1314
		CHAPIN	SC	29036	0113		631.54			0.00			0.00	PREVIL BLACKWELL	803-251-1376
		FLORENCE	SC	29502	3495		13,362.72	3618		1,248.36			0.00	THOMAS RICHARDSON	843-413-4275
		KINGSTREE	SC	29558-0210	1393		3,108.79			0.00			0.00	THOMAS RICHARDSON	843-413-4275
		KINGSTREE	SC	29558-0210	1384		3,108.79			0.00			0.00	THOMAS RICHARDSON	843-413-4275
		CHARLESTON	SC	29407	4056		421.02			0.00			0.00	CARLY E HOWARD	843-720-5111
		ROSE HILL	NC	28458	1307		9,568.78			0.00			0.00	HENRIETTA WYATT	910-815-2716
		ROSE HILL	NC	28458	1307		9,568.78			0.00			0.00	HENRIETTA WYATT	910-815-2716
		ROSE HILL	NC	28458	1307		9,568.78			0.00			0.00	HENRIETTA WYATT	910-815-2716
		LEXINGTON	NC	27293	1307		9,568.78			0.00			0.00	HENRIETTA WYATT	910-815-2716
		OAK ISLAND	NC	28465	1307		9,568.78			0.00			0.00	HENRIETTA WYATT	910-815-2716
		HAMPSTEAD	NC	28443	513		1,917.36			0.00			0.00	JEREMY BEAKES	910-815-2804
		ANDERSON	SC	29621	1077		1,964.34			0.00			0.00	ANNA MUMBAUER	864-282-3171

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ROA 3154

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	IPNO	FULL NAME	Ful_NM_Format	Desired Satisfaction	LEGAL_ADDRESS_01
Melissa Fritz	Ross Walters	ANNA MUMBAUER	BRIAN BOUGHNER		AGENT INVESTMENT DISCRETION	AGENCY	7710	B	9485				
Melissa Fritz	Ross Walters	ANNA MUMBAUER	BRIAN BOUGHNER	ROSS WALTERS	SOLE TRUSTEE UNDER AGENT REV	REVOCABLE	7783	A	3749				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7705	A	4363				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	JOSH FOSTER	AGENT INVESTMENT DISCRETION	AGENCY	7706	B	3064				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7719	A	5045				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7720	A	0178				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT FID WITH INV DISCRETION	AGENCY	7721	A	501				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT FID WITH INV DISCRETION	AGENCY	7722	B	5011				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	TOWNER	MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7723	B	5381				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	L MARION BAM GRESSETTE	JOSH FOSTER	AGENT INVESTMENT DISCRETION	AGENCY	7754	B	8042				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7771	A	9508				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7835	A	5259				
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7836	A	4256				
Melissa Fritz	Stephanie Stanfield	PREV C WALL	GREG GUESS	PREV C WALL	AGENT INVESTMENT DISCRETION	AGENCY	7703	B	2539				
Melissa Fritz	Stephanie Stanfield	PREV C WALL	GREG GUESS	PREV C WALL	AGENT INVESTMENT DISCRETION	AGENCY	7716	B	4805				
Melissa Fritz	Stephanie Stanfield	PREV G SMITH	PREV M WEATHERLY	PREV G SMITH	AGENT INVESTMENT DISCRETION	AGENCY	7807	B	0975				
Melissa Fritz	Stephanie Stanfield	WILLIAM B LINN	GREG GUESS	ROCKY LANGE	IRA-TRADITIONAL	IRA	7755	A	3163				
Melissa Fritz	Stephanie Stanfield	WILLIAM B LINN	GREG GUESS	ROCKY LANGE	AGENT INVESTMENT DISCRETION	AGENCY	7766	A	3547				
Murray Myers	Ed Kinnett	GLENDIA BURKETT	ANDY PULLIAM	GLENDIA BURKETT	AGENT INVESTMENT DISCRETION	AGENCY	7774	A	3464				
Murray Myers	Ed Kinnett	JONATHAN COCHRANE	DAVID ISHEE	JONATHAN COCHRANE	AGENT INVESTMENT DISCRETION	AGENCY	7819	A	5477				
Murray Myers	Ed Kinnett	ROBIN PUCKETT	DAVID ISHEE	JONATHAN COCHRANE	AGENT INVESTMENT DISCRETION	AGENCY	7739	A	5483				
Murray Myers	Ed Kinnett	ROBIN PUCKETT	DAVID ISHEE	JONATHAN COCHRANE	AGENT FID WITH INV DISCRETION	AGENCY	7740	A	5392				
Murray Myers	Mark Maraffi	BRENDA SELIGMANN	MICHELLE BRENT	BRENDA SELIGMANN	AGENT INVESTMENT DISCRETION	AGENCY	7741	A	4434				
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE BRENT	BRENT MARTIN	AGENT INVESTMENT DISCRETION	AGENCY	7751	B	4452				

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Alt Inv Fee Refund Mailing Data Review 2012-1116 (2).xls
Mailing List

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		SPARTANBURG	SC	29302	3957		315.76			0.00			0.00	ANNA MUMBAUER	864-282-3171
		LIBERTY	SC	29557	0449		1,449.52			0.00			0.00	ANNA MUMBAUER	864-282-3171
		ANDERSON	SC	29622	3262		215.26			0.00			0.00	JUDY SCHOEMER	864-282-3173
		SPARTANBURG	SC	29307	4118		4,714.41			0.00			0.00	JUDY SCHOEMER	864-282-3173
		COLUMBUS	GA	31806	3921		192,082.43			0.00			0.00	JUDY SCHOEMER	864-282-3173
		COLUMBUS	GA	31806	3912		44,494.54			0.00			0.00	JUDY SCHOEMER	864-282-3173
		CHARLESTON	SC	29401-2708	1302		490.58			0.00			0.00	JUDY SCHOEMER	864-282-3173
		CHARLESTON	SC	29401-2708	0518		16,877.92			0.00			0.00	JUDY SCHOEMER	864-282-3173
		GLENDALE	SC	29346	0229		1,263.08			0.00			0.00	JUDY SCHOEMER	864-282-3173
		GREENVILLE	SC	29607	2482		275.32			0.00			0.00	JUDY SCHOEMER	864-282-3173
		DRAYTON	SC	29333	0441		9,264.84			0.00			0.00	JUDY SCHOEMER	864-282-3173
		GREENVILLE	SC	29605	7348		10,426.28			0.00			0.00	JUDY SCHOEMER	864-282-3173
		SIMPSONVILLE	SC	29681	3244		435.52			0.00			0.00	JUDY SCHOEMER	864-282-3173
		ATLANTA	GA	30319	1158		15,308.19			0.00			0.00	PREV C WALL	404-504-3605
		EATONTON	GA	31024	1352		1,976.82			0.00			0.00	PREV C WALL	404-504-3605
		ATLANTA	GA	30342	1469		2,474.17			0.00			0.00	PREV G SMITH	404-504-3602
		ATLANTA	GA	30342	1115		550.54			0.00			0.00	WILLIAM B LINN	404-504-3825
		DAHLONEGA	GA	50533	1414		10,413.29			0.00			0.00	WILLIAM B LINN	404-504-3825
		HIGH POINT	NC	27265	7207		1,933.42			0.00			0.00	GLENDA BURKETT	336-547-2097
		BANNER ELK	NC	28604	3620		1,052.56	1529		1,044.58			0.00	JONATHAN COCHRANE	336-733-3334
		LOUDON	TN	37774	0789		1,570.84			0.00			0.00	ROBIN PUCKETT	336-733-3308
		LOUDON	TN	37774	5070		1,976.62			0.00			0.00	ROBIN PUCKETT	336-733-3308
		LICKCLINTON	NC	28093	7608		484.33			0.00			0.00	BRENDA SELIGMANN	704-954-1463
		RALEIGH	NC	27605	7449		1,183.93			0.00			0.00	BRENT MARTIN	704-954-1128

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GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	IPNO	FULL_NAME	Full_NM_Format	Desired Salutation	LEGAL_ADDRESS_01
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE GAREY		AGENT FID WITH INV DISCRETION	AGENCY	7765	A	5407				
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE GAREY	BRENT MARTIN	AGENT FID WITH INV DISCRETION	AGENCY	7768	A	5805				
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE GAREY	BRENT MARTIN	AGENT FID WITH INV DISCRETION	AGENCY	7769	A	5247				
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE GAREY	BRENT MARTIN	AGENT INVESTMENT DISCRETION	AGENCY	7805	A	2305				
Murray Myers	Mark Maraffi	CHARLES NESBITT	DAVID ISHEE	ED KINNETT	AGENT FID WITH INV DISCRETION	AGENCY	7773	B	2589				
Murray Myers	Mark Maraffi	DAVID WRIGHT	MICHELLE GAREY		CO-TRUSTEE UNDER AGMT-IRREV	IRREVOCABLE	7781	A	5382				
Murray Myers	Mark Maraffi	DAVID WRIGHT	MICHELLE GAREY		CO-TRUSTEE UNDER AGMT-IRREV	IRREVOCABLE	7782	A	5408				
Murray Myers	Mark Maraffi	PREV E HOUSMAN	MICHELLE GAREY	PREV E HOUSMAN	AGENT INVESTMENT DISCRETION	AGENCY	7752	B	3175				
Murray Myers	Mark Maraffi	PREV E HOUSMAN	MICHELLE GAREY	PREV E HOUSMAN	AGENT FID WITH INV DISCRETION	AGENCY	7767	B	2537				
Murray Myers	Mark Maraffi	RICHARD SCHMALZ	STEPHEN MCGUIRT	RICHARD SCHMALZ	AGENT FID WITH INV DISCRETION	AGENCY	7718	B	4157				
Murray Myers	Mark Maraffi	RICHARD SCHMALZ	MICHELLE GAREY	RICHARD SCHMALZ	AGENT INVESTMENT DISCRETION	AGENCY	7795	A	7310				
Murray Myers	Mark Maraffi	RICHARD SCHMALZ	STEPHEN MCGUIRT	RICHARD SCHMALZ	AGENT INVESTMENT DISCRETION	AGENCY	7847	A	4213				
Murray Myers	Mark Maraffi	SHERRY ROSS	STEPHEN MCGUIRT	BRENT MARTIN	SOLE TRUSTEE UNDER AGMT REV	REVOCABLE	7747	B	3663				
Murray Myers	Ranise Stokes	EVER OWENS	JOHNS N ELLINGTON		AGENT INVESTMENT DISCRETION	AGENCY	7844	A	0036				
Murray Myers	Ranise Stokes	KATE HOVIS	PREV J KVANTAS	KATE HOVIS	AGENT INVESTMENT DISCRETION	AGENCY	7820	B	1370				
Murray Myers	Ranise Stokes	KEVIN WARD	DIRECTED		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7775	B	5891				
Murray Myers	Ranise Stokes	KEVIN WARD	DIRECTED		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7776	B	5867				
Murray Myers	Ranise Stokes	KEVIN WARD	DIRECTED		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7777	B	5883				
Murray Myers	Ranise Stokes	KEVIN WARD	DIRECTED		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7778	B	5196				
Murray Myers	Ranise Stokes	KEVIN WARD	DIRECTED		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7779	B	5875				
Murray Myers	Ranise Stokes	MELISSA ROBERTS	REGIS COMPKA	PREV D RAKESTRAW	AGENT INVESTMENT DISCRETION	AGENCY	7783	B	5915				
Murray Myers	Ranise Stokes	PAM WATSON	RYAN BIEROS		AGENT INVESTMENT DISCRETION	AGENCY	7750	A	2657				

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Mailing List

LEGAL_ADDRESS_02	LEGAL_ADDRESS_03	CITY	LEGAL_STATE	ZIP_CODE	ACCT_N1	ACCT_NAME_1	ACCT_AMOUNT_1	ACCT_N2	ACCT_NAME_2	ACCT_AMOUNT_2	ACCT_N3	ACCT_NAME_3	ACCT_AMOUNT_3	BIT1_ADMIN_OFFICER_NAME	ADMIN_OFFICER_PHONE
		CHAPLOTTE	NC	28211	1350		13 908.77			0 00			0 00	BRENT MARTIN	704-954-1128
		GREENSBORO	NC	27410	1644		23 143.69			0 00			0 00	BRENT MARTIN	704-954-1128
		CHARLOTTE	NC	28211	1092		8,961.83			0 00			0 00	BRENT MARTIN	704-954-1128
		LAUGHINTOWN	PA	15655-023	2275		4,088.08			0 00			0 00	BRENT MARTIN	704-854-1128
		BANNER ELK	NC	28504	1975		4 073.55			0 00			0 00	CHARLES NESBITT	828-225-2061
		OLGA	WA	98279 953	0213		5 592.27			0 00			0 00	DAVID WRIGHT	704-854-1125
		CLOVER	SC	29710	0213		5 592.27			0 00			0 00	DAVID WRIGHT	704-854-1125
		CHARLOTTE	NC	28211	7412		3 218.41			0 00			0 00	PREV E HOUSMAN	704-854-1241
		CHARLOTTE	NC	28211	1083		3,848.36			0 00			0 00	PREV E HOUSMAN	704-854-1241
		MONROE	NC	28112	1571		1,991.45			0 00			0 00	RICHARD SCHMALZ	704-854-1315
		WAXHAW	NC	28173	5007		691.29			0 00			0 00	RICHARD SCHMALZ	704-854-1315
		CHARLOTTE	NC	28207	5281		4 821.27			0 00			0 00	RICHARD SCHMALZ	704 854-1315
		CHARLOTTE	NC	28209	1593		46 009.88			0 00			0 00	SHERRY ROSS	704-854 1258
		RALEIGH	NC	27615	4730		3 177.32			0 00			0 00	EVER OWENS	919-716-9399
		RALEIGH	NC	27608	9551		2,780.16			0 00			0 00	KATE HOVIS	919-716-6257
		ALPHARETTA	GA	30004	1364		757.95			0 00			0 00	KEVIN WARD	919-716-9303
		CHARLOTTE	NC	28205	1364		757.95			0 00			0 00	KEVIN WARD	919-716-9303
		ROCKY MOUNT	NC	27803	1364		757.95			0 00			0 00	KEVIN WARD	919-716-9303
		ROCKY MOUNT	NC	27803	1364		757.95			0 00			0 00	KEVIN WARD	919 716-9303
		VIRGINIA BEACH	VA	23451	1364		757.95			0 00			0 00	KEVIN WARD	919 716-9303
		CHARLOTTE	NC	28215-538	6878		385.45			0 00			0 00	MELISSA ROBERTS	252-246-4928
		WILSON	NC	27893	3691		2,300.83			0 00			0 00	PAM WATSON	252-246-4027

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	IPNO	FULL_NAME	Full_NM_Format	Desired Salutation	LEGAL_ADDRESS_01
Murray Myers	Randa Stokes	PAW WATSON	JOHN N ELLINGTON		AGENT INVESTMENT DISCRETION	AGENCY	7822	B	66970				
Ray V. Eams	Ann James	SPECIAL ACCOUNT SVC GRP I OF NC	PORTFOLIO MANAGEMENT GROUP I	RODNEY MATTHEWS	AGENT INVESTMENT DISCRETION	AGENCY	7806	A	68416				
Ray Williams	John Jvidan	SPECIAL ACCOUNT SVC GRP I OF WV	PORTFOLIO MANAGEMENT GROUP II		AGENT INVESTMENT DISCRETION	AGENCY	7784	A	66439				
Sam Fisher	Craig Frye	LISA WALLER	JOHN BRESNAHAN	SUZANNE KIM	CO-TRUSTEE UNDER AGMT REV	REVOCABLE	7817	A	66833				
Sam Fisher	Craig Frye	LISA WALLER	JOHN BRESNAHAN	SUZANNE KIM	CO-TRUSTEE UNDER AGMT REV	REVOCABLE	7818	A	66817				
Sam Fisher	Craig Frye	LISA WALLER	DONALD HARRIS	SUZANNE KIM	AGENT INVESTMENT DISCRETION	AGENCY	7824	A	67113				
Sam Fisher	Craig Frye	LISA WALLER	DONALD HARRIS	SUZANNE KIM	AGENT INVESTMENT DISCRETION	AGENCY	7825	A	67121				
Sam Fisher	Craig Frye	LISA WALLER	DONALD HARRIS	CRAIG FRYE	AGENT INVESTMENT DISCRETION	AGENCY	7843	B	65758				
Sam Fisher	Craig Frye	MARTIN KEESECKER	PORTFOLIO MANAGEMENT GROUP II	PREL EARNHARDT	AGENT FID WITH INV DISCRETION	AGENCY	7792	B	65774				
Sam Fisher	Craig Frye	MOLLY CARR	JOHN BRESNAHAN	CRAIG FRYE	AGENT FID WITH INV DISCRETION	AGENCY	7770	A	64209				
Sam Fisher	Craig Frye	MOLLY CARR	MARY IRVIN TURNER	SUZANNE KIM	AGENT FID WITH INV DISCRETION	AGENCY	7808	A	68899				
Sam Fisher	Craig Frye	MOLLY CARR	HARRIET A FOSTER	SUZANNE KIM	AGENT FID WITH INV DISCRETION	AGENCY	7823	A	69183				
Sam Fisher	Craig Frye	MOLLY CARR	MARY IRVIN TURNER		CO-TRUSTEE UNDER AGMT-IRREV	IRREVOCABLE	7840	A	65976				
Sam Fisher	Craig Frye	PAUL HARTLEY	DONALD HARRIS	JONATHAN MYERS	AGENT INVESTMENT DISCRETION	AGENCY	7841	A	63471				
Sam Fisher	Craig Frye	PREV W BROCK	DONALD HARRIS	SUZANNE KIM	AGENT INVESTMENT DISCRETION	AGENCY	7842	B	63471				
Sam Fisher	Elizabeth Brown	MICHAEL CLEVELINGER	KEVIN O'HARA	ELIZABETH BROWN	AGENT INVESTMENT DISCRETION	AGENCY	7724	A	63905				
Sam Fisher	TBD	CHRISTINE THOMAS	TRAVERS CLIBORNE	THOMAS BAKER	SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7816	A	60511				
Sam Fisher	TBD	CHRISTINE THOMAS	BRAD FOLGER	THOMAS BAKER	AGENT INVESTMENT DISCRETION	AGENCY	7828	A	68846				
Sam Fisher	TBD	CHRISTINE THOMAS	TRAVERS CLIBORNE	THOMAS BAKER	SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7829	A	67855				
Sam Fisher	TBD	CHRISTINE THOMAS	TRAVERS CLIBORNE	THOMAS BAKER	AGENT INVESTMENT DISCRETION	AGENCY	7850	B	68270				
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT INVESTMENT DISCRETION	AGENCY	7712	B	67664				
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SHIDLEY	CO-TRUSTEE UNDER AGMT REV	REVOCABLE	7748	A	67856				

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Mailing List

LEGAL_ADDRESS_02	LEGAL_ADDRESS_03	CITY	LEGAL_STATE	ZIP_CODE	ACCT_N1	ACCT_NAME_1	ACCT_AMOUNT_1	ACCT_N2	ACCT_NAME_2	ACCT_AMOUNT_2	ACCT_N3	ACCT_NAME_3	ACCT_AMOUNT_3	BIT1_ADMIN_OFFICER_NAME	ADMIN_OFFICER_PHONE
		LITTLETON	NC	27850	92550		140.76			0.00			0.00	PAM WATSON	252-248-4027
		WINTERVILLE	NC	28590	96912		185.19			0.00			0.00	SPECIAL ACCOUNT SVC GRP I OF NC	252-248-4633
		GLEN ALLEN	VA	23060	93965		210.52			0.00			0.00	SPECIAL ACCOUNT SVC GRP I OF WV	800-448-5473
		CHARLOTTESVILLE	VA	22901	9739		1,991.52			0.00			0.00	LISA WALLER	703-259-1206
		ASHEURN	VA	20147	9739		1,991.52			0.00			0.00	LISA WALLER	703-259-1206
		BETHESDA	MD	20814	5053		421.02			0.00			0.00	LISA WALLER	703-259-1206
		BETHESDA	MD	20817	5071		421.02			0.00			0.00	LISA WALLER	703-259-1206
		NAPLES	FL	34102	9188		3,517.54			0.00			0.00	LISA WALLER	703-259-1206
		WINCHESTER	VA	22501	2871		21,459.12			0.00			0.00	MARTIN KEESECKER	804-264-2263
		CHEVY CHASE	MD	20815	2283		398.23			0.00			0.00	MOLLY CARR	703-383-5000
		VIENNA	VA	22181-3032	3300		3,153.39			0.00			0.00	MOLLY CARR	703-383-5000
		STERLING	VA	20185	3781		2,030.48			0.00			0.00	MOLLY CARR	703-383-5000
		GOSHEN	NY	40028	2332		9,092.44			0.00			0.00	MOLLY CARR	703-383-5000
		ROCKVILLE	MD	20850	5491		25,048.23			0.00			0.00	PAUL HARTLEY	703-293-3726
		ROCKVILLE	MD	20850	5507		4,843.34			0.00			0.00	PREV W BROCK	703-293-3726
		BALTIMORE	MD	21208	6316		5,800.26			0.00			0.00	MICHAEL CLEVINGER	410-857-3467
		LYNCHBURG	VA	24503	2867		210.52			0.00			0.00	CHRISTINE THOMAS	804-787-1174
		CHARLOTTESVILLE	VA	22903	3938		2,034.77			0.00			0.00	CHRISTINE THOMAS	804-787-1174
		RICHMOND	VA	23225	3018		263.14			0.00			0.00	CHRISTINE THOMAS	804-787-1174
		MECHANICSVILLE	VA	23116	3983		966.52			0.00			0.00	CHRISTINE THOMAS	804-787-1174
		LANCASTER	VA	22503-2433	4839		283.14			0.00			0.00	GLENN F VERITY	804-787-1165
		CHARLOTTESVILLE	VA	22903-7860	1211		533.42			0.00			0.00	GLENN F VERITY	804-787-1165

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GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	IPNO	FULL_NAME	Full_NM_Forma	Desired Salutation	LEGAL_ADDRESS_01
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SHIBLEY	CO-TRUSTEE UNDER AGMT REV	REVOCABLE	7749	A	7864				
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SHIBLEY	AGENT-INVESTMENT DISCRETION	AGENCY	7755	A	7813				
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE		AGENT FID WITH INV DISCRETION	AGENCY	7757	A	5140				
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	MARCELLA BRESCIA	AGENT FID WITH INV DISCRETION	AGENCY	7758	A	5894				
Sam Fisher	TBD	GLENN F VERITY	BRAD FOLGER	PREV C BURDETTE	AGENT INVESTMENT DISCRETION	AGENCY	7772	B	1348				
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	MARCELLA BRESCIA	AGENT INVESTMENT DISCRETION	AGENCY	7804	A	4708				
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT INVESTMENT DISCRETION	AGENCY	7848	B	8119				
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT-INVESTMENT DISCRETION	AGENCY	7849	B	5048				
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	AGENT-INVESTMENT DISCRETION	AGENCY	7763	A	7835				
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	AGENT INVESTMENT DISCRETION	AGENCY	7764	A	7827				
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	SOLE TRUSTEE UNDER AGMT-IRREV	IRREVOCABLE	7811	A	1168				
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	SOLE TRUSTEE UNDER AGMT IRREV	IRREVOCABLE	7812	A	1184				
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	SOLE TRUSTEE UNDER AGMT-IRREV	IRREVOCABLE	7813	A	2355				
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	SOLE TRUSTEE UNDER AGMT-IRREV	IRREVOCABLE	7814	A	1176				
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	AGENT FID WITH INV DISCRETION	AGENCY	7815	A	8093				
Sam Fisher	TBD	PREV S BARCALOW	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT-INVESTMENT DISCRETION	AGENCY	7711	B	7672				
Sam Fisher	TBD	PREV S BARCALOW	PREV S BARCALOW		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7809	B	6322				
Sam Fisher	TBD	PREV S BARCALOW	PREV S BARCALOW		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7810	B	0483				
Sam Fisher	TBD	PREV S BARCALOW	TRAVERS CLIBORNE	PREV C CONDYLES	AGENT-INVESTMENT DISCRETION	AGENCY	7826	B	9125				
Sam Fisher	TBD	RAYMOND E WILLIAMS JR	BRAD FOLGER	PAUL SHIBLEY	AGENT INVESTMENT DISCRETION	AGENCY	7833	A	1245				
Susan Walker	Kyle Smith	RODNEY FRYE	DARREN HINSHAW	KYLE SMITH	AGENT-INVESTMENT DISCRETION	AGENCY	7791	B	4361				

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LEGAL_ADDRESS_02	LEGAL_ADDRESS_03	CITY	LEGAL_STATE	ZIP_CODE	ACCT_N1	ACCT_NAME_1	ACCT_AMOUNT_1	ACCT_N2	ACCT_NAME_2	ACCT_AMOUNT_2	ACCT_N3	ACCT_NAME_3	ACCT_AMOUNT_3	B171_ADMIN_OFFICER_NAME	ADMIN_OFFICER_PHONE
		CHARLOTTESVILLE	VA	22903-7860	1523		539.41			0.00			0.00	GLENN F VERITY	804-787-1165
		MECHANICSVILLE	VA	23118	3956		210.52			0.00			0.00	GLENN F VERITY	804-787-1165
		HOPEWELL	VA	23860-4168	1649		263.14			0.00			0.00	GLENN F VERITY	804-787-1165
		CHARLOTTESVILLE	VA	22903	5814		263.14	0750		528.28			0.00	GLENN F VERITY	804-787-1165
		RICE	VA	23966	5543		3,339.55			0.00			0.00	GLENN F VERITY	804-787-1165
		RICHMOND	VA	23226	2948		748.94			0.00			0.00	GLENN F VERITY	804-787-1165
		RICHMOND	VA	23230-1855	7970		2,159.21			0.00			0.00	GLENN F VERITY	804-787-1165
		RICHMOND	VA	23228	5213		263.14			0.00			0.00	GLENN F VERITY	804-787-1165
		MARTINSVILLE	VA	24112	0916		1,991.45			0.00			0.00	LYNANNE NEWMAN	276-666-3219
		MARTINSVILLE	VA	24112	0907		1,991.45			0.00			0.00	LYNANNE NEWMAN	276-666-3219
		HARRISONBURG	VA	22801	7222		2,560.80			0.00			0.00	LYNANNE NEWMAN	276-666-3219
		DALLAS	TX	75248	7222		2,560.80			0.00			0.00	LYNANNE NEWMAN	276-666-3219
		MARTINSVILLE	VA	24112	7222		2,560.80			0.00			0.00	LYNANNE NEWMAN	276-666-3219
		MARTINSVILLE	VA	24112	7222		2,560.80			0.00			0.00	LYNANNE NEWMAN	276-666-3219
		MARTINSVILLE	VA	24112	2700		1,371.24			0.00			0.00	LYNANNE NEWMAN	276-666-3219
		LANCASTER	VA	22503-2433	4820		263.14			0.00			0.00	PREV S BARCALOW	804-787-1165
		ITHACA	NY	14850-4353	2545		1,052.56			0.00			0.00	PREV S BARCALOW	804-787-1165
		CANTON	GA	30118	2545		1,052.56			0.00			0.00	PREV S BARCALOW	804-787-1165
		RICHMOND	VA	23235	6005		789.42			0.00			0.00	PREV S BARCALOW	804-787-1165
		CHARLES CITY	VA	23030-3425	1725		3,193.31			0.00			0.00	RAYMOND E. WILLIAMS JR.	804-533-2946
		ORLANDO	FL	32810	0116		1,101.28			0.00			0.00	RODNEY FRYE	407-241-0313

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GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No.	Lottor	IPNO	FULL_NAME	FULL_NM_Format	Desired Salutation	LEGAL_ADDRESS_01
Susan Walker	Kyle Smith	SUE LYNN	FLORIDA PORTFOLIO MANAGEMENT	PREV JEFF ASKINS	AGENT-FID WITH INV DISCRETION	AGENCY	7830	B	4684				
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY		AGENT-INVESTMENT DISCRETION	AGENCY	7733	A	1316				
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY		AGENT-FID WITH INV DISCRETION	AGENCY	7759	B	3074				
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY	LISA LANGER	AGENT-FID WITH INV DISCRETION	AGENCY	7761	A	5615				
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY	LISA LANGER	AGENT-FID WITH INV DISCRETION	AGENCY	7762	A	5599				
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY		AGENT-FID WITH INV DISCRETION	AGENCY	7832	B	0376				
Susan Walker	Thomas Beames	SUE LYNN	PREV C KARD	PREV M BOOTH	AGENT-FID WITH INV DISCRETION	AGENCY	7839	B	2489				
Susan Walker	Thomas Beames	SUE LYNN	PREV C KARD	PREV M BOOTH	AGENT-FID WITH INV DISCRETION	AGENCY	7840	B	3529				
Jac Freedman	Doug Reed	MIKE STADUCHAR	STAN JOHNSON	ELIZABETH KEIGHTLEY	AGENT-FID WITH INV DISCRETION	AGENCY	7821	B	8610				
Susan Walker	Kyle Smith	RODNEY FRYE	KEN STANLEY	KYLE SMITH	AGENT-INVESTMENT DISCRETION	AGENCY	7852	B	0301				
Murray Myers	Ed Kinnell	ROBIN PUCKETT	MATTHEW SIMMONS	MURRAY MYERS	SOLE TRUSTEE UNDER AGMT REV	REVOCABLE	7853	B	2745				
Murray Myers	Mark Maraffi	RICHARD SCHMALZ	RICHARD GEARY	RICHARD SCHMALZ	AGENT INVESTMENT DISCRETION	AGENCY	7854	B	7836				
Sam Fisher	Robert Green	ILV SILVESTER, III	JOHN BRESNAHAN	JOHN BRESNAHAN	AGENT-FID WITH INV DISCRETION	AGENCY	7855	B	7718				
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY	LISA LANGER	AGENT-FID WITH INV DISCRETION	AGENCY	7856	A	6860				
Susan Walker	Nike Ruble	TIFFANY HOLBROOK	PREV M BIRD	PREV B BUGBEE	AGENT-INVESTMENT DISCRETION	AGENCY	7857	B	0426				

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Alt Inv Fee Refund Mailing Data Review 20 2-116 (3).xls
Mailing List

LEGAL_ADDRESS_02	LEGAL_ADDRESS_03	CITY	LEGAL_STATE	ZIP_CODE	ACCT_N1	ACCT_NAME_1	ACCT_AMOUNT_1	ACCT_N2	ACCT_NAME_2	ACCT_AMOUNT_2	ACCT_N3	ACCT_NAME_3	ACCT_AMOUNT_3	BI71_ADMIN_OFFICER_NAME	ADMIN_OFFICER_PHONE
		MELBOURNE BEACH	FL	32951	0012		842.05			0.00			0.00	SUE LYNN	813-314-3127
		TREASURE ISLAND	FL	33740	00232		315.76			0.00			0.00	SUE LYNN	813-314-3127
		DEFUNIAK SPRINGS	FL	32433	01253		681.37			0.00			0.00	SUE LYNN	813-314-3127
		VENICE	FL	34285 1617	01110		315.76			0.00			0.00	SUE LYNN	813-314-3127
		VENICE	FL	34285-1617	0101		315.76			0.00			0.00	SUE LYNN	813-314 3127
		KEY WEST	FL	33040	0254		157.88			0.00			0.00	SUE LYNN	813-314-3127
		BRADENTON	FL	34205	0094		108.29			0.00			0.00	SUE LYNN	813-314-3127
		BRADENTON	FL	34205	0085		108.29			0.00			0.00	SUE LYNN	813-314-3127
		STOCKBRIDGE	GA	30281	1544		7,943.31			0.00			0.00	MIKE STAUDHAR	304-348-7214
		CAPE CORAL	FL	33914	0198		748.28			0.00			0.00	RODNEY FRYE	407 241-0313
		CHARLOTTE	NC	28211	0610		25,698.45			0.00			0.00	ROBIN PUCKETT	336-733-3308
		MONROE	NC	28111	0122		4,381.27			0.00			0.00	RICHARD SCHMALZ	704-954-1515
		POTOMAC	MD	20834	3040		5,871.77			0.00			0.00	LV SILVESTER, III	202-478-4749
		TAMPA	FL	33626	0358		225.17			0.00			0.00	SUE LYNN	813-314-3127
		JACKSONVILLE	FL	32256	0161		3,382.91			0.00			0.00	TIFFANY HOLBROOK	904-361-5250

Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account #	Current Acct No
Joe Freedman	Doug Reed	LAURA ELLIS	STAN JOHNSON	ROGER WINTERS	SOLE TRUSTEE UNDER AGMT IRREV	IRREVOCABLE	7717	A		03372	03372
Joe Freedman	Doug Reed	MIKE STAJDUHAR	IAN FLORES	ELIZABETH KEIGHTLEY	AGENT INVESTMENT DISCRETION	AGENCY	7760	B		01149	01149
Joe Freedman	Doug Reed	MIKE STAJDUHAR	IAN FLORES	ELIZABETH KEIGHTLEY	CO-TRUSTEE UNDER WILL	IRREVOCABLE	7785	A		00087	00067
Joe Freedman	Doug Reed	MIKE STAJDUHAR	IAN FLORES	ELIZABETH KEIGHTLEY	CO-TRUSTEE UNDER WILL	IRREVOCABLE	7785	B		00076	00076
Joe Freedman	Doug Reed	MIKE STAJDUHAR	STAN JOHNSON	ELIZABETH KEIGHTLEY	CO-TRUSTEE UNDER WILL	IRREVOCABLE	7789	B		00619	00619
Joe Freedman	Doug Reed	MIKE STAJDUHAR	STAN JOHNSON	ELIZABETH KEIGHTLEY	CO-TRUSTEE UNDER AGMT IRREV	IRREVOCABLE	7790	A		00346	00346
Joe Freedman	Doug Reed	MIKE STAJDUHAR	STAN JOHNSON	ELIZABETH KEIGHTLEY	CO-TRUSTEE UNDER AGMT IRREV	IRREVOCABLE	7790	A		00355	00355
Joe Freedman	Doug Reed	MIKE STAJDUHAR	STAN JOHNSON	ELIZABETH KEIGHTLEY	AGENT FID WITH INV DISCRETION	AGENCY	7821	B		00634	001544
Joe Freedman	Doug Reed	MIKE STAJDUHAR	IAN FLORES	ELIZABETH KEIGHTLEY	SOLE TRUSTEE UNDER AGMT-IRREV	IRREVOCABLE	No Mailing	A		2006	2006
Joe Freedman	Gordon Savage	GABRIELLA MUSROCK	DAVID ISHEE		AGENT INVESTMENT DISCRETION	AGENCY	7785	B		01127	01127
Joe Freedman	Gordon Savage	GABRIELLA MUSROCK	DAVID ISHEE	JONATHAN COCHRANE	SOLE TRUSTEE UNDER AGMT REV	REVOCABLE	7803	B		00464	00464
Joe Freedman	Gordon Savage	GORDON SAVAGE	DAVID ISHEE	GORDON SAVAGE	AGENT INVESTMENT DISCRETION	AGENCY	7704	B		00967	00967

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Alt Inv Fee Refund Mailing Data Review 2012 1115 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
	4/11/08	Vista Alternative Asset Fund	\$ 750 000	5/30/08	\$ 1 875 00	\$ 1,875 00	\$ 3 750 00	\$ 38.28	\$ 38.28	\$ 76.56	\$ 3 826.56
06/08/12	8/23/07	Vista Alternative Asset Fund	\$ 1,000 000	9/6/07	\$ 7 500 00	\$ -	\$ 7 500 00	\$ 357.35		\$ 357.35	\$ 7 857.35
	2/20/08	Vista Alternative Asset Fund	\$ 500 000	4/8/08	\$ 1 250 00	\$ 1 250 00	\$ 2,500 00	\$ 30.40	\$ 30.40	\$ 60.80	\$ 2,560.80
12/22/10	2/20/08	Vista Alternative Asset Fund	\$ 500 000	4/8/08	\$ 1,250 00	\$ 1,250 00	\$ 2 500 00	\$ 30.40	\$ 30.40	\$ 60.80	\$ 2,560.80
08/29/12	2/20/08	Vista Alternative Asset Fund	\$ 1 500 000	4/8/08	\$ 3 750 00	\$ 3,750 00	\$ 7,500 00	\$ 91.20	\$ 91.20	\$ 182.40	\$ 7 682.40
	2/20/08	Vista Alternative Asset Fund	\$ 250 000	4/8/08	\$ 625 00	\$ 625 00	\$ 1,250 00	\$ 15.20	\$ 15.20	\$ 30.40	\$ 1,280.40
	2/20/08	Vista Alternative Asset Fund	\$ 250 000	4/8/08	\$ 625 00	\$ 625 00	\$ 1,250 00	\$ 15.20	\$ 15.20	\$ 30.40	\$ 1,280.40
12/30/11	5/30/07	Vista Alternative Asset Fund	\$ 1 000 000	6/14/07	\$ -	\$ 7 500 00	\$ 7 500 00	\$ 443.31	\$ -	\$ 443.31	\$ 7 943.31
	2/20/08	Vista Alternative Asset Fund	\$ 750 000	4/8/08	\$ 1 875 00	\$ 1,875 00	\$ 3 750 00	\$ 45.60	\$ 45.60	\$ 91.20	\$ 3,841.20
08/08/11	6/8/07	Prepaid Variable Forward on BBT	\$ 2,257 766	6/22/07	\$ 22,577.66	\$ -	\$ 22,577.66	\$ 1 309.86		\$ 1 309.86	\$ 23,887.52
10/18/07	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 50 000	8/1/07	\$ 250.00	\$ 250.00	\$ 500.00	\$ 13.14	\$ 13.14	\$ 26.28	\$ 526.28
2/21/10	10/27/06	Vista Alternative Asset Fund	\$ 250 000	02/07/07	\$ 1 875 00	\$ -	\$ 1,875 00	\$ 168.80	\$ -	\$ 168.80	\$ 2 043.80

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account #	Current Acct No
Joe Freedman	Gordon Savage	GORDON SAVAGE	DAVID ISHEE	GORDON SAVAGE	AGENT- INVESTMENT DISCRETION	AGENCY	7834	B		1118	01118
Joe Freedman	Gordon Savage	GORDON SAVAGE	DAVID ISHEE	GORDON SAVAGE	AGENT- INVESTMENT DISCRETION	AGENCY	7834	B		1118	01118
Joe Freedman	Gordon Savage	JONATHAN CRAWFORD	DAVID ISHEE	JONATHAN CRAWFORD	AGENT- INVESTMENT DISCRETION	AGENCY	7794	B		0592	00592
Joe Freedman	Gordon Savage	JONATHAN CRAWFORD	DAVID ISHEE	JONATHAN CRAWFORD	AGENT- INVESTMENT DISCRETION	AGENCY	7794	B		0592	00592
Joe Freedman	Gordon Savage	MARY ANN MULHERN	DAVID ISHEE	GABRIELLA MUSROCK	AGENT- INVESTMENT DISCRETION	AGENCY	7787	A		0315	00315
Joe Freedman	Gordon Savage	MARY ANN MULHERN	DAVID ISHEE	GABRIELLA MUSROCK	AGENT- INVESTMENT DISCRETION	AGENCY	7787	A		0315	00315
Joe Freedman	Gordon Savage	MARY ANN MULHERN	DAVID ISHEE	GABRIELLA MUSROCK	CO-TRUSTEE UNDER ACMT-REV	REVOCABLE	7802	A		0179	00079
Joe Freedman	Gordon Savage	MARY ANN MULHERN	DAVID ISHEE	GABRIELLA MUSROCK	AGENT- INVESTMENT DISCRETION	AGENCY	7837	A		1225	01225
Joe Freedman	Greg Broadbridge	DEBRA BARANY	MELNER BOND	CARY L HEARN	AGENT- INVESTMENT DISCRETION	AGENCY	7780	B		5890	05890
Joe Freedman	Greg Broadbridge	DEBRA BARANY	MELNER BOND	CARY L HEARN	SOLE TRUSTEE UNDER AGMT REV	REVOCABLE	7827	A		1140	01140
Joe Freedman	Greg Broadbridge	DEBRA BARANY	MELNER BOND	CARY L HEARN	AGENT- INVESTMENT DISCRETION	AGENCY	7846	A		6762	06762

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
11/16/10	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 70 000	8/1/07	\$ -	\$ 700 00	\$ 700 00	\$ 36 79	\$ -	\$ 36 79	\$ 736 79
11/16/10	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 25 000	8/1/07	\$ -	\$ 250 00	\$ 250 00	\$ 13 14	\$ -	\$ 13 14	\$ 263 14
12/31/09	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 50 000	8/1/07	\$ 500 00	\$ -	\$ 500 00	\$ 26 28		\$ 26 28	\$ 526 28
12/31/09	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 200 000	8/1/07	\$ 2 000 00	\$ -	\$ 2 000 00	\$ 105 12		\$ 105 12	\$ 2 105 12
	1/22/07	Prospid Variable Forward on BBT	\$ 1 025 000	1/29/07	\$ -	\$ 10 250 00	\$ 10 250 00	\$ 796 05	\$ -	\$ 796 05	\$ 11 046 05
	3/30/07	Vista Alternative Asset Fund	\$ 350 000	5/23/07	\$ -	\$ 2 625 00	\$ 2 625 00	\$ 163 04	\$ -	\$ 163 04	\$ 2 788 04
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 150 000	8/1/07	\$ 750 00	\$ 750 00	\$ 1 500 00	\$ 39 42	\$ 39 42	\$ 78 84	\$ 1 578 84
	2/20/08	Vista Alternative Asset Fund	\$ 250 000	3/4/08	\$ -	\$ 1 875 00	\$ 1 875 00	\$ 50 53	\$ -	\$ 50 53	\$ 1 925 53
02/03/12	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 25 000	8/1/07	\$ -	\$ 250 00	\$ 250 00	\$ 13 14	\$ -	\$ 13 14	\$ 263 14
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 75 000	8/1/07	\$ 375 00	\$ 375 00	\$ 750 00	\$ 19 71	\$ 19 71	\$ 39 42	\$ 789 42
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 15 000	8/1/07	\$ -	\$ 150 00	\$ 150 00	\$ 7 88	\$ -	\$ 7 88	\$ 157 88

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account #	Current Acct No
Joe Freedman	Greg Broadbridge	DEBRA BARANY	MELNER BOND	CARY L. HEARN	AGENT- INVESTMENT DISCRETION	AGENCY	7851	A		2928	2928
Joe Freedman	Greg Broadbridge	LAURA JONES	LEE LAMONICA	PREV J CLANCY	SOLE TRUSTEE UNDER AGMT REV	REVOCABLE	7701	A		1836	1836
Joe Freedman	Greg Broadbridge	LAURA JONES	LEE LAMONICA	PREV J CLANCY	SOLE TRUSTEE UNDER AGMT REV	REVOCABLE	7701	A		1836	1836
Melissa Fritz	John Hudgens	JERRY LANE	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT FID WITH INV DISCRETION	AGENCY	7745	A		2646	2613
Melissa Fritz	John Hudgens	JERRY LANE	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT FID WITH INV DISCRETION	AGENCY	7745	A		2646	2613
Melissa Fritz	John Hudgens	MISSY BROWN	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT INVESTMENT DISCRETION	AGENCY	7713	A		3761	3761
Melissa Fritz	John Hudgens	MISSY BROWN	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT- INVESTMENT DISCRETION	AGENCY	7713	A		3781	3761
Melissa Fritz	John Hudgens	MISSY BROWN	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT INVESTMENT DISCRETION	AGENCY	7713	A		3761	3761
Melissa Fritz	John Hudgens	MISSY BROWN	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT- INVESTMENT DISCRETION	AGENCY	7714	B		4029	4029
Melissa Fritz	John Hudgens	MISSY BROWN	L MARION BAM GRESSETTE	JOHN HUDGENS	AGENT- INVESTMENT DISCRETION	AGENCY	7714	B		4029	4029
Melissa Fritz	John Hudgens	PREV L BLACKWELL	L MARION BAM GRESSETTE	JOHN HUDGENS	GRUT	IRREVOCABLE	7715	B		0113	0113

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 80 000	8/1/07	\$ 800 00	\$ -	\$ 800 00	\$ 42.05	\$ -	\$ 42.05	\$ 842.05
	08/01/06	Lehman Structured Note	\$ 100 000	08/08/06	\$ 1 000 00	\$ -	\$ 1 000 00	\$ 101 28	\$ -	\$ 101 28	\$ 1,101 28
	1/23/08	Vista Alternative Asset Fund	\$ 250 000	2/7/08	\$ 1 250 00	\$ -	\$ 1,250 00	\$ 36 13	\$ -	\$ 36 13	\$ 1,286 13
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 120 000	8/1/07	\$ 1 200 00	\$ -	\$ 1,200 00	\$ 63 07	\$ -	\$ 63 07	\$ 1,263 07
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 120,000	8/1/07	\$ 1 200 00	\$ -	\$ 1,200 00	\$ 63 07	\$ -	\$ 63 07	\$ 1,263 07
	12/14/06	Structured Note	\$ 60,000	02/08/07	\$ -	\$ 600 00	\$ 600 00	\$ 50.29	\$ -	\$ 50.29	\$ 650.29
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 50 000	8/1/07	\$ -	\$ 500 00	\$ 500 00	\$ 26.28	\$ -	\$ 26.28	\$ 526.28
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 50 000	8/1/07	\$ -	\$ 500 00	\$ 500 00	\$ 26.28	\$ -	\$ 26.28	\$ 526.28
12/05/11	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 50 000	8/1/07	\$ -	\$ 500 00	\$ 500 00	\$ 26 28	\$ -	\$ 26 28	\$ 526 28
12/05/11	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 50,000	8/1/07	\$ -	\$ 500 00	\$ 500 00	\$ 26.28	\$ -	\$ 26.28	\$ 526.28
03/27/09	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 30 000	8/1/07	\$ -	\$ 300 00	\$ 300 00	\$ 15 77	\$ -	\$ 15 77	\$ 315 77

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account #	Current Acct No
Melissa Fritz	John Hudgens	PREV L BLACKWELL	L MARION BAM GRESSETTE	JOHN HUDGENS	CRUT	IRREVOCABLE	7715	B		0113	00113
Melissa Fritz	John Hudgens	THOMAS RICHARDSON	RYAN BRUORTON	MELISSA FRITZ	AGENT INVESTMENT DISCRETION	AGENCY	7707	A		3495	03495
Melissa Fritz	John Hudgens	THOMAS RICHARDSON	RYAN BRUORTON	MELISSA FRITZ	AGENT INVESTMENT DISCRETION	AGENCY	7707	A		3495	03495
Melissa Fritz	John Hudgens	THOMAS RICHARDSON	RYAN BRUORTON	MELISSA FRITZ	AGENT INVESTMENT DISCRETION	AGENCY	7707	A		3618	03618
Melissa Fritz	John Hudgens	THOMAS RICHARDSON	RYAN BRUORTON	MELISSA FRITZ	AGENT INVESTMENT DISCRETION	AGENCY	7707	A		3618	03618
Melissa Fritz	John Hudgens	THOMAS RICHARDSON	RYAN BRUORTON	JOHN HUDGENS	AGENT FID WITH INV DISCRETION	AGENCY	7708	A		1393	01393
Melissa Fritz	John Hudgens	THOMAS RICHARDSON	RYAN BRUORTON	JOHN HUDGENS	AGENT FID WITH INV DISCRETION	AGENCY	7709	A		1384	01384
Melissa Fritz	Robert Webb	CARLY E HOWARD	L MARION BAM GRESSETTE	ROBERT WEBB	AGENT INVESTMENT DISCRETION	AGENCY	7831	A		4056	04056
Melissa Fritz	Robert Webb	CARLY E HOWARD	L MARION BAM GRESSETTE	ROBERT WEBB	AGENT INVESTMENT DISCRETION	AGENCY	7831	A		4056	04056
Melissa Fritz	Robert Webb	HENRIETTA WYATT	JAY MCCLUNG	JEREMY BEAKES	SOLE TRUSTEE UNDER AGMT-REV	REVOCABLE	7800	B		1307	01307
Melissa Fritz	Robert Webb	HENRIETTA WYATT	JAY MCCLUNG	JEREMY BEAKES	SOLE TRUSTEE UNDER AGMT-REV	REVOCABLE	7800	B		1307	01307
Melissa Fritz	Robert Webb	HENRIETTA WYATT	JAY MCCLUNG	JEREMY BEAKES	SOLE TRUSTEE UNDER AGMT-REV	REVOCABLE	7800	B		1307	01307

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on Adv	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
03/27/09	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 30,000	8/1/07	\$ -	\$ 300.00	\$ 300.00	\$ 15.77	\$ -	\$ 15.77	\$ 315.77
	12/15/06	Vista Alternative Asset Fund	\$ 800,000	02/07/07	\$ 6,000.00	\$ -	\$ 6,000.00	\$ 502.14	\$ -	\$ 502.14	\$ 6,502.14
	12/14/08	Structured Notes	\$ 633,000	02/08/07	\$ 6,330.00	\$ -	\$ 6,330.00	\$ 530.58	\$ -	\$ 530.58	\$ 6,860.58
	12/14/06	Vista Alternative Asset Fund	\$ 100,000	02/07/07	\$ 750.00	\$ -	\$ 750.00	\$ 62.86	\$ -	\$ 62.86	\$ 812.86
	12/14/06	Structured Notes	\$ 40,000	02/08/07	\$ 400.00	\$ -	\$ 400.00	\$ 33.53	\$ -	\$ 33.53	\$ 433.53
	12/21/06	Structured Notes	\$ 288,000	02/08/07	\$ 2,870.00	\$ -	\$ 2,870.00	\$ 238.79	\$ -	\$ 238.79	\$ 3,108.79
	12/21/06	Structured Notes	\$ 288,000	02/08/07	\$ 2,870.00	\$ -	\$ 2,870.00	\$ 238.79	\$ -	\$ 238.79	\$ 3,108.79
	7/13/07	Credit Suisse 5 yr structured note linked to performance of SPX	\$ 20,000	8/1/07	\$ -	\$ 200.00	\$ 200.00	\$ 10.51	\$ -	\$ 10.51	\$ 210.51
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 20,000	8/1/07	\$ -	\$ 200.00	\$ 200.00	\$ 10.51	\$ -	\$ 10.51	\$ 210.51
08/30/11	8/6/07	Single Stock Risk Management on MEL	\$ 1,482,576	6/12/07	\$ 1,556.71	\$ 3,632.31	\$ 5,189.02	\$ 92.44	\$ 215.69	\$ 308.13	\$ 5,497.15
08/30/11	11/19/07	Single Stock Risk Management on MEL	\$ 718,224	11/27/07	\$ 538.67	\$ 1,256.89	\$ 1,795.56	\$ 19.64	\$ 45.82	\$ 65.46	\$ 1,861.02
08/30/11	11/8/07	Single Stock Risk Management on MEL	\$ 853,141	11/27/07	\$ 639.85	\$ 1,493.00	\$ 2,132.85	\$ 23.33	\$ 54.43	\$ 77.76	\$ 2,210.61

Alt Inv Fee Refund Mailing Data Review 2012-1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account#	Current Acct No
Melissa Fritz	Robert Webb	JEREMY BEAKES	JAY MCCLUNG	JEREMY BEAKES	AGENT INVESTMENT DISCRETION	AGENCY	7838	B		1513	1513
Melissa Fritz	Ross Walters	ANNA MUMBAUER	BRIAN BOUGHNER	ROSS WALTERS	AGENT INVESTMENT DISCRETION	AGENCY	7702	A		1077	1077
Melissa Fritz	Ross Walters	ANNA MUMBAUER	BRIAN BOUGHNER		AGENT INVESTMENT DISCRETION	AGENCY	7710	B		3967	3967
Melissa Fritz	Ross Walters	ANNA MUMBAUER	BRIAN BOUGHNER		AGENT INVESTMENT DISCRETION	AGENCY	7710	B		3967	3967
Melissa Fritz	Ross Walters	ANNA MUMBAUER	BRIAN BOUGHNER	ROSS WALTERS	SOLE TRUSTEE UNDER AGMT-REV	REVOCABLE	7793	A		0449	0449
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7705	A		3262	3262
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	JOSH FOSTER	AGENT INVESTMENT DISCRETION	AGENCY	7706	B		4118	4118
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7719	A		3921	3921
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7719	A		3921	3921
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7719	A		3921	3921
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7720	A		3912	3912
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7720	A		3912	3912

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund, Fee + Int
03/09/12	4/21/08	Vista Alternative Asset Fund	\$ 250 000	5/1/08	\$ -	\$ 1 875 00	\$ 1 875 00	\$ 42.38	\$ -	\$ 42.38	\$ 1,917.38
	8/23/07	Vista Alternative Asset Fund	\$ 250 000	9/6/07	\$ 1 875 00	\$ -	\$ 1 875 00	\$ 89.34	\$ -	\$ 89.34	\$ 1 964.34
06/27/11	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7.88	\$ -	\$ 7.88	\$ 157.88
08/27/11	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7.88	\$ -	\$ 7.88	\$ 157.88
	6/22/07	Vista Alternative Asset Fund	\$ 250,000	7/20/07	\$ 1 375 00	\$ -	\$ 1,375 00	\$ 74.52	\$ -	\$ 74.52	\$ 1 449.52
	1/26/07	Lehman Brothers 4yr structured note linked to performance of a global basket index	\$ 20 000	2/8/07	\$ -	\$ 200 00	\$ 200 00	\$ 15.26	\$ -	\$ 15.26	\$ 215.26
01/13/11	8/29/07	Vista Alternative Asset Fund	\$ 600,000	9/6/07	\$ -	\$ 4,500 00	\$ 4 500.00	\$ 214.41	\$ -	\$ 214.41	\$ 4 714.41
	08/22/06	Prepaid Variable Forward	\$ 9 047,703	09/05/06	\$ -	\$ 63,334 00	\$ 63 334 00	\$ 6 242.27	\$ -	\$ 6,242.27	\$ 69 576.27
	10/17/07	Prepaid Variable Forward on AFL	\$ 12 072,270	11/7/07	\$ -	\$ 60,361 00	\$ 60 361 00	\$ 2,365.39	\$ -	\$ 2,365.39	\$ 62 726.39
	10/26/09	Prepaid Variable Forward on AFL	\$ 5 970 119	10/27/09	\$ -	\$ 59 701 19	\$ 59 701 19	\$ 78.58	\$ -	\$ 78.58	\$ 59 779.77
	08/22/06	Prepaid Variable Forward	\$ 2,269 638	09/05/06	\$ -	\$ 15 887 00	\$ 15,887 00	\$ 1,565.84	\$ -	\$ 1,565.84	\$ 17,452.84
	10/17/07	Prepaid Variable Forward on AFL	\$ 3 028,357	11/7/07	\$ -	\$ 15,141 00	\$ 15,141 00	\$ 593.34	\$ -	\$ 593.34	\$ 15,734.34

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account#	Current Acct No
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT- INVESTMENT DISCRETION	AGENCY	7720	A		03912	03912
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT FID WITH INV DISCRETION	AGENCY	7721	A		01302	01302
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT-FID WITH INV DISCRETION	AGENCY	7721	A		01302	01302
Melissa Fritz	Ross Walters	JUDY SCHOEMER	PREV G TOWNER	ANTHONY MAHFOOD	CUSTODY	AGENCY	7722	B		00518	00518
Melissa Fritz	Ross Walters	JUDY SCHOEMER	L MARION BAM GRESSETTE	JOSH FOSTER	AGENT INVESTMENT DISCRETION	AGENCY	7723	B		00229	00229
Melissa Fritz	Ross Walters	JUDY SCHOEMER	L MARION BAM GRESSETTE	JOSH FOSTER	AGENT INVESTMENT DISCRETION	AGENCY	7723	B		00229	00229
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	IRA TRADITIONAL	IRA	7754	B		2482	2482
Melissa Fritz	Ross Walters	JUDY SCHOEMER	L MARION BAM GRESSETTE	ROSS WALTERS	AGENT INVESTMENT DISCRETION	AGENCY	7771	A		0147	0441
Melissa Fritz	Ross Walters	JUDY SCHOEMER	L MARION BAM GRESSETTE	ROSS WALTERS	AGENT INVESTMENT DISCRETION	AGENCY	7771	A		0147	0441
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7835	A		7348	7348
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT INVESTMENT DISCRETION	AGENCY	7836	A		3244	3244

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee/Refund	Interest - Income	Interest - Prin	Total Interest	Total/Refund Fee + Int
	10/26/09	Prepaid Variable Forward on AFL	\$ 1,129,250	10/27/09	\$ -	\$ 11,292.50	\$ 11,292.50	\$ 14.86	\$ -	\$ 14.86	\$ 11,307.36
	08/01/06	Lehman Structured Note	\$ 25,000	08/08/06	\$ -	\$ 250.00	\$ 250.00	\$ 25.32	\$ -	\$ 25.32	\$ 275.32
	1/26/07	Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTY	\$ 20,000	2/8/07	\$ -	\$ 200.00	\$ 200.00	\$ 15.26	\$ -	\$ 15.26	\$ 215.26
04/14/08	6/15/07	Single Stock Risk Management on AFL	\$ 4,557,836	6/22/07	\$ -	\$ 15,952.43	\$ 15,952.43	\$ 925.49	\$ -	\$ 925.49	\$ 16,877.92
04/09/12	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 60,000	8/1/07	\$ -	\$ 600.00	\$ 600.00	\$ 31.54	\$ -	\$ 31.54	\$ 631.54
04/09/12	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 60,000	8/1/07	\$ -	\$ 600.00	\$ 600.00	\$ 31.54	\$ -	\$ 31.54	\$ 631.54
09/24/08	08/01/06	Lehman Structured Note	\$ 25,000	08/08/06	\$ -	\$ 250.00	\$ 250.00	\$ 25.32	\$ -	\$ 25.32	\$ 275.32
	08/01/06	Lehman Structured Note	\$ 120,000	08/15/06	\$ 1,200.00	\$ -	\$ 1,200.00	\$ 121.53	\$ -	\$ 121.53	\$ 1,321.53
	5/21/07	Vista Alternative Asset Fund	\$ 1,000,000	6/14/07	\$ -	\$ 7,500.00	\$ 7,500.00	\$ 443.31	\$ -	\$ 443.31	\$ 7,943.31
	8/12/09	Prepaid Variable Forward on BBT	\$ 1,040,580	8/20/09	\$ -	\$ 10,405.80	\$ 10,405.80	\$ 20.48	\$ -	\$ 20.48	\$ 10,426.28
	08/01/06	Lehman Structured Note	\$ 20,000	08/08/06	\$ -	\$ 200.00	\$ 200.00	\$ 20.26	\$ -	\$ 20.26	\$ 220.26

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account #	Current Acct No
Melissa Fritz	Ross Walters	JUDY SCHOEMER	BRIAN BOUGHNER	ANTHONY MAHFOOD	AGENT- INVESTMENT DISCRETION	AGENCY	7836	A		3244	03244
Melissa Fritz	Stephanie Stanfield	PREV C WALL	GREG GUESS	PREV C WALL	AGENT INVESTMENT DISCRETION	AGENCY	7703	B		1156	01156
Melissa Fritz	Stephanie Stanfield	PREV C WALL	GREG GUESS	PREV C WALL	AGENT- INVESTMENT DISCRETION	AGENCY	7716	B		1352	01352
Melissa Fritz	Stephanie Stanfield	PREV G SMITH	PREV M WEATHERLY	PREV G SMITH	AGENT INVESTMENT DISCRETION	AGENCY	7807	B		1469	01469
Melissa Fritz	Stephanie Stanfield	PREV G SMITH	PREV M WEATHEPLY	PREV G SMITH	AGENT INVESTMENT DISCRETION	AGENCY	7807	B		1469	01469
Melissa Fritz	Stephanie Stanfield	PREV G SMITH	PREV M WEATHERLY	PREV G SMITH	AGENT- INVESTMENT DISCRETION	AGENCY	7807	B		1469	01469
Melissa Fritz	Stephanie Stanfield	WILLIAM S LINN	GREG GUESS	ROCKY LANGE	IRA TRADITIONAL	IRA	7755	A		1115	01115
Melissa Fritz	Stephanie Stanfield	WILLIAM B LINN	GREG GUESS	ROCKY LANGE	AGENT INVESTMENT DISCRETION	AGENCY	7766	A		1414	01414
Murray Myers	Ed Kinnett	GLEND A BURKETT	ANDY PULLIAM	GLEND A BURKETT	AGENT INVESTMENT DISCRETION	AGENCY	7774	A		7207	07207
Murray Myers	Ed Kinnett	JONATHAN COCHRANE	DAVID (SHEE	JONATHAN COCHRANE	IRA TRADITIONAL	IRA	7819	A		1529	01529
Murray Myers	Ed Kinnett	JONATHAN COCHRANE	DAVID (SHEE	JONATHAN COCHRANE	AGENT INVESTMENT DISCRETION	AGENCY	7819	A		3620	03620

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt Income	Fee Amt Prin	Total Amount of Fee Refund	Interest - Income	Interest Prin	Total Interest	Total Refund Fee + Int
	1/26/07	Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTV	\$ 20 000	2/8/07	\$ -	\$ 200 00	\$ 200 00	\$ 15.26	\$ -	\$ 15.26	\$ 215.26
03/23/11	5/22/08	Prepaid Variable Forward on GWLIF	\$ 2 017 554	5/30/08	\$ -	\$ 15,000 00	\$ 15,000 00	\$ 306 19	\$ -	\$ 306 19	\$ 15 306 19
05/03/10	6/22/07	Vista Alternative Asset Fund	\$ 250 000	7/20/07	\$ 1 875.00	\$ -	\$ 1 875 00	\$ 101.62		\$ 101 62	\$ 1,976 62
09/15/11	2/7/07	Equity Enhancement Program - Covered Call Writing	\$ 389 720	2/7/07	\$ -	\$ 924.30	\$ 924 30	\$ 70 65	\$ -	\$ 70 65	\$ 994 95
09/15/11	6/1/07	Equity Enhancement Program - Covered Call Writing	\$ 313 600	6/5/07	\$ -	\$ 784 00	\$ 784 00	\$ 47.30	\$ -	\$ 47 30	\$ 831.30
09/15/11	8/6/07	Equity Enhancement Program - Covered Call Writing	\$ 247 380	9/6/07	\$ 618.45	\$ -	\$ 618.45	\$ 29 47		\$ 29 47	\$ 647.92
	06/01/06	Lehman Structured Note	\$ 50 000	06/08/06	\$ -	\$ 500 00	\$ 500 00	\$ 50 64	\$ -	\$ 50 64	\$ 550 64
	07/19/06	Prepaid Variable Forward	\$ 944,124	08/03/06	\$ -	\$ 9 441.24	\$ 9 441.24	\$ 972.05	\$ -	\$ 972.05	\$ 10 413.29
	12/21/07	Vista Alternative Asset Fund	\$ 250 000	1/8/08	\$ 1 875.00	\$ -	\$ 1,875 00	\$ 58 42		\$ 58 42	\$ 1,933 42
	12/01/06	Alternative Strategies IRA	\$ 716,567	12/18/06	\$ -	\$ 1 791 41	\$ 1 791.41	\$ 153 17	\$ -	\$ 153 17	\$ 1,944.58
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 100,000	8/1/07	\$ -	\$ 1 000 00	\$ 1 000 00	\$ 52.56	\$ -	\$ 52.56	\$ 1 052.56

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account #	Current Acct No
Murray Myers	Ed Kinnell	ROBIN PUCKETT	DAVID ISHEE	JONATHAN COCHRANE	AGENT INVESTMENT DISCRETION	AGENCY	7739	A		0789	00789
Murray Myers	Ed Kinnell	ROBIN PUCKETT	DAVID ISHEE	JONATHAN COCHRANE	AGENT INVESTMENT DISCRETION	AGENCY	7739	A		0789	00789
Murray Myers	Ed Kinnell	ROBIN PUCKETT	DAVID ISHEE	JONATHAN COCHRANE	AGENT-FID WITH INV DISCRETION	AGENCY	7740	A		0798	05070
Murray Myers	Ed Kinnell	ROBIN PUCKETT	MATTHEW SIMMONS	MURRAY MYERS	SOLE TRUSTEE UNDER AGMT REV	REVOCABLE	7853	B		0810	00810
Murray Myers	Mark Maraffi	BRENDA SELIGMANN	MICHELLE GAREY	BRENDA SELIGMANN	AGENT INVESTMENT DISCRETION	AGENCY	7741	A		7608	07608
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE GAREY	BRENT MARTIN	AGENT INVESTMENT DISCRETION	AGENCY	7751	B		7449	07449
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE GAREY		AGENT-FID WITH INV DISCRETION	AGENCY	7765	A		1350	01350
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE GAREY	BRENT MARTIN	AGENT FID WITH INV DISCRETION	AGENCY	7768	A		1644	01644

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Alt Inv Fee Refund Mailing Data Review 2012-1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 25 000	8/1/07	\$ 250 00	\$ -	\$ 250 00	\$ 13 14	\$ -	\$ 13 14	\$ 263 14
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 125 000	8/1/07	\$ 1 250 00	\$ -	\$ 1,250.00	\$ 65 70	\$ -	\$ 65 70	\$ 1,315 70
	6/22/07	Viola Alternative Asset Fund	\$ 250 000	7/20/07	\$ 1 875 00	\$ -	\$ 1 875 00	\$ 101 62	\$ -	\$ 101.62	\$ 1 976 62
01/20/09	2/12/07	ROLLOVER OF PPVF ON BB&T STOCK	\$ -	2/12/07	\$ -	\$ 24 818 00	\$ 24,818 00	\$ 1 880 45	\$ -	\$ 1 880 45	\$ 26,598.45
	1/26/07	Lehman Brothers 4yr structured note linked to performance of a global basket index Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTY	\$ 45 000	2/8/07	\$ -	\$ 450 00	\$ 450 00	\$ 34 33	\$ -	\$ 34 33	\$ 484.33
09/30/11	1/26/07	Lehman Brothers 4yr structured note linked to performance of a global basket index Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTY	\$ 110 000	2/8/07	\$ -	\$ 1 100 00	\$ 1 100 00	\$ 83 93	\$ -	\$ 83.93	\$ 1 183 93
	04/25/06	Prepaid Variable Forward	\$ 1 248 600	05/15/06	\$ -	\$ 12 486 00	\$ 12,486 00	\$ 1 422 77	\$ -	\$ 1 422.77	\$ 13 908 77
	12/21/06	Structured Notes	\$ 180,000	02/08/07	\$ -	\$ 1 800 00	\$ 1,800 00	\$ 149.25	\$ -	\$ 149.25	\$ 1 949.25

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Alt Inv Fee Refund Mail ng Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account #	Current Acct No
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE GAREY	BRENT MARTIN	AGENT-FID WITH INV DISCRETION	AGENCY	7768	A	[REDACTED]	01644	01844
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE GAREY	BRENT MARTIN	AGENT-FID WITH INV DISCRETION	AGENCY	7769	A		01092	01092
Murray Myers	Mark Maraffi	BRENT MARTIN	MICHELLE GAREY	BRENT MARTIN	AGENT INVESTMENT DISCRETION	AGENCY	7805	A		02276	02276
Murray Myers	Mark Maraffi	CHARLES NESBITT	DAVID ISHEE	ED KINNETT	AGENT FID WITH INV DISCRETION	AGENCY	7773	B		01975	01975
Murray Myers	Mark Maraffi	CHARLES NESBITT	DAVID ISHEE	ED KINNETT	AGENT FID WITH INV DISCRETION	AGENCY	7773	B		01975	01975
Murray Myers	Mark Maraffi	CHARLES NESBITT	DAVID ISHEE	ED KINNETT	AGENT FID WITH INV DISCRETION	AGENCY	7773	B		01975	01975
Murray Myers	Mark Maraffi	DAVID WRIGHT	MICHELLE GAREY		CO TRUSTEE UNDER AGMT IRREV	IRREVOCABLE	7781	A		00213	00213
Murray Myers	Mark Maraffi	DAVID WRIGHT	MICHELLE GAREY		CO TRUSTEE UNDER AGMT-IRREV	IRREVOCABLE	7781	A		00213	00213
Murray Myers	Mark Maraffi	PREV E HOUSMAN	MICHELLE GAREY	PREV E HOUSMAN	AGENT INVESTMENT DISCRETION	AGENCY	7752	B		07412	07412
Murray Myers	Mark Maraffi	PREV E HOUSMAN	MICHELLE GAREY	PREV E HOUSMAN	AGENT-FID WITH INV DISCRETION	AGENCY	7767	B		01083	01083
Murray Myers	Mark Maraffi	RICHARD SCHMALZ	STEPHEN MCGUIRT	RICHARD SCHMALZ	AGENT-FID WITH INV DISCRETION	AGENCY	7718	B		01671	01671

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on Adv	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
	6/6/07	Prepaid Variable Forward on BBT	\$ 2,242,620	6/25/07	\$ -	\$ 20,040.00	\$ 20,040.00	\$ 1,154.44	\$ -	\$ 1,154.44	\$ 21,194.44
	09/20/06	Prepaid Variable Forward	\$ 820,400	09/29/06	\$ -	\$ 8,204.00	\$ 8,204.00	\$ 777.83	\$ -	\$ 777.83	\$ 8,981.83
	10/28/06	Vista Alternative Asset Fund	\$ 500,000	02/07/07	\$ 1,875.00	\$ 1,875.00	\$ 3,750.00	\$ 169.04	\$ 169.04	\$ 338.08	\$ 4,088.08
12/20/10	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 100,000	8/1/07	\$ 1,000.00	\$ -	\$ 1,000.00	\$ 52.56		\$ 52.56	\$ 1,052.56
12/20/10	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 100,000	8/1/07	\$ 1,000.00	\$ -	\$ 1,000.00	\$ 52.56		\$ 52.56	\$ 1,052.56
12/20/10	7/1/07	Vista Alternative Asset Fund	\$ 250,000	8/21/07	\$ 1,875.00	\$ -	\$ 1,875.00	\$ 93.43		\$ 93.43	\$ 1,968.43
	1/26/07	Lehman Brothers 4yr structured note linked to performance of a global basket index Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTY	\$ 400,000	2/8/07	\$ 4,000.00	\$ -	\$ 4,000.00	\$ 305.19		\$ 305.19	\$ 4,305.19
	12/18/07	Vista Alternative Asset Fund	\$ 250,000	1/28/08	\$ 625.00	\$ 625.00	\$ 1,250.00	\$ 18.54	\$ 18.54	\$ 37.08	\$ 1,287.08
11/24/08	1/28/06	Prepaid Variable Forward on BBT	\$ 761,167	1/29/06	\$ -	\$ 3,805.84	\$ 3,805.84	\$ 112.57	\$ -	\$ 112.57	\$ 3,918.41
04/09/09	09/20/06	Prepaid Variable Forward	\$ 351,600	09/29/06	\$ -	\$ 3,516.00	\$ 3,516.00	\$ 333.36	\$ -	\$ 333.36	\$ 3,849.36
09/22/11	3/30/07	Vista Alternative Asset Fund	\$ 250,000	5/23/07	\$ 1,875.00	\$ -	\$ 1,875.00	\$ 116.45		\$ 116.45	\$ 1,991.45

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Alt Inv Fee Refund Mailng Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account#	Current Acct No
Murray Myers	Mark Maraffi	RICHARD SCHMALZ	MICHELLE GAREY	RICHARD SCHMALZ	AGENT- INVESTMENT DISCRETION	AGENCY	7796	A		06007	06007
Murray Myers	Mark Maraffi	RICHARD SCHMALZ	MICHELLE GAREY	RICHARD SCHMALZ	AGENT- INVESTMENT DISCRETION	AGENCY	7796	A		06007	06007
Murray Myers	Mark Maraffi	RICHARD SCHMALZ	MICHELLE GAREY	RICHARD SCHMALZ	AGENT INVESTMENT DISCRETION	AGENCY	7796	A		06007	06007
Murray Myers	Mark Maraffi	RICHARD SCHMALZ	STEPHEN MCGUIRT	RICHARD SCHMALZ	AGENT INVESTMENT DISCRETION	AGENCY	7847	A		05281	05281
Murray Myers	Mark Maraffi	RICHARD SCHMALZ	MICHELLE GEARY	RICHARD SCHMALZ	AGENT INVESTMENT DISCRETION	AGENCY	7854	B		0122	0122
Murray Myers	Mark Maraffi	SHERRY ROSS	STEPHEN MCGUIRT	BRENT MARTIN	SOLE TRUSTEE UNDER AGMT-REV	REVOCABLE	7747	B		01593	01593
Murray Myers	Ranse Stokes	EVER OWENS	JOHNS N ELLINGTON		AGENT INVESTMENT DISCRETION	AGENCY	7844	A		04738	04738
Murray Myers	Ranse Stokes	KATE HOVIS	PREV J KVANTAS	KATE HOVIS	AGENT- INVESTMENT DISCRETION	AGENCY	7820	B		09651	09651
Murray Myers	Ranse Stokes	KEVIN WARD	DIRECTED		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7777	B		01364	01364
Murray Myers	Ranse Stokes	MELISSA ROBERTS	REGIS DOPKA	PREV D RAKESTRAW	AGENT INVESTMENT DISCRETION	AGENCY	7783	B		06878	06878

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Alt Inv Fee Refund Making Data Review 2012 1115 (3) xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
	1/26/07	Lehman Brothers 4yr structured note linked to performance of a global basket Index Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTV	\$ 30 000	2/8/07	\$ -	\$ 300 00	\$ 300 00	\$ 22.89	\$ -	\$ 22.89	\$ 322.89
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 25,000	8/1/07	\$ -	\$ 250.00	\$ 250 00	\$ 13.14	\$ -	\$ 13.14	\$ 263.14
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ -	\$ 100 00	\$ 100.00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
	2/20/08	Vista Alternative Asset Fund	\$ 600 000	3/4/08	\$ 4 500 00	\$ -	\$ 4 500 00	\$ 121.27		\$ 121.27	\$ 4 621.27
06/28/11	5/23/07	VISTA	\$ -	5/23/07	\$ 4 125 00	\$ -	\$ 4 125 00	\$ 256.27	\$ -	\$ 256.27	\$ 4,381.27
08/21/12	1/18/07	Propaid Variable Forward on BBT	\$ 4 454,921	1/28/07	\$ -	\$ 44 550 00	\$ 44 550 00	\$ 3 459.89	\$ -	\$ 3 459.89	\$ 48,009.89
	5/29/07	Vista Alternative Asset Fund	\$ 400 000	6/14/07	\$ -	\$ 3 000 00	\$ 3 000 00	\$ 177.32	\$ -	\$ 177.32	\$ 3 177.32
09/23/11	5/21/07	Vista Alternative Asset Fund	\$ 350 000	6/14/07	\$ 2,625 00	\$ -	\$ 2 625 00	\$ 155.16		\$ 155.16	\$ 2,780.16
09/01/09	12/22/08	Structured Notes	\$ 70,000	02/08/07	\$ 350 00	\$ 350 00	\$ 700 00	\$ 28.98	\$ 28.97	\$ 57.95	\$ 767.95
10/05/09	08/01/06	Lehman Structured Note	\$ 35 000	08/08/06	\$ 350 00	\$ -	\$ 350 00	\$ 35.45	\$ -	\$ 35.45	\$ 385.45

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account#	Current Acct No
Murray Myers	Ranse Stokes	PAM WATSON	RYAN BIERDS		AGENT INVESTMENT DISCRETION	AGENCY	7750	A		3691	3691
Murray Myers	Ranse Stokes	PAM WATSON	JOHNS N ELLINGTON		AGENT INVESTMENT DISCRETION	AGENCY	7822	B		2550	2550
Ray Williams	Ann James	SPECIAL ACCOUNT SVC GRP I OF NC	PORTFOLIO MANAGEMENT GROUP I	RODNEY MATTHEWS	AGENT INVESTMENT DISCRETION	AGENCY	7806	A		8912	88912
Ray Williams	John Jividen	SPECIAL ACCOUNT SVC GRP I OF WV	PORTFOLIO MANAGEMENT GROUP II		AGENT INVESTMENT DISCRETION	AGENCY	7784	A		3965	33965
Ray Williams	John Jividen	SPECIAL ACCOUNT SVC GRP I OF WV	PORTFOLIO MANAGEMENT GROUP II		AGENT INVESTMENT DISCRETION	AGENCY	7784	A		3965	33965
Sam Fisher	Craig Frye	LISA WALLER	JOHN BRESNAHAN	SUZANNE KIM	CO-TRUSTEE UNDER AGENT REV	REVOCABLE	7818	A		0739	00739
Sam Fisher	Craig Frye	LISA WALLER	DONALD HARRIS	SUZANNE KIM	AGENT INVESTMENT DISCRETION	AGENCY	7824	A		5053	35053
Sam Fisher	Craig Frye	LISA WALLER	DONALD HARRIS	SUZANNE KIM	AGENT INVESTMENT DISCRETION	AGENCY	7825	A		5071	35071
Sam Fisher	Craig Frye	LISA WALLER	DONALD HARRIS	CRAIG FRYE	AGENT INVESTMENT DISCRETION	AGENCY	7843	B		0169	00169
Sam Fisher	Craig Frye	LISA WALLER	DONALD HARRIS	CRAIG FRYE	AGENT INVESTMENT DISCRETION	AGENCY	7843	B		0169	00169
Sam Fisher	Craig Frye	LISA WALLER	DONALD HARRIS	CRAIG FRYE	AGENT INVESTMENT DISCRETION	AGENCY	7843	B		0169	00169
Sam Fisher	Craig Frye	MARTIN KEESECKER	PORTFOLIO MANAGEMENT GROUP II	PRE L EARNHARDT	AGENT-FID WITH INV DISCRETION	AGENCY	7782	B		2871	02871

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt Income	Fee Amt Prin	Total Amount of Fee Refund	Interest - Income	Interest Prin	Total Interest	Total Refund Fee + Int
	4/21/08	Vista Alternative Asset Fund	\$ 300 000	5/1/08	\$ -	\$ 2,250 00	\$ 2,250 00	\$ 50.83	\$ -	\$ 50.83	\$ 2,300.83
05/15/08	12/22/06	Structured Notes	\$ 13 000	02/08/07		\$ 130 00	\$ 130 00	\$ -	\$ 10.76	\$ 10.76	\$ 140.76
	08/01/06	Lehman Structured Note	\$ 15 000	08/15/06	\$ 150 00	\$ -	\$ 150 00	\$ 15.19	\$ -	\$ 15.19	\$ 165.19
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 10 000	8/1/07	\$ -	\$ 100 00	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10,000	8/1/07	\$ -	\$ 100.00	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
	3/30/07	Vista Alternative Asset Fund	\$ 250 000	5/23/07	\$ 937.50	\$ 937.50	\$ 1 875 00	\$ 58.26	\$ 58.26	\$ 116.52	\$ 1,891.52
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 40 000	8/1/07	\$ 200 00	\$ 200 00	\$ 400 00	\$ 10.51	\$ 10.51	\$ 21.02	\$ 421.02
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 40,000	8/1/07	\$ 200 00	\$ 200 00	\$ 400 00	\$ 10.51	\$ 10.51	\$ 21.02	\$ 421.02
04/21/11	08/01/06	Lehman Structured Note	\$ 150 000	08/08/06	\$ -	\$ 1 500 00	\$ 1 500 00	\$ 151.92	\$ -	\$ 151.92	\$ 1 651.92
04/21/11	1/26/07	Bear Stearns 4yr structured note linked to performance of RTY	\$ 100,000	2/8/07	\$ 500 00	\$ 500 00	\$ 1 000 00	\$ 38.15	\$ 38.15	\$ 76.30	\$ 1 076.30
04/21/11	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 75 000	8/1/07	\$ 375 00	\$ 375.00	\$ 750 00	\$ 19.71	\$ 19.71	\$ 39.42	\$ 789.42
01/04/11	9/14/07	Prepaid Variable Forward on UBSI	\$ 2,053 666	9/26/07	\$ -	\$ 20 536.66	\$ 20 536.66	\$ 922.46	\$ -	\$ 922.46	\$ 21,459.12

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GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name -	Original Account#	Current Acct No
Sam Fisher	Craig Frye	MOLLY CARR	JOHN BRESNAHAN	CRAIG FRYE	AGENT FID WITH INV DISCRETION	AGENCY	7770	A		02283	02283
Sam Fisher	Craig Frye	MOLLY CARR	MARY IRVIN TURNER	SUZANNE KIM	AGENT FID WITH INV DISCRETION	AGENCY	7808	A		01217	03399
Sam Fisher	Craig Frye	MOLLY CARR	HARRIET A. FOSTER	SUZANNE KIM	AGENT FID WITH INV DISCRETION	AGENCY	7823	A		02742	03781
Sam Fisher	Craig Frye	MOLLY CARR	MARY IRVIN TURNER		CO-TRUSTEE UNDER AGMT-IRREV	IRREVOCABLE	7846	A		02332	02332
Sam Fisher	Craig Frye	PAUL HARTLEY	DONALD HARRIS	JONATHAN MYERS	AGENT INVESTMENT DISCRETION	AGENCY	7841	A		05491	05491
Sam Fisher	Craig Frye	PAUL HARTLEY	DONALD HARRIS	JONATHAN MYERS	AGENT INVESTMENT DISCRETION	AGENCY	7841	A		05491	05491
Sam Fisher	Craig Frye	PREV W BROCK	DONALD HARRIS	SUZANNE KIM	AGENT INVESTMENT DISCRETION	AGENCY	7842	B		05507	05507
Sam Fisher	Elizabeth Brown	MICHAEL CLEVINGER	KEVIN O'HARA	ELIZABETH BROWN	AGENT INVESTMENT DISCRETION	AGENCY	7724	A		06316	06316
Sam Fisher	Roberta Greenspan	LV SILVESTER III	JOHN BRESNAHAN		AGENT FID WITH INV DISCRETION	AGENCY	7855	B		03040	03040
Sam Fisher	TBD	CHRISTINE THOMAS	TRAVERS CLIBORNE		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7816	A		02867	02867
Sam Fisher	TBD	CHRISTINE THOMAS	BRAD FOLGER	THOMAS BAKER	AGENT INVESTMENT DISCRETION	AGENCY	7828	A		03938	03938

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int -
	1/26/07	Lehman Brothers 4yr structured note linked to performance of a global basket Index	\$ 37,000	2/8/07	\$ -	\$ 370.00	\$ 370.00	\$ 28.23	\$ -	\$ 28.23	\$ 398.23
	7/1/07	Vista Alternative Asset Fund	\$ 400,000	8/10/07	\$ 3,000.00	\$ -	\$ 3,000.00	\$ 153.99		\$ 153.99	\$ 3,153.99
	12/21/06	Vista Alternative Asset Fund	\$ 250,000	01/31/07	\$ 1,875.00		\$ 1,875.00	\$ 155.46	\$ -	\$ 155.46	\$ 2,030.46
	6/22/07	Vista Alternative Asset Fund	\$ 1,150,000	7/20/07	\$ 8,625.00	\$ -	\$ 8,625.00	\$ 467.44		\$ 467.44	\$ 9,092.44
	3/9/07	Vista Alternative Asset Fund	\$ 2,000,000	4/25/07	\$ 12,000.00	\$ -	\$ 12,000.00	\$ 791.15		\$ 791.15	\$ 12,791.15
	5/24/07	Blue Star Hedge Fund	\$ 2,400,000	6/12/07	\$ 14,400.00	\$ -	\$ 14,400.00	\$ 855.08		\$ 855.08	\$ 15,255.08
05/29/07	1/26/07	Lehman Brothers 4yr structured note linked to performance of a global basket Index Bear Stearns structured note linked to performance of RTV	\$ 450,000	2/8/07	\$ 4,500.00	\$ -	\$ 4,500.00	\$ 343.34		\$ 343.34	\$ 4,843.34
	12/18/07	Vista Alternative Asset Fund	\$ 750,000	1/8/08	\$ 5,625.00	\$ -	\$ 5,625.00	\$ 175.26		\$ 175.26	\$ 5,800.26
06/05/11	9/7/07	VISTA	\$ -	9/7/07	\$ -	\$ 6,560.00	\$ 6,560.00	\$ 311.77	\$ -	\$ 311.77	\$ 6,871.77
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 20,000	8/1/07	\$ 100.00	\$ 100.00	\$ 200.00	\$ 5.28	\$ 5.28	\$ 10.52	\$ 210.52
	12/21/06	Structured Notes	\$ 115,000	02/03/07		\$ 1,150.00	\$ 1,150.00	\$ 95.35	\$ -	\$ 95.35	\$ 1,245.35

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Alt Inv Fee Refund Mailing Data Review 2012-1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account#	Current Acct No
Sam Fisher	TBD	CHRISTINE THOMAS	BRAD FOLGER	THOMAS BAKER	AGENT INVESTMENT DISCRETION	AGENCY	7828	A	[REDACTED]	3938	3938
Sam Fisher	TBD	CHRISTINE THOMAS	BRAD FOLGER	THOMAS BAKER	AGENT INVESTMENT DISCRETION	AGENCY	7828	A		3938	3938
Sam Fisher	TBD	CHRISTINE THOMAS	TRAVERS CLIBORNE		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7829	A		3018	3018
Sam Fisher	TBD	CHRISTINE THOMAS	TRAVERS CLIBORNE		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7829	A		3018	3018
Sam Fisher	TBD	CHRISTINE THOMAS	TRAVERS CLIBORNE	THOMAS BAKER	AGENT INVESTMENT DISCRETION	AGENCY	7850	B		3983	3983
Sam Fisher	TBD	CHRISTINE THOMAS	TRAVERS CLIBORNE	THOMAS BAKER	AGENT INVESTMENT DISCRETION	AGENCY	7850	B		3983	3983
Sam Fisher	TBD	CHRISTINE THOMAS	TRAVERS CLIBORNE	THOMAS BAKER	AGENT INVESTMENT DISCRETION	AGENCY	7850	B		3983	3983
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT INVESTMENT DISCRETION	AGENCY	7712	B		4839	4839
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT INVESTMENT DISCRETION	AGENCY	7712	B		4839	4839
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SPIBLEY	CO-TRUSTEE UNDER AGMT REV	REVOCABLE	7748	A		1211	1211

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 50 000	8/1/07	\$ -	\$ 500 00	\$ 500 00	\$ 26.28	\$ -	\$ 26.28	\$ 526.28
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 25 000	8/1/07	\$ -	\$ 250 00	\$ 250 00	\$ 13.14	\$ -	\$ 13.14	\$ 283.14
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ 50 00	\$ 50 00	\$ 100 00	\$ 2.63	\$ 2.63	\$ 5.26	\$ 105.26
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 15 000	8/1/07	\$ 75.00	\$ 75 00	\$ 150 00	\$ 3.94	\$ 3.94	\$ 7.88	\$ 157.88
05/08/12	12/21/06	Structured Note	\$ 100 000	02/08/07	\$ 600 00	\$ -	\$ 600 00	\$ 49.75	\$ -	\$ 49.75	\$ 649.75
05/08/12	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ 100 00	\$ -	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
05/08/12	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 20 000	8/1/07	\$ 200 00	\$ -	\$ 200 00	\$ 10.51	\$ -	\$ 10.51	\$ 210.51
05/31/11	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7.88	\$ -	\$ 7.88	\$ 157.88
05/31/11	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ 100 00	\$ -	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
	1/25/07	Lehman Brothers 4yr structured note linked to performance of a global basket index Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTY	\$ 30 000	2/8/07	\$ 150.00	\$ 150 00	\$ 300 00	\$ 11.45	\$ 11.45	\$ 22.90	\$ 322.90

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Alt Inv Fee Refund Mailing Data Review 2012-1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account #	Current Acct No
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SHIBLEY	CO-TRUSTEE UNDER AGMT REV	REVOCABLE	7748	A		1211	1211
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SHIBLEY	CO-TRUSTEE UNDER AGMT REV	REVOCABLE	7748	A		1211	1211
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SHIBLEY	CO-TRUSTEE UNDER AGMT REV	REVOCABLE	7749	A		1922	1523
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SHIBLEY	CO-TRUSTEE UNDER AGMT REV	REVOCABLE	7749	A		1922	1523
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SHIBLEY	CO-TRUSTEE UNDER AGMT-REV	REVOCABLE	7749	A		1922	1523
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SHIBLEY	AGENT INVESTMENT DISCRETION	AGENCY	7756	A		3956	3956
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PAUL SHIBLEY	AGENT INVESTMENT DISCRETION	AGENCY	7756	A		3956	3956
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE		AGENT-FIO WITH INV DISCRETION	AGENCY	7757	A		1649	1649
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	MARCELLA BRESCIA	CO-TRUSTEE UNDER WILL	IRREVOCABLE	7758	A		0750	0750

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Addt Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 10 000	8/1/07	\$ -	\$ 100 00	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ -	\$ 100 00	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
	1/26/07	Lehman Brothers 4yr structured note linked to performance of a global basket index Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTY	\$ 30 000	2/8/07	\$ -	\$ 300 00	\$ 300 00	\$ 22.89	\$ -	\$ 22.89	\$ 322.89
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 10 000	8/1/07	\$ -	\$ 100 00	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ -	\$ 100 00	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 10 000	8/1/07	\$ -	\$ 100 00	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ -	\$ 100 00	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 25 000	8/1/07	\$ 125 00	\$ 125 00	\$ 250 00	\$ 6.57	\$ 6.57	\$ 13.14	\$ 263.14
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 50,000	8/1/07	\$ 250 00	\$ 250 00	\$ 500 00	\$ 13.14	\$ 13.14	\$ 26.28	\$ 526.28

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Alt Inv Fee Refund Mailing Data Review 2012 1115 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	ClientName	Original Account#	Current Acct No
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	MARCELLA BRESCIA	AGENT FID WITH INV DISCRETION	AGENCY	7758	A		4009	5814
Sam Fisher	TBD	GLENN F VERITY	BRAD FOLGER	PREV C BURDETTE	AGENT INVESTMENT DISCRETION	AGENCY	7772	B		5543	5543
Sam Fisher	TBD	GLENN F VERITY	BRAD FOLGER	PREV C BURDETTE	AGENT INVESTMENT DISCRETION	AGENCY	7772	B		5543	5543
Sam Fisher	TBD	GLENN F VERITY	BRAD FOLGER	PREV C BURDETTE	AGENT INVESTMENT DISCRETION	AGENCY	7772	B		5543	5543
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	MARCELLA BRESCIA	AGENT INVESTMENT DISCRETION	AGENCY	7804	A		2948	2948
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	MARCELLA BRESCIA	AGENT INVESTMENT DISCRETION	AGENCY	7804	A		2948	2948
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	MARCELLA BRESCIA	AGENT INVESTMENT DISCRETION	AGENCY	7804	A		2948	2948
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT INVESTMENT DISCRETION	AGENCY	7848	B		7970	7970
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT INVESTMENT DISCRETION	AGENCY	7848	B		7970	7970
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT INVESTMENT DISCRETION	AGENCY	7849	B		5213	5213

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt - Prin	Total/Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 25 000	8/1/07	\$ -	\$ 250 00	\$ 250 00	\$ 13 14	\$ -	\$ 13 14	\$ 263 14
12/10/10	09/07/06	Equity Enhancement Program	\$ 424 800	09/12/08	\$ -	\$ 1 062 00	\$ 1 062 00	\$ 102 47	\$ -	\$ 102 47	\$ 1 164 47
12/10/10	2/7/07	BB&T Hedges	\$ -	2/7/07	\$ -	\$ 1 073 00	\$ 1 073 00	\$ 82 03	\$ -	\$ 82 03	\$ 1 155 03
12/10/10	8/6/07	Equity Enhancement Program - Covered Call Writing	\$ 388 000	8/10/07	\$ -	\$ 970 25	\$ 970 25	\$ 49 80	\$ -	\$ 49 80	\$ 1 020 05
	12/21/06	Structured Notes	\$ 50 000	02/08/07	\$ 200 00	\$ 200 00	\$ 400 00	\$ 16 58	\$ 16 58	\$ 33 16	\$ 433 16
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ 50 00	\$ 50 00	\$ 100 00	\$ 2 63	\$ 2 63	\$ 5 26	\$ 105 26
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 20 000	8/1/07	\$ 100 00	\$ 100 00	\$ 200 00	\$ 5 26	\$ 5 26	\$ 10 52	\$ 210 52
07/25/11	12/21/06	Structured Notes	\$ 100 000	02/08/07		\$ 1 000 00	\$ 1 000 00	\$ -	\$ 82 91	\$ 82 91	\$ 1 082 91
07/25/11	1/26/07	Lehman Brothers 4yr structured note linked to performance of a global basket index Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTY	\$ 100 000	2/8/07	\$ -	\$ 1 000 00	\$ 1 000 00	\$ 76 30	\$ -	\$ 76 30	\$ 1 076 30
03/02/12	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ 50 00	\$ 50 00	\$ 100 00	\$ 2 63	\$ 2 63	\$ 5 26	\$ 105 26

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Alt Inv Fee Refund Mailing Data Review 2012-1118 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account#	Current Acct No
Sam Fisher	TBD	GLENN F VERITY	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT- INVESTMENT DISCRETION	AGENCY	7849	B		5213	5213
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	AGENT- INVESTMENT DISCRETION	AGENCY	7763	A		0916	0916
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	AGENT- INVESTMENT DISCRETION	AGENCY	7764	A		0907	0907
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	SOLE TRUSTEE UNDER AGMT- IRREV	IRREVOCABLE	7813	A		7222	7222
Sam Fisher	TBD	LYNANNE NEWMAN	MATTHEW SIMMONS	PAUL SHIBLEY	AGENT FID WITH INV DISCRETION	AGENCY	7815	A		2700	2700
Sam Fisher	TBD	PREV S BARCALOW	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT INVESTMENT DISCRETION	AGENCY	7711	B		4820	4820
Sam Fisher	TBD	PREV S BARCALOW	TRAVERS CLIBORNE	PREV G QUINDOZA	AGENT INVESTMENT DISCRETION	AGENCY	7711	B		4820	4820
Sam Fisher	TBD	PREV S BARCALOW	PREV S BARCALOW		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7809	B		2545	2545
Sam Fisher	TBD	PREV S BARCALOW	PREV S BARCALOW		SOLE TRUSTEE UNDER WILL	IRREVOCABLE	7809	B		2545	2545
Sam Fisher	TBD	PREV S BARCALOW	TRAVERS CLIBORNE	PREV C CONDYLES	AGENT INVESTMENT DISCRETION	AGENCY	7826	B		8005	8005
Sam Fisher	TBD	PREV S BARCALOW	TRAVERS CLIBORNE	PREV C CONDYLES	AGENT INVESTMENT DISCRETION	AGENCY	7826	B		8005	8005
Sam Fisher	TBD	RAYMOND E WILLIAMS JR	BRAD FOLGER	PAUL SHIBLEY	AGENT INVESTMENT DISCRETION	AGENCY	7833	A		1725	1725

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed:	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund %Fee + Int
03/02/12	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 15,000	8/1/07	\$ 75 00	\$ 75 00	\$ 150 00	\$ 3.94	\$ 3.94	\$ 7.88	\$ 157.88
	3/23/07	Vista Alternative Asset Fund	\$ 250 000	5/23/07	\$	\$ 1 875 00	\$ 1 875 00	\$ 116.45	\$ -	\$ 116.45	\$ 1,991.45
	3/23/07	Vista Alternative Asset Fund	\$ 250 000	5/23/07	\$	\$ 1 875.00	\$ 1 875 00	\$ 116.45	\$	\$ 116.45	\$ 1,991.45
	2/20/08	Vista Alternative Asset Fund	\$ 500,000	4/8/08	\$ 1,250 00	\$ 1 250.00	\$ 2 500.00	\$ 30.40	\$ 30.40	\$ 60.80	\$ 2,560.80
	7/1/07	Vista Alternative Asset Fund	\$ 250 000	8/10/07	\$ 937.50	\$ 937.50	\$ 1 875 00	\$ 48.12	\$ 48.12	\$ 96.24	\$ 1,971.24
03/30/10	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ 100 00	\$ -	\$ 100 00	\$ 5.26	\$	\$ 5.26	\$ 105.26
03/30/10	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7.88	\$ -	\$ 7.88	\$ 157.88
08/24/09	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 25 000	8/1/07	\$ 125 00	\$ 125.00	\$ 250 00	\$ 6.57	\$ 6.57	\$ 13.14	\$ 263.14
09/24/09	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 75,000	8/1/07	\$ 375.00	\$ 375 00	\$ 750 00	\$ 19.71	\$ 19.71	\$ 39.42	\$ 789.42
01/19/10	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 25 000	8/1/07	\$ 250 00	\$ -	\$ 250 00	\$ 13.14		\$ 13.14	\$ 263.14
01/19/10	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 50 000	8/1/07	\$ 500 00	\$ -	\$ 500 00	\$ 26.28		\$ 26.28	\$ 526.28
01/00/00	2/8/07	STRUCTURED NOTES	\$ -	2/8/07	\$ 1,500 00	\$ -	\$ 1,500 00	\$ 114.47	\$ -	\$ 114.47	\$ 1,614.47

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Alt Inv Fee Refund Mailing Data Review 2012 *118 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account#	Current Acct No
Sam Fisher	TBD	RAYMOND E. WILLIAMS JR	BRAD FOLGER	PAUL SHIBLEY	AGENT INVESTMENT DISCRETION	AGENCY	7833	A		01725	01725
Sam Fisher	TBD	RAYMOND E. WILLIAMS JR	BRAD FOLGER	PAUL SHIBLEY	AGENT INVESTMENT DISCRETION	AGENCY	7833	A		01725	01725
Susan Walker	Kyle Smith	RODNEY FRYE	DARREN HINSHAW	KYLE SMITH	AGENT INVESTMENT DISCRETION	AGENCY	7791	B		00116	00116
Susan Walker	Kyle Smith	RODNEY FRYE	KEN STANLEY	KYLE SMITH	AGENT INVESTMENT DISCRETION	AGENCY	7852	B		00198	00198
Susan Walker	Kyle Smith	RODNEY FRYE	KEN STANLEY	KYLE SMITH	AGENT INVESTMENT DISCRETION	AGENCY	7852	B		00198	00198
Susan Walker	Kyle Smith	RODNEY FRYE	KEN STANLEY	KYLE SMITH	AGENT INVESTMENT DISCRETION	AGENCY	7852	B		00198	00198
Susan Walker	Kyle Smith	SUE LYNN	FLORIDA PORTFOLIO MANAGEMENT	PREV JEFF ASKINS	AGENT FID WITH INV DISCRETION	AGENCY	7830	B		00012	00012
Susan Walker	Mike Ruble	TIFFANY HOLBROOK	PREV M BIRD	PREV B BUGBEE	AGENT INVESTMENT DISCRETION	AGENCY	7857	B		00161	00161
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY		AGENT INVESTMENT DISCRETION	AGENCY	7753	A		00232	00232

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BB&T_02847

Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on Adv	Fee Amt - Income	Fee Amt - Prin	Total Amount of Fee Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee + Int
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 50 000	8/1/07	\$ 500 00	\$ -	\$ 500 00	\$ 26.28		\$ 26.28	\$ 526.28
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 100 000	8/1/07	\$ 1 000 00	\$ -	\$ 1 000 00	\$ 52.56		\$ 52.56	\$ 1 052.56
03/02/12	08/01/06	Lehman Structured Note	\$ 100 000	08/08/06	\$ -	\$ 1 000 00	\$ 1 000 00	\$ 101.28	\$ -	\$ 101.28	\$ 1 101.28
03/01/11	1/30/07	Lehman Brothers 4yr structured note linked to performance of a global basket Index Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTV	\$ 40 000	2/8/07	\$ 400 00	\$ -	\$ 400 00	\$ 30.52	\$ -	\$ 30.52	\$ 430.52
03/01/11	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7.88	\$ -	\$ 7.88	\$ 157.88
03/01/11	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7.88	\$ -	\$ 7.88	\$ 157.88
04/27/09	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 80 000	8/1/07	\$ 800 00	\$ -	\$ 800 00	\$ 42.05		\$ 42.05	\$ 842.05
12/04/09	3/23/07	Vista Alternative Asset Fund	\$ 500 000	5/23/07	\$ -	\$ 3 750 00	\$ 3 750 00	\$ 232.91	\$ -	\$ 232.91	\$ 3,982.91
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 15,000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7.88	\$ -	\$ 7.88	\$ 157.88

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account#	Current Acct No
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY		AGENT INVESTMENT DISCRETION	AGENCY	7753	A		00232	00232
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY		AGENT FID WITH INV DISCRETION	AGENCY	7759	B		0090	01253
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY		AGENT FID WITH INV DISCRETION	AGENCY	7759	B		0090	01253
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY		AGENT FID WITH INV DISCRETION	AGENCY	7759	B		0090	01253
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY	LISA LANGER	AGENT FID WITH INV DISCRETION	AGENCY	7761	A		0110	0110
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY	LISA LANGER	AGENT FID WITH INV DISCRETION	AGENCY	7761	A		0110	0110
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY	LISA LANGER	AGENT FID WITH INV DISCRETION	AGENCY	7762	A		0101	0101
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY	LISA LANGER	AGENT FID WITH INV DISCRETION	AGENCY	7762	A		0101	0101
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY		AGENT FID WITH INV DISCRETION	AGENCY	7832	B		0205	0254
Susan Walker	Thomas Beames	SUE LYNN	PREV C KARD	PREV M BOOTH	AGENT FID WITH INV DISCRETION	AGENCY	7839	B		0094	0094

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Alt Inv Fee Refund Mailing Data Review 2012-1116 (3).xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on Adv	Fee Amt - Income	Fee Amt - Pnn	Total Amount of Fee/Refund	Interest - Income	Interest - Prin	Total Interest	Total Refund Fee+Int
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7 88	\$ -	\$ 7 88	\$ 157 88
07/03/12	1/26/07	Lehman Brothers 4yr structured note linked to performance of a global basket Index Bear Stearns 4yr structured note linked to performance of MID Bear Stearns structured note linked to performance of RTV	\$ 37 000	2/8/07	\$ 370 00	\$ -	\$ 370 00	\$ 28.23		\$ 28.23	\$ 398.23
07/03/12	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 10 000	8/1/07	\$ 100 00	\$ -	\$ 100 00	\$ 5.26	\$ -	\$ 5.26	\$ 105.26
07/03/12	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 15,000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7 88	\$ -	\$ 7 88	\$ 157 88
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7.88	\$ -	\$ 7 88	\$ 157 88
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7 88	\$ -	\$ 7.88	\$ 157 88
	7/13/07	Credit Suisse 3 yr structured note linked to performance of SPX	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7 88	\$ -	\$ 7 88	\$ 157.88
	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150 00	\$ 7 88	\$ -	\$ 7 88	\$ 157.88
06/26/12	7/13/07	HSBC 3yr structured note linked to performance of EEM	\$ 15 000	8/1/07	\$ 150 00	\$ -	\$ 150.00	\$ 7.88	\$ -	\$ 7 88	\$ 157 88
12/03/07	12/21/06	Structured Notes	\$ 10 000	02/09/07		\$ 100.00	\$ 100 00	\$ -	\$ 8.29	\$ 8.29	\$ 108.29

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Alt Inv Fee Refund Mailing Data Review 2012 1116 (3).xls
Details

GROUP DIRECTOR	TEAM DIRECTOR	ADMIN OFFICER	INV OFFICER	WEALTH ADVISOR	ACCT TYPE	ACCT CLASS	Record No	Letter	Client Name	Original Account #	Current Acct No
Susan Walker	Thomas Beames	SUE LYNN	PREV C KARD	PREV M BOOTH	AGENT-FID WITH INV DISCRETION	AGENCY	7840	B		0085	0085
Susan Walker	Thomas Beames	SUE LYNN	KEN STANLEY	LISA LANGER	AGENT FID WITH INV DISCRETION	AGENCY	7856	A		0398	0398

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Alt Inv Fee Refund Mailing Data Review 2012-1116 (3) xls
Details

Date Acct Closed	Date of Investment	Product	Amount of Investment	Date Fee Paid on AddV	Fee Amt - Income	Fee Amt - Pnn	Total Amount of Fee Refund	Interest Income	Interest - Pnn	Total Interest	Total Refund Fee + Int
12/03/07	12/21/06	Signature Notes	\$ 10 000	02/08/07		\$ 100.00	\$ 100.00	\$ -	\$ 8.29	\$ 8.29	\$ 108.29
01/00/00	12/28/09	STEBEN MANAGED FUTURES FUND	\$ -	12/28/09	\$ 225.00	\$ -	\$ 225.00	\$ 0.17	\$ -	\$ 0.17	\$ 225.17
											\$ 741,679.25

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Client #	Client Name	Amount of Fee	Interest-I	Interest-P	Date Fee Paid	Administrator	PM	WMA
1		\$ 1 875 00	\$ 89 34		9/6/07	Anna Mumbauer	Brian Boughner	Ross Walters
2		\$ 15 000 00		\$ 306 19	5/30/08	C Wall	Greg Guess	C Wall
3		\$ 1,250 00	\$ 36 13		2/7/08	Laura Jones	Lee Lamonica	J Clancy
4		\$ 200 00		\$ 15 26	2/8/07	Judy Schoemer	Brian Boughner	Anthony Mahfood
5		\$ 4 500 00		\$ 214 41	9/6/07	Judy Schoemer	Brian Boughner	Josh Foster
6		\$ 150 00	\$ 7 88		8/1/07	Anna Mumbauer	Brian Boughner	
		\$ 150 00	\$ 7 88		8/1/07	Anna Mumbauer	Brian Boughner	
7		\$ 150 00	\$ 7 88		8/1/07	S Barcalow	Travers Chiborne	G Quindoza
		\$ 100 00	\$ 5 26		8/1/07	S Barcalow	Travers Chiborne	G Quindoza
8		\$ 150 00	\$ 7 88		8/1/07	Glenn Venty	Travers Chiborne	G Quindoza
		\$ 100 00	\$ 5 26		8/1/07	Glenn Venty	Travers Chiborne	G Quindoza
9		\$ 500 00		\$ 26 28	8/1/07	Missy Brown	Bam Gressette	John Hudgens
		\$ 500 00		\$ 26 28	8/1/07	Missy Brown	Bam Gressette	John Hudgens
10		\$ 500 00		\$ 26 28	8/1/07	Missy Brown	Bam Gressette	John Hudgens
		\$ 500 00		\$ 26 28	8/1/07	Missy Brown	Bam Gressette	John Hudgens
11		\$ 300 00		\$ 15 77	8/1/07	L Blackwell	Bam Gressette	John Hudgens
		\$ 300 00		\$ 15 77	8/1/07	L Blackwell	Bam Gressette	John Hudgens
12		\$ 1 875 00	\$ 101 62		7/20/07	C Wall	Greg Guess	C Wall
13		\$ 3 750 00	\$ 38 28	\$ 38 28	5/30/08	Laura Ellis	Stan Johnson	Roger Winters
14		\$ 1 875 00	\$ 116 45		5/23/07	Richard Schmalz	Stephen McGuirt	Richard Schmalz
15		\$ 60 361 00		\$ 2,365 39	11/7/07	Judy Schoemer	Brian Boughner	Anthony Mahfood
		\$ 59 701 19		\$ 78 58	10/27/09	Judy Schoemer	Brian Boughner	Anthony Mahfood
		\$ 200 00		\$ 15 26	2/8/07	Judy Schoemer	Brian Boughner	Anthony Mahfood
16		\$ 15 952 43		\$ 925 49	6/22/07	Judy Schoemer	G Towner	Anthony Mahfood
17		\$ 15,141 00		\$ 593 34	11/7/07	Judy Schoemer	Brian Boughner	Anthony Mahfood
		\$ 11,292 50		\$ 14 86	10/27/09	Judy Schoemer	Brian Boughner	Anthony Mahfood
18		\$ 600 00		\$ 31 54	8/1/07	Judy Schoemer	Bam Gressette	Josh Foster
		\$ 600 00		\$ 31 54	8/1/07	Judy Schoemer	Bam Gressette	Josh Foster
19		\$ 150 00		\$ 7 90	7/31/07			
20		\$ 150 00		\$ 7 90	7/31/07			
21		\$ 3,750 00	\$ 45 60	\$ 45 60	4/8/08	Mike Stajduhar	Ian Flores	Elizabeth Keightley
22		\$ 1,250 00	\$ 65 70		8/1/07	Robin Puckett	David Ishee	Jonathan Cochrane
		\$ 250 00	\$ 13 14		8/1/07	Robin Puckett	David Ishee	Jonathan Cochrane

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Client #	Client Name	Amount of Fee	Interest-I	Interest-P	Date Fee Paid	Administrator	PM	WMA
23		\$ 5 625 00	\$ 175 26		1/8/08	Michael Clevenger	Kevin O'Hara	Elizabeth Brown
24		\$ 1 875 00	\$ 101 62		7/20/07	Robin Puckett	David Ishee	Jonathan Cochrane
25		\$ 37,500 00		\$ 43 60	11/12/09	Amy Speas	Johns Ellington	
		\$ 12,000 00		\$ 13.95	11/12/09	Amy Speas	Johns Ellington	
		\$ 9,000 00		\$ 4 13	6/14/10	Amy Spcas	Johns Ellington	
26		\$ 450 00		\$ 34 33	2/8/07	Brenda Seligmann	Michelle Garey	Brenda Seligmann
27		\$ 7,500 00		\$ 265 25	12/5/07	Katherine LaPlant	S Owens	
28		\$ 1 200 00	\$ 63 07		8/1/07	Jerry Lane	Bam Gressette	John Hudgens
		\$ 1 200 00	\$ 63 07		8/1/07	Jerry Lane	Bam Gressette	John Hudgens
29		\$ 44,550 00		\$ 3,459 89	1/29/07	Sherry Ross	Stephen McGuirt	Brent Martin
30		\$ 300 00	\$ 11 45	\$ 11 45	2/8/07	Glenn Venty	Travers Cliborne	Paul Shibley
		\$ 100 00		\$ 5 26	8/1/07	Glenn Venty	Travers Cliborne	Paul Shibley
		\$ 100 00	\$ 5 26		8/1/07	Glenn Venty	Travers Cliborne	Paul Shibley
31		\$ 300 00		\$ 22 89	2/8/07	Glenn Venty	Travers Cliborne	Paul Shibley
		\$ 100 00		\$ 5 26	8/1/07	Glenn Venty	Travers Cliborne	Paul Shibley
		\$ 100 00		\$ 5 26	8/1/07	Glenn Venty	Travers Cliborne	Paul Shibley
32		\$ 2 250 00		\$ 50 83	5/1/08	Pam Watson	Ryan Bierds	
33		\$ 3,805 84		\$ 112 57	1/29/08	E Housman	Michelle Garey	E Housman
34		\$ 1 100 00		\$ 83 93	2/8/07	Brent Martin	Michelle Garey	Brent Martin
35		\$ 150 00	\$ 7 88		8/1/07	Sue Lynn	Ken Stanley	
		\$ 150 00	\$ 7 88		8/1/07	Sue Lynn	Ken Stanley	
36		\$ 100 00		\$ 5 26	8/1/07	Glenn Venty	Travers Cliborne	Paul Shibley
		\$ 100 00		\$ 5 26	8/1/07	Glenn Venty	Travers Cliborne	Paul Shibley
37		\$ 250 00	\$ 6 57	\$ 6 57	8/1/07	Glenn Venty	Travers Cliborne	
38		\$ 250 00		\$ 13 14	8/1/07	Glenn Venty	Travers Cliborne	Marcella Brescia
39		\$ 500 00	\$ 13 14	\$ 13 14	8/1/07	Glenn Venty	Travers Cliborne	Marcella Brescia

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Client #	Client Name	Amount of Fee	Interest-I	Interest-P	Date Fee Paid	Administrator	PM	WMA
40		\$ 370 00	\$ 28 23		2/8/07	Sue Lynn	Ken Stanley	
		\$ 150 00	\$ 7 88		8/1/07	Sue Lynn	Ken Stanley	
		\$ 100 00	\$ 5 26		8/1/07	Sue Lynn	Ken Stanley	
41		\$ 7 500 00	\$ 357 35		9/6/07	Mike Stajduhar	Ian Flores	Elizabeth Keightley
42		\$ 150 00	\$ 7 88		8/1/07	Sue Lynn	Ken Stanley	Lisa Langer
		\$ 150 00	\$ 7 88		8/1/07	Sue Lynn	Ken Stanley	Lisa Langer
43		\$ 150 00	\$ 7 88		8/1/07	Sue Lynn	Ken Stanley	Lisa Langer
		\$ 150 00	\$ 7 88		8/1/07	Sue Lynn	Ken Stanley	Lisa Langer
44		\$ 1 875 00		\$ 116 45	5/23/07	Lynanne Newman	Matthew Summor	Paul Shibley
45		\$ 1 875 00		\$ 116 45	5/23/07	Lynanne Newman	Matthew Summor	Paul Shibley
46		\$ 20 040 00		\$ 1,154 44	6/25/07	Brent Martin	Michelle Garey	Brent Martin
47		\$ 150 00		\$ 7 90	7/31/07			
48		\$ 370 00		\$ 28 23	2/8/07	Molly Carr	John Bresnahan	Craig Frye
50		\$ 7 500 00		\$ 443 31	6/14/07	Judy Schoemer	Bam Gressette	Ross Walters
51		\$ 500 00		\$ 38 15	2/8/07			
52		\$ 1 500 00		\$ 42 00	2/19/08	Geoff Gilley	James Luke	
		\$ 1,000 00		\$ 28 00	2/19/08	Geoff Gilley	James Luke	
		\$ 1 500 00		\$ 42 00	2/19/08	Geoff Gilley	James Luke	
		\$ 2,000 00		\$ 56 00	2/19/08	Geoff Gilley	James Luke	
		\$ 1 900 00		\$ 53 20	2/19/08	Geoff Gilley	James Luke	
		\$ 20,000 00		\$ 560 03	2/19/08	Geoff Gilley	James Luke	
		\$ 21 600 00		\$ 604 84	2/19/08	Geoff Gilley	James Luke	
		\$ 9 000 00		\$ 252 01	2/19/08	Geoff Gilley	James Luke	
		\$ 9 500 00		\$ 266 02	2/19/08	Geoff Gilley	James Luke	
53		\$ 970 25		\$ 49 80	8/10/07	Glenn Venty	Brad Folger	C Burdette
54		\$ 1 000 00	\$ 52 56		8/1/07	Charles Nesbitt	David Ishee	Ed Kinnett
		\$ 1 000 00	\$ 52 56		8/1/07	Charles Nesbitt	David Ishee	Ed Kinnett
		\$ 1 875 00	\$ 93 43		8/21/07	Charles Nesbitt	David Ishee	Ed Kinnett
55		\$ 1 875 00	\$ 58 42		1/8 08	Glenda Burkett	Andy Pulliam	Glenda Burkett
56		\$ 250 00		\$ 19 07	2/8/07			
57		\$ 3 750 00		\$ 232 91	5/23/07	Tiffany Holbrook	M Bird	B Bugbee

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Client #	Client Name	Amount of Fee	Interest-I	Interest-P	Date Fee Paid	Administrator	PM	WMA
58		\$ 250 00		\$ 13 14	8/1/07	Debra Barany	Melner Bond	Cary Hearn
59		\$ 4 000 00	\$ 305 19		2/8/07	David Wright	Michelle Garey	
		\$ 1,250 00	\$ 18 54	\$ 18 54	1/28/08	David Wright	Michelle Garey	
60		\$ 2 062 50		\$ 80 82	11/7/07	Traci Pennell	Neil Chapman	
61		\$ 100 00		\$ 5 26	8/1/07	SASG I WV	PM Group II	
		\$ 100 00		\$ 5 26	8/1/07	SASG I WV	PM Group II	
62		\$ 10,250 00		\$ 796 05	1/29/07	Mary Ann Mulhern	David Ishee	Gabriella Musrock
		\$ 2 625 00		\$ 163 04	5/23/07	Mary Ann Mulhern	David Ishee	Gabriella Musrock
63		\$ 2 500 00	\$ 30 40	\$ 30 40	4/8/08	Mike Stajduhar	Ian Flores	Elizabeth Keightley
64		\$ 2 500 00	\$ 30 40	\$ 30 40	4/8/08	Mike Stajduhar	Ian Flores	Elizabeth Keightley
65		\$ 1,250 00	\$ 15 20	\$ 15 20	4/8/08	Mike Stajduhar	Stan Johnson	Elizabeth Keightley
66		\$ 7,500 00	\$ 91 20	\$ 91 20	4/8/08	Mike Stajduhar	Stan Johnson	Elizabeth Keightley
67		\$ 1,250 00	\$ 15 20	\$ 15 20	4/8/08	Mike Stajduhar	Stan Johnson	Elizabeth Keightley
68		\$ 20,536 66		\$ 922 46	9/26/07	Martin Keesecker	PM Group II	L Earnhardt
69		\$ 1,375 00	\$ 74 52		7/20/07	Anna Mumbauer	Brian Boughner	Ross Walters
70		\$ 100 00		\$ 7 63	2/8/07			
71		\$ 100 00		\$ 7 63	2/8/07			
72		\$ 200 00		\$ 15 26	2/8/07			
73		\$ 2,000 00	\$ 105 12		8/1/07	Jonathan Crawford	David Ishee	Jonathan Crawford
		\$ 500 00	\$ 26 28		8/1/07	Jonathan Crawford	David Ishee	Jonathan Crawford
74		\$ 22 577 66	\$ 1 309 86		6/22/07	Gabriella Musrock	David Ishee	
75		\$ 300 00		\$ 22 89	2/8/07	Richard Schmalz	Michelle Garey	Richard Schmalz
		\$ 250 00		\$ 13 14	8/1/07	Richard Schmalz	Michelle Garey	Richard Schmalz
		\$ 100 00		\$ 5 26	8/1/07	Richard Schmalz	Michelle Garey	Richard Schmalz
76		\$ 5,189 02	\$ 92 44	\$ 215 69	6/12/07	Henrietta Wyatt	Jay McClung	Jeremy Beakes
		\$ 2 132 85	\$ 23 33	\$ 54 43	11/27/07	Henrietta Wyatt	Jay McClung	Jeremy Beakes
		\$ 1 795 56	\$ 19 64	\$ 45 82	11/27/07	Henrietta Wyatt	Jay McClung	Jeremy Beakes
77	Maybank, Francis P	\$ 43,655 00		\$ 173 41	1/23/09	Judy Schoemer	Brian Boughner	
78		\$ 1 500 00	\$ 39 42	\$ 39 42	8/1/07	Gabriella Musrock	David Ishee	R Clark

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BB&T_02857

Client #	Client Name	Amount of Fee	Interest-I	Interest-P	Date Fee Paid	Administrator	PM	WMA
		\$ 500 00	\$ 13 14	\$ 13 14	8/1/07	Gabriella Musiock	David Ishee	R Clark
79		\$ 200 00	\$ 5 26	\$ 5 26	8/1/07	Glenn Venty	Travers Chiborne	Marcella Brescia
		\$ 100 00	\$ 2 63	\$ 2 63	8/1/07	Glenn Venty	Travers Chiborne	Marcella Brescia
80		\$ 924 30		\$ 70 65	2/7/07	G Smith	M Weatherly	G Smith
		\$ 784 00		\$ 47 30	6/5/07	G Smith	M Weatherly	G Smith
		\$ 618 45	\$ 29 47		9/6/07	G Smith	M Weatherly	G Smith
81		\$ 9 750 00		\$ 464 55	9/6/07	Kelli Davis	M Bird	
82		\$ 3 000 00	\$ 153 99		8/10/07	Molly Carr	Mary Turner	R Rodriguez
83		\$ 750 00	\$ 19 71	\$ 19 71	8/1/07	S Barcalow	S Barcalow	
		\$ 250 00	\$ 6 57	\$ 6 57	8/1/07	S Barcalow	S Barcalow	
84		\$ 2 500 00	\$ 30 40	\$ 30 40	4/8/08	Lynanne Newman	Matthew Sumnor	Paul Shibley
85		\$ 1 875 00	\$ 48 12	\$ 48 12	8/10/07	Lynanne Newman	Matthew Sumnor	Paul Shibley
86		\$ 100 00		\$ 7 63	2/8/07			
87		\$ 200 00	\$ 5 26	\$ 5 26	8/1/07	Christine Thomas	Travers Chiborne	
88		\$ 400 00	\$ 30 52		2/8/07	Rodney Frye	Ken Stanley	Kyle Smith
		\$ 150 00	\$ 7 88		8/1/07	Rodney Frye	Ken Stanley	Kyle Smith
		\$ 150 00	\$ 7 88		8/1/07	Rodney Frye	Ken Stanley	Kyle Smith
89		\$ 1 875 00	\$ 58 26	\$ 58 26	5/23/07	Lisa Waller	John Bresnahan	Suzanne Kim
90		\$ 1,000 00		\$ 52 56	8/1/07	Jonathan Cochran	David Ishee	Jonathan Cochran
91		\$ 2,625 00	\$ 155 16		6/14/07	Kate Hovis	J Kvantas	Kate Hovis
92		\$ 7 500 00		\$ 443 31	6/14/07	Mike Stajduhar	Stan Johnson	Elizabeth Keightley
93		\$ 300 00		\$ 15 81	7/31/07			
94		\$ 400 00	\$ 10 51	\$ 10 51	8/1/07	Lisa Waller	Donald Harris	Suzanne Kim
		\$ 400 00	\$ 10 51	\$ 10 51	8/1/07	Lisa Waller	Donald Harris	Suzanne Kim
95		\$ 500 00	\$ 26 28		8/1/07	S Barcalow	Travers Chiborne	C Condyles
		\$ 250 00	\$ 13 14		8/1/07	S Barcalow	Travers Chiborne	C Condyles
96		\$ 750 00	\$ 19 71	\$ 19 71	8/1/07	Debra Barany	Melner Bond	Cary Hearn
97		\$ 200 00		\$ 15 26	2/8/07			
98		\$ 100 00		\$ 5 27	7/31/07			
99		\$ 500 00		\$ 26 28	8/1/07	Christine Thomas	Brad Folger	Thomas Baker
		\$ 250 00		\$ 13 14	8/1/07	Christine Thomas	Brad Folger	Thomas Baker
100		\$ 150 00	\$ 3 94	\$ 3 94	8/1/07	Christine Thomas	Travers Chiborne	

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BB&T_02858

Client #	Client Name	Amount of Fee	Interest-I	Interest-P	Date Fee Paid	Administrator	PM	WMA
		\$ 100 00	\$ 2 63	\$ 2 63	8/1/07	Christine Thomas	Travers Cliborne	
101		\$ 800 00	\$ 42 05		8/1/07	Sue Lynn	Florida PM	J Askms
102		\$ 200 00		\$ 10 51	8/1/07	Carly Howard	Bam Gressette	Robert Webb
		\$ 200 00		\$ 10 51	8/1/07	Carly Howard	Bam Gressette	Robert Webb
103		\$ 150 00	\$ 7 88		8/1/07	Sue Lynn	Florida PM	M Booth
104		\$ 1 000 00	\$ 52 56		8/1/07	Raymond William	Brad Folger	Paul Shibley
		\$ 500 00	\$ 26 28		8/1/07	Raymond William	Brad Folger	Paul Shibley
106		\$ 700 00		\$ 36 79	8/1/07	Gordon Savage	David Ishee	Gordon Savage
		\$ 250 00		\$ 13 14	8/1/07	Gordon Savage	David Ishee	Gordon Savage
107		\$ 10 405 80		\$ 20 48	8/20/09	Judy Schoemer	Brian Boughner	Anthony Mahfood
108		\$ 200 00		\$ 15 26	2/8/07	Judy Schoemer	Brian Boughner	Anthony Mahfood
109		\$ 1 875 00		\$ 50 53	3/4/08	Mary Ann Mulhern	David Ishee	Gabriella Musrock
110		\$ 1,875 00		\$ 42 36	5/1/08	Jeremy Beakes	Jay McClung	Jeremy Beakes
111		\$ 850 00		\$ 44 79	7/31/07			
112		\$ 100 00		\$ 5 27	7/31/07			
113		\$ 100 00		\$ 5 27	7/31/07			
114		\$ 4,500 00	\$ 343 34		2/8/07	W Brock	Donald Harris	Suzanne Kim
		\$ 12,000 00	\$ 791 15		4/25/07	W Brock	Donald Harris	Suzanne Kim
115		\$ 14,400 00	\$ 855 08		6/12/07	Paul Hartley	Donald Harris	Jonathan Myers
116		\$ 1 000 00	\$ 38 15	\$ 38 15	2/8/07	Lisa Waller	Donald Harris	Craig Frye
		\$ 750 00	\$ 19 71	\$ 19 71	8/1/07	Lisa Waller	Donald Harris	Craig Frye
117		\$ 3,000 00		\$ 177 32	6/14/07	Ever Owens	Johns Ellington	
118		\$ 8,625 00	\$ 467 44		7/20/07	Molly Carr	Mary Turner	
119		\$ 200 00		\$ 15 26	2/8/07			
120		\$ 150 00		\$ 7 88	8/1/07	Debra Barany	Melner Bond	Cary Hearn
121		\$ 4 500 00	\$ 121 27		3/4/08	Richard Schmalz	Stephen McGuirt	Richard Schmalz
122		\$ 1,000 00		\$ 76 30	2/8/07	Glenn Verity	Travers Cliborne	G Quindoza
123		\$ 150 00	\$ 3 94	\$ 3 94	8/1/07	Glenn Verity	Travers Cliborne	G Quindoza
		\$ 100 00	\$ 2 63	\$ 2 63	8/1/07	Glenn Verity	Travers Cliborne	G Quindoza
124		\$ 200 00	\$ 10 51		8/1/07	Christine Thomas	Travers Cliborne	Thomas Baker

Client #	Client Name	Amount of Fee	Interest-I	Interest-P	Date Fee Paid	Administrator	PM	WMA
		\$ 100 00	\$ 5 26		8/1/07	Christine Thomas	Travers C Liboigne	Thomas Baker
125		\$ 800 00	\$ 42 05		8/1/07	Debra Barany	Melner Bond	Cary Hearn

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BB&T_02859

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BB&T_02860

Client Name	Account #	Amount of Fee	Date Fee Paid	07 Days	07 Year %	4 98% 07 Int	08 Days	08 Year %	2 75% 08 Int	09 Days	09 Year %	0 35% 09 Int	10 Days
	1077	\$ 1 875 00	9/6/07	117	0 320547945	\$ 29 93	366		1 \$ 51 56	365		1 \$ 6 56	365
	1156	\$15,000 00	5/30/08	0		0 \$	216	0 590163934	\$ 243 44	365		1 \$ 52 50	365
	1836	\$ 1,250 00	2/7/08	0		0 \$	329	0 898507104	\$ 30 90	365		1 \$ 4 38	365
	3262	\$ 200 00	2/8/07	327	0 895890411	\$ 8 92	366		1 \$ 5 50	365		1 \$ 0 70	365
	4118	\$ 4,500 00	9/6/07	117	0 320547945	\$ 71.83	366		1 \$ 123 75	365		1 \$ 15 75	365
	3967	\$ 150 00	8/1/07	153	0 419178082	\$ 3 13	366		1 \$ 4 13	365		1 \$ 0 53	365
	3967	\$ 150 00	8/1/07	153	0 419178082	\$ 3 13	366		1 \$ 4 13	365		1 \$ 0 53	365
	4620	\$ 150 00	8/1/07	153	0 419178082	\$ 3 13	366		1 \$ 4 13	365		1 \$ 0 53	365
	4620	\$ 100 00	8/1/07	153	0 419178082	\$ 2.09	366		1 \$ 2 75	365		1 \$ 0 35	365
	4839	\$ 150 00	8/1/07	153	0 419178082	\$ 3 13	366		1 \$ 4 13	365		1 \$ 0 53	365
	4839	\$ 100 00	8/1/07	153	0 419178082	\$ 2 09	366		1 \$ 2 75	365		1 \$ 0 35	365
	3761	\$ 500 00	8/1/07	153	0 419178082	\$ 10 44	366		1 \$ 13 75	365		1 \$ 1 75	365
	3761	\$ 500 00	8/1/07	153	0 419178082	\$ 10 44	366		1 \$ 13 75	365		1 \$ 1 75	365
	4029	\$ 500 00	8/1/07	153	0 419178082	\$ 10 44	366		1 \$ 13 75	365		1 \$ 1 75	365
	4029	\$ 500 00	8/1/07	153	0 419178082	\$ 10 44	366		1 \$ 13 75	365		1 \$ 1 75	365
	0113	\$ 300 00	8/1/07	153	0 419178082	\$ 6 26	366		1 \$ 8 25	365		1 \$ 1 05	365
	0113	\$ 300 00	8/1/07	153	0 419178082	\$ 6 26	366		1 \$ 8 25	365		1 \$ 1 05	365
	1352	\$ 1,875 00	7/20/07	165	0 452054795	\$ 42 21	366		1 \$ 51 56	365		1 \$ 6 56	365
	3372	\$ 3 750 00	5/30/08	0		0 \$	216	0 590163934	\$ 60 86	365		1 \$ 13 13	365
	1671	\$ 1 875 00	5/23/07	223	0 610958904	\$ 57 05	366		1 \$ 51 56	365		1 \$ 6 56	365
	3921	\$60,361 00	11/7/07	55	0 150684932	\$ 452 96	366		1 \$ 1 659 93	365		1 \$ 211 26	365
	3921	\$59 701 19	10/27/09	0		0 \$	0		0 \$	66	0 180821918	\$ 37 78	365
	1302	\$ 200 00	2/8/07	327	0 895890411	\$ 8 92	366		1 \$ 5 50	365		1 \$ 0 70	365
	0518	\$15,952 43	6/22/07	193	0 528767123	\$ 420 07	366		1 \$ 438 69	365		1 \$ 55 83	365
	3912	\$15,141 00	11/7/07	55	0 150684932	\$ 113 62	366		1 \$ 416 38	365		1 \$ 52 99	365
	3912	\$11,292 50	10/27/09	0		0 \$	0		0 \$	66	0 180821918	\$ 7 15	365
	0229	\$ 600 00	8/1/07	153	0 419178082	\$ 12.53	366		1 \$ 16 50	365		1 \$ 2 10	365
	0229	\$ 600 00	8/1/07	153	0 419178082	\$ 12.53	366		1 \$ 16 50	365		1 \$ 2 10	365
	6666	\$ 150 00	7/31/07	154	0 421917808	\$ 3 15	366		1 \$ 4 13	365		1 \$ 0 53	365
	6677	\$ 150 00	7/31/07	154	0 421917808	\$ 3 15	366		1 \$ 4 13	365		1 \$ 0 53	365
	2006	\$ 3 750 00	4/8/08	0		0 \$	268	0 732240437	\$ 75 51	365		1 \$ 13 13	365
	0789	\$ 1,250 00	8/1/07	153	0 419178082	\$ 26 09	366		1 \$ 34 38	365		1 \$ 4 38	365
	0789	\$ 250 00	8/1/07	153	0 419178082	\$ 5 22	366		1 \$ 6 88	365		1 \$ 0 88	365
	6316	\$ 5 625 00	1/8/08	0		0 \$	359	0 980874317	\$ 151 73	365		1 \$ 19 69	365
	0798	\$ 1,875 00	7/20/07	165	0 452054795	\$ 42 21	366		1 \$ 51 56	365		1 \$ 6 56	365
	5332	\$37,500 00	11/12/09	0		0 \$	0		0 \$	50	0 136986301	\$ 17 98	365
	5332	\$12,000 00	11/12/09	0		0 \$	0		0 \$	50	0 136986301	\$ 5 75	365
	5332	\$ 9 000 00	6/14/10	0		0 \$	0		0 \$	0		0 \$	201
	7608	\$ 450 00	2/8/07	327	0 895890411	\$ 20 08	366		1 \$ 12 38	365		1 \$ 1 58	365

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10 Year %	0 05%	11 Days	11 Year %	0 01%	12 Days	12 Year %	0 014	Total Int
10 Int	11 Int	12 Int	11 Int	12 Int	12 Int	12 Int	12 Int	
1	\$ 0 94	365	1	\$ 0 19	305	0 833333333	\$ 0 16	\$ 89 34
1	\$ 7 50	365	1	\$ 1 50	305	0 833333333	\$ 1 25	\$ 306 19
1	\$ 0 63	365	1	\$ 0 13	305	0 833333333	\$ 0 10	\$ 36 13
1	\$ 0 10	365	1	\$ 0 02	305	0 833333333	\$ 0 02	\$ 15 26
1	\$ 2 25	365	1	\$ 0 45	305	0 833333333	\$ 0 38	\$ 214 41
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 25	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 26 28
1	\$ 0 25	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 26 28
1	\$ 0 25	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 26 28
1	\$ 0 25	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 26 28
1	\$ 0 15	365	1	\$ 0 03	305	0 833333333	\$ 0 03	\$ 15 77
1	\$ 0 15	365	1	\$ 0 03	305	0 833333333	\$ 0 03	\$ 15 77
1	\$ 0 94	365	1	\$ 0 19	305	0 833333333	\$ 0 16	\$ 101 62
1	\$ 1 88	365	1	\$ 0 38	305	0 833333333	\$ 0 31	\$ 76 55
1	\$ 0 94	365	1	\$ 0 19	305	0 833333333	\$ 0 16	\$ 116 45
1	\$ 30 18	365	1	\$ 6 04	305	0 833333333	\$ 5 03	\$ 2 365 39
1	\$ 29 85	365	1	\$ 5 97	305	0 833333333	\$ 4 98	\$ 78 58
1	\$ 0 10	365	1	\$ 0 02	305	0 833333333	\$ 0 02	\$ 15 26
1	\$ 7 98	365	1	\$ 1 60	305	0 833333333	\$ 1 33	\$ 925 49
1	\$ 7 57	365	1	\$ 1 51	305	0 833333333	\$ 1 26	\$ 593 34
1	\$ 5 65	365	1	\$ 1 13	305	0 833333333	\$ 0 94	\$ 14 86
1	\$ 0 30	365	1	\$ 0 06	305	0 833333333	\$ 0 05	\$ 31 54
1	\$ 0 30	365	1	\$ 0 06	305	0 833333333	\$ 0 05	\$ 31 54
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 90
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 90
1	\$ 1 68	365	1	\$ 0 38	305	0 833333333	\$ 0 31	\$ 91 20
1	\$ 0 63	365	1	\$ 0 13	305	0 833333333	\$ 0 10	\$ 65 70
1	\$ 0 13	365	1	\$ 0 03	305	0 833333333	\$ 0 02	\$ 13 14
1	\$ 2 81	365	1	\$ 0 56	305	0 833333333	\$ 0 47	\$ 175 26
1	\$ 0 94	365	1	\$ 0 19	305	0 833333333	\$ 0 16	\$ 101 62
1	\$ 18 75	365	1	\$ 3 75	305	0 833333333	\$ 3 13	\$ 43 60
1	\$ 6 00	365	1	\$ 1 20	305	0 833333333	\$ 1 00	\$ 13 95
0 550684932	\$ 2 48	365	1	\$ 0 90	305	0 833333333	\$ 0 75	\$ 4 13
1	\$ 0 23	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 34 33

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BB&T_02862

Client Name	Account #	Amount of Fee	Date Fee Paid	07 Days	07 Year %	4 98% 07 Int	08 Days	08 Year %	2 75% 08 Int	09 Days	09 Year %	0 35% 09 Int	10 Days
	06933	\$ 7,500.00	12/5/07	27	0.073972603	\$ 27.63	365		1 \$ 206.25	365		1 \$ 26.25	365
	2646	\$ 1,200.00	8/1/07	153	0.419178082	\$ 25.05	366		1 \$ 33.00	365		1 \$ 4.20	365
	2646	\$ 1,200.00	8/1/07	153	0.419178082	\$ 25.05	366		1 \$ 33.00	365		1 \$ 4.20	365
	1593	\$44,550.00	1/29/07	337	0.923287671	\$ 2,048.40	366		1 \$ 1,225.13	365		1 \$ 155.93	365
	1211	\$ 300.00	2/8/07	327	0.895890411	\$ 13.38	366		1 \$ 8.25	365		1 \$ 1.05	365
	1211	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	1211	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	1922	\$ 300.00	2/8/07	327	0.895890411	\$ 13.38	366		1 \$ 8.25	365		1 \$ 1.05	365
	1922	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	1922	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	3691	\$ 2,250.00	5/1/08	0	0	\$	245	0.669398907	\$ 41.42	365		1 \$ 7.88	365
	7412	\$ 3,805.84	1/29/08	0	0	\$	338	0.923497268	\$ 96.65	365		1 \$ 13.32	365
	7449	\$ 1,100.00	2/8/07	327	0.895890411	\$ 49.08	366		1 \$ 30.25	365		1 \$ 3.85	365
	0232	\$ 150.00	8/1/07	153	0.419178082	\$ 3.13	366		1 \$ 4.13	365		1 \$ 0.53	365
	0232	\$ 150.00	8/1/07	153	0.419178082	\$ 3.13	366		1 \$ 4.13	365		1 \$ 0.53	365
	3956	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	3956	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	1649	\$ 250.00	8/1/07	153	0.419178082	\$ 5.22	366		1 \$ 6.88	365		1 \$ 0.88	365
	4009	\$ 250.00	8/1/07	153	0.419178082	\$ 5.22	366		1 \$ 6.88	365		1 \$ 0.88	365
	0750	\$ 500.00	8/1/07	153	0.419178082	\$ 10.44	366		1 \$ 13.75	365		1 \$ 1.75	365
	0090	\$ 370.00	2/8/07	327	0.895890411	\$ 16.51	366		1 \$ 10.18	365		1 \$ 1.30	365
	0090	\$ 150.00	8/1/07	153	0.419178082	\$ 3.13	366		1 \$ 4.13	365		1 \$ 0.53	365
	0090	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	1149	\$ 7,500.00	9/6/07	117	0.320547945	\$ 119.72	366		1 \$ 206.25	365		1 \$ 26.25	365
	0110	\$ 150.00	8/1/07	153	0.419178082	\$ 3.13	366		1 \$ 4.13	365		1 \$ 0.53	365
	0110	\$ 150.00	8/1/07	153	0.419178082	\$ 3.13	366		1 \$ 4.13	365		1 \$ 0.53	365
	0101	\$ 150.00	8/1/07	153	0.419178082	\$ 3.13	366		1 \$ 4.13	365		1 \$ 0.53	365
	0101	\$ 150.00	8/1/07	153	0.419178082	\$ 3.13	366		1 \$ 4.13	365		1 \$ 0.53	365
	0916	\$ 1,875.00	5/23/07	223	0.610958904	\$ 57.05	366		1 \$ 51.56	365		1 \$ 6.56	365
	0907	\$ 1,875.00	5/23/07	223	0.610958904	\$ 57.05	366		1 \$ 51.56	365		1 \$ 6.56	365
	1644	\$20,040.00	6/25/07	190	0.520547945	\$ 519.50	366		1 \$ 551.10	365		1 \$ 70.14	365
	5574	\$ 150.00	7/31/07	154	0.421917808	\$ 3.15	366		1 \$ 4.13	365		1 \$ 0.53	365
	2283	\$ 370.00	2/8/07	327	0.895890411	\$ 16.51	366		1 \$ 10.18	365		1 \$ 1.30	365
				193	0.528767123	\$ 197.49	366		1 \$ 206.25	365		1 \$ 26.25	365
	0147	\$ 7,500.00	6/14/07	201	0.550684932	\$ 205.68	366		1 \$ 206.25	365		1 \$ 26.25	365
	5575	\$ 500.00	2/8/07	327	0.895890411	\$ 22.31	366		1 \$ 13.75	365		1 \$ 1.75	365
	0093	\$ 1,500.00	2/19/08	0	0	\$	317	0.866120219	\$ 35.73	365		1 \$ 5.25	365
	0360	\$ 1,000.00	2/19/08	0	0	\$	317	0.866120219	\$ 23.82	365		1 \$ 3.50	365
	0360	\$ 1,500.00	2/19/08	0	0	\$	317	0.866120219	\$ 35.73	365		1 \$ 5.25	365

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10 Year	0 05%	11 Days	11 Year	0 01%	12 Days	12 Year %	0 01%	Total Int
	10 Int		11 Year %	11 Int			12 Int	
1	\$ 3 75	365	1	\$ 0 75	305	0 833333333	\$ 0 63	\$ 265 25
1	\$ 0 60	365	1	\$ 0 12	305	0 833333333	\$ 0 10	\$ 63 07
1	\$ 0 60	365	1	\$ 0 12	305	0 833333333	\$ 0 10	\$ 63 07
1	\$ 22 28	365	1	\$ 4 46	305	0 833333333	\$ 3 71	\$ 3 450 89
1	\$ 0 15	365	1	\$ 0 03	305	0 833333333	\$ 0 03	\$ 22 89
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 15	365	1	\$ 0 03	305	0 833333333	\$ 0 03	\$ 22 89
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 1 13	365	1	\$ 0 23	305	0 833333333	\$ 0 19	\$ 50 83
1	\$ 1 90	365	1	\$ 0 38	305	0 833333333	\$ 0 32	\$ 112 57
1	\$ 0 55	365	1	\$ 0 11	305	0 833333333	\$ 0 09	\$ 83 93
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 13	365	1	\$ 0 03	305	0 833333333	\$ 0 02	\$ 13 14
1	\$ 0 13	365	1	\$ 0 03	305	0 833333333	\$ 0 02	\$ 13 14
1	\$ 0 25	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 26 28
1	\$ 0 19	365	1	\$ 0 04	305	0 833333333	\$ 0 03	\$ 28 23
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 3 75	365	1	\$ 0 75	305	0 833333333	\$ 0 63	\$ 357 35
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 94	365	1	\$ 0 19	305	0 833333333	\$ 0 16	\$ 116 45
1	\$ 0 94	365	1	\$ 0 19	305	0 833333333	\$ 0 16	\$ 116 45
1	\$ 10 02	365	1	\$ 2 00	305	0 833333333	\$ 1 67	\$ 1 154 44
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 90
1	\$ 0 19	365	1	\$ 0 04	305	0 833333333	\$ 0 03	\$ 28 23
1	\$ 3 75	365	1	\$ 0 75	305	0 833333333	\$ 0 63	\$ 435 12
1	\$ 3 75	365	1	\$ 0 75	305	0 833333333	\$ 0 63	\$ 443 31
1	\$ 0 25	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 38 15
1	\$ 0 75	365	1	\$ 0 15	305	0 833333333	\$ 0 13	\$ 42 00
1	\$ 0 50	365	1	\$ 0 10	305	0 833333333	\$ 0 08	\$ 28 00
1	\$ 0 75	365	1	\$ 0 15	305	0 833333333	\$ 0 13	\$ 42 00

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BB&T_02863

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BB&T_02864

Client Name	Account #	Amount of Fee	Date Fee Paid	07 Days	07 Year %	4 98% 07 Int	08 Days	08 Year %	2 75% 08 Int	09 Days	09 Year %	0 35% 09 Int	10 Days
	00379	\$ 2,000.00	2/19/08	0		\$	317	0.866120219	\$ 47.64	365		1 \$ 7.00	365
	00379	\$ 1,900.00	2/19/08	0		\$	317	0.866120219	\$ 45.25	365		1 \$ 6.65	365
	00486	\$20,000.00	2/19/08	0		\$	317	0.866120219	\$ 476.37	365		1 \$ 70.00	365
	00486	\$21,600.00	2/19/08	0		\$	317	0.866120219	\$ 514.48	365		1 \$ 75.60	365
	00495	\$ 9,000.00	2/19/08	0		\$	317	0.866120219	\$ 214.36	365		1 \$ 31.50	365
	00495	\$ 9,500.00	2/19/08	0		\$	317	0.866120219	\$ 226.27	365		1 \$ 33.25	365
	05543	\$ 970.25	8/10/07	144	0.394520548	\$ 19.05	366		1 \$ 26.68	365		1 \$ 3.40	365
	01975	\$ 1,000.00	8/1/07	153	0.419178082	\$ 20.88	366		1 \$ 27.50	365		1 \$ 3.50	365
	01975	\$ 1,000.00	8/1/07	153	0.419178082	\$ 20.88	366		1 \$ 27.50	365		1 \$ 3.50	365
	01975	\$ 1,875.00	8/21/07	133	0.364383562	\$ 34.02	366		1 \$ 51.56	365		1 \$ 6.56	365
	07207	\$ 1,875.00	1/8/08	0		\$	359	0.980874317	\$ 50.58	365		1 \$ 6.56	365
	06592	\$ 250.00	2/8/07	327	0.895890411	\$ 11.15	366		1 \$ 6.88	365		1 \$ 0.88	365
	00161	\$ 3,750.00	5/23/07	223	0.610958904	\$ 114.10	366		1 \$ 103.13	365		1 \$ 13.13	365
	05890	\$ 250.00	8/1/07	153	0.419178082	\$ 5.22	366		1 \$ 6.88	365		1 \$ 0.88	365
	00213	\$ 4,000.00	2/8/07	327	0.895890411	\$ 178.46	366		1 \$ 110.00	365		1 \$ 14.00	365
	00213	\$ 1,250.00	1/25/08	0		\$	339	0.926229508	\$ 31.84	365		1 \$ 4.38	365
	09633	\$ 2,062.50	11/7/07	55	0.150684932	\$ 15.48	366		1 \$ 56.72	365		1 \$ 7.22	365
	03965	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	03965	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	00315	\$10,250.00	1/29/07	337	0.923287671	\$ 471.29	366		1 \$ 281.88	365		1 \$ 35.88	365
	00315	\$ 2,625.00	5/23/07	223	0.610958904	\$ 79.87	366		1 \$ 72.19	365		1 \$ 9.19	365
	00067	\$ 2,500.00	4/8/08	0		\$	268	0.732240437	\$ 50.34	365		1 \$ 8.75	365
	00076	\$ 2,500.00	4/8/08	0		\$	268	0.732240437	\$ 50.34	365		1 \$ 8.75	365
	00346	\$ 1,250.00	4/8/08	0		\$	268	0.732240437	\$ 25.17	365		1 \$ 4.38	365
	00619	\$ 7,500.00	4/8/08	0		\$	268	0.732240437	\$ 151.02	365		1 \$ 26.25	365
	00355	\$ 1,250.00	4/8/08	0		\$	268	0.732240437	\$ 25.17	365		1 \$ 4.38	365
	2871	\$20,536.66	9/26/07	97	0.265753425	\$ 271.79	366		1 \$ 564.76	365		1 \$ 71.88	365
	00449	\$ 1,375.00	7/20/07	165	0.452054795	\$ 30.95	366		1 \$ 37.81	365		1 \$ 4.81	365
	06656	\$ 100.00	2/8/07	327	0.895890411	\$ 4.46	366		1 \$ 2.75	365		1 \$ 0.35	365
	06654	\$ 100.00	2/8/07	327	0.895890411	\$ 4.46	366		1 \$ 2.75	365		1 \$ 0.35	365
	06582	\$ 200.00	2/8/07	327	0.895890411	\$ 8.92	366		1 \$ 5.50	365		1 \$ 0.70	365
	00592	\$ 2,000.00	8/1/07	153	0.419178082	\$ 41.75	366		1 \$ 55.00	365		1 \$ 7.00	365
	00592	\$ 500.00	8/1/07	153	0.419178082	\$ 10.44	366		1 \$ 13.75	365		1 \$ 1.75	365
	11127	\$22,577.66	6/22/07	193	0.528767123	\$ 594.53	366		1 \$ 620.89	365		1 \$ 79.02	365
	60007	\$ 300.00	2/8/07	327	0.895890411	\$ 13.38	366		1 \$ 8.25	365		1 \$ 1.05	365
	60007	\$ 250.00	8/1/07	153	0.419178082	\$ 5.22	366		1 \$ 6.88	365		1 \$ 0.88	365
	60007	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	1307	\$ 5,189.02	6/12/07	203	0.556164384	\$ 143.72	366		1 \$ 142.70	365		1 \$ 18.16	365
	1107	\$ 2,132.85	11/27/07	35	0.095890411	\$ 10.19	366		1 \$ 58.65	365		1 \$ 7.46	365

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BB&T_02865

10 Year	0 05%	11 Days	11 Year	0 01%	12 Days	12 Year	0 01%	Total Int
a	10 Int		%	11 Int		%	12 Int	
1	\$ 1 00	365		1 \$ 0 20	305	0 833333333	\$ 0 17	\$ 56 00
1	\$ 0 95	365		1 \$ 0 19	305	0 833333333	\$ 0 16	\$ 53 20
1	\$ 10 00	365		1 \$ 2 00	305	0 833333333	\$ 1 67	\$ 560 03
1	\$ 10 80	365		1 \$ 2 16	305	0 833333333	\$ 1 80	\$ 604 84
1	\$ 4 50	365		1 \$ 0 90	305	0 833333333	\$ 0 75	\$ 252 01
1	\$ 4 75	365		1 \$ 0 95	305	0 833333333	\$ 0 79	\$ 266 02
1	\$ 0 49	365		1 \$ 0 10	305	0 833333333	\$ 0 08	\$ 49 80
1	\$ 0 30	365		1 \$ 0 10	305	0 833333333	\$ 0 08	\$ 52 56
1	\$ 0 50	365		1 \$ 0 10	305	0 833333333	\$ 0 08	\$ 52 56
1	\$ 0 94	365		1 \$ 0 19	305	0 833333333	\$ 0 16	\$ 93 43
1	\$ 0 94	365		1 \$ 0 19	305	0 833333333	\$ 0 16	\$ 58 42
1	\$ 0 13	365		1 \$ 0 03	305	0 833333333	\$ 0 02	\$ 19 07
1	\$ 1 88	365		1 \$ 0 36	305	0 833333333	\$ 0 31	\$ 232 91
1	\$ 0 13	365		1 \$ 0 03	305	0 833333333	\$ 0 02	\$ 13 14
1	\$ 2 00	365		1 \$ 0 40	305	0 833333333	\$ 0 33	\$ 305 19
1	\$ 0 63	365		1 \$ 0 13	305	0 833333333	\$ 0 10	\$ 37 07
1	\$ 1 03	365		1 \$ 0 21	305	0 833333333	\$ 0 17	\$ 80 82
1	\$ 0 05	365		1 \$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 05	365		1 \$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 5 13	365		1 \$ 1 03	305	0 833333333	\$ 0 85	\$ 796 05
1	\$ 1 31	365		1 \$ 0 26	305	0 833333333	\$ 0 22	\$ 163 04
1	\$ 1 25	365		1 \$ 0 25	305	0 833333333	\$ 0 21	\$ 60 80
1	\$ 1 25	365		1 \$ 0 25	305	0 833333333	\$ 0 21	\$ 60 80
1	\$ 0 63	365		1 \$ 0 13	305	0 833333333	\$ 0 10	\$ 30 40
1	\$ 3 75	365		1 \$ 0 75	305	0 833333333	\$ 0 63	\$ 182 40
1	\$ 0 63	365		1 \$ 0 13	305	0 833333333	\$ 0 10	\$ 30 40
1	\$ 10 27	365		1 \$ 2 05	305	0 833333333	\$ 1 71	\$ 922 46
1	\$ 0 69	365		1 \$ 0 14	305	0 833333333	\$ 0 11	\$ 74 52
1	\$ 0 05	365		1 \$ 0 01	305	0 833333333	\$ 0 01	\$ 7 63
1	\$ 0 05	365		1 \$ 0 01	305	0 833333333	\$ 0 01	\$ 7 63
1	\$ 0 10	365		1 \$ 0 02	305	0 833333333	\$ 0 02	\$ 15 26
1	\$ 1 00	365		1 \$ 0 20	305	0 833333333	\$ 0 17	\$ 105 12
1	\$ 0 25	365		1 \$ 0 05	305	0 833333333	\$ 0 04	\$ 26 28
1	\$ 11 29	365		1 \$ 2 26	305	0 833333333	\$ 1 88	\$ 1 309 86
1	\$ 0 15	365		1 \$ 0 03	305	0 833333333	\$ 0 03	\$ 22 89
1	\$ 0 13	365		1 \$ 0 03	305	0 833333333	\$ 0 02	\$ 13 14
1	\$ 0 05	365		1 \$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 2 59	365		1 \$ 0 52	305	0 833333333	\$ 0 43	\$ 308 13
1	\$ 1 07	365		1 \$ 0 21	305	0 833333333	\$ 0 18	\$ 77 76

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BB&T_02866

Client Name	Account #	Amount of Fee	Date Fee Paid	07 Days	07 Year %	4 98% 07 Int	08 Days	08 Year %	2 75% 08 Int	09 Days	09 Year %	0 35% 09 Int	10 Days
	1307	\$ 1,795.56	11/27/07	35	0.095890411	\$ 8.57	366		1 \$ 49.38	365		1 \$ 6.28	365
	1752003949	\$43,655.00	1/23/09	0		\$ 0	0		0 \$	343	0.939726027	\$ 143.58	365
Maybank, Francis P	0179	\$ 1,500.00	8/1/07	153	0.419178082	\$ 31.31	366		1 \$ 41.25	365		1 \$ 5.25	365
	0464	\$ 500.00	8/1/07	153	0.419178082	\$ 10.44	366		1 \$ 13.75	365		1 \$ 1.75	365
	2948	\$ 200.00	8/1/07	153	0.419178082	\$ 4.18	366		1 \$ 5.50	365		1 \$ 0.70	365
	2948	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	1469	\$ 924.30	2/7/07	328	0.898630137	\$ 41.36	366		1 \$ 25.42	365		1 \$ 3.24	365
	1469	\$ 784.00	6/5/07	210	0.575342466	\$ 22.46	366		1 \$ 21.56	365		1 \$ 2.74	365
	1469	\$ 618.45	9/6/07	117	0.320547945	\$ 9.87	366		1 \$ 17.01	365		1 \$ 2.16	365
	0037	\$ 9,750.00	9/6/07	117	0.320547945	\$ 155.64	366		1 \$ 268.13	365		1 \$ 34.13	365
	1217	\$ 3,000.00	8/10/07	144	0.394520548	\$ 58.94	366		1 \$ 82.50	365		1 \$ 10.50	365
	2545	\$ 750.00	8/1/07	153	0.419178082	\$ 15.66	366		1 \$ 20.63	365		1 \$ 2.63	365
	2545	\$ 250.00	8/1/07	153	0.419178082	\$ 5.22	366		1 \$ 6.88	365		1 \$ 0.88	365
	7222	\$ 2,500.00	4/8/08	0		\$ 0	288	0.732240437	\$ 50.34	365		1 \$ 8.75	365
	2700	\$ 1,875.00	8/10/07	144	0.394520548	\$ 36.84	366		1 \$ 51.56	365		1 \$ 6.56	365
	5556	\$ 100.00	2/8/07	327	0.895890411	\$ 4.46	366		1 \$ 2.75	365		1 \$ 0.35	365
	2867	\$ 200.00	8/1/07	153	0.419178082	\$ 4.18	366		1 \$ 5.50	365		1 \$ 0.70	365
	0198	\$ 400.00	2/3/07	327	0.895890411	\$ 17.85	366		1 \$ 11.00	365		1 \$ 1.40	365
	0198	\$ 150.00	8/1/07	153	0.419178082	\$ 3.13	366		1 \$ 4.13	365		1 \$ 0.53	365
	0198	\$ 150.00	8/1/07	153	0.419178082	\$ 3.13	366		1 \$ 4.13	365		1 \$ 0.53	365
	0739	\$ 1,875.00	5/23/07	223	0.610958904	\$ 57.05	366		1 \$ 51.56	365		1 \$ 6.56	365
	0620	\$ 1,000.00	8/1/07	153	0.419178082	\$ 20.88	366		1 \$ 27.50	365		1 \$ 3.50	365
	0651	\$ 2,625.00	6/14/07	201	0.550684932	\$ 71.99	366		1 \$ 72.19	365		1 \$ 9.19	365
	0634	\$ 7,500.00	6/14/07	201	0.550684932	\$ 205.68	366		1 \$ 206.25	365		1 \$ 26.25	365
	0672	\$ 300.00	7/31/07	154	0.421917808	\$ 6.30	366		1 \$ 8.25	365		1 \$ 1.05	365
	0653	\$ 400.00	8/1/07	153	0.419178082	\$ 8.35	366		1 \$ 11.00	365		1 \$ 1.40	365
	0671	\$ 400.00	8/1/07	153	0.419178082	\$ 8.35	366		1 \$ 11.00	365		1 \$ 1.40	365
	0005	\$ 500.00	8/1/07	153	0.419178082	\$ 10.44	366		1 \$ 13.75	365		1 \$ 1.75	365
	0005	\$ 250.00	8/1/07	153	0.419178082	\$ 5.22	366		1 \$ 6.88	365		1 \$ 0.88	365
	0140	\$ 750.00	8/1/07	153	0.419178082	\$ 15.66	366		1 \$ 20.63	365		1 \$ 2.63	365
	0649	\$ 200.00	2/8/07	327	0.895890411	\$ 8.92	366		1 \$ 5.50	365		1 \$ 0.70	365
	0454	\$ 100.00	7/31/07	154	0.421917808	\$ 2.10	366		1 \$ 2.75	365		1 \$ 0.35	365
	0938	\$ 500.00	8/1/07	153	0.419178082	\$ 10.44	366		1 \$ 13.75	365		1 \$ 1.75	365
	0938	\$ 250.00	8/1/07	153	0.419178082	\$ 5.22	366		1 \$ 6.88	365		1 \$ 0.88	365
	0018	\$ 150.00	8/1/07	153	0.419178082	\$ 3.13	366		1 \$ 4.13	365		1 \$ 0.53	365
	0018	\$ 100.00	8/1/07	153	0.419178082	\$ 2.09	366		1 \$ 2.75	365		1 \$ 0.35	365
	0012	\$ 800.00	8/1/07	153	0.419178082	\$ 16.70	366		1 \$ 22.00	365		1 \$ 2.80	365
	0056	\$ 200.00	8/1/07	153	0.419178082	\$ 4.18	366		1 \$ 5.50	365		1 \$ 0.70	365
	0056	\$ 200.00	8/1/07	153	0.419178082	\$ 4.18	366		1 \$ 5.50	365		1 \$ 0.70	365

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BB&T_02867

10 Year %	0 05 / 10 Int	11 Days	11 Year %	0 01% 11 Int	12 Days	12 Year %	0 01 / 12 Int	Total Int
1	\$ 0 90	365	1	\$ 0 18	305	0 833333333	\$ 0 15	\$ 65 46
1	\$ 21 83	365	1	\$ 4 37	305	0 833333333	\$ 3 64	\$ 173 41
1	\$ 0 75	365	1	\$ 0 15	305	0 833333333	\$ 0 13	\$ 78 84
1	\$ 0 25	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 26 28
1	\$ 0 10	365	1	\$ 0 02	305	0 833333333	\$ 0 02	\$ 10 51
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 46	365	1	\$ 0 09	305	0 833333333	\$ 0 08	\$ 70 65
1	\$ 0 39	365	1	\$ 0 08	305	0 833333333	\$ 0 07	\$ 47 30
1	\$ 0 31	365	1	\$ 0 06	305	0 833333333	\$ 0 05	\$ 29 47
1	\$ 4 88	365	1	\$ 0 98	305	0 833333333	\$ 0 81	\$ 464 55
1	\$ 1 50	365	1	\$ 0 30	305	0 833333333	\$ 0 25	\$ 153 99
1	\$ 0 38	365	1	\$ 0 08	305	0 833333333	\$ 0 06	\$ 39 42
1	\$ 0 13	365	1	\$ 0 03	305	0 833333333	\$ 0 02	\$ 13 14
1	\$ 1 25	365	1	\$ 0 25	305	0 833333333	\$ 0 21	\$ 60 80
1	\$ 0 94	365	1	\$ 0 19	305	0 833333333	\$ 0 16	\$ 96 24
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 7 63
1	\$ 0 10	365	1	\$ 0 02	305	0 833333333	\$ 0 02	\$ 10 51
1	\$ 0 20	365	1	\$ 0 04	305	0 833333333	\$ 0 03	\$ 30 52
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 94	365	1	\$ 0 19	305	0 833333333	\$ 0 16	\$ 116 45
1	\$ 0 50	365	1	\$ 0 10	305	0 833333333	\$ 0 08	\$ 52 56
1	\$ 1 31	365	1	\$ 0 26	305	0 833333333	\$ 0 22	\$ 155 16
1	\$ 3 75	365	1	\$ 0 75	305	0 833333333	\$ 0 63	\$ 443 31
1	\$ 0 15	365	1	\$ 0 03	305	0 833333333	\$ 0 03	\$ 15 81
1	\$ 0 20	365	1	\$ 0 04	305	0 833333333	\$ 0 03	\$ 21 02
1	\$ 0 20	365	1	\$ 0 04	305	0 833333333	\$ 0 03	\$ 21 02
1	\$ 0 25	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 26 28
1	\$ 0 13	365	1	\$ 0 03	305	0 833333333	\$ 0 02	\$ 13 14
1	\$ 0 38	365	1	\$ 0 08	305	0 833333333	\$ 0 06	\$ 39 42
1	\$ 0 10	365	1	\$ 0 02	305	0 833333333	\$ 0 02	\$ 15 26
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 27
1	\$ 0 25	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 26 28
1	\$ 0 13	365	1	\$ 0 03	305	0 833333333	\$ 0 02	\$ 13 14
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 40	365	1	\$ 0 08	305	0 833333333	\$ 0 07	\$ 42 05
1	\$ 0 10	365	1	\$ 0 02	305	0 833333333	\$ 0 02	\$ 10 51
1	\$ 0 10	365	1	\$ 0 02	305	0 833333333	\$ 0 02	\$ 10 51

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Client Name	Account #	Amount of Fee	Date Fee Paid	07 Days	07 Year %	4 98% 07 Int	08 Days	08 Year %	2 75% 08 Int	09 Days	09 Year %	0 35% 09 Int	10 Days
	00205	\$ 150 00	8/1/07	153	0 419178082	\$ 3 13	366		1 \$ 4 13	365		1 \$ 0 53	365
	01725	\$ 1,000 00	8/1/07	153	0 419178082	\$ 20 88	366		1 \$ 27 50	365		1 \$ 3 50	365
	01725	\$ 500 00	8/1/07	153	0 419178082	\$ 10 44	366		1 \$ 13 75	365		1 \$ 1 75	365
	01725	\$ 1 500 00	2/8/07	327	0 895890411	\$ 66 92	366		1 \$ 41 25	365		1 \$ 5 25	365
	01118	\$ 700 00	8/1/07	153	0 419178082	\$ 14 61	366		1 \$ 19 25	365		1 \$ 2 45	365
	01118	\$ 250 00	8/1/07	153	0 419178082	\$ 5 22	366		1 \$ 6 88	365		1 \$ 0 88	365
	07348	\$10 405 80	8/20/09	0	0	\$ -	0		0 \$ -	134	0 367123288	\$ 13 37	365
	03244	\$ 200 00	2/8/07	327	0 895890411	\$ 8 92	366		1 \$ 5 50	365		1 \$ 0 70	365
	01225	\$ 1 875 00	3/4/08	0	0	\$	303	0 827868852	\$ 42 69	365		1 \$ 6 56	365
	01513	\$ 1 875 00	5/1/08	0	0	\$	245	0 669398907	\$ 34 52	365		1 \$ 6 56	365
	06542	\$ 850 00	7/31/07	154	0 421917808	\$ 17 86	366		1 \$ 23 38	365		1 \$ 2 98	365
	06474	\$ 100 00	7/31/07	154	0 421917808	\$ 2 10	366		1 \$ 2 75	365		1 \$ 0 35	365
	06475	\$ 100 00	7/31/07	154	0 421917808	\$ 2 10	366		1 \$ 2 75	365		1 \$ 0 35	365
	06507	\$ 4,500 00	2/8/07	327	0 895890411	\$ 200 77	366		1 \$ 123 75	365		1 \$ 15 75	365
	05191	\$12,000 00	4/25/07	251	0 687671233	\$ 410 95	366		1 \$ 330 00	365		1 \$ 42 00	365
	05491	\$14,400 00	6/12/07	203	0 556164384	\$ 398 84	366		1 \$ 396 00	365		1 \$ 50 40	365
	01069	\$ 1 000 00	2/8/07	327	0 895890411	\$ 44 62	366		1 \$ 27 50	365		1 \$ 3 50	365
	01069	\$ 750 00	8/1/07	153	0 419178082	\$ 15 66	366		1 \$ 20 63	365		1 \$ 2 63	365
	04736	\$ 3,000 00	6/14/07	201	0 550684942	\$ 82 27	366		1 \$ 82 50	365		1 \$ 10 50	365
	02332	\$ 8 625 00	7/20/07	165	0 452054795	\$ 194 17	366		1 \$ 237 19	365		1 \$ 30 19	365
	06581	\$ 200 00	2/8/07	327	0 895890411	\$ 8 92	366		1 \$ 5 50	365		1 \$ 0 70	365
	06782	\$ 150 00	8/1/07	153	0 419178082	\$ 3 13	366		1 \$ 4 13	365		1 \$ 0 53	365
	05281	\$ 4,500 00	3/4/08	0	0	\$	303	0 827868852	\$ 102 45	365		1 \$ 15 75	365
	07970	\$ 1 000 00	2/8/07										
				327	0 895890411	\$ 44 62	366		1 \$ 27 50	365		1 \$ 3 50	365
	05213	\$ 150 00	8/1/07	153	0 419178082	\$ 3 13	366		1 \$ 4 13	365		1 \$ 0 53	365
	05213	\$ 100 00	8/1/07	153	0 419178082	\$ 2 09	366		1 \$ 2 75	365		1 \$ 0 35	365
	03983	\$ 200 00	8/1/07	153	0 419178082	\$ 4 18	366		1 \$ 5 50	365		1 \$ 0 70	365
	03983	\$ 100 00	8/1/07	153	0 419178082	\$ 2 09	366		1 \$ 2 75	365		1 \$ 0 35	365
	02924	\$ 800 00	8/1/07	153	0 419178082	\$ 16 70	366		1 \$ 22 00	365		1 \$ 2 80	365

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10 Year %	0 059 10 Int	11 Days	11 Year %	0 01° 11 Int	12 Days	12 Year %	0 01% 12 Int	Total Int
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 50	365	1	\$ 0 10	305	0 833333333	\$ 0 08	\$ 52 56
1	\$ 0 20	365	1	\$ 0 05	305	0 833333333	\$ 0 04	\$ 26 28
1	\$ 0 75	365	1	\$ 0 15	305	0 833333333	\$ 0 13	\$ 114 45
1	\$ 0 35	365	1	\$ 0 07	305	0 833333333	\$ 0 06	\$ 36 79
1	\$ 0 13	365	1	\$ 0 03	305	0 833333333	\$ 0 02	\$ 13 14
1	\$ 5 20	365	1	\$ 1 04	305	0 833333333	\$ 0 87	\$ 20 48
1	\$ 0 10	365	1	\$ 0 02	305	0 833333333	\$ 0 02	\$ 15 26
1	\$ 0 94	365	1	\$ 0 19	305	0 833333333	\$ 0 16	\$ 50 53
1	\$ 0 94	365	1	\$ 0 19	305	0 833333333	\$ 0 16	\$ 42 36
1	\$ 0 43	365	1	\$ 0 09	305	0 833333333	\$ 0 07	\$ 44 79
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 27
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 27
1	\$ 2 25	365	1	\$ 0 45	305	0 833333333	\$ 0 38	\$ 343 34
1	\$ 6 00	365	1	\$ 1 20	305	0 833333333	\$ 1 00	\$ 791 15
1	\$ 7 20	365	1	\$ 1 44	305	0 833333333	\$ 1 20	\$ 855 08
1	\$ 0 50	365	1	\$ 0 10	305	0 833333333	\$ 0 08	\$ 76 30
1	\$ 0 38	365	1	\$ 0 08	305	0 833333333	\$ 0 06	\$ 39 42
1	\$ 1 50	365	1	\$ 0 30	305	0 833333333	\$ 0 25	\$ 177 32
1	\$ 4 31	365	1	\$ 0 86	305	0 833333333	\$ 0 72	\$ 467 44
1	\$ 6 10	365	1	\$ 0 02	305	0 833333333	\$ 0 02	\$ 15 26
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 7 25	365	1	\$ 0 45	305	0 833333333	\$ 0 38	\$ 121 27
1	\$ 0 50	365	1	\$ 0 10	305	0 833333333	\$ 0 08	\$ 76 30
1	\$ 0 08	365	1	\$ 0 02	305	0 833333333	\$ 0 01	\$ 7 88
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 10	365	1	\$ 0 02	305	0 833333333	\$ 0 02	\$ 10 51
1	\$ 0 05	365	1	\$ 0 01	305	0 833333333	\$ 0 01	\$ 5 26
1	\$ 0 40	365	1	\$ 0 08	305	0 833333333	\$ 0 07	\$ 42 05

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Date	Client Name	Account No.	Relationship Manager	RPM Name	Strategy	Assets	% Fee	\$ Fee
4/25/06		01350	Eric Housman	Michelle Garey	Prepaid Variable Forward	\$ 1 248,600	1 00%	\$ 12,486 00
7/19/06		01414	Greg Richesin	Greg Guess	Prepaid Variable Forward	\$ 944 124	1 00%	\$ 9 441 24
8/1/06		01116	Sue Lynn	Charles Kard	Lehman Structured Note	\$ 100,000	1 00%	\$ 1,000 00
8/1/06		0169	Lisa Waller	Don Harris	Lehman Structured Note	\$ 150 000	1 00%	\$ 1 500 00
8/1/06		0686	Lisa Waller	Don Harris	Lehman Structured Note	\$ 50,000	1 00%	\$ 500 00
8/1/06		0672	Lisa Waller	Don Harris	Lehman Structured Note	\$ 100,000	1 00%	\$ 1,000 00
8/1/06		0528	Lisa Waller	Don Harris	Lehman Structured Note	\$ 80 000	1 00%	\$ 800 00
8/1/06		0574	Lisa Waller	Don Harris	Lehman Structured Note	\$ 40,000	1 00%	\$ 400 00
8/1/06		0526	Lisa Waller	Don Harris	Lehman Structured Note	\$ 10,000	1 00%	\$ 100 00
8/1/06		0682	Lisa Waller	Don Harris	Lehman Structured Note	\$ 10 000	1 00%	\$ 100 00
8/1/06		0668	Lisa Waller	Don Harris	Lehman Structured Note	\$ 15,000	1 00%	\$ 150 00
8/1/06		1115	Greg Richesin	Greg Guess	Lehman Structured Note	\$ 50 000	1 00%	\$ 500 00
8/1/06		06912	Jim Baldridge	Ellington	Lehman Structured Note	\$ 15,000	1 00%	\$ 150 00
8/1/06		06878	Jim Baldridge	Ellington	Lehman Structured Note	\$ 35,000	1 00%	\$ 350 00
8/1/06		0147	Judy Schoemer	Kris Kapoor	Lehman Structured Note	\$ 120 000	1 00%	\$ 1,200 00
8/1/06		02482	Judy Schoemer	Kris Kapoor	Lehman Structured Note	\$ 25 000	1 00%	\$ 250 00
8/1/06		03244	Judy Schoemer	Kris Kapoor	Lehman Structured Note	\$ 20 000	1 00%	\$ 200 00
8/1/06		01302	Judy Schoemer	Kris Kapoor	Lehman Structured Note	\$ 25,000	1 00%	\$ 250 00
8/1/06		01836	Stephanie Adams	Lee Lamonic	Lehman Structured Note	\$ 100 000	1 00%	\$ 1 000 00
8/1/06		03450	Patricia Todd	Rick Wilson	Lehman Structured Note	\$ 40 000	1 00%	\$ 400 00
8/16/06	Frank Maybank	1752003949	Anthony Mahfood	Kris Kapoor	Prepaid Variable Forward	\$ 9,318 364	0 35%	\$ 32 614 00
8/22/06		03921	Anthony Mahfood	Kris Kapoor	Prepaid Variable Forward	\$ 9 047,703	0 70%	\$ 63,334 00
8/22/06		03912	Anthony Mahfood	Kris Kapoor	Prepaid Variable Forward	\$ 2 269 638	0 70%	\$ 15 887 00
9/7/06		05543	Bud Riddle	Jim Luke	Equity Enhancement Program	\$ 424 800	0 25%	\$ 1,062 00

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06 Days	06 Year %	4 72% 06 Int	4 98% 07 Int	2 75% 08 Int	0 35% 09 Int	0 05% 10 Int	0 01% 11 Int	0 01% 12 Int	Total Int	Total Refund
251	0 68767	\$ 405 27	\$ 621 80	\$ 343 37	\$ 43 70	\$ 6 24	\$ 1 25	\$ 1 14	\$ 1 422 77	\$ 13,908 77
166	0 45479	\$ 202 67	\$ 470 17	\$ 259 63	\$ 33 04	\$ 4 72	\$ 0 94	\$ 0 86	\$ 972 05	\$ 10,413 29
153	0 41918	\$ 19 79	\$ 49 80	\$ 27 50	\$ 3 50	\$ 0 50	\$ 0 10	\$ 0 09	\$ 101 28	\$ 1,101 28
153	0 41918	\$ 29 68	\$ 74 70	\$ 41 25	\$ 5 25	\$ 0 75	\$ 0 15	\$ 0 14	\$ 151 92	\$ 1,651 92
153	0 41918	\$ 9 89	\$ 24 90	\$ 13 75	\$ 1 75	\$ 0 25	\$ 0 05	\$ 0 05	\$ 50 64	\$ 550 64
153	0 41918	\$ 19 79	\$ 49 80	\$ 27 50	\$ 3 50	\$ 0 50	\$ 0 10	\$ 0 09	\$ 101 28	\$ 1,101 28
153	0 41918	\$ 15 83	\$ 39 84	\$ 22 00	\$ 2 80	\$ 0 40	\$ 0 08	\$ 0 07	\$ 81 02	\$ 881 02
153	0 41918	\$ 7 91	\$ 19 92	\$ 11 00	\$ 1 40	\$ 0 20	\$ 0 04	\$ 0 04	\$ 40 51	\$ 440 51
153	0 41918	\$ 1 98	\$ 4 98	\$ 2 75	\$ 0 35	\$ 0 05	\$ 0 01	\$ 0 01	\$ 10 13	\$ 110 13
153	0 41918	\$ 1 98	\$ 4 98	\$ 2 75	\$ 0 35	\$ 0 05	\$ 0 01	\$ 0 01	\$ 10 13	\$ 110 13
153	0 41918	\$ 2 97	\$ 7 47	\$ 4 13	\$ 0 53	\$ 0 08	\$ 0 02	\$ 0 01	\$ 15 19	\$ 165 19
153	0 41918	\$ 9 89	\$ 24 90	\$ 13 75	\$ 1 75	\$ 0 25	\$ 0 05	\$ 0 05	\$ 50 64	\$ 550 64
153	0 41918	\$ 2 97	\$ 7 47	\$ 4 13	\$ 0 53	\$ 0 08	\$ 0 02	\$ 0 01	\$ 15 19	\$ 165 19
153	0 41918	\$ 6 92	\$ 17 43	\$ 9 63	\$ 1 23	\$ 0 18	\$ 0 04	\$ 0 03	\$ 35 45	\$ 385 45
153	0 41918	\$ 23 74	\$ 59 76	\$ 33 00	\$ 4 20	\$ 0 60	\$ 0 12	\$ 0 11	\$ 121 53	\$ 1,321 53
153	0 41918	\$ 4 95	\$ 12 45	\$ 6 88	\$ 0 88	\$ 0 13	\$ 0 03	\$ 0 02	\$ 25 32	\$ 275 32
153	0 41918	\$ 3 96	\$ 9 96	\$ 5 50	\$ 0 70	\$ 0 10	\$ 0 02	\$ 0 02	\$ 20 26	\$ 220 26
153	0 41918	\$ 4 95	\$ 12 45	\$ 6 88	\$ 0 88	\$ 0 13	\$ 0 03	\$ 0 02	\$ 25 32	\$ 275 32
153	0 41918	\$ 19 79	\$ 49 80	\$ 27 50	\$ 3 50	\$ 0 50	\$ 0 10	\$ 0 09	\$ 101 28	\$ 1,101 28
153	0 41918	\$ 7 91	\$ 19 92	\$ 11 00	\$ 1 40	\$ 0 20	\$ 0 04	\$ 0 04	\$ 40 51	\$ 440 51
138	0 37808	\$ 582 01	\$ 1,624 18	\$ 896 89	\$ 114 15	\$ 16 31	\$ 3 26	\$ 2 99	\$ 3 239 78	\$ 35 853 78
132	0 36164	\$ 1,081 09	\$ 3,154 03	\$ 1,741 69	\$ 221 67	\$ 31 67	\$ 6 33	\$ 5 80	\$ 6 242 27	\$ 69 576 27
132	0 36164	\$ 271 18	\$ 791 17	\$ 436 89	\$ 55 60	\$ 7 94	\$ 1 59	\$ 1 45	\$ 1,565 84	\$ 17,452 84
116	0 31781	\$ 15 93	\$ 52 89	\$ 29 21	\$ 3 72	\$ 0 53	\$ 0 11	\$ 0 10	\$ 102 47	\$ 1,104 47

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Date	Client Name	Account No.	Relationship Manager	RPM Name	Strategy	Assets	% Fee	\$ Fee
9/20/06		01083	Wendy Perry	Michelle Garey	Prepaid Variable Forward	\$ 351 600	1 00%	\$ 3,516 00
9/20/06		01092	Wendy Perry	Michelle Garey	Prepaid Variable Forward	\$ 820 400	1 00%	\$ 8 204 00
10/26/06		02275	Eric Housman	Michelle Garey	Vista Alternative Asset Fund	\$ 500,000	0 75%	\$ 3,750 00
10/27/06		00967	Jonathan Crawford	David Ishee	Vista Alternative Asset Fund	\$ 250,000	0 75%	\$ 1 875 00
12/1/06		01529	Murray Myers	David Ishee	Alternative Strategies IRA	\$ 716 567	0 25%	\$ 1,791 41
12/14/06		03618	Johnny Hudgens	Alston Gore	Structured Notes	\$ 40,000	1 00%	\$ 400 00
12/14/06		03618	Johnny Hudgens	Alston Gore	Vista Alternative Asset Fund	\$ 100,000	0 75%	\$ 750 00
12/14/06		03495	Johnny Hudgens	Alston Gore	Structured Notes	\$ 633,000	1 00%	\$ 6,330 00
12/14/06		00161	Robert Webb	Mike Bird	Structured Notes	\$ 100,000	1 00%	\$ 1,000 00
12/14/06		03761	Johnny Hudgens	Bam Gressette	Structured Notes	\$ 60 000	1 00%	\$ 600 00
12/15/06		03495	Johnny Hudgens	Alston Gore	Vista Alternative Asset Fund	\$ 800,000	0 75%	\$ 6,000 00
12/21/06		02742	William Brock	Don Harris	Vista Alternative Asset Fund	\$ 250,000	0 75%	\$ 1,875 00
12/21/06		00399	Geoff Gilley	Greg Guess	Vista Alternative Asset Fund	\$ 1 025 000	0 75%	\$ 7,687 50
12/21/06		00371	Geoff Gilley	Greg Guess	Vista Alternative Asset Fund	\$ 555 000	0 75%	\$ 4 162 50
12/21/06		03983	Paul Shibley	Travers Cliborne	Structured Notes	\$ 100 000	1 00%	\$ 1,000 00
12/21/06		02948	Cindy Condyles	Travers Cliborne	Structured Notes	\$ 60 000	1 00%	\$ 600 00
12/21/06		07970	Cindy Condyles	Travers Cliborne	Structured Notes	\$ 100,000	1 00%	\$ 1,000 00
12/21/06		03938	Adam Snyder	Brad Folger	Structured Notes	\$ 115,000	1 00%	\$ 1,150 00

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06 Days	06 Year %	<u>4.72%</u> 06 Int	<u>4.98%</u> 07 Int	<u>2.75%</u> 08 Int	<u>0.35%</u> 09 Int	<u>0.05%</u> 10 Int	<u>0.01%</u> 11 Int	<u>0.01%</u> 12 Int	Total Int	Total Refund
103	0.28219	\$ 46.83	\$ 175.10	\$ 96.69	\$ 12.31	\$ 1.76	\$ 0.35	\$ 0.32	\$ 333.36	\$ 3,849.36
103	0.28219	\$ 109.27	\$ 408.56	\$ 225.61	\$ 28.71	\$ 4.10	\$ 0.82	\$ 0.75	\$ 777.83	\$ 8,981.83
67	0.16356	\$ 32.49	\$ 186.75	\$ 103.13	\$ 13.13	\$ 1.88	\$ 0.38	\$ 0.34	\$ 338.08	\$ 4,088.08
66	0.18082	\$ 16.00	\$ 93.38	\$ 51.56	\$ 6.56	\$ 0.94	\$ 0.19	\$ 0.17	\$ 168.80	\$ 2,043.80
31	0.08493	\$ 7.18	\$ 89.21	\$ 49.26	\$ 6.27	\$ 0.90	\$ 0.18	\$ 0.16	\$ 153.17	\$ 1,944.58
18	0.04932	\$ 0.93	\$ 19.92	\$ 11.00	\$ 1.40	\$ 0.20	\$ 0.04	\$ 0.04	\$ 33.53	\$ 433.53
18	0.04932	\$ 1.75	\$ 37.35	\$ 20.63	\$ 2.63	\$ 0.38	\$ 0.08	\$ 0.07	\$ 62.86	\$ 812.86
18	0.04932	\$ 14.73	\$ 315.23	\$ 174.08	\$ 22.16	\$ 3.17	\$ 0.63	\$ 0.58	\$ 530.58	\$ 6,860.58
18	0.04932	\$ 2.33	\$ 49.80	\$ 27.50	\$ 3.50	\$ 0.50	\$ 0.10	\$ 0.09	\$ 83.82	\$ 1,083.82
18	0.04932	\$ 1.40	\$ 29.88	\$ 16.50	\$ 2.10	\$ 0.30	\$ 0.06	\$ 0.05	\$ 50.29	\$ 650.29
17	0.04658	\$ 13.19	\$ 298.80	\$ 165.00	\$ 21.00	\$ 3.00	\$ 0.60	\$ 0.55	\$ 502.14	\$ 6,502.14
11	0.03014	\$ 2.67	\$ 93.38	\$ 51.56	\$ 6.56	\$ 0.94	\$ 0.19	\$ 0.17	\$ 155.46	\$ 2,030.46
11	0.03014	\$ 10.94	\$ 382.84	\$ 211.41	\$ 26.91	\$ 3.84	\$ 0.77	\$ 0.70	\$ 637.40	\$ 8,324.90
11	0.03014	\$ 5.92	\$ 207.29	\$ 114.47	\$ 14.57	\$ 2.08	\$ 0.42	\$ 0.38	\$ 345.13	\$ 4,507.63
11	0.03014	\$ 1.42	\$ 49.80	\$ 27.50	\$ 3.50	\$ 0.50	\$ 0.10	\$ 0.09	\$ 82.91	\$ 1,082.91
11	0.03014	\$ 0.85	\$ 29.88	\$ 16.50	\$ 2.10	\$ 0.30	\$ 0.06	\$ 0.05	\$ 49.75	\$ 649.75
11	0.03014	\$ 1.42	\$ 49.80	\$ 27.50	\$ 3.50	\$ 0.50	\$ 0.10	\$ 0.09	\$ 82.91	\$ 1,082.91
11	0.03014	\$ 1.64	\$ 57.27	\$ 31.63	\$ 4.03	\$ 0.58	\$ 0.12	\$ 0.11	\$ 95.35	\$ 1,245.35

<u>Date</u>	<u>Client Name</u>	<u>Account No.</u>	<u>Relationship Manager</u>	<u>RPM Name</u>	<u>Strategy</u>	<u>Assets</u>	<u>% Fee</u>	<u>\$ Fee</u>
12/21/06		1644	Wendy Perry	Michelle Garey	Structured Notes	\$ 180,000	1.00%	\$ 1,800.00
12/21/06		0198	Marc Johnson	Charles Kard	Structured Notes	\$ 15,000	1.00%	\$ 150.00
12/21/06		0094	Matthew Booth	Charles Kard	Structured Notes	\$ 10,000	1.00%	\$ 100.00
12/21/06		0085	Matthew Booth	Charles Kard	Structured Notes	\$ 10,000	1.00%	\$ 100.00
12/21/06		1393	Johnny Hudgens	Alston Gore	Structured Notes	\$ 288,000	1.00%	\$ 2,880.00
12/21/06		1384	Johnny Hudgens	Alston Gore	Structured Notes	\$ 288,000	1.00%	\$ 2,880.00
12/22/06		1364	Kevin Ward	Ellington Johns	Structured Notes	\$ 70,000	1.00%	\$ 700.00
12/22/06		2550	Kevin Ward	Ellington	Structured Notes	\$ 13,000	1.00%	\$ 130.00

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<u>06 Days</u>	<u>06 Year %</u>	<u>4.72%</u> <u>06 Int.</u>	<u>4.98%</u> <u>07 Int.</u>	<u>2.75%</u> <u>08 Int.</u>	<u>0.35%</u> <u>09 Int.</u>	<u>0.05%</u> <u>10 Int.</u>	<u>0.01%</u> <u>11 Int.</u>	<u>0.01%</u> <u>12 Int.</u>	<u>Total Int.</u>	<u>Total Refund.</u>
11	0 03014	\$ 2 56	\$ 89 64	\$ 49 50	\$ 6 30	\$ 0 90	\$ 0 18	\$ 0 16	\$ 149 25	\$ 1,949 25
11	0 03014	\$ 0 21	\$ 7 47	\$ 4 13	\$ 0 53	\$ 0 08	\$ 0 02	\$ 0 01	\$ 12 44	\$ 162 44
11	0 03014	\$ 0 14	\$ 4 98	\$ 2 75	\$ 0 35	\$ 0 05	\$ 0 01	\$ 0 01	\$ 8 29	\$ 108 29
11	0 03014	\$ 0 14	\$ 4 98	\$ 2 75	\$ 0 35	\$ 0 05	\$ 0 01	\$ 0 01	\$ 8 29	\$ 108 29
11	0 03014	\$ 4 10	\$ 143 42	\$ 79 20	\$ 10 08	\$ 1 44	\$ 0 29	\$ 0 26	\$ 238 79	\$ 3,118 79
11	0 03014	\$ 4 10	\$ 143 42	\$ 79 20	\$ 10 08	\$ 1 44	\$ 0 29	\$ 0 26	\$ 238 79	\$ 3,118 79
10	0 0274	\$ 0 91	\$ 34 86	\$ 19 25	\$ 2 45	\$ 0 35	\$ 0 07	\$ 0 06	\$ 57 95	\$ 757 95
10	0 0274	\$ 0 17	\$ 6 47	\$ 3 58	\$ 0 46	\$ 0 07	\$ 0 01	\$ 0 01	\$ 10 76	\$ 140 76

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From Preske, Natalie M
To Borrello, Ralph, Fisher, Samuel, Freedman, Joseph, Fritz, Melissa, Myers, Murray, Walker, Susan, Davis, Betsy, Parnitzke, Melissa, Peters, Brent, Lieber, Roger, Groves, James, Pulliam, Andy, Frye, Rodney, Johnson, D Kim - Wealth Mgmt, Keen, Sheryl, Lane, Jerry, Radinsky, Martin, Ward, Kevin, Williams, Raymond, Allen, Larry, Gressette, Bam, Ishee, David, Massey, Meria, McClung, Jeffrey (Jay), Price, Neal, Pulliam, Andy, Turner, Mary - Wealth Management, Mumbauer, Anna, Mahfood, Anthony, Folger, Brad, Seligmann, Brenda, Martin, Brent, Boughner, Brian, Howard, Carly, Hearn, Cary, Nesbitt, Charles, Thomas, Chns - Wealth Mgmt, Frye, Craig, Hinshaw, Darren, Wright, David - Wealth Mgmt, Barany, Debra, Harris, Don, Reed, Doug, Kinnett, Ed, Brown, Elizabeth - Baltimore, MD, Keightley, Elizabeth, Owens, Ever, Musrock, Gabriella, Burkett, Glenda, Venty, Glenn, Savage, Gordon, Broadbridge, Gregory, Guess, Gregory, Foster, Hatsie, Wyatt, Henrietta, Flores, Ian, McClung, Jeffrey (Jay), Partl, Jeff, Beakes, Jeremy, Lane, Jerry, Freedman, Joseph, Bresnahan, John, Hudgens, John, Cochrane, Jonathan, Crawford, Jonathan - Team Director, Myers, Jonathan, Foster, Joshua, Schoemer, Judy, Stanley, Kenneth, Stokes, Ransom, Smith, Kyle, Ellis, Laura, Jones, Laura M - Lexington, KY, Lamonica, Lee, Langer, Lisa, Waller, Lisa, Newman, Lynanne, Brescia, Marcy, Maraffi, Mark, Keesecker, Martin, Mulhern, Mary Ann, Simmons, Matthew, Roberts, Melissa, Bond, Mel, Clevenger, Michael, Garey, Michelle, Ruble, Michael, Stajduhar, Michael, Brown, Missy, Carr, Mary (Molly), Watson, Pamela, Scott, Ricky, Ward, Clint, Shibley, Paul, Hartley, Paul, Dompka, Regis, Schmalz, Richard, Webb, Robert, Puckett, Robin - Wealth Mgmt, Lange, Rocky, Matthews, Rodney, Winters, Roger, Walters, Ross, Bierds, Ryan, Bruorton, Ryan, Ross, Sherry - Wealth Mgmt, Johnson, Stanley, McGulrt, Steve, Lynn, Sue, Kim, Suzanne, Baker, Thomas, Richardson, Thomas - Wealth Mgmt, Holbrook, Tiffany, Ciboarne, Travers, Linn, Brad, WEALTH MGMT - TM DIR, Stanfield, Stephanie, Crawford, Hinton, Martin, Brent, O'Hara, Kevin, Greenspan, Roberta, Silvester, L V, Ruble, Michael, Holbrook, Tiffany
Sent 11/19/2012 1 10 05 PM
Subject **Mandatory** Alternative Investments Fee Refund Call - UPDATED Documents
Attachments AI Fee Refund Talking Points 11 19 12 docx; AIP Fee Refund nov 15 doc, Alt Inv Fee Refund Mailing Data Review 2012-1116 xls, Closed Account Disbursement Instructions_v3 doc, example 1099 AIP fee rebate and interest pdf

All,

Attached are (5) documents in connection with the Alternative Investments Fee Refund Call at 4 30 PM today

1 Attached are the updated talking points

2 Attached is the revised and updated letter

3 Attached is a copy of the updated client listing, along with Roger Lieber's important notes (in black) regarding the spreadsheet

** Please note that new accounts have been added to this listing

- The tab labeled "Mailing List" contains the actual data sent to the printer to create the letters, in the columns with the grey shaded headings
 - The columns with blue shaded headings were added to give staff options to filter the data using Autofilter
 - Account type information was added in columns F and G
 - Each row is one letter which will be created
 - Column J Letter A is for open accounts, Letter B is for closed accounts
 - Account numbers will be masked on the actual letters
 - The Record No in column H is unique, and should be used to communicate any changes to the letters which are needed

The tab labeled "Details" contains the supporting detail at a transaction level. Staff really should not need to review this unless they or a client have questions. If they do need to look at this, they can take the Record number from the Mailing List tab, and filter on the Record No column in Details with the same number, and they will see the detail records supporting that letter.

4 Attached is an example of a 1099 for the A/I Rebate and Interest

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ROA 3226

5 Attached are instructions for processing the refunds for closed accounts

Thank you,

BB&T WEALTH

Natalie Preske

Wealth Division Sales and Service Analyst

200 South College Street, 18th Floor

Charlotte, NC 28202-2012

NMLS #858827

T 704 954 1327 | E npreske@bbandt.com

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NOT A DEPOSIT • NOT FDIC INSURED • NOT GUARANTEED BY THE BANK
NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY • MAY GO DOWN IN
VALUE

Member FINRA. Member SIPC

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BB&T_02877

ROA 3227



WEALTH

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**Return of Alternative Investment Product Fees Talking Points for Use by Wealth
Relationship Management Teams (WA/PTS/PM)**

November 2012

Key Points to Cover with your Client.

- 1) Good news!! You are receiving a refund (*to your account if active or by check/wire if closed*) in connection with the alternative investment strategy products purchased through BB&T Asset Management, Inc (now Sterling Capital Management LLC)
- 2) As a part of a review of client accounts, we discovered that a one-time fee was charged to your account that we have chosen to refund to you
- 3) Refunds were deposited into active AddVantage accounts on November 2nd
 - a) For closed accounts, a check/wire will be sent to the client by December 1st (*Target date*)
- 4) Refunds include the fee plus interest
- 5) We are not required to rebate these fees, however we choose to do so as a reflection of our BB&T corporate values

Key Points for you to Understand about the Refund:

1 What does this refund represent?

It is the return of a one-time fee paid in connection with the purchase of alternative investment strategy products through BB&T Asset Management, Inc (now Sterling Capital Management LLC) These fees were disclosed to the client at the time of the purchase

- Only the one-time fees charged by BBTAM, Inc for the alternative strategy products are being returned These fees have been very carefully reconciled by our Trust Operations Fee Group to ensure accuracy of accounts included in the refund database
- Alternative Investment Strategy Product fees were also charged in other ways
 - Recurring Monthly Fees
 - IRA's were charged as part of the account level rate (effective March, 2007)
 - In some cases, a relationship based business decision was made to waive the A/I fee

(If you have clients who purchased more than one A/I product through BBTAM, Inc , you may have a situation where the one-time fee is being

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ROA 3228

refunded and the others are not subject to refund -- *be aware that your client may raise this question*)

2 *What caused BB&T Wealth to make this decision?*

During a recent review, we determined that one-time fees for investment management services are outside of the Sterling Capital Management LLC (formerly BB&T Asset Management, Inc) business model

3 *Why is this being done now?*

At BB&T Wealth, we take very seriously our commitment to bring exceptional value and service to our clients

"Several years ago your account was managed by a BB&T subsidiary -- BB&T Asset Management, Inc (BB&T Asset Management, Inc was subsequently merged into Sterling Capital Management LLC, a BB&T affiliate) In connection with Alternative Investment Strategy Products purchased for your account, BB&T Asset Management charged a one-time fee This fee would not have been charged under our current billing practices and we have chosen to refund the fund plus interest to you "

(This in no way "unwinds" the original investment transaction -- it only relates to the one-time fees charged)

4 *How will this be paid to clients? To former clients?*

For current clients, the refunded fee and interest was credited to their AddVantage account(s) on November 2, 2012 in two transactions These transaction descriptions will appear in AddVantage on the next client statement as follows

Fee refund Received from BB&T Rebate on Alternative Investment Program Fee

Interest Received from BB&T Interest Earned on Rebated Alternative Investment Program Fee

For former clients who no longer have that AddVantage account, the fee refund and interest will be paid either in the form of a check that will be mailed to them, or a wire transfer to their designated financial institution James Groves is developing specific instructions for the handling of these refunds via the use of a specially designated suspense account These instructions will be forwarded to you separately Do not process or mail refunds to former clients until the notification letter has been mailed to them (see #8 below)

While we need to coordinate the disbursements of the funds for closed accounts with the client notifications, we also need to clear these funds from the Trust Operations suspense account by November month-end if possible For closed accounts that require more research, we need to have all funds cleared by no later than December 31st, to avoid audit exceptions

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5 How was the interest calculations performed?

The interest payments were calculated by Sterling Capital Management utilizing the annual yield of the Sterling Prime Money Market Fund (I-shares) Account specific calculations can be provided

6 How do we handle refunds where the client is now deceased?

- o The process for issuing refunds for deceased clients will vary based on the specific estate, the jurisdiction, status of administration and the size of the refund In some cases, an estate may have to be re-opened by the Personal Representative to process and disburse the refund through a probate court proceeding
- o Please consult with your Senior Trust Manager regarding next steps for these situations

7 What are the income tax implications?

The returned fee will be posted to the AddVantage account as "Miscellaneous Income" (generally to the principal portfolio, if the account has one) Whether or not the refund amount will be taxable depends on whether the fee amount was taken as a deduction for the year in which it was charged The client and their personal income tax preparer will have to make that determination

Interest on the returned amount will be posted to the account as "Interest - Miscellaneous" (generally to the income portfolio, if the account has one) The interest will be taxable income for the 2012 tax year

Clients will not have to amend prior year tax returns!

8 Will clients receive 1099s?

Any tax reporting required for these amounts will be reflected on 2012 year-end tax information statements provided for agency accounts and grantor trusts

The fee refund will be reported as "other income" and described with the AddVantage transaction description It is important to note that the refund will not be reported by BB&T to the Internal Revenue Service (A sample tax information statement is being provided to our BB&T Wealth relationship team members who are touching the impacted clients This will show you how the information is being displayed on the tax reports See Page 5 of the sample tax information statement)

For irrevocable trust tax returns prepared by BB&T, our Tax Department will determine the proper tax treatment

9 When will this be paid to clients?

Current clients with active AddVantage accounts the transactions were posted to AddVantage on November 2, 2012

Former clients whose AddVantage accounts are closed checks/wire transfers will be delivered as soon as delivery instructions are obtained/verified by the Wealth relationship management team members

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10 *How/when will impacted clients be notified?*

Before November month-end, letters from Ralph Borrello will be mailed to all impacted existing and former clients. Irrevocable trusts will be reviewed by Senior Trust Managers in consultation with Personal Trust Specialists to determine if a notification letter is appropriate. *(We were delayed in getting final legal approval for the letter)*

The transactions will appear on clients' November 2012 month-end AddVantage statements. Clients viewing their accounts via Tamlink were able to see the transactions as soon as they are posted. *(To date, we are not aware of any inquiries about the transactions)*

Also, each Wealth team will identify those clients who should additionally receive a proactive phone call from a member of their Wealth relationship team (Wealth Advisor, Portfolio Manager, or Personal Trust Specialist) – whichever team member that the team feels is most appropriate. *(Dennis Meyer has determined that Wealth Advisors/Registered Reps may discuss this return of fees with clients since no investment recommendations will be provided - only information regarding posted transactions that will appear on clients' statements)*

Proactive telephone calls should be made to all clients/former clients who are receiving a refund of \$5,000.00 or greater. The local Wealth relationship team can determine from the list if there are other sensitive relationships they deem appropriate to make a proactive telephone call prior to the client receiving the notification of refund.

11 *Who will prepare the client notification letters?*

Two letters are being prepared by Melissa Parnitzke – one for existing clients and one for clients whose accounts are no longer open in AddVantage. When approved by Compliance, the letters will be posted in PDF format in Sharepoint. You will be notified when this occurs and will be instructed to review the letters for accuracy (account name & number, salutation, etc.). Corrections should be forwarded to Melissa Parnitzke via email (with cc to Scott Rempe, who is coordinating the mail merge production of the letters with Melissa). Additional details and instructions will be provided to you with the Sharepoint notification.

12 *What documentation regarding this refund should be maintained in client files?*

Copies of the client communication letters will be forwarded to you and should be maintained in your clients' files. Do not print the entire list and place in a client file, as it contains confidential information related to other client accounts.

13 *Several clients purchased alternative investment products through both BB&T Asset Management, Inc (now Sterling Capital Management LLC) and Scott & Stringfellow. Are these Scott & Stringfellow transactions included? If asked, what explanation do I provide to impacted clients?*

No – because of their different business model as a broker/dealer, this does not include transactions executed through Scott & Stringfellow. To the best of our knowledge, Scott & Stringfellow does not charge a separate fee for alternative

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investment products The assumption is that the fees are built into the price of the product

14 *Is there anything I should NOT say to my clients?*

The decision to refund should be presented only as a business decision by BB&T and something we chose to do and were not required to do

If a client should ask how many other clients were impacted, we should remind them that we protect the privacy of all of our clients and do not share information related to their account

15 *Other suggested best practices*

Pre-plan your call Research the Alternative Strategy transaction if possible to determine who was involved in the sales process and what product was the fee related to The Vista funds are now closed, but some of the structured note products may linger Were the structured notes sold to create a tax loss?

If the client raises questions you are not prepared to answer during the initial telephone call, research and promptly get back them Clint Ward with Sterling Capital Management in Raleigh has some of the file information and some Portfolio Managers have copies in their local files

16 *How should unhappy clients be handled? To whom should they be directed?*

Clients/former clients who express dissatisfaction with the one-time fees paid at purchase or any other aspect of these alternative investment strategy products should be directed to Ralph Borrello, Senior Vice President – Wealth Advisors Sales and Service Director, (704)954-1241

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Letter for existing clients that received a credit to their Advantage Account

November 15, 2012

[Client Name]

[Client Address]

[Client City, State, Zip]

Dear [Client Name],

Thank you for being a client of BB&T Wealth. At BB&T Wealth, we take very seriously our commitment to bring exceptional value and service to our clients. These high standards of service encompass comprehensive scrutiny to ensure absolute accuracy in our processes and procedures.

Recently, as a part of a review of client accounts we discovered that a fee was charged to your account that we wish to refund to you. While we are not required to rebate these fees, we choose to do so as a reflection of our corporate values.

Several years ago your account was managed by a BB&T subsidiary called BB&T Asset Management, Inc. (BB&T Asset Management, Inc. was subsequently merged into Sterling Capital Management LLC, a BB&T affiliate.) In connection with the account outlined below, BB&T Asset Management charged a one-time fee. This fee would not have been charged under our current billing practices. Below you will find a listing of your accounts and the returned associated fees, representing the original fee amount plus interest. This refund has already been credited directly to your account. For taxable accounts, any tax reporting required for these amounts will be reflected on your year-end tax information letter or consolidated 1099. No action is required on your part.

Thank you for the trust and confidence you have placed in BB&T Wealth. We are honored to serve you and your family. If you have questions, please contact your BB&T Wealth relationship manager or call me directly.

Best Wishes,

Ralph Borrello

Senior Vice President

Wealth Advisors Sales and Service Manager

Account Name
[Account name 1]

Account number ending in
[xxxx]

Returned Fees
[\$xxx xx]

Traditional banking services are provided by Branch Banking and Trust Company, Member FDIC. BB&T and its representatives do not offer tax advice. Please consult your individual tax professional regarding your personal situation.

Investment solutions are provided by Branch Banking and Trust Company and BB&T Investment Services, Inc. BB&T Investment Services, Inc. is a wholly-owned broker-dealer subsidiary of Branch Banking and Trust Company, Member FINRA/SIPC.

Securities, Investments and Insurance products or services are

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NOT FDIC INSURED	GOVERNMENT AGENCY
MAY GO DOWN IN VALUE	NOT GUARANTEED BY A BANK

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ROA 3233

Letter for clients with closed accounts – refunds will be mailed.

November 15, 2012

[Client Name]
[Client Address]
[Client City, State, Zip]

Dear [Client Name],

Thank you for being a client of BB&T Wealth. At BB&T Wealth, we take very seriously our commitment to bring exceptional value and service to our clients. These high standards of service encompass comprehensive scrutiny to ensure absolute accuracy in our processes and procedures.

Recently, as a part of a review of client accounts we discovered that a fee was charged to your account that we wish to refund to you. While we are not required to rebate these fees, we choose to do so as a reflection of our corporate values.

Several years ago your account was managed by a BB&T subsidiary called BB&T Asset Management, Inc. (BB&T Asset Management, Inc. was subsequently merged into Sterling Capital Management LLC, a BB&T affiliate.) In connection with the account outlined below, BB&T Asset Management charged a one-time fee. This fee would not have been charged under our current billing practices. Below you will find a listing of your accounts and the returned associated fees, representing the original fee amount plus interest. A check for the returned fees, representing the original fee amount plus interest, will be sent under separate cover. For taxable accounts, any tax reporting required for these amounts will be reflected on your year-end tax information letter or consolidated 1099. No action is required on your part.

Thank you for the trust and confidence you have placed in BB&T Wealth. We are honored to serve you and your family. If you have questions, please contact your BB&T Wealth relationship manager or call me directly.

Best Wishes,

Ralph Borrello
Senior Vice President
Wealth Advisors Sales and Service Manager

Account Name	Account number ending in	Returned Fees
[Account name 1]	[xxxx]	[\$xxx.xx]

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Securities, Investments and Insurance products or services are

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[illegible]

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[illegible]

[illegible]

Figure 1. The effect of the number of trials on the mean number of correct responses. The number of correct responses increased with the number of trials. The error bars represent the standard error of the mean.

BB&T_02892

Closed Account Disbursement Instructions – Sterling AIP Rebate

Instructions

For each closed account, you must identify the proper recipient of the restitution payment. Keep in mind that this may be an individual or successor trustee. Once the recipient is identified, enter a disbursement request into AddVantage as you normally would. The exception to the normal process is that you would request payment from A/C [REDACTED] rather than the actual client account number. Payments may be processed by wire, ACH, credit advice (if they have a BB&T DDA/Savings account), and/or check.

When entering your disbursement request, please use the appropriate Interested Party (IP) for the recipient. This will require you to link the proper IP to the suspense account. All IPs associated with closed accounts were referenced on the AIP payout spreadsheets. If an IP is no longer within the system, then you will need to create a new one for the recipient. Please ensure that any existing IPs are referencing the correct address for the recipient.

Interested Parties must be used to ensure proper tax reporting is completed for this rebate.

A form letter has been created and will be sent under separate cover.

Summary

Please disburse funds from AddVantage A/C [REDACTED] (FEE REBATES)

Please disburse funds from the Principal portfolio.

Please link and reference the proper Interested Party for the recipient.

Please use tax code 0 when requesting the disbursement.

Please use disbursement code 301 when requesting the disbursement.

Please include the following information in the comment section of the AddVantage Form when requesting the disbursement:

- "Sterling AIP Rebate for Closed A/C #####"

You may request the check to be returned to you for delivery rather than having it mailed directly from Trust Operations. If a Check is requested, and being returned to the Other Officer or Admin Officer, then code the Disposition Code field accordingly: 1 = Return to ADM Officer, 2 = Return to OTHER Officer (enter name and mail code in the Voucher Lines of the form). If you choose to have the check sent directly to the recipient from Trust Operations, then select disposition code 0 = Regular Mail.

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DIAGNOSTIC REPORT

TRUST NAME TEST ACCOUNT - REBATE FEES
FEDERAL EIN
TRUST NUMBER TESTACCT-FEES

** No Severe Diagnostics Detected **

Informational Diagnostics Total 1

Federal (1)

1 This return has been processed as a "Tax Return Projection" and cannot be filed with the Internal Revenue Service To prepare a return for filing, choose "Tax Return" or "Tax Return and Worksheet" from the File\Process screen This will ensure that carryover information and electronic data have been properly saved for future filings

X0571 1000 EBI023 F067 11/02/2012 09 04 47

TESTACCT-FEES

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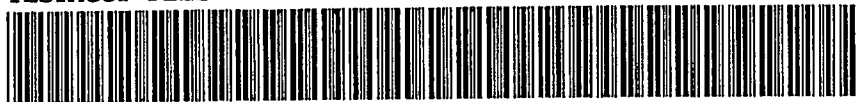
ROA 3244

1099 for BB&T WEALTH CLIENT

XXX-XX-3333

TEST ACCOUNT - REBATE FEES

TESTACCT-FEES



2BNF067000682600620110000-001

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ROA 3245

BRANCH BANKING & TRUST CO
223 W NASH STREET
WILSON, NC 27893

BB&T WEALTH CLIENT
123 MAIN ST
ANYTOWN, NC 27888

EB1023 F067 TESTACCT FEES TEST ACCOUNT REBATE FEES

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WEALTH

2011 Tax Information Statement

BB&T WEALTH CLIENT

Page 1 of 10

 Account Number TESTACCT FEES
 Tax ID Number XXX XX 3333

From

 BRANCH BANKING & TRUST CO
 223 W NASH STREET
 WILSON NC 27893

TEST ACCOUNT - REBATE FEES

Contents

Letter	2
Tax Summary	5
Combined Year-End 1099 Forms	6
Dividends and Interest Detail	7
Other Tax Information	8
Form 1099 Instructions for Recipient	9

Mail to

 BB&T WEALTH CLIENT
 123 MAIN ST
 ANYTOWN, NC 27888

Questions?

If you have any questions regarding this tax information statement, please call KAY WHITLOCK at (252)246-4043

Important Tax Return Documents Enclosed

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2011 Tax Information Statement
BB&T WEALTH CLIENT

Page 2 of 10
Account Number TESTACCT FEES
Tax ID Number XXX XX 3333

2011 BB&T TAX GUIDE FOR MANAGING AGENCY ACCOUNTS

This guide discusses general topics regarding BB&T's completion of IRS tax forms for clients. BB&T does not provide tax or legal advice. Clients should consult their tax or legal advisor for questions regarding specific tax issues.

Please note the new format for your combined 1099. We hope that you will find this easier to read and understand.

Important Date The IRS mandates that combined Form 1099 information be mailed to clients no later than February 15, 2012.

Federal Backup Withholding BB&T is required by law to withhold 28% federal income tax from all reportable interest, dividends and sales proceeds paid to customers who fail to furnish a valid Tax Identification Number (TIN) or valid Form W-9 certification. Backup withholding is mandatory, remitted directly to the IRS and non-refundable by BB&T. In order to avoid this inconvenience, please take a moment to check that the legal name(s) and tax identification number showing on your BB&T Form 1099 are valid and up-to-date. For any discrepancy, please contact your account administrator immediately and supply the necessary documentation.

Truncating Payee Identification Number on Paper Payee Statements (Forms 1098 series, 1099 series and 5498 series) Notice 2009-93 allows filers of information returns in the Form 1098 series, Form 1099 series and Form 5498 series to truncate an individual payee's SSN, ITIN, or ATIN on paper payee statements for tax year 2011. Your truncated SSN will appear as xxx-xx (the last four digits of your SSN) example (xxx-xx-1234).

Qualified Dividends, Holding Period and Eligibility To meet the holding period requirement, a shareholder must have held the stock for more than 60 days during the 121-day period that begins 60 days before the ex-dividend date. According to the IRS, the responsibility for certifying whether a dividend is eligible for the reduced "qualified" rate lies with the individual investor. When BB&T reports a dividend as potentially qualified, it does not necessarily mean you can claim it as such on your individual tax return. Please refer to the 2011 IRS Instructions for Form 1099-DIV for more detail.

Widely Held Fixed Investment Trusts (WHFITs) Trustees and middlemen of WHFITs are required to report all

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WEALTH

2011 Tax Information Statement

BB&T WEALTH CLIENT

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Account Number TESTACCT FEES
Tax ID Number XXX XX 3333

items of gross income and proceeds on the appropriate Form 1099. For the definition of a WHFIT, see Regulations section 1.671-5(b)(22). A tax information statement that includes the information provided to the IRS on Forms 1099, as well as additional information identified in Regulations section 1.671-5(e), must be furnished to Trust Interest Holders (TIHs).

Items of gross income (including OID) attributable to the TIH for the calendar year including all amounts of income attributable to selling, purchasing, or redeeming of a trust holder's interest in the WHFIT must be reported. Items of income that are required to be reported including non pro-rata partial principal payments, trust sales proceeds, redemption asset proceeds, and sales of a trust interest on a secondary market must be reported on Form 1099-B. See Regulations section 1.671-5(d).

Safe harbor rules for determining the amount of an item to be reported on Form 1099 and a tax information statement with respect to a TIH in a non mortgage WHFIT (NMWHFIT) and a widely held mortgage trust (WHMT) are found in Regulations sections 1.671-5(f) and (g) respectively.

Revised 1099s: If you received 2011 income on Mutual Funds, Exchanged-Traded funds (ETFs), Real Estate Investment Trust (REITs), Widely Held Fixed Investment Trust (WHFITs), Real Estate Mortgage Investment Conduit (REMIC), Unit Investment Trust (UIT), Original Issue Discount (OID), and/or Mortgage Backed Securities (MBS), please consider the following fact when making your determination on whether to file your tax return early with the IRS. It is commonplace for these securities not to report final tax information until well after the February 15th mail date imposed by the IRS. When the third party information is received a corrected 1099 will be issued. The delay could be as late as the end of March.

Real Estate Investment Trust (REIT) Income: REITs are typically tax exempt at the corporate level, meaning the income will not qualify for the lower tax rate; however, long term capital gains often qualify for the 15% capital gains tax rate.

Real Estate Mortgage Investment Conduit (REMIC) Income: The income from these securities may not be available until mid March. REMIC securities are generally treated as a partnership and can report several classes of regular interest, principal, OID income, expenses, and more. We are required to report REMIC interest and OID on an accrual basis (income earned, not income paid). As a result, the interest amounts might not match the year to date interest listed on your account statements.

Original Issue Discount (OID): A long term debt instrument generally has original issue discount (OID) when it is

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ROA 3249

BB&T**WEALTH****2011 Tax Information Statement**

BB&T WEALTH CLIENT

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Account Number TESTACCT FEES
Tax ID Number XXX XX 3333

issued for a price less than its stated redemption price at maturity. OID is the difference between the redemption price and the issue price. The IRS considers OID to be a form of interest that accrues on an annualized basis. BB&T is required to report an investor's full OID amount on 1099-OID without regard to any secondary market purchases. According to the IRS, "A debt instrument you purchased after the date of original issue may have premium, acquisition premium, or market discount. If so, the OID reported to you on 1099-OID may have to be adjusted. For additional information, consult your outside tax advisor or IRS Publication 1212, Guide to Original Issue Discount (OID Instruments)."

Master Limited Partnership (MLP) Income. Publicly traded partnerships generally do not pay taxes, but instead pass income/loss directly to the partners (investors). An individual's pro-rata share of income/loss is reported on a SCHEDULE K-1, which is mailed to investors DIRECT FROM THE GENERAL PARTNERSHIP ITSELF and designates where to report the partnership income. The cash distributions made to your BB&T account is supplemental information under MLP DISTRIBUTIONS. The amount of the distribution may not equal the amount of income reported on the K-1 form, since partnerships may claim a number of deductions (such as depreciation). MLP investors can expect to receive K-1 information from the general partnership at any time, depending on when the partnership finalizes its tax return. BB&T has no control over the timing/content of K-1 forms.

Cash In-Lieu (CIL) of Fractional Shares. BB&T is required to report CIL if the amount paid for each INDIVIDUAL transaction is \$20.00 or more. The amount will appear on your 1099-B under "Sales proceeds."

'Spillover' Dividends for Regulated Investment Company (RIC) and Real Estate Investment Trust (REIT) dividends that are declared with a record date in October, November or December 2011 but not payable until January of 2012, BB&T is required by law to report the dividend as paid in 2011. Refer to the 2011 IRS instructions for Form 1099-DIV for more detail.

Who Do I Contact with 1099 Questions or Requests? Please contact your account administrator or call the phone number that is conveniently located on the first page of your 1099. Please keep in mind that BB&T does not provide tax advice; consult your professional tax advisor for assistance or visit www.irs.gov.

Important Tax Return Documents Enclosed

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WEALTH

2011 Tax Information Statement

BB&T WEALTH CLIENT

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Account Number TESTACCT FEES
Tax ID Number XXX XX 3333

Tax Summary

Listed below is a summarization of all items posted to your account. It includes items reported to the IRS on 1099 Forms (INT, DIV, B, and OID) items reported to the IRS by individual payers and miscellaneous information you may need in the preparation of your federal and state income tax returns.

INCOME	Reported on Combined 1099	Total	1040 Reference
Domestic Dividends			
Total for year	\$600.00	\$600.00	Sch B Part II Line 5
Qualified	\$600.00	\$600.00	See 1040 instructions
Domestic Interest	\$50.00	\$50.00	Sch B Part I Line 1
Other Income	(N/A)	\$500.00	Form 1040 Pg 1 Line 21

DEDUCTIONS

Agency Fees	\$1,000.00	1040 Sch A

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ROA 3251

2011 Tax Information Statement

Page 6 of 10

Payer's Name and Address
BRANCH BANKING & TRUST CO
223 W NASH STREET
WILSON NC 27893

Account Number
Recipient's Tax ID Number
Payer's Federal ID Number
Questions?
☐ Corrected

TESTACCT-FEES
XXX XX-3333
56-0149200
(252)246 4043
☐ 2nd TIN notice

Recipient's Name and Address
BB&T WEALTH CLIENT
123 MAIN ST
ANYTOWN NC 27888

2011 Combined Year-End 1099 Forms

Form 1099 DIV Dividends and Distributions OMB No 1545 0110	
1a Total ordinary dividends	\$600 00
1b Qualified dividends	\$600 00
2a Total capital gain distributions	
2b Unrecaptured Section 1250 Gain	
2c Section 1202 gain	
2d Collectibles (28%) gain	
3 Nondividend distributions	
4 Federal income tax withheld	
5 Investment expenses	
6 Foreign tax paid	
7 Foreign country or U S possession	
8 Cash liquidation distributions	
9 Non-cash liquidation distributions	

Form 1099 INT Interest Income OMB No 1545 0112	
1 Interest income not included in Box 3	\$50 00
2 Early withdrawal penalty	
3 Interest on U S Savings Bonds and Treasury obligations	
4 Federal income tax withheld	
5 Investment expenses	
6 Foreign tax paid	
7 Foreign country or U S possession	
8 Tax exempt interest	
9 Specified private activity bond interest	
10 Tax exempt bond CUSIP no	

Summary of Form 1099 B Proceeds from Broker and Barter Exchange Transactions	
2 Sales price of stocks, bonds, etc	
3 Cost or other basis	
4 Federal income tax withheld	
5 Wash sale loss disallowed	
10 Profit or (loss) realized in 2011 on closed contracts	
11 Unrealized profit or (loss) on open contracts 2010	
12 Unrealized profit or (loss) on open contracts 2011	
13 Aggregate profit or (loss) on contracts	

Sales Price less commissions and option premiums from each sale transaction are reported individually to the IRS. Refer to the 1099 B section of this Tax Information Statement.

Summary of Form 1099 OID Original Issue Discount	
1 Original issue discount for 2011	
2 Other periodic interest	
3 Early withdrawal penalty	
4 Federal income tax withheld	
6 Original issue discount on US Treasury obligations	
7 Investment expenses	

Original Issue Discount Amounts are reported individually to the IRS. Refer to the 1099-OID section of this Tax Information Statement.

This is important tax information and is being furnished to the Internal Revenue Service (except as indicated). If you are required to file a return, a negligence penalty or other sanction may be imposed on you if this income is taxable and the IRS determines that it has not been reported.

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2011 Tax Information Statement

BB&T WEALTH CLIENT

Page 7 of 10

Account Number TESTACCT FEES
Tax ID Number XXX XX 3333**Dividends and Interest Detail****Qualified Dividends****Qualified Domestic Dividends**

Description	Amount of dividend
Reported on 1099 Forms DIV INT OID or B Domestic Dividends	600 00
Total Reported on 1099 Forms DIV INT OID or B	600 00
Total Qualified Domestic Dividends	600 00
Total Qualified Dividends Included on 1099 DIV box 1a and 1b	600 00

Interest**Domestic Interest**

Description	Amount of amortization	Amount of interest
Reported on 1099 Forms DIV INT OID or B INTEREST ON REBATED ALTERNATIVE INVESTMENT PROGRAM FEE		50 00
Total Reported on 1099 Forms DIV INT OID or B		\$50 00
Total Domestic Interest		\$50 00

Important Tax Return Documents Enclosed

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2011 Tax Information StatementAccount Number: TESTACCT FEES
Tax ID Number: XXX XX-3333

BB&T WEALTH CLIENT

Other Tax Information**Other Income**

Description	Amount of Income
REBATE ON ALTERNATIVE INVESTMENT PROGRAM FEE	500 00
Total other income	500 00

Deductions**Agency Fees**

Description	Amount of Expense
Trustee/Executor Fees-Principal (allocable)	1 000 00
Total Agency Fees	1 000 00

Important Tax Return Documents Enclosed

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BB&T_02904

ROA 3254

2011 Tax Information Statement

Account Number TESTACCT FEES
 Tax ID Number XXX XX 3333

BB&T WEALTH CLIENT

Dividends and Distributions - Form 1099 DIV
 Instructions for Recipient

Account Number May show an account or other unique number the payer assigned to distinguish your account

Box 1a. Shows total ordinary dividends that are taxable. Include this amount on line 9a of Form 1040 or 1040A. Also report it on Schedule B (Form 1040 or 1040A), if required. The amount shown may be dividends a corporation paid directly to you as a participant (or beneficiary of a participant) in an employee stock ownership plan (ESOP). Report it as a dividend on your Form 1040/1040A but treat it as a plan distribution, not as investment income, for any other purpose.

Box 1b. Shows the portion of the amount in box 1a that may be eligible for the 15% or zero capital gains rates. See Form 1040/1040A instructions for how to determine this amount. Report the eligible amount on line 9b, Form 1040 or 1040A.

Box 2a. Shows a total capital gain distributions from a regulated investment company or real estate investment trust. Report the amount shown in box 2a on Schedule D (Form 1040), line 13. But, if no amount is shown in boxes 2c-2d and your only capital gains and losses are capital gain distributions, you may be able to report the amount shown in box 2a on line 13 of Form 1040 (line 10 of Form 1040A) rather than Schedule D. See the Form 1040/1040A instructions.

Box 2b. Shows the portion of the amount in box 2a that is unrecaptured section 1250 gain from certain depreciable real property. Report this amount on the Unrecaptured Section 1250 Gain Worksheet, line 19 in the Schedule D instructions (Form 1040).

Box 2c. Shows the portion of the amount in box 2a that is section 1202 gain from certain small business stock that may be subject to a 50% exclusion and certain empowerment zone business stock that may be subject to a 60% exclusion. See the Schedule D (Form 1040) instructions.

Box 2d. Shows 28% rate gain from sales or exchanges of collectibles. If required, use this amount when completing the 28% Rate Gain Worksheet, Line 18 in the instructions for Schedule D (Form 1040).

Box 3. Shows the part of the distribution that is non-taxable because it is a return of your cost (or other basis). You must reduce your cost (or other basis) by this amount for figuring gain or loss when you sell your stock. But if you get back all your cost (or other basis), report future distributions as capital gains. See Pub. 550, Investment Income and Expenses.

Box 4. Shows backup withholding. A payer must backup withhold on certain payments if you did not give your taxpayer identification number to the payer. See Form W-9 Request for Taxpayer Identification Number and Certification for information on backup withholding. Include this amount on your income tax return as tax withheld.

Box 5. Shows your share of expenses of a nonpublicly offered regulated investment company, generally a nonpublicly offered mutual fund. If you file Form 1040, you may deduct these expenses on the Other expenses line on Schedule A (Form 1040) subject to the 2% limit. This amount is included in box 1a.

Box 6. Shows the foreign tax that you may be able to claim as a deduction or a credit on Form 1040. See the Form 1040 instructions.

Box 7. This box should be left blank if a regulated investment company reported the foreign tax shown in box 6.

Boxes 8 and 9. Shows cash and non-cash liquidation distributions.

Nonresidents. If this form includes amounts belonging to another person, you are considered a nonresidence recipient. You must file Form 1099 DIV with the IRS for each of the other owners to show their share of the income, and you must furnish a Form 1099 DIV to each. A husband or wife is not required to file a nonresidence return to show amounts owned by the other. See the 2011 General Instructions for Certain Information Returns.

Important Tax Return Documents Enclosed

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BB&T_02905

ROA 3255

2011 Tax Information Statement

Account Number TESTACCT FEES
 Tax ID Number XXX XX 3333

BB&T WEALTH CLIENT

Interest Income - Form 1099 INT
Instructions for Recipient

Account Number May show an account or other unique number the payer assigned to distinguish your account.

Box 1 Shows taxable interest paid to you during the calendar year by the payer. This does not include interest shown in box 3. May also show the total amount of the credits from clean renewable energy bonds, Gulf tax credit bonds, qualified forestry conservation bonds, new clean renewable energy bonds, qualified energy conservation bonds, qualified zone academy bonds, Midwestern tax credit bonds, qualified school construction bonds, and Build America bonds that must be included in your interest income. These amounts were treated as paid to you during 2011 on the credit allowance dates (March 15, June 15, September 15, and December 15). For more information, see Form 8912, Credit to Holders of Tax Credit Bonds.

Box 2 Shows interest or principal forfeited because of early withdrawal of time savings. You may deduct this amount to figure your adjusted gross income on your income tax return. See the instructions for Form 1040 to see where to take the deduction.

Box 3 Shows interest on U.S. Savings Bonds, Treasury bills, Treasury bonds, and Treasury notes. This may or may not all be taxable. See Pub. 550. This interest is exempt from state and local income taxes. This interest is not included in box 1.

Box 4 Shows backup withholding. Generally, a payer must backup withhold if you did not furnish your taxpayer identification number (TIN) or you did not furnish the correct TIN to the payer. See Form W-9. Include this amount on your income tax return as tax withheld.

Box 5 Any amount shown is your share of investment expenses of a single-class REMIC. If you file Form 1040, you may deduct these expenses on the "Other expenses" line of Schedule A (Form 1040) subject to the 2% limit. This amount is included in box 1.

Box 6 Shows foreign tax paid. You may be able to claim this tax as a deduction or a credit on your Form 1040. See your Form 1040 instructions.

Box 8 Shows tax-exempt interest, including exempt interest dividends from a mutual fund or other regulated investment company, paid to you during the calendar year by the payer. Report this amount on line 8b of Form 1040 or Form 1040A. This amount may be subject to backup withholding. See box 4.

Box 9 Shows tax-exempt interest subject to the alternative minimum tax. This amount is included in box 8. See the instructions for Form 6251.

Box 10 Shows CUSIP number(s) for tax-exempt bond(s) on which tax-exempt interest was paid to you during the calendar year and reported in box 8. If blank, no CUSIP number was issued for the bond(s).

Nominees If this form includes amounts belonging to another person(s), you are considered a nominee recipient. Complete a Form 1099 INT for each of the other owners showing the income allocable to each. File Copy 4 of the form with the IRS. Furnish Copy B to each owner. List yourself as the payer, and the other owner(s) as the "recipient." File Form(s) 1099 INT with Form 1096 with the Internal Revenue Service Center for your area. On Form 1096 list yourself as the filer. A husband or wife is not required to file a nominee return to show amounts owned by the other.

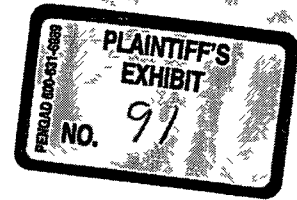
Important Tax Return Documents Enclosed

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BB&T_02906

ROA 3256

From Olson, Marcia <MOlson@BBandT.com>
Sent Tuesday, October 31, 2006 2:01 PM
To Iannini, Steven <SIannini@BBandT.com>
Subject FW: Paid Forward Disclosure for BB&T Employee
Attach 2 01 06 Sample Disclosure PPVF.doc



Steve

Jonathan Cochrane asked me to forward this to you to show you the reference to Scot & Stringfellow

Marcia R Olson, CFP
Vice President Financial Planning Specialist
BB&T Wealth Management
Knoxville TN
865-766-8684 Office
423-923-0034 Cell

From Joubert, Brad
Sent: Monday, October 30, 2006 10:12 AM
To Cochrane, Jonathan
Cc Olson, Marcia; Crawford, Jonathan
Subject Paid Forward Disclosure for BB&T Employee

Hi Jonathan and Marcia
Please revise and return attached sample disclosure form based on information available re your BB&T employee client. Will then send to Pat Oliver for final okay. Many thanks

<<2 01 06 Sample Disclosure PPVF.doc>>

Brad Joubert
BB&T Wealth Management
434 Fayetteville Street, 14th Floor
Raleigh, NC 27601
919 716-9425
172-01 14-00

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BB&T_48730

ROA 3257

BB&T

Branch Banking and Trust Company
INTER-BRANCH CORRESPONDENCE

February 1, 2006

From Brad Joubert
Senior Vice President
Financial Planning Manager
BB&T Wealth Management
Raleigh, NC
172-01-14-00
919-716-9425

To Pat Oliver
Executive Vice President, Secretary
and General Counsel
BB&T Corporation
Winston-Salem, NC
001-16-03-30
336-733-2180

Re Disclosure of **Prepaid Variable Forward Transaction (PPVF)** – Sample Client

For purposes of BB&T's Code of Ethics, please accept this memo as formal disclosure of the prepaid variable forward transaction we intend to execute with your approval. Mr. Client currently serves as (VP, SVP, etc.) and (functional title) with BB&T in (city, state). The purpose of this transaction – a prepaid variable forward contract – is to hedge his concentrated position in BB&T Corporation stock, which makes up over ____% of his portfolio. It is generally considered imprudent to have a concentration greater than 15% in a single holding. If approved, we will utilize (Scott & Stringfellow, usually) for the proposed transaction, described as follows:

A prepaid variable forward may allow Mr. Client to reduce the risk of his concentrated position in BB&T, while raising cash to create a diversified portfolio. This strategy is structured such that he will continue to retain ownership of his shares through the expiration date, at which time he can elect to either sell his shares, or continue to retain ownership of his BB&T stock. As far as specific terms are concerned, we expect the strategy to be structured as follows:

- The prepaid variable forward will mature on (date).
- A protective floor in the price of BB&T will be established at (____%) of the initial share value.
- Mr. Client will retain potential share appreciation in BB&T up to (____%) of the initial share value, allowing him to benefit from future growth of BB&T.
- Mr. Client will receive a cash advance up front of up to (____%) for any use.
- Mr. Client will continue to collect future BB&T dividends and will retain voting rights, two important benefits of BB&T share ownership.

Implementation of this PPVF will protect Mr. Client from an extraordinary reduction in the overall value of his investment portfolio and resulting net worth. It will also help him achieve important diversification goals we have discussed throughout the financial planning process. Neither we nor Mr. Client consider this transaction to be "speculative" as outlined in BB&T's Code of Ethics. Furthermore, we feel that this transaction allows Mr. Client to maintain long-term share ownership, in line with the values put forth in the Code of Ethics.

1 05 06 Sample Disclosure PPVF

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BB&T_48731

ROA 3258

Other important details of Mr Client' responsibilities within BB&T are listed as follows

Corporate Insider	Yes _____	No <u>X</u>
Corporate Board Member	Yes _____	No <u>X</u>
Local Advisory Board Member	Yes _____	No <u>X</u>
Member of Executive Management	Yes _____	No <u>X</u>

Also, Mr Client's BB&T share ownership is outlined as follows

Outright	_____ shares
401(k)	_____ shares
Compensatory Options	_____ shares
Other	_____ shares
Total	_____ shares

I look forward to your reply at your earliest convenience and remain available to answer questions and provide further information Thank you

Date

Brad Joubert
Senior Vice President & Financial Planning
Manager

Date

M Patricia Oliver
Executive Vice President, Secretary, &
General Counsel

/lew

cc (Team Director)
(Wealth Management Advisor)
(FPS and/or PTS)
(IRM Partner)



Value-Added Applications of Equity Derivatives

Shawn Gibson
Senior Vice President
Equity Derivatives
Scott & Stringfellow
sgibson@scottstringfellow.com
(804) 782-8709

Scott &
Stringfellow Inc.

ROA 3260

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BB&T_01566

Customized Single Stock Risk Management Solutions

Scott & Stringfellow Inc.

ROA 3261

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BB&T_01567

Identifying Prospects

- 10% "Rule"
- Any holdings in excess of the client's appropriate allocation need to be sold or hedged
- If a client is bearish on their stock, they are usually better off selling as opposed to hedging
- Cautiously optimistic clients are usually better off hedging
- Some strategies can be used as financing/hedging vehicles for commercial lending clients

Solution Objectives

- Covered Calls - *Generate cash flow to supplement dividend*
- Protective Puts - *Reduce or eliminate share risk*
- Collars - *Reduce or eliminate share risk in most cost effective way possible*
- Pre-Paid Variable Forwards - *Reduce or eliminate share risk and achieve maximum diversification*

***Once again, all of these can be achieved without a share sale or loss of dividends

4
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String Inc

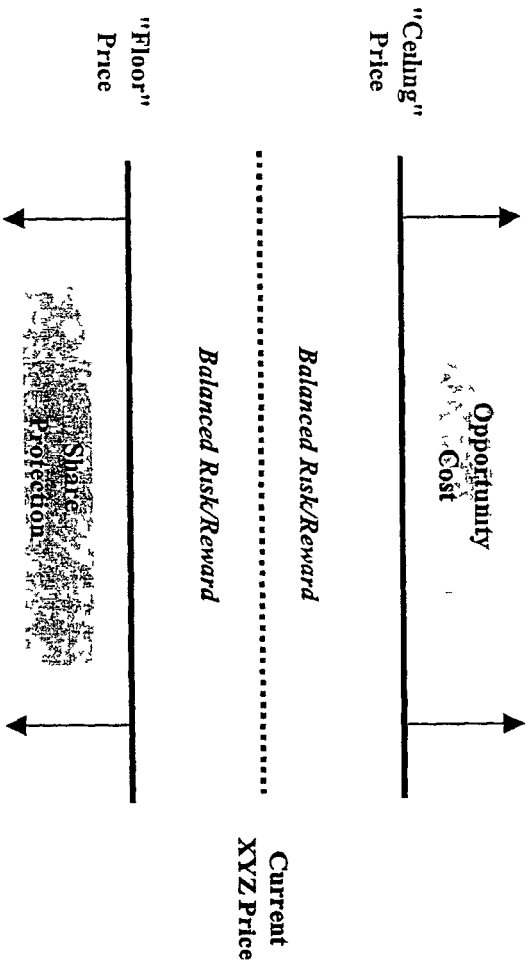
Covered Calls

- PFE example
 - For 6 months, we can give a client 10% appreciation potential and give them a 2.7% cash payment up front
 - Doing this twice a year would add 5.4% in yield
 - This supplements PFE's current dividend yield of 2.15%
 - This more than doubles the yield on PFE, while still giving them above average growth potential

Risk Management

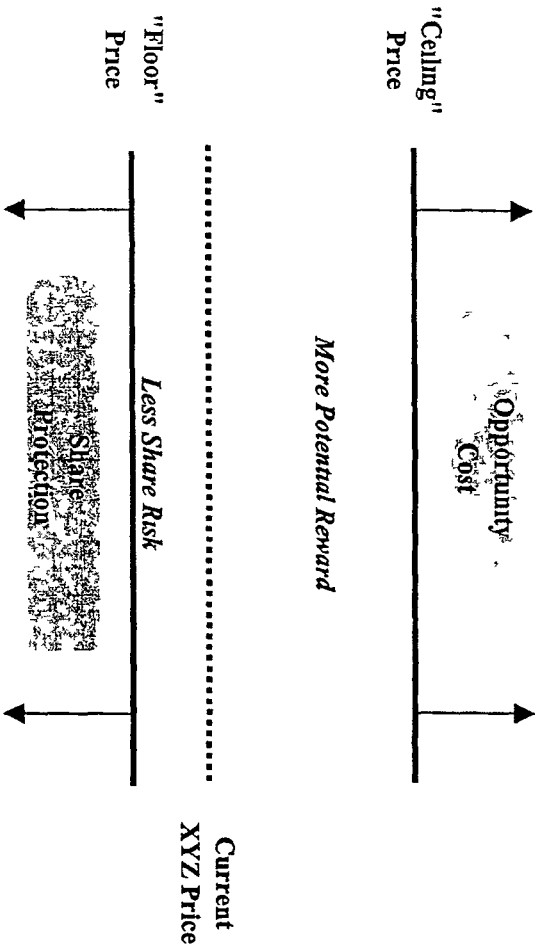
- Covered Calls are a Great Cash Flow Strategy, But May Not Effectively Take Away Share Risk
- Alternatives for Reducing Risk
 - Outright Share Sale (Last Resort, Even With Lower Tax Rate)
 - Collars (Great Strategy, but Wrong Time)
 - Pre-Paid Variable Forwards

Collars in a Normal Rate Market

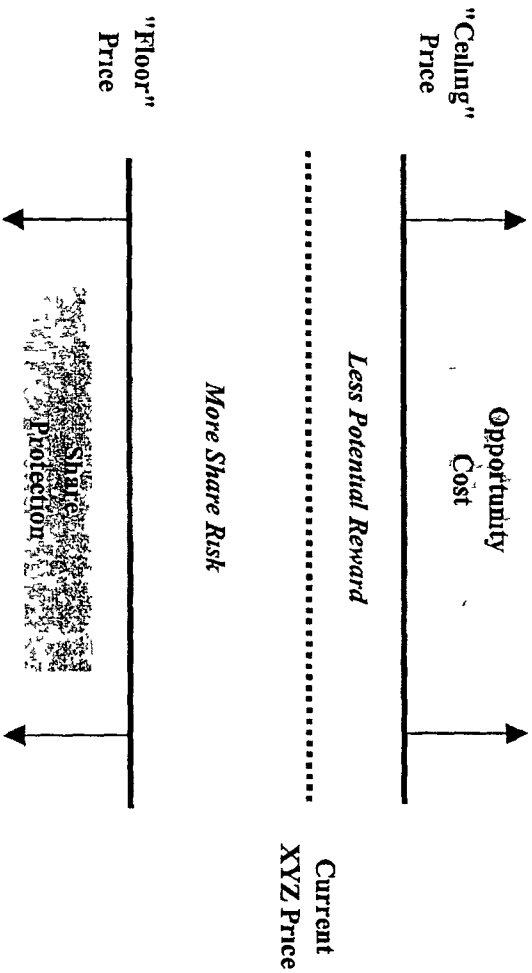


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Collars in Market with High Rates



Collars in Market with Low Rates



Pre-Paid Variable Forwards

Dream Solution

- No Share Risk
- No Limit on Appreciation
- 100% Cash Up Front
- Keep Dividends
- No Share Sale
- No Cost

Reality (Using PVF)

- Yes
- May Keep 20-50% Over 3 Years
- Up to 90% Cash
- Yes
- Yes
- Varies, Usually 0-5% a Year, Depending On Risk/Reward Structure

Pre-Paid Variable Forward

- Example
 - PFE Client
 - Client has a \$5 million PFE position
 - They agreed to hedge 50% of the position
 - \$2.5 million, or 66,667 shares with PFE \$37.50
 - They wanted 100% share protection and 30% growth potential over 3 years
 - This structure resulted in a cash advance of 81.5% of the original \$2.5 million share value (\$2,037,500)

Pre-Paid Variable Forwards

- View From 30,000 Feet

Initial Share Value: \$2,500,000		Assumed Reinvestment Rate on Initial Advance Amount		0.00%	
At or Above Ceiling Price	\$48.75	Initial Proceeds	PFE Dividends	PFE Appreciation	Reinvestment Earnings
		\$2,037,500	\$156,000	\$750,000	\$0
At or Below Floor Price	\$37.50	\$2,037,500	\$156,000	\$0	\$0
Assumed Reinvestment Rate on Initial Advance Amount 4.78%					
Initial Share Value: \$2,500,000					
At or Above Ceiling Price	\$48.75	Initial Proceeds	PFE Dividends	PFE Appreciation	Reinvestment Earnings
		\$2,037,500	\$156,000	\$750,000	\$306,500
At or Below Floor Price	\$37.50	\$2,037,500	\$156,000	\$0	\$306,500

*\$306,500 Discount from sale compensation (4.08% annualized discount)

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Pre-Paid Variable Forwards

What Happens in 3 Years (at the ceiling level, for example)?

- Step 1: How much appreciation?
 - 30% -> \$750,000 -> (15,385 shares)
- Step 2: How many shares are left?
 - Started with 66,667, so 51,282 remain
- Step 3: Two choices - Deliver remaining shares, or equivalent cash amount
 - Client can deliver 51,282 shares are value in cash (\$2.5mm)
- Ideal Choice: "Roll Position"
 - Assuming pricing is same, generates almost \$2.65 mm in cash
 - Raises floor and ceiling to \$48.75 and \$63.38, respectively
 - No share sale and did not liquidate diversified portfolio

Pre-Paid Variable Forwards

Shareholder Variable	Change From Original Price	Appreciation Retention		Settlement Choices	
		Shares Retained	Forfeiture Value	Shares Retained	Shares Forfeiture
\$30.00	-20.00%	0	\$0	\$2,000,000	66,667
\$30.94	-17.50%	0	\$0	\$2,062,500	66,667
\$31.88	-15.00%	0	\$0	\$2,125,000	66,667
\$32.81	-12.50%	0	\$0	\$2,187,500	66,667
\$33.75	-10.00%	0	\$0	\$2,250,000	66,667
\$34.69	-7.50%	0	\$0	\$2,312,500	66,667
\$35.63	-5.00%	0	\$0	\$2,375,000	66,667
\$36.56	-2.50%	0	\$0	\$2,437,500	66,667
\$37.50	0.00%	0	\$0	\$2,500,000	66,667
\$38.44	2.50%	1,626	\$62,500	\$2,500,000	65,041
\$39.38	5.00%	3,175	\$125,000	\$2,500,000	63,492
\$40.31	7.50%	4,651	\$187,500	\$2,500,000	62,016
\$41.25	10.00%	6,061	\$250,000	\$2,500,000	60,606
\$42.19	12.50%	7,407	\$312,500	\$2,500,000	59,259
\$43.13	15.00%	8,696	\$375,000	\$2,500,000	57,971
\$44.06	17.50%	9,929	\$437,500	\$2,500,000	56,738
\$45.00	20.00%	11,111	\$500,000	\$2,500,000	55,556
\$46.88	25.00%	13,333	\$625,000	\$2,500,000	53,333
\$48.75	30.00%	15,000	\$750,000	\$2,500,000	51,852
\$50.63	35.00%	14,815	\$750,000	\$2,625,000	52,381
\$52.50	40.00%	14,286	\$750,000	\$2,750,000	52,874
\$54.38	45.00%	13,793	\$750,000	\$2,875,000	53,333
\$56.25	50.00%	13,333	\$750,000	\$3,000,000	53,333
		Ceiling Level		Floor Level	

* Assuming world is the same in 3 years
\$3,250,000 * 81.5% = \$2,648,750

New Floor \$48.75
New Ceiling \$63.38

* Original 66,667 shares minus
15,385 shares retained

Sale or Pre-Paid Variable Forward?

Sell vs. Pre-Paid Variable Forward Analysis

Long-Term Variable Forward Position Detail

Stock Held	PFE	Total Long-Term Tax Rate Assumption	20 00%	Number of Shares
Number of Shares	66,667	Total Short-Term Tax Rate Assumption	40 00%	
Position Value	\$2,500,000			
Current Stock Price	\$37.50	Cost Basis	\$5.00	
Quarterly Dividend	\$0.170			
	\$0.190			
	\$0.210			
	\$0.230			

Sale or Pre-Paid Variable Forward?

SELLER'S PROCEEDS AND ANALYSIS

SELLER'S PROCEEDS

Current Share Value	Initial Taxes	Net Proceeds	Reinvestment Payments	After Dividends	PRE Appretiation	Final After Dividends
\$2,500,000	(\$433,333)	\$2,066,667	\$325,758	\$0	\$0	\$2,392,425

Proceeds Reinvestment Rate 5.00%

BUYER'S PROCEEDS

Protective Floor Level 100.00% \$37.50
 Ceiling Level 130.00% \$48.75
 Up Front Proceeds 81.50% \$2,037,500
 Proceeds Reinvestment Rate 5.00%

Physical Settlement

Share Price Change	Final Share Price	Net Proceeds	Initial Taxes	Reinvestment Payments	PRE Dividends	PRE Dividend Rate	PRE Appretiation	Final After Dividends	Final Share Value
50.00%	\$18.75	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	(\$340,833)	\$2,111,428
40.00%	\$22.50	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	(\$340,833)	\$2,111,428
30.00%	\$26.25	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	(\$340,833)	\$2,111,428
20.00%	\$30.00	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	(\$340,833)	\$2,111,428
10.00%	\$33.75	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	(\$340,833)	\$2,111,428
	\$37.50	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	(\$340,833)	\$2,111,428
10.00%	\$41.25	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$250,000	(\$390,833)	\$2,311,428
20.00%	\$45.00	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$500,000	(\$440,833)	\$2,511,428
30.00%	\$48.75	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$750,000	(\$490,833)	\$2,711,428
40.00%	\$52.50	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$750,000	(\$490,833)	\$2,711,428
50.00%	\$56.25	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$750,000	(\$490,833)	\$2,711,428

Sale or Pre-Paid Variable Forward?

Sale or Pre-Paid Variable Forward?

Sell Order

Current Share Value	Initial Price	Net Proceeds	Reinvestment Features	Proceeds	Reinvestment Rate	Final Value
\$2,500,000	(\$433.333)	\$2,066,667	\$325,758	\$0	5.00%	\$2,392,425

Protective Floor Level

Protective Floor Level	100.00%	\$37.50
Ceiling Level	130.00%	\$48.75
Up-Front Proceeds	81.50%	\$2,037,500

Cash Settlement

Share Price Change	Initial Share Price	Net Proceeds	Callian Tranche	Reinvestment Rate	Pre-Inv Dividends	Re-Invest Dividend %	Pre-Inv. Contribution	Callian % Contribution	Final Value of Callian
-50.00%	\$18.75	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	(\$315,000)	\$2,137,261
-40.00%	\$22.50	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	(\$215,000)	\$2,237,261
-30.00%	\$26.25	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	(\$115,000)	\$2,337,261
-20.00%	\$30.00	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	(\$15,000)	\$2,437,261
-10.00%	\$33.75	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	\$0	\$2,452,261
0.00%	\$37.50	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$0	\$0	\$2,467,261
10.00%	\$41.25	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$250,000	\$0	\$2,702,261
20.00%	\$45.00	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$500,000	\$0	\$2,952,261
30.00%	\$48.75	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$750,000	\$0	\$3,202,261
40.00%	\$52.50	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$750,000	\$0	\$3,202,261
50.00%	\$56.25	\$2,037,500	\$0	\$321,161	\$156,000	(\$62,400)	\$750,000	\$0	\$3,202,261

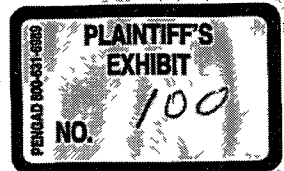
Scott & Stringfellow Inc

Pre-Paid Variable Forwards

- This Strategy is Not For Everyone, But Should Not Be Universally Dismissed
- Do Not Assume that a Client Would Not Like It
- A Bad Candidate
 - Someone bearish on the stock (they should sell, period)
- A Good Candidate
 - Someone that is cautiously optimistic on the stock
 - Someone that wants to preserve their wealth and become more diversified, while keeping ownership of their stock

Pre-Paid Variable Forwards

- Revenue Opportunity
 - Up-front fee of 50-100 basis points
 - Annual management fees up 1% or more
 - This could generate well over \$100K over 3 years



From: Gibbs, Patty <b01412@bbandt.com>
Sent: Friday, September 3, 2004 4:20 PM
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Subject: Shawn Gibson - WebEx session
Attach: BBTAM Webex Training 8-19-041 ppt, Structured Investments 8-19-04 ppt

Attached you will find the two presentations that were presented by Shawn during the WebEx session on August 19th covering Structured Notes and Prepaid Variable Forward Contracts. I will be sending 1 CD per office of the recorded sessions

which should be received by the end of next week (Sept 10)

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As time permits please schedule training with Wealth Management Associates in your area

<< >> P << >> lease feel free to let me know of any questions or need assistance with the CD

Make it a Great Day!

Patty Gibbs

Administrative Assistant to

David Arthur, Dir of Reg Portfolio Mgmt

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Value-Added Applications of Equity Derivatives

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Senior Vice President
Equity Derivatives
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Customized Single Stock Risk Management
Solutions

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Identifying Prospects

- 10% "Rule"
- Any holdings in excess of the client's appropriate allocation need to be sold or hedged
- If a client is bearish on their stock, they are usually better off selling as opposed to hedging
- Cautiously optimistic clients are usually better off hedging
- Some strategies can be used as financing/hedging vehicles for commercial lending clients

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Common Myths

- Client must sell their shares when the strategy matures
- Pre-paid variable forwards are very expensive (stems from misunderstanding of cash advance)
- Given today's low tax rates, the client is better off just selling shares to reduce risk
- There must be some perfect strategy for managing risk

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Solution Objectives

- Covered Calls - *Generate cash flow to supplement dividend*
- Protective Puts - *Reduce or eliminate share risk*
- Collars - *Reduce or eliminate share risk in most cost effective way possible*
- Pre-Paid Variable Forwards - *Reduce or eliminate share risk and achieve maximum diversification*

***Once again, all of these can be achieved without a share sale or loss of dividends

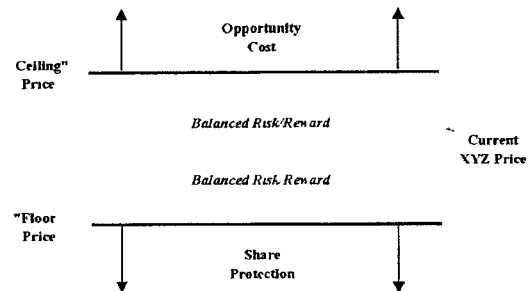
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Risk Management

- Covered Calls are a Great Cash Flow Strategy, But May Not Effectively Take Away Share Risk
- Alternatives for Reducing Risk
 - Outright Share Sale (Last Resort)
 - Collars (Great Strategy, but Wrong Time)
 - Pre-Paid Variable Forwards (Better than selling given assumption that stock will appreciate)

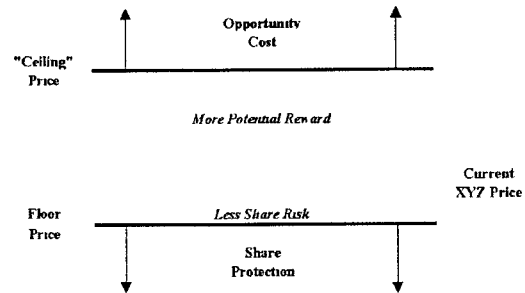
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Collars in a Normal Rate Market



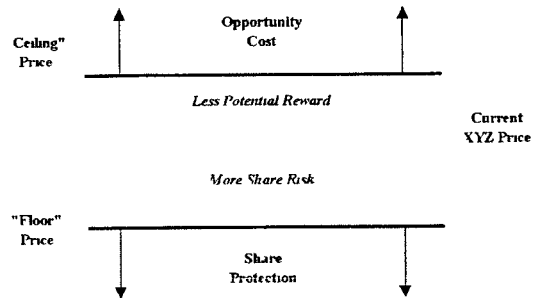
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Collars in Market with High Rates



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Collars in Market with Low Rates

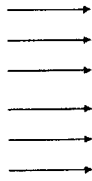


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Pre-Paid Variable Forwards

Dream Solution

- No Share Risk
- No Limit on Appreciation
- 100% Cash Up Front
- Keep Dividends
- No Share Sale
- No Cost



Reality (Using PVF)

- Yes
- May Keep 20-50% Over 3 Years
- Up to 90% Cash
- Yes
- Yes
- Varies, Usually 0-5% a Year, Depending On Risk/Reward Structure

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Pre-Paid Variable Forward

- Case Study
 - PFE Client
 - Client has a liquid net worth of \$5 million
 - \$4 million of this net worth is in PFE stock
 - Applying the 10% rule, the client should only have up to \$500K in PFE, and is therefore \$3.5 million overweighted
 - As a diversified approach, we sell \$1 million in PFE and use the Pre-Paid Variable Forward to hedge the remaining \$2.5 million, or 66,667 shares with PFE \$37.50
 - They wanted 100% share protection and 30% growth potential over 3 years
 - This structure resulted in a cash advance of 81.5% of the original \$2.5 million share value (\$2,037,500)

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Pre-Paid Variable Forwards

- View From 30,000 Feet

Final Value Projections						
Initial Share Value \$2,500,000		Assumed Reinvestment Rate on Initial Advance Amount 0.00%				
		Initial Proceeds	PFE Dividends	PFE Appreciation	Reinvestment Earnings	Final Value
At or Above Ceiling Price	\$48.75	\$2,037,500	\$146,000	\$50,000	\$0	\$2,443,500
At or Below Floor Price	\$37.50	\$2,037,500	\$146,000	\$0	\$0	\$2,193,500
Initial Share Value \$2,500,000		Assumed Reinvestment Rate on Initial Advance Amount 4.78%				
		Initial Proceeds	ILE Dividends	ILE Appreciation	Less estimated Earnings	Final Value
At or Above Ceiling Price	\$48.75	\$2,037,500	\$146,000	\$50,000	\$106,500	\$3,248,000
At or Below Floor Price	\$37.50	\$2,037,500	\$146,000	\$0	\$106,500	\$2,500,000

\$306,500 Discount
from total compensation
(4.08% annualized discount)

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Pre-Paid Variable Forwards

What Happens in 3 Years (at the ceiling level, for example)?

- Step 1 How much appreciation did the client retain?
 - 30% -> \$750,000 -> (15,385 shares)
- Step 2 How many shares are left?
 - Started with 66,667, so 51,282 remain (after backing out client retention)
- Step 3 Two choices - Deliver remaining shares, or equivalent cash amount
 - Client can deliver 51,282 shares or value in cash (\$2.5mm)
- Ideal Outcome "Roll Position"
 - Assuming pricing is same, generates almost \$2.65mm in cash
 - Raises floor and ceiling to \$48.75 and \$63.38, respectively
 - No share sale and did not liquidate diversified portfolio

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Pre-Paid Variable Forwards

Stock Price at Maturity	Change from Original Price	Appreciation Retention		Settlement Choices	
		Shares Received	Shares Retained	Cash Delivered	Shares Delivered
\$30.00	0.00%	0	50	\$2,000,000	66,667
\$30.94	3.13%	0	50	\$2,063,500	66,667
\$31.88	6.27%	0	50	\$2,127,000	66,667
\$32.81	9.40%	0	50	\$2,190,500	66,667
\$33.75	12.50%	0	50	\$2,254,000	66,667
\$34.69	15.63%	0	50	\$2,317,500	66,667
\$35.63	18.77%	0	50	\$2,381,000	66,667
\$36.56	21.88%	0	50	\$2,444,500	66,667
\$37.50	25.00%	0	50	\$2,508,000	66,667
\$38.44	28.13%	1.66	\$6,500	\$2,571,500	65,041
\$39.38	31.27%	3.33	\$13,000	\$2,635,000	63,419
\$40.31	34.40%	5.00	\$19,500	\$2,698,500	61,796
\$41.25	37.50%	6.67	\$26,000	\$2,762,000	60,174
\$42.19	40.63%	8.33	\$32,500	\$2,825,500	58,552
\$43.13	43.77%	10.00	\$39,000	\$2,889,000	56,929
\$44.06	46.88%	11.67	\$45,500	\$2,952,500	55,307
\$45.00	50.00%	13.33	\$52,000	\$3,016,000	53,684
\$45.94	53.13%	15.00	\$58,500	\$3,079,500	52,062
\$46.88	56.27%	16.67	\$65,000	\$3,143,000	50,439
\$47.81	59.40%	18.33	\$71,500	\$3,206,500	48,817
\$48.75	62.50%	20.00	\$78,000	\$3,270,000	47,194
\$49.69	65.63%	21.67	\$84,500	\$3,333,500	45,572
\$50.63	68.77%	23.33	\$91,000	\$3,397,000	43,949
\$51.56	71.88%	25.00	\$97,500	\$3,460,500	42,327
\$52.50	75.00%	26.67	\$104,000	\$3,524,000	40,704
\$53.44	78.13%	28.33	\$110,500	\$3,587,500	39,082
\$54.38	81.27%	30.00	\$117,000	\$3,651,000	37,459
\$55.31	84.40%	31.67	\$123,500	\$3,714,500	35,837
\$56.25	87.50%	33.33	\$130,000	\$3,778,000	34,214
\$57.19	90.63%	35.00	\$136,500	\$3,841,500	32,592
\$58.13	93.77%	36.67	\$143,000	\$3,905,000	30,969
\$59.06	96.88%	38.33	\$149,500	\$3,968,500	29,347
\$60.00	100.00%	40.00	\$156,000	\$4,032,000	27,724

A winning world: he can in 3
\$3,500,000 81.5% = \$2,648,000

New Floor: 548.5
New Ceiling: 563.38

Original 66.66 shares minus
15.58 shares retained

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Taxation at Maturity

- NO TAXABLE EVENT IS CREATED ON FRONT END
- Physical Settlement (Delivering Shares)
 - Creates taxable event on shares *delivered*
 - Shares retained do not need to be sold
 - Gross proceeds on share sale is cash advance up front (per share proceeds is gross proceeds divided by number of shares delivered)
 - Basis is the actual basis on the shares multiplied by the number of shares delivered
 - Long-term treatment, assuming shares are long-term going in
 - Case Study Taxable gain with proceeds of \$2,037,500 on 51,282 shares

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Taxation

- Cash Settlement (Return Variable Amount of Cash)
 - No taxable event on shares
 - Gain/(Loss) is difference between proceeds received up front and cash returned
 - If more cash is returned than received, this results in Long-Term Deferred Capital Loss
 - If less cash is returned than is received, the result is a short-term capital gain (for most stocks, it would take a meaningful fall in the stock to generate a gain)
 - Case Study The client returns \$2,500,000 and received \$2,037,500 up front, generating a \$462,500 LT Deferred Capital Loss

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Sale or Pre-Paid Variable Forward?

Sell vs. Pre Paid Variable Forward Analysis

Concentrated Position Details					
Stock Held	PFE		Total Long Term Tax Rate Assumption	20.00%	
Number of Shares	66,667		Total Short Term Tax Rate Assumption	40.00%	
Position Value	\$1,500,000				
Current Stock Price	\$37.50				<u>Number of Shares</u>
Quarterly Dividend	\$0.170	3	Cost Basis	\$5.00	66,667
	\$0.190	4			
	\$0.10	4			
	\$0.30	1			

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Sale or Pre-Paid Variable Forward?

Sell vs. Pre-Paid Variable Forward Analysis

Sell Today						
				Proceed Reinvestment Rate 5.00%		
Current Share Value	Initial Taxes	Net Proceeds	Reinvestment Earnings	PFE After-Tax Dividend	PFE Appreciation	Final Value After 3 Years
\$2,500,000	(\$433,333)	\$2,066,667	\$325,768	\$0	\$0	\$2,392,425

100,000 Pre-Paid Variable Forward						
				Proceed Reinvestment Rate 5.00%		
Protective Floor Level	100,000					
Collateral Level	0.00%	\$48.5				
Up Front Proceed	\$1.50	\$ 03.00				

Physical Settlement									
Share Price Change	Final Share Price	Net Proceed	Initial Tax	Reinvestment Earnings	PFE Dividends	PFE Dividend Tax	PFE Appreciation	Te new Full Stock Settlement	Final Value After 3 Years
40.00%	\$18.5	\$ 037,500	0	\$31.61	\$155,000	(\$6,400)	\$0	(\$340,833)	\$2,111,428
40.00%	\$17.50	\$2,037,500	0	\$31.61	\$155,000	(\$6,400)	\$0	(\$340,833)	\$2,111,428
30.00%	\$16.25	\$2,017,500	\$0	\$321.61	\$1,600,000	(\$62,400)	\$0	(\$340,833)	\$2,111,428
20.00%	\$15.00	\$1,997,500	\$0	\$321.61	\$1,500,000	(\$60,400)	\$0	(\$340,833)	\$2,111,428
10.00%	\$13.75	\$1,977,500	\$0	\$321.61	\$1,500,000	(\$60,400)	\$0	(\$340,833)	\$2,111,428
0.00%	\$12.50	\$1,957,500	\$0	\$321.61	\$1,500,000	(\$60,400)	\$0	(\$340,833)	\$2,111,428
10.00%	\$11.25	\$1,937,500	\$0	\$321.61	\$1,500,000	(\$60,400)	\$250,000	(\$350,833)	\$2,311,428
20.00%	\$10.00	\$1,917,500	\$0	\$321.61	\$1,500,000	(\$60,400)	\$500,000	(\$400,833)	\$2,511,428
30.00%	\$8.75	\$1,897,500	0	\$331.61	\$1,500,000	(\$62,400)	\$750,000	(\$450,833)	\$2,711,428
40.00%	\$7.50	\$1,877,500	\$0	\$331.61	\$1,500,000	(\$62,400)	\$1,000,000	(\$500,833)	\$2,911,428
50.00%	\$6.25	\$1,857,500	\$0	\$331.61	\$1,500,000	(\$62,400)	\$1,250,000	(\$550,833)	\$3,111,428

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Sale or Pre-Paid Variable Forward?

Sell vs Pre-Paid Variable Forward Analysis

As of Today

Proceeds Rate: entire Rate 5.00%

Current Share Value	Initial Taxes	Net Proceeds	Estimated Earnings	PFE After-Tax Dividends	PFE Appreciation	Final Value After 3 Years
\$2,400,000	(\$400,000)	\$2,000,000	\$325,000	\$0	\$0	\$2,392,450

100% Pre-Paid Variable Forward

Protective Floor Level: 00.00% \$37.0
 Ceiling Level: 33.00% \$48.5
 Up-Front Proceed: \$1.0
 Proceeds Return Rate: 5.00%

Cash Settlement

Share Price Change	Final Share Price	Net Proceeds	Initial Taxes	Estimated Earnings	PFE Dividends	PFE Dividend Tax	PFE Appreciation	Taxes w/ Cash Settlement	Final Value After 3 Years
50.00%	\$18.75	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601
40.00%	\$17.50	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601
30.00%	\$16.25	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601
20.00%	\$15.00	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601
10.00%	\$13.75	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601
0.00%	\$12.50	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601
10.00%	\$13.75	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601
20.00%	\$15.00	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601
30.00%	\$16.25	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601
40.00%	\$17.50	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601
50.00%	\$18.75	\$2,075,000	\$0	\$32.61	\$156,000	(\$6,400)	\$0	(\$315,000)	\$2,337,601

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Drawbacks

- The Bad Stuff
 - The client still has share risk down to the floor price (if below the initial share price)
 - The client could give up significant appreciation in the stock if it goes over the ceiling
 - To avoid selling their shares, the client will have to deliver a variable amount of cash (the position could also be rolled to avoid/reduce cash outflow)
 - Pre-paid variable forwards create an offsetting position, which could terminate the holding period (only an issue for the rare case when shares are short-term) and would preclude the client from receiving more favorable dividend tax treatment

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Drawbacks

- The Bad Stuff
 - Pre-paid variable forwards have variable embedded costs that usually range from 0-5% a year (relative to selling), depending on the structure
 - If unwound early, the terms may be more or less favorable than at normal expiration
 - Early termination may be caused by events such as client's decision to close it, cash mergers, bankruptcy and possibly death
 - The IRS could change tax laws to the detriment of these transactions

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Pre-Paid Variable Forwards

- This Strategy is Not For Everyone, But Should Not Be Universally Dismissed
- Do Not Assume that a Client Would Not Like It
- A Bad Candidate
 - Someone bearish on the stock (they should immediately sell, period)
- A Good Candidate
 - Someone that is cautiously optimistic on the stock
 - Someone that wants to preserve their wealth and become more diversified, while keeping ownership of their stock

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Commercial Lending Opportunity

- Many BB&T Commercial Lending clients secure loans with large stock positions
- This is risky for the bank and for the client
- Alternatives
 - Collar the shares, and provide loan against hedged shares
 - Variable borrowing costs
 - Revenue opportunity from hedge and loan
 - Do the financing through a pre-paid variable forward
 - Fixed borrowing costs
 - May cause lost loan opportunity
 - Better solution when rates are anticipated to rise

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Pre-Paid Variable Forwards

- Revenue Opportunity on \$2.5 million position
 - Up-front fee of 1% (\$25K)
 - Annual management fees up 1% or more (\$25K or more)
 - This could generate over \$100K in revenues over 3 years

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Structured Investments

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The Genesis

- Created for Three Investor Types
 - The frustrated CD/Bond investor
 - Investors looking for growth, but with a low risk tolerance
 - Investors with specific market opinions

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CD Alternative

- Scenario Client has \$3 million in a CD coming due
They would like an alternative that will return at least 2.35% per year Client is unwilling to risk principal
- Solution 5yr, A-rated structure linked to S&P 500
 - Client participates in the appreciation in the S&P up to 4.50% per month At maturity, they get the sum of all monthly returns, subject to the 4.5% monthly cap
 - 100% Principal Protection
 - 12% minimum return at maturity (2.40% per year compounded)
 - 270% maximum return at maturity (29.91% per year compounded)

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Laddered Bond Alternative

- Scenario Client has \$3 million in cash They would like to invest in fixed income but need to draw down \$500k of their principal on an annual basis
- Solution 6yr, A-rated amortizing structure
 - Annualized interest rate of 3.72% on outstanding principal
 - Note pays down \$250,000 in principal semi-annually
 - Client receives \$362,700 in interest over term (1.92% comp)

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Lending Incentive

- Scenario Client has \$6.5 million in cash that they would like to invest in commercial property. Banker would like to lend the money and provide an investment alternative to help compensate for the interest expense on the loan.
- Solution 5yr, AA-rated structure linked to DJIA
 - Client receives a 2% annual coupon
 - 100% Principal Protection
 - Client also receives payment of 80% of the 5-year gains in the Dow above the first 10% gain (minimum return for the client)
 - No limit on the final gains at maturity

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Specific Time Horizon

- Scenario Client has 5yr's until retirement and still needs growth of principal to ensure a comfortable retirement. They cannot, however, risk principal, and do not currently require annual income
- Solution 5yr, AA-rated note linked to S&P 500
 - Client participates in 65% of any appreciation in the S&P 500 over the 5 years
 - 100% Principal Protection
 - Client receives supplemental payment at maturity if the S&P is above the initial index value

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Traditional Bond Alternative

- Scenario Client is seeking alternatives for yields higher than that provided by traditional 5-year paper. They are unwilling to commit to longer maturities for extra yield.
- Solution 5yr, AA-rated structure linked to 20 Blue Chips
 - Client is paid a yield between 1% and 12% based upon performance of 20 stocks
 - 100% Principal Protection
 - Annual Yield payment is determined by taking average return of 20 stocks (since inception), which each stock's contribution being capped at 12%

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Client Expects Non-Volatile Market

- Scenario Client expects the market to have little volatility, but wants protection just in case Also, given their expectation for only modest market gains, they would like to leverage their appreciation potential
- Solution 5yr, AA-rated structure linked to the DOW
 - Client receives 100% contingent principal protection
 - The client receives 110% of actual market returns
 - 100% principal protection is contingent on the Dow never reaching the point of the 65% of the initial index level

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Drawbacks

- Most principal protected structured investments carry OID and also get ordinary income treatment
 - The exception would be some contingent deferred principal-protected structures
 - Well suited for qualified plans
- Client likely will not receive 1 1 growth in the market
 - Reduced growth potential is tradeoff
- Just like with traditional fixed income, the principal value fluctuates prior to maturity
- While dealers intend to make continuous bids, liquidity is not guaranteed

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Structured Investments

- We could help to structure approach using zeros and long-term options
 - More flexibility
 - More time consuming and harder to match maturities
 - Less predictability
 - STAY TUNED
- Revenue Opportunity on \$5 million position
 - Up-front fee of 1.5-3% (\$75K-150K)

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BB&T Wealth Management Agreement

This Wealth Management Agreement ("Agreement") is made and entered into this day of , 20 , by and among Branch Banking and Trust Company of SC ("Bank"), BB&T Asset Management, Inc. ("Investment Advisor"), and the client whose name appears at the end of this Agreement ("Client")

Bank, through its Wealth Management Division, will act as wealth manager (the "Wealth Manager") of those assets of Client designated to be subject to this Agreement (the "Account"). Investment Advisor will act as Client's investment advisor with full investment discretion over the Account. Bank, through its Trust Division, will act as custodian of the Account (the "Custodian").

I Service of Bank as Wealth Manager

As Wealth Manager, Bank shall (i) gather information from the Client regarding the Client's investment objectives, risk tolerance and investment horizon, tax status, financial situation and needs, (ii) make recommendations to the Client regarding an investment program and investment guidelines for the Account and (iii) coordinate and supervise the services of the Investment Advisor and the Custodian for the Account. Personnel from Bank's Wealth Management Division shall meet periodically and communicate with the Client regarding the Account and shall be available during business hours to answer questions from the Client regarding the Account.

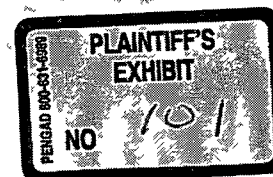
When deemed appropriate, and in the best interest of the Client, Bank is hereby granted authority, subject to prior consent of the client on a case-by-case basis after review of more complete risk disclosure and related information on each proposed investment or transaction, to enter into, invest in, purchase, close-out, redeem or sell for the Account interests in private investment funds, whether in limited partnership, limited liability company, trust, corporate or other form, that are exempt from registration under the Investment Company Act and the interests in which are not registered under the Securities Act of 1933, privately-negotiated swaps, options, collars and similar derivative contracts, and public or privately offered notes the return on which is linked to an index or basket of securities or other assets or contracts ("Structured Notes"). Client recognizes that additional fees will be incurred when using these alternative investment products and strategies. A more complete description of these fees is included in the disclosure materials for each alternative investment product that will be provided to Client at the time a transaction is proposed for Client's account. Client understands that some of these investments present conflicts of interest to Bank due to fee structures and use of proprietary products, and hereby waives such conflicts. Client recognizes that alternative investment products involve a number of investment risks beyond those found in traditional investments in marketable debt and equity securities. A more complete description of these risks is included in the disclosure materials for each alternative investment product that will be provided to Client at the time a transaction is proposed for Client's account.

II Service of Investment Advisor

A Investment Authority

1 In consultation with Investment Advisor and Wealth Manager, Client will establish investment objectives (Appendix A) for investing the assets in the Account.

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2 Within those established objectives and subject to any investment restrictions that Client has notified Investment Advisor of in writing, Investment Advisor is hereby granted complete discretion to purchase or sell the assets in the Account at any time and in any amount without further authorization from Client and to invest and reinvest the assets of the Account in debt, equity and other securities and other assets, investments and contracts, to borrow and lend securities for the Account, and write covered call option contracts. Further, Investment Advisor is hereby granted complete discretion to select brokers and dealers through which to execute transactions for the Account.

3 Investment Advisor is specifically authorized to invest in among other types of securities and investments, mutual funds registered under the Investment Company Act of 1940, and private investment funds that are exempt from registration, including mutual funds and private investment funds to which Investment Advisor or an affiliate provides investment management custody or other services and for which it receives compensation or with which it has in common officers, directors or employees. Client consents to the deposit of cash from the Account in a deposit account with Bank, including short term deposit of cash balances or longer term deposit in certificates of deposit or other bank deposit accounts or investment in money market mutual funds including funds advised by Investment Advisor or others. Client recognizes that the relationship between Investment Advisor and its affiliates may present a conflict of interest in making these investments or deposits for the Account and waives any objection to such conflicts of interest.

4 Investment Advisor shall not have custody or possession of Client's assets at any time, and Investment Advisor will not have the right to withdraw assets from the Account, other than to direct Custodian to settle portfolio transactions for the Account and pay fees and expenses as provided in this Agreement.

B Investment Risks Client acknowledges that

1 No representation has been made by Bank or Investment Advisor that success can be assured in every transaction or that the Account will prove profitable.

2 The investments of the Account in securities are not deposits and are not insured by any government agency as explained in Appendix B.

C Research Credit from Brokerage Commissions Client authorizes Investment Advisor to allocate commission business on purchases and sales of equity securities in the Account in return for various research, brokerage, accounting, financial and market information and services beneficial to Investment Advisor in advising the Account.

D Agency Cross Transactions Client understands that Investment Advisor may from time to time, determine in Client's best interest that a security should be sold from the Account to, or purchased for the Account from, an affiliate of Investment Advisor that is acting as a broker for the account of one or more of Investment Advisor's or an affiliate's other customers. Due to the potential conflict of interest inherent in such "agency cross transactions," in which Investment Advisor or an affiliate may receive commissions from and have a potentially conflicting division of loyalties and responsibilities regarding the parties to the transaction, Client understands that Investment Advisor will not engage in any such transactions for the Account absent Client's prospective consent. Accordingly, Client has indicated Client's consent or lack of consent to such transactions by initialing the applicable option below.

ECSB

Client hereby consents to Investment Advisor's executing agency cross transactions for the Account. Client understands that Client may cancel this consent at any time.

~~_____~~

Client does NOT consent to Investment Advisor's executing agency cross transactions for the Account.

E Voting of Proxies. Client understands that to the extent Client holds equity securities or certain mutual funds in the Account, Client may be entitled to vote proxies in connection with shareholder votes conducted by the issuers of such securities or mutual funds. Client may either vote such proxies or authorize Investment Advisor to vote such proxies on behalf of Client. Client may also choose to vote certain issuers' proxies -- such as the proxies of BB&T Corporation (which owns Investment Advisor), -- and to authorize Investment Advisor to vote all other proxies on behalf of Client.

Client has indicated Client's choice as to whether to authorize Investment Advisor to vote proxies on behalf of Client by initialing the applicable option below.

Client hereby states that Client wishes to be responsible for voting Client's proxies and accordingly does NOT give Investment Advisor authority to vote such proxies on behalf of Client proxies.

ECSB

Client hereby authorizes Investment Advisor to vote all proxies on behalf of Client.

Client hereby states that Client wishes to be responsible for voting Client's proxies of BB&T Corporation, and accordingly does NOT give Investment Advisor authority to vote such proxies on behalf of Client, but Client hereby authorizes Investment Advisor to vote all other proxies on behalf of Client.

III. Service of Bank as Custodian

A. Custody of the Account

1 As Custodian, Bank shall hold in custody and safe-keep on Client's behalf all securities and other assets in the Account from time to time delivered to Bank's Trust Division or received by Bank under the terms of this Agreement. All assets in the Account shall be held or disposed of by Custodian pursuant to instructions of Client or Investment Advisor. Client may make additions to the Account that are acceptable to Bank.

2 Written instructions and directions will be personally signed by Client or Investment Advisor. Custodian in its discretion may accept instructions and directions from Client or Investment Advisor when given orally by telephone, mail, electronic transmissions, facsimile transmission, or other commercially reasonable means, which Custodian believes to be genuine.

3 Custodian is authorized to execute on behalf of Client any endorsements, assignments, stock or bond powers or other instruments of transfer required for the exercise of its duties under this Agreement and is hereby appointed attorney-in-fact for the Client for such purposes. Client hereby ratifies and confirms all that said attorney-in-fact shall do or cause to be done pursuant to this appointment.

4 Unless directed in writing, Custodian will not provide Client confirmations of trades placed through a brokerage firm Trade information is set forth in Client statements

5 Custodian may ☐ or may not ☒ release the identity of Client to an issuer that requests such information pursuant to the Shareholder Communications Act of 1985, and the rules of the SEC issued under it, for the specific purpose of direct communications between such issuer and Client IF NO BOX IS CHECKED, CUSTODIAN SHALL RELEASE SUCH INFORMATION UNTIL IT RECEIVES A CONTRARY INSTRUCTION FROM CLIENT

B Receipts of Income and Principal

1 Custodian is authorized to collect all income on the assets in the Account on Client's behalf Custodian will also receive any principal payments, including the proceeds of called, tendered or matured securities and the proceeds of sale of securities that are sold for the Account

2 Custodian may give provisional credit to the Account based on the anticipated delivery date of principal or income payments or settlement of transactions If the anticipated payments are not received or are delayed past the anticipated date, Client understands that Custodian may debit the Account for the provisionally credited amount pending actual receipt by Custodian

C Statements Custodian will send to Client a monthly ☒ or quarterly ☐ statement showing the beginning value of the Account, all transactions and payments in the Account during the period, and the positions in the Account as of the end of the period covered by the statement Client agrees to review each Account statement upon receipt and understands that each Account statement will be deemed conclusive if Client does not object to it in writing within 30 days of the date of the statement Custodian and Investment Advisor each nonetheless reserves the right and intends to correct any demonstrable errors (e.g. clerical, computer-related, or valuation errors) at any time All statements sent to Client at the address provided under this Agreement shall be deemed to have been delivered to Client within five days of mailing whether actually received or not

D Withdrawal of Assets by Client Client may withdraw securities or funds in the Account at any time upon direction or receipt signed by Client, subject to the payment of any fees due to Bank or Investment Advisor, payment of the Account expenses incurred, and subject to amounts under lien, serving as collateral or needed to settle pending transactions for the Account, or as otherwise required by law to be withheld

E Administrative Powers Custodian is authorized to perform such other acts incidental to its duties under this Agreement as Custodian, in its discretion, deems appropriate, including the authority (i) to register and hold securities or other property in the name of a nominee or in any other form without disclosure of this Agreement or to hold the same unregistered in such form that they will pass by delivery, (ii) to employ persons or entities to assist Custodian, including agents and brokers, including Custodian's own affiliates, (iii) to comply with orders issued or process entered by any court with respect to the Account and the assets in the Account, (iv) to execute on behalf of Client any declarations, affidavits, certificates of ownership, or federal income tax ownership certificates as may be required with respect to any assets held in the Account, (v) to deliver and receive securities, cash and other Account assets and portfolio contracts to and from broker-dealers, investment funds, banks and other counterparties in order to enter into or settle portfolio transactions and investments for the

Account, and to pledge Account assets or deliver out Account assets as collateral to secure investment portfolio obligations of the Account, as instructed by Investment Advisor

II General

A Compensation Client understands that compensation for services to Bank and Investment Advisor are in accordance with Appendix C or as modified by written agreement with Client. Bank may modify Fee Schedule from time to time by written notice to Client. Fees received by Investment Advisor or an affiliate for investment management, custody or other services provided to mutual funds or private investment funds in which the Account is invested or for other services not contemplated by this Agreement, such as acting as broker, shall be in addition to and not in lieu of fees for serving as Investment Advisor.

B Assignment No assignment of this Agreement shall be made by any party without the other parties' written consent. However, Client shall be deemed to consent to continuation of this Agreement after a change in control of Bank or Investment Advisor (a change in control of Investment Advisor may be deemed to be an "assignment" for purposes of the federal Investment Advisers Act) if Client has been provided written notice of the change-in-control not less than 45 days prior to the change-in-control and Client has not objected in writing, to the address specified in the notice, within such period, to continuation of this Agreement. This Agreement shall inure to the benefit of and bind the parties' respective permitted successors and assigns.

C Amendment Client understands that, from time to time, Bank and Investment Advisor may seek to amend this Agreement by providing Client with 30-day notice of the proposed amendment. Client agrees that any such amendment will be deemed accepted by Client if Client continues to maintain the Account following the 30-day notice period. This Agreement may also be amended by mutual written consent of the parties.

D Term and Termination This Agreement may be terminated by any party by the giving of thirty (30) days written notice to any non-terminating party. Such written notice shall be either sent via certified mail, return receipt requested, or hand-delivered to the address of the party as set forth herein unless a substitute address has been provided to the other party in writing. Written notice by the terminating party shall be deemed received by the non-terminating party upon physical delivery either by mail or by hand. Upon termination of this Agreement, Investment Advisor shall perform no functions whatsoever with respect to the management of the Account except those functions specifically authorized by Client in writing and, further, management of the Account shall be the sole responsibility of Client.

In any event, within five (5) business days after execution by all parties, client may terminate this agreement, without penalty or charge, via written notice to advisor.

E Death or Incompetence of Client In the event that Client should die or become incompetent, Investment Advisor and Bank's authority to act pursuant to the terms of this Agreement shall continue until such time as Investment Advisor and Bank receive written notice of Client's death or incompetence from Client's legal representative.

F Limitation of Liability and Indemnification Client agrees

1 Bank and Investment Advisor shall not be liable with respect to their services under this Agreement except for any loss attributable to their negligence or willful misconduct. In no event shall Bank or Investment Advisor be liable for any incidental, indirect, special, consequential or punitive damages.

2 Bank and Investment Advisor shall not be liable to Client for any act or omission of any broker-dealer, issuer of securities or contracts held in the Account, or other third party, and do not assume responsibility for the accuracy of information furnished to them by Client, an issuer of securities, or by any other person upon whom they reasonably rely

3 Bank, Investment Advisor and their affiliates shall not be liable to Client as a result of actions or omissions in respect of portfolio companies taken in the other capacities in which Investment Advisor, Bank or their affiliates operate, or failure to trade in securities for the Account while precluded from doing so by insider trading laws, Investment Advisor or Bank internal policies or when precluded from using or sharing confidential information regarding the portfolio companies with the investment team that manages and administers the Account

4 Client shall reimburse, indemnify and hold Bank and Investment Advisor harmless from any and all liability, loss, claim, damage or expense, including attorney's fees and costs, resulting from their exercise of or failure to exercise any authority or power granted to them under this Agreement (except for negligence or willful misconduct) or from claims of third parties including claims for taxes or other governmental charges Bank is authorized to hold or to apply the property, including cash, in the Account for such indemnification or reimbursement

5 Bank and Investment Advisor shall not be obligated to take any legal action or commence any proceeding in connection with the Account

6 Bank and Investment Advisor have authority not to execute any transactions which they believe may violate applicable statutes or subject them to loss or liability

7 Certain federal and state securities laws may impose liabilities under certain circumstances on persons who act in good faith, and nothing herein shall in any way constitute a waiver or limitation of any rights which Client may have under any such applicable law if under applicable law they cannot be waived by contract

G Acknowledgment of Receipt, Integration and Severability

1 Client acknowledges receipt of a copy of Investment Advisor's most recent ADV Form, Part II and a copy of this Agreement and the Appendices to it

2 The terms and conditions contained in this Agreement constitute the entire agreement of the parties concerning its subject matter and supercede all prior communications, representations, negotiations or agreements concerning Client's engagement of Bank to provide wealth management and custody services and Investment Advisor to provide investment advisory services

3 If any provision of this Agreement is held illegal or unenforceable in a judicial proceeding, such provision shall be severed from this Agreement and shall be inoperative and the remainder of the Agreement shall remain binding on the parties

H Applicable Law This Agreement will be governed by the internal laws of the State of SC without reference to principles of conflict of laws

I Notices Any notices hereunder shall be in writing, duly signed by the party giving such notice, and shall be effective when received by the party to whom addressed at the address indicated below or to such other address as a party may designate in writing to the other party

If to Bank as Wealth Manager or Custodian

Branch Banking and Trust Company of SC

416 East North Street

Greenville, SC 29601

Attention Frank Maybank

If to Client, at the address set forth below



If to Investment Advisor

BB&T Asset Management, Inc

416 East North Street

Greenville, SC 29601

Attention Kris Kapoor

Name of Account MA Effie C Bowers

Account Number

By signing below, Client represents that Client has read this Agreement and agrees to its terms

ENTITY

Entity Name ("Client") Please Print

By

Title

Employer Identification No

INDIVIDUAL

Effie C Bowers

Individual Name ("Client") Please Print

Signature(s)

Social Security or

Individual Taxpayer

Identification No

Branch Banking and Trust Company of SC accepts its designation as Wealth Manager and Custodian in accordance with the terms and provisions of this Agreement, this 16th day of August, 2006

BRANCH BANKING AND TRUST COMPANY OF SC

By

BB&T Asset Management, Inc accepts its designation as Investment Advisor in accordance with the terms and provisions of this Agreement, this 16th day of August, 2006

BB&T ASSET MANAGEMENT, INC

By

TAX INFORMATION CERTIFICATION

Under penalties of perjury, Client certifies that

- (1) The Taxpayer Identification Number (Social Security Number, Individual Taxpayer Identification Number or Employer Identification Number) appearing above is correct, and
- (2) Client is not subject to backup withholding because Client is exempt from backup withholding, or Client has not been notified by the Internal Revenue Service (IRS) that Client is subject to backup withholding as a result of a failure to report all interest or dividends, or the IRS has notified Client that Client is no longer subject to backup withholding, and
- (3) Client is a U S person (including a U S resident alien)

IF CLIENT IS SUBJECT TO BACKUP WITHHOLDING, CROSS OUT PART (2) ABOVE

Date

Entity Name (Please Print)

By

Title

Effie C Bowers

Individual Name (Please Print)

Signature(s)

Appendix A

Client Investment Objectives and Investment Guidelines

Investment Officer Kris Kapoor
Administrative Officer Judy Schoemer
Account Name [REDACTED]
Account Number [REDACTED]

The following represents the long-term strategic investment objective for the above account. However, this strategic investment objective may fluctuate based on Bank's asset allocation process.

	<u>Traditional</u>	<u>w/Alternative Investments</u>
Aggressive Growth	☐ (100% Equity)	☐ (75% Equity / 25% Alternative)
Growth	☐ (75% Equity / 25% Income*)	☐ (60% Equity / 20% Fixed / 20% Alternative)
Balanced	☒ (60% Equity / 40% Income*)	☐ (50% Equity / 35% Fixed / 15% Alternative)
Income & Growth	☐ (50% Equity / 50% Income*)	☐ (45% Equity / 45% Fixed / 10% Alternative)
Income Primary	☐ (40% Equity / 60% Income*)	☐ (40% Equity / 55% Fixed / 5% Alternative)
Income	☐ (25% Equity / 75% Income*)	☐ (25% Equity / 70% Fixed / 5% Alternative)
☐ Income Only (100% Income*)		
☐ Preservation of Principal		
☐ Other _____		

*Fixed income investments (Check One)
☐ Taxable ☐ Tax Free/State
Money Market Fund (Check One)
☐ Taxable ☐ Tax Free/State

Date 8/17/06
Date 8/17/06
Date 8/17/06

[Signature]
Client Signature(s)
[Signature]
Branch Banking and Trust Company
[Signature]
BB&T Asset Management, Inc.

A-1

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Appendix B

Nondeposit Investment Products Disclosure and Acknowledgement

Investment advisory services are available through BB&T Asset Management, Inc., a subsidiary of BB&T Corporation. BB&T Asset Management, Inc. advises customized investment portfolios, provides asset allocation analysis and offers other investment-related services to affluent individuals and businesses. Wealth Management and Custody services are available through Branch Banking and Trust Company, a subsidiary of BB&T Corporation.

Securities and other investments held in the Account (except to the limited extent that certain cash amounts are held on deposit in a bank) are not deposits or other obligations of BB&T Corporation, Branch Banking and Trust Company or any affiliate, are not guaranteed by Branch Banking and Trust Company or any other bank, are not insured by the FDIC or any other government agency, and are subject to investment risk, including possible loss of principal invested. BB&T Asset Management and Branch Banking and Trust Company do not guarantee the success of investments recommended or made for the Account.

The above disclosure has been explained to me in a manner that I understand

8/16/06
Date

[Signature]
Client Signature(s)

Appendix C

Fee Schedule

<i><u>Indicate Fee Schedule Selected ("X")</u></i>		<i><u>(Click on the related Hyperlink in this column to open and print the Fee Schedule for attachment to this document)</u></i>	
☐	Asset Management All Mutual Funds	<u>AM All Mutual Funds</u>	
☒	Asset Management Individual Securities	<u>AM Individual Securities</u>	
☐	Fixed Income	<u>Fixed Income</u>	



Schedule of Fees BB&T Investment Management Services

BB&T's normal services as Investment Manager include the review of securities, handling of purchases and sales, collecting income and principal payments, collecting proceeds from maturing and called securities, cash management, making disbursements as directed and providing monthly transaction statements and an annual statement of all transactions

Fees

The following fees are calculated monthly based on calculation date market values. Fees and expenses will be deducted directly from your account and reflected in your statements. Our fees, which are specified in your account statement, are subject to change. When BB&T mutual funds are utilized, each month BB&T receives separate compensation for services it provides to the BB&T mutual funds. These fees are separate and apart from the fees payable under this fee schedule. These fees and other operating expenses are outlined in the funds prospectus. You will bear two levels of fees on the portion of your account invested in mutual funds and other pooled investment vehicles.

Discretionary accounts, in which the bank makes investments pursuant to an overall account objective

<u>Market Value of Assets</u>		<u>Rate</u>
First	\$1,000,000	1.40%
Next	\$2,000,000	1.00%
Over	\$3,000,000	0.65%
Minimum Asset Fee		\$6,000

Base Fee

\$25 per month base fee includes tax advice letter, non-resident alien tax services, cash sweep services, outgoing automated bank transfers and automated bill paying.

Other Services and Fees

Where special services are required, including tax, real estate, closely-held business interest, account acceptance, account termination and other non-standard services, additional charges will apply. In addition, when alternative investment strategies (such as structured investments, single stock risk management strategies, call writing and partnership and other packaged products) are utilized, a separate fee schedule setting forth BB&T's fees will apply and will be provided in advance. The reasonable additional compensation may include out-of-pocket expenses such as travel, lodging, long distance calls, etc.

Effective July 1, 2006
FS 2052

BB&T Wealth Management Agreement

This Wealth Management Agreement ("Agreement") is made and entered into this day of , 20 , by and among Branch Banking and Trust Company of SC ("Bank"), BB&T Asset Management, Inc ("Investment Advisor"), and the client whose name appears at the end of this Agreement ("Client")

Bank, through its Wealth Management Division, will act as wealth manager (the "Wealth Manager") of those assets of Client designated to be subject to this Agreement (the "Account"). Investment Advisor will act as Client's investment advisor with full investment discretion over the Account. Bank, through its Trust Division, will act as custodian of the Account (the "Custodian").

I Service of Bank as Wealth Manager

As Wealth Manager, Bank shall (i) gather information from the Client regarding the Client's investment objectives, risk tolerance and investment horizon, tax status, financial situation and needs, (ii) make recommendations to the Client regarding an investment program and investment guidelines for the Account and (iii) coordinate and supervise the services of the Investment Advisor and the Custodian for the Account. Personnel from Bank's Wealth Management Division shall meet periodically and communicate with the Client regarding the Account and shall be available during business hours to answer questions from the Client regarding the Account.

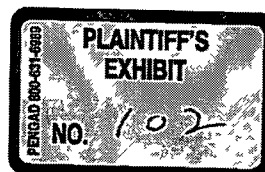
When deemed appropriate, and in the best interest of the Client, Bank is hereby granted authority, subject to prior consent of the client on a case-by-case basis after review of more complete risk disclosure and related information on each proposed investment or transaction, to enter into, invest in, purchase, close-out, redeem or sell for the Account interests in private investment funds, whether in limited partnership, limited liability company, trust, corporate or other form, that are exempt from registration under the Investment Company Act and the interests in which are not registered under the Securities Act of 1933, privately-negotiated swaps, options, collars and similar derivative contracts, and public or privately offered notes the return on which is linked to an index or basket of securities or other assets or contracts ("Structured Notes"). Client recognizes that additional fees will be incurred when using these alternative investment products and strategies. A more complete description of these fees is included in the disclosure materials for each alternative investment product that will be provided to Client at the time a transaction is proposed for Client's account. Client understands that some of these investments present conflicts of interest to Bank due to fee structures and use of proprietary products, and hereby waives such conflicts. Client recognizes that alternative investment products involve a number of investment risks beyond those found in traditional investments in marketable debt and equity securities. A more complete description of these risks is included in the disclosure materials for each alternative investment product that will be provided to Client at the time a transaction is proposed for Client's account.

II Service of Investment Advisor

A Investment Authority

1 In consultation with Investment Advisor and Wealth Manager, Client will establish investment objectives (Appendix A) for investing the assets in the Account.

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2 Within those established objectives and subject to any investment restrictions that Client has notified Investment Advisor of in writing, Investment Advisor is hereby granted complete discretion to purchase or sell the assets in the Account at any time and in any amount without further authorization from Client and to invest and reinvest the assets of the Account in debt, equity and other securities and other assets, investments and contracts, to borrow and lend securities for the Account, and write covered call option contracts. Further, Investment Advisor is hereby granted complete discretion to select brokers and dealers through which to execute transactions for the Account.

3 Investment Advisor is specifically authorized to invest in among other types of securities and investments, mutual funds registered under the Investment Company Act of 1940, and private investment funds that are exempt from registration, including mutual funds and private investment funds to which Investment Advisor or an affiliate provides investment management custody or other services and for which it receives compensation or with which it has in common officers, directors or employees. Client consents to the deposit of cash from the Account in a deposit account with Bank, including short term deposit of cash balances or longer term deposit in certificates of deposit or other bank deposit accounts or investment in money market mutual funds including funds advised by Investment Advisor or others. Client recognizes that the relationship between Investment Advisor and its affiliates may present a conflict of interest in making these investments or deposits for the Account and waives any objection to such conflicts of interest.

4 Investment Advisor shall not have custody or possession of Client's assets at any time, and Investment Advisor will not have the right to withdraw assets from the Account, other than to direct Custodian to settle portfolio transactions for the Account and pay fees and expenses as provided in this Agreement.

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ECCSB

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~~_____~~

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Client has indicated Client's choice as to whether to authorize Investment Advisor to vote proxies on behalf of Client by initialing the applicable option below.

_____ Client hereby states that Client wishes to be responsible for voting Client's proxies and accordingly does NOT give Investment Advisor authority to vote such proxies on behalf of Client proxies

ECCSB

Client hereby authorizes Investment Advisor to vote all proxies on behalf of Client

_____ Client hereby states that Client wishes to be responsible for voting Client's proxies of BB&T Corporation, and accordingly does NOT give Investment Advisor authority to vote such proxies on behalf of Client, but Client hereby authorizes Investment Advisor to vote all other proxies on behalf of Client

III Service of Bank as Custodian

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2 Custodian may give provisional credit to the Account based on the anticipated delivery date of principal or income payments or settlement of transactions If the anticipated payments are not received or are delayed past the anticipated date, Client understands that Custodian may debit the Account for the provisionally credited amount pending actual receipt by Custodian

C Statements Custodian will send to Client a monthly ☒ or quarterly ☐ statement showing the beginning value of the Account, all transactions and payments in the Account during the period, and the positions in the Account as of the end of the period covered by the statement Client agrees to review each Account statement upon receipt and understands that each Account statement will be deemed conclusive if Client does not object to it in writing within 30 days of the date of the statement Custodian and Investment Advisor each nonetheless reserves the right and intends to correct any demonstrable errors (e g clerical, computer-related, or valuation errors) at any time All statements sent to Client at the address provided under this Agreement shall be deemed to have been delivered to Client within five days of mailing whether actually received or not

D Withdrawal of Assets by Client Client may withdraw securities or funds in the Account at any time upon direction or receipt signed by Client, subject to the payment of any fees due to Bank or Investment Advisor, payment of the Account expenses incurred, and subject to amounts under lien, serving as collateral or needed to settle pending transactions for the Account, or as otherwise required by law to be withheld

E Administrative Powers Custodian is authorized to perform such other acts incidental to its duties under this Agreement as Custodian, in its discretion, deems appropriate, including the authority (i) to register and hold securities or other property in the name of a nominee or in any other form without disclosure of this Agreement or to hold the same unregistered in such form that they will pass by delivery, (ii) to employ persons or entities to assist Custodian, including agents and brokers, including Custodian's own affiliates, (iii) to comply with orders issued or process entered by any court with respect to the Account and the assets in the Account, (iv) to execute on behalf of Client any declarations, affidavits, certificates of ownership, or federal income tax ownership certificates as may be required with respect to any assets held in the Account, (v) to deliver and receive securities, cash and other Account assets and portfolio contracts to and from broker-dealers, investment funds, banks and other counterparties in order to enter into or settle portfolio transactions and investments for the

Account, and to pledge Account assets or deliver out Account assets as collateral to secure investment portfolio obligations of the Account, as instructed by Investment Advisor

II General

A Compensation Client understands that compensation for services to Bank and Investment Advisor are in accordance with Appendix C or as modified by written agreement with Client. Bank may modify Fee Schedule from time to time by written notice to Client. Fees received by Investment Advisor or an affiliate for investment management, custody or other services provided to mutual funds or private investment funds in which the Account is invested or for other services not contemplated by this Agreement, such as acting as broker, shall be in addition to and not in lieu of fees for serving as Investment Advisor

B Assignment No assignment of this Agreement shall be made by any party without the other parties' written consent. However, Client shall be deemed to consent to continuation of this Agreement after a change in control of Bank or Investment Advisor (a change in control of Investment Advisor may be deemed to be an "assignment" for purposes of the federal Investment Advisers Act) if Client has been provided written notice of the change-in-control not less than 45 days prior to the change-in-control and Client has not objected in writing, to the address specified in the notice, within such period, to continuation of this Agreement. This Agreement shall inure to the benefit of and bind the parties' respective permitted successors and assigns

C Amendment Client understands that, from time to time, Bank and Investment Advisor may seek to amend this Agreement by providing Client with 30-day notice of the proposed amendment. Client agrees that any such amendment will be deemed accepted by Client if Client continues to maintain the Account following the 30-day notice period. This Agreement may also be amended by mutual written consent of the parties

D Term and Termination This Agreement may be terminated by any party by the giving of thirty (30) days written notice to any non-terminating party. Such written notice shall be either sent via certified mail, return receipt requested, or hand-delivered to the address of the party as set forth herein unless a substitute address has been provided to the other party in writing. Written notice by the terminating party shall be deemed received by the non-terminating party upon physical delivery either by mail or by hand. Upon termination of this Agreement, Investment Advisor shall perform no functions whatsoever with respect to the management of the Account except those functions specifically authorized by Client in writing and, further, management of the Account shall be the sole responsibility of Client.

In any event, within five (5) business days after execution by all parties, client may terminate this agreement, without penalty or charge, via written notice to advisor

E Death or Incompetence of Client In the event that Client should die or become incompetent, Investment Advisor and Bank's authority to act pursuant to the terms of this Agreement shall continue until such time as Investment Advisor and Bank receive written notice of Client's death or incompetence from Client's legal representative

F Limitation of Liability and Indemnification Client agrees

1 Bank and Investment Advisor shall not be liable with respect to their services under this Agreement except for any loss attributable to their negligence or willful misconduct. In no event shall Bank or Investment Advisor be liable for any incidental, indirect, special, consequential or punitive damages

2 Bank and Investment Advisor shall not be liable to Client for any act or omission of any broker-dealer, issuer of securities or contracts held in the Account, or other third party, and do not assume responsibility for the accuracy of information furnished to them by Client, an issuer of securities, or by any other person upon whom they reasonably rely

3 Bank, Investment Advisor and their affiliates shall not be liable to Client as a result of actions or omissions in respect of portfolio companies taken in the other capacities in which Investment Advisor, Bank or their affiliates operate, or failure to trade in securities for the Account while precluded from doing so by insider trading laws, Investment Advisor or Bank internal policies or when precluded from using or sharing confidential information regarding the portfolio companies with the investment team that manages and administers the Account

4 Client shall reimburse, indemnify and hold Bank and Investment Advisor harmless from any and all liability, loss, claim, damage or expense, including attorney's fees and costs, resulting from their exercise of or failure to exercise any authority or power granted to them under this Agreement (except for negligence or willful misconduct) or from claims of third parties including claims for taxes or other governmental charges Bank is authorized to hold or to apply the property, including cash, in the Account for such indemnification or reimbursement

5 Bank and Investment Advisor shall not be obligated to take any legal action or commence any proceeding in connection with the Account

6 Bank and Investment Advisor have authority not to execute any transactions which they believe may violate applicable statutes or subject them to loss or liability

7 Certain federal and state securities laws may impose liabilities under certain circumstances on persons who act in good faith, and nothing herein shall in any way constitute a waiver or limitation of any rights which Client may have under any such applicable law if under applicable law they cannot be waived by contract

G Acknowledgment of Receipt, Integration and Severability

1 Client acknowledges receipt of a copy of Investment Advisor's most recent ADV Form, Part II and a copy of this Agreement and the Appendices to it

2 The terms and conditions contained in this Agreement constitute the entire agreement of the parties concerning its subject matter and supercede all prior communications, representations, negotiations or agreements concerning Client's engagement of Bank to provide wealth management and custody services and Investment Advisor to provide investment advisory services

3 If any provision of this Agreement is held illegal or unenforceable in a judicial proceeding, such provision shall be severed from this Agreement and shall be inoperative and the remainder of the Agreement shall remain binding on the parties

H Applicable Law This Agreement will be governed by the internal laws of the State of SC without reference to principles of conflict of laws

I Notices Any notices hereunder shall be in writing, duly signed by the party giving such notice, and shall be effective when received by the party to whom addressed at the address indicated below or to such other address as a party may designate in writing to the other party

If to Bank as Wealth Manager or Custodian

Branch Banking and Trust Company of SC

416 East North Street

Greenville, SC 29601

Attention Frank Maybank

If to Client, at the address set forth below



If to Investment Advisor

BB&T Asset Management, Inc

416 East North Street

Greenville, SC 29601

Attention Kris Kapoor

Name of Account MA Effie C Bowers

Account Number

By signing below, Client represents that Client has read this Agreement and agrees to its terms

ENTITY

Entity Name ("Client") Please Print

By

Title

Employer Identification No

INDIVIDUAL

Effie C. Bowers

Individual Name ("Client") Please Print

Signature(s)

Social Security or
Individual Taxpayer
Identification No

Branch Banking and Trust Company of SC accepts its designation as Wealth Manager and Custodian in accordance with the terms and provisions of this Agreement, this 16th day of August, 2006

BRANCH BANKING AND TRUST COMPANY OF SC

By

BB&T Asset Management, Inc accepts its designation as Investment Advisor in accordance with the terms and provisions of this Agreement, this 16th day of August, 2006

BB&T ASSET MANAGEMENT, INC

By

TAX INFORMATION CERTIFICATION

Under penalties of perjury, Client certifies that:

- (1) The Taxpayer Identification Number (Social Security Number, Individual Taxpayer Identification Number or Employer Identification Number) appearing above is correct, and
- (2) Client is not subject to backup withholding because Client is exempt from backup withholding, or Client has not been notified by the Internal Revenue Service (IRS) that Client is subject to backup withholding as a result of a failure to report all interest or dividends, or the IRS has notified Client that Client is no longer subject to backup withholding, and
- (3) Client is a U.S. person (including a U.S. resident alien)

IF CLIENT IS SUBJECT TO BACKUP WITHHOLDING, CROSS OUT PART (2) ABOVE

Date

Entity Name (Please Print)

By

Title

Effie C. Bowers

Individual Name (Please Print)

Signature(s)

Appendix B

Nondeposit Investment Products Disclosure and Acknowledgement

Investment advisory services are available through BB&T Asset Management, Inc., a subsidiary of BB&T Corporation. BB&T Asset Management, Inc. advises customized investment portfolios, provides asset allocation analysis and offers other investment-related services to affluent individuals and businesses. Wealth Management and Custody services are available through Branch Banking and Trust Company, a subsidiary of BB&T Corporation.

Securities and other investments held in the Account (except to the limited extent that certain cash amounts are held on deposit in a bank) are not deposits or other obligations of BB&T Corporation, Branch Banking and Trust Company or any affiliate, are not guaranteed by Branch Banking and Trust Company or any other bank, are not insured by the FDIC or any other government agency, and are subject to investment risk, including possible loss of principal invested. BB&T Asset Management and Branch Banking and Trust Company do not guarantee the success of investments recommended or made for the Account.

The above disclosure has been explained to me in a manner that I understand

8/16/06
Date

[Signature]
Client Signature(s)

Appendix C

Fee Schedule

<i><u>Indicate Fee Schedule Selected ("X")</u></i>		<i><u>(Click on the related Hyperlink in this column to open and print the Fee Schedule for attachment to this document)</u></i>	
☐	Asset Management All Mutual Funds		<u>AM All Mutual Funds</u>
☒	Asset Management Individual Securities		<u>AM Individual Securities</u>
☐	Fixed Income		<u>Fixed Income</u>



Schedule of Fees BB&T Investment Management Services

BB&T's normal services as Investment Manager include the review of securities, handling of purchases and sales, collecting income and principal payments, collecting proceeds from maturing and called securities, cash management, making disbursements as directed and providing monthly transaction statements and an annual statement of all transactions

Fees

The following fees are calculated monthly based on calculation date market values. Fees and expenses will be deducted directly from your account and reflected in your statements. Our fees, which are specified in your account statement, are subject to change. When BB&T mutual funds are utilized, each month BB&T receives separate compensation for services it provides to the BB&T mutual funds. These fees are separate and apart from the fees payable under this fee schedule. These fees and other operating expenses are outlined in the funds prospectus. You will bear two levels of fees on the portion of your account invested in mutual funds and other pooled investment vehicles.

Discretionary accounts, in which the bank makes investments pursuant to an overall account objective

<u>Market Value of Assets</u>		<u>Rate</u>
First	\$1,000,000	1.40%
Next	\$2,000,000	1.00%
Over	\$3,000,000	0.65%
Minimum Asset Fee		\$6,000

Base Fee

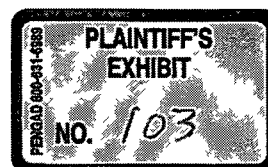
\$25 per month base fee includes tax advice letter, non-resident alien tax services, cash sweep services, outgoing automated bank transfers and automated bill paying.

Other Services and Fees

Where special services are required, including tax, real estate, closely-held business interest, account acceptance, account termination and other non-standard services, additional charges will apply. In addition, when alternative investment strategies (such as structured investments, single stock risk management strategies, call writing and partnership and other packaged products) are utilized, a separate fee schedule setting forth BB&T's fees will apply and will be provided in advance. The reasonable additional compensation may include out-of-pocket expenses such as travel, lodging, long distance calls, etc.

Effective July 1, 2006
FS 2052

Document Produced Natively



CONFIDENTIAL

BB&T_09342

ROA 3339

Wealth Management Division Sales Report

Instructions

1. Complete a report for each current and future fee sale - include all information
2. If a joint sale, only fill out one form listing the officers who should share in the credit
3. Send complete reports to your Wealth Management Group Director for Verification
4. For estate settlement services sold under agency agreement, see * below

All reports must be received by your group director for verification by the 25th day of the month
ALL INFORMATION MUST BE COMPLETE AND CORRECT OR THE REPORT WILL BE RETURNED!

Please indicate if you have also reported the following sales entry in the ProActiv system
 at 1.25% of the assets - Yes or No:

Fee Type (Check Type)

☒ Current Fee **
☐ Future Fee

Account Number (Enter Number)

☐ New Account Opened
☐ Existing Account Addition ***

*** Assets for this sale must be \$100,000 in order to receive incentive credit ***

Officer Reporting Sale

Anthony Mahfood

Percentage 100% %

Judy Schoemer

Percentage %

Kris Kapoor

Sales Assist /Trust Officer 100%

Portfolio Mgr /Investment Officer 100%

Reporting Officer(s) Information

SSN
 Officer # 39260

SSN
 Officer #

Account Name

Effie Bowers

Account Type

IMA

Description

Pre Paid Variable Forward

(WM, Trust, Custody, and IMA only)

Assets

\$ 9,047,703

Fees for Current Fee Only

Fee Schedule Amount \$ 63,334

Total Fee \$ 63,334

Fee Discounted
 (Check Yes or No)

☒ Yes ☐ No

City to Receive Credit

Region

(Use Region Org Structure Reference)

Branch Center Number (Use Branch Center Reference)

Enter center number here if different than referrer's below

(This is the office which will receive "Trust Branch Incentive" Credit)

Reason for Discount

Large Family Relationship and Many Relationships with Bank

Referral Incentive*

Referral Type
 (please check)

Retail

Commercial

Name

Social Security No. Required for sales credit

Branch Center #

(Refer to Branch Center Reference)

(This is the branch where the officer makes the referral)

Referrers Officer #

Team Director's Review

Send sale report to your team director weekly for approval

Opening Value

(Team Director's Initials)

Fee Amount

(Team Director's Initials)

Verification

*(Wenick Adams, Burch Freedman, Housman Karolyi Mockoviak, Myers) Must have approval here

** Estate settlement services sold under an agency agreement will be credited at one-half (50%) of the fee
 Example \$100,000 in fees to be collected should be reported as \$50,000 total fees

This form was updated February 2006

Attention Managers Please have all reports to Holly Nutt No Later than 9 00am on the first or the Friday before if the first falls on a weekend

This form was updated February 2006

ROA 3341

0002 Branch Banking and Trust Corp
5272020 Greenville SC
REPORT MO-699-95

Sales Tracking and Incentives
Wealth Mgmt Advisor
Individual Results
CONFIDENTIAL

PAGE 1
AS OF 12/31/2007
RUN ON 01-25-08

WM Advisor II
MAHFOOD, ANTHONY R
Officer # 39260

PERFORMANCE MEASURES	WEIGHT	OPPORTUNITY	GOAL	RESULTS	POINTS
Avg Monthly Fee Based Revenue (\$)	60	30 00 60 00 120 00	12,500 16,667 25,000	27,271	120 00
Avg Monthly Deposit Production (\$)	20	10 00 20 00 40 00	150,000 200,000 300,000	38,914	0 00
Wealth Credit Scorecard Rating 5 = Exceptional 4 = Very Good 3 = Performer 2 = Growth Opportunity 1 = Need Immediate Improvement	10	5 00 10 00 20 00	3 00 4 00 5 00	3 25	6 25
Teamwork/Balanced Mix of Business 5 = Exceptional 4 = Very Good 3 = Performer 2 = Growth Opportunity 1 = Need Immediate Improvement	10	5 00 10 00 20 00	3 00 4 00 5 00	4 50	15 00
Totals	100				141 25

Quarterly Cumulative Scorecard

	YTD Fees Collected	Projected Salary	Salary x 1.5	Incentive Base	Incentive Earned
Quarter #1	27,953	0	0	27,953	6,988
Quarter #2	166,017	0	0	166,017	34,516
Quarter #3	201,930	0	0	201,930	8,978
Quarter #4	327,254	0	0	327,254	31,331
Total Incentive Earned*					81,813

INCENTIVE EARNED = YTD FEES COLLECTED - (PROJ SALARY x 1.5) x .25 - YTD INCENTIVE PAID*
MUST BE A PERFORMER OR BETTER IN THE TEAMWORK/BALANCED MIX OF BUSINESS MEASURE FOR PAYOUT

Retention
2006 Retention Results 242,868.00
2007 Retention Results 0.00



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BB&T_45182

ROA 3342

DATE 01/11/2008
TIME 14 30 24
REPORT ID SIPA114 91

BRANCH HARRIS & HUNTER CONFIDENTIAL
SALES INCENTIVE SYSTEM
NON-INTEREST INCOME REF REPORT - WEALTH MGMT

PAGE 5
FOR THE MONTH OF DECEMBER 2007

OFFICER 39260 NAME ANTHONY MAHFOOD

GROUP TYPE	DATE	PRODUCT	FEE AMOUNT \$	CLIENT NAME	ACCOUNT NUMBER
INVESTMENTS	01/03/2007	Mutual Fund	252	JON A CARSON III	
INVESTMENTS	01/03/2007	Mutual Fund	252	JAMES F CARSON	
INVESTMENTS	01/03/2007	Mutual Fund	252	REBECCA R CARSON	
OFFICER PRODUCT TOTAL			\$ 756		
RETAIL	06/18/2007	*Scott & Stringfellow Relation	47 000	FRANCIS FELDER MAYBANK	
RETAIL	08/14/2007	*Scott & Stringfellow Relation	1	HORST ESCHENBERG	
RETAIL	02/28/2007	*Scott & Stringfellow Relation	30	ROBERT A J COLLETTI	
OFFICER PRODUCT TOTAL			\$ 47 031		
INSURANCE-R	02/07/2007	Retail Purposes	1 590	CHARLES MATTHEW USURY	
INSURANCE-R	09/25/2007	Retail Purposes	12 995	JAMES M/TFF/MORTON	
OFFICER PRODUCT TOTAL			\$ 14 585		
TRUST	12/13/2007	Financial & Estate Planning	1 250	JAMES COUNIHAN	
TRUST	12/13/2007	Financial & Estate Planning	1 500	ROBERT E MCCORMICK	
TRUST	11/19/2007	Financial & Estate Planning	1 500	JAMES R FIDELAND	
TRUST	11/16/2007	Financial & Estate Planning	1 500	PAUL S FORD HITH	
TRUST	06/14/2007	Financial & Estate Planning	1 000	JAMES R FIDELAND	
TRUST	05/23/2007	Financial & Estate Planning	1 000	RACHEL C DRAFF	
TRUST	12/31/2007	Retention	44 281	ASSET MGMT RETENTION	
TRUST	06/15/2007	Alt Inv - Hedge Real Est Com	15 952	LLOYD GUYTON BOWERS	
TRUST	02/12/2007	Trust & Fiduciary Management	9 830	EFFIE CAMPBELL BOWEN	
TRUST	03/02/2007	Investment Custody	266	JAMES H EASLER	
TRUST	11/30/2007	Equity Enhancement Program	2 660	JAMES H LAMTO	
TRUST	02/22/2007	IRA Investment Management	312	PHILIP C WINSTEAD	
TRUST	08/28/2007	Equity Enhancement Program	3 487	GEORGE DUNDZAF	
TRUST	05/21/2007	IRA Investment Management	1 071	KENETH H BURNINGTON	
TRUST	08/29/2007	IRA Investment Management	1 059	ELIZABETH L RICHARDSON	
TRUST	04/25/2007	IRA Investment Management	1 731	WILLIAM EDWARD TODD	
TRUST	10/12/2007	IRA Investment Management	2,436	SUSAN K THOMSON	
TRUST	03/13/2007	IRA Investment Management	4 823	THOMAS WEBER	
TRUST	03/13/2007	IRA Investment Management	4 839	SHARON G HEBBER	
TRUST	05/25/2007	Investment Management	665	LLOYD GUYTON BOWERS	
TRUST	08/23/2007	Equity Enhancement Program	3 134	ELIZABETH L RICHARDSON	
TRUST	06/27/2007	Alt Inv - Hedge Real Est Com	37 705	RALPH F SCHMIDT	
TRUST	09/21/2007	Investment Management	14 764	SARA F CAMERELL	
TRUST	01/25/2007	Investment Management	665	SARA B BOWEN	
TRUST	02/20/2007	Structured Notes	200	M CHAEL ROGER THOMSON	

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BB&T_45204

ROA 3343

DATE 01/17/2008
TIME 14 30 24
REPORT ID SIPA114-91

BRANCH BANKING & TRUST - CONFIDENTIAL
SALES INCENTIVE SYSTEM
NON-INTEREST INCOME FEE REPORT - WEALTH MGMT

PAGE 56

FOR THE MONTH OF DECEMBER 2007

OFFICER : 39260

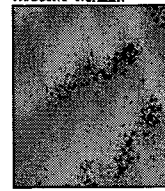
NAME ANTHONY HANFOOD

GROUP TYPE	DATE	PRODUCT	FEE AMOUNT \$	CLIENT NAME	ACCOUNT NUMBER
TRUST - WM	01/30/2007	Structured Notes	200	RICHARD H ANDERSON	
TRUST - WM	05/17/2007	Investment Management	1,125	ELIZABETH R USRY	
TRUST - WM	10/23/2007	Investment Management	16 708	LUCY HILL BOWERS	
TRUST - WM	12/04/2007	Investment Management	76 867	EFFIE CS BOWERS	
TRUST - WM	03/13/2007	Investment Management	12,500	M THOMAS WEBBER	
TRUST - WM	07/13/2007	Investment Management	12 500	CHARLES E TAPP	
TRUST - WM	09/18/2007	Investment Management	3 320	BILLY B HUSKEY	
TRUST - WM	10/11/2007	Investment Management	1 095	SUSAN K THOMSON	
TRUST - WM	11/01/2007	Investment Management	1 861	WILLIAM B RICHARDSON	
TRUST - WM	02/20/2007	Investment Management	250	FACTORY FURNITURE OF GREENVILL	

OFFICER PRODUCT TOTAL \$ 264 882

OFFICER GRAND TOTAL \$ 327 254

OFFICER MONTHLY AVERAGE TOTAL \$ 27 271



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BB&T_45205

ROA 3344

BB&T PERSONAL DEVELOPMENT PLAN - Wealth Management Team Director

Ross Walters

EMPLOYEE NAME

Greenville SC Wealth Management Team

CENTER NAME/NUMBER

Agreement on Plan

2006

(Initials)

MGR

EMPL

DATE

6-month Review (Initials)

MGR

EMPL

DATE

Annual Summary by

MANAGER

DATE

Summary Reviewed by

MANAGER & SUPERVISOR

DATE

I ORGANIZATIONAL VALUES AND CORE COMPETENCIES

Important The composite result of the following organizational values and core competencies directly impacts your professional reputation and credibility. The following categories were evaluated using the rating definitions found at the back of this form. Definitions for ratings should be reviewed with the employee prior to the discussion.

BB&T VALUES

- Reality Grounded/Reasoning** Acts within the context of reality (the facts), as opposed to wishful thinking. Reasons logically from the facts at hand. Clear thinker. Begins with sound premises and draws conclusions in a rational manner.
- Independent Thinker** Makes rational decisions independently. Thinks creatively. Seeks innovation not to be different, but to be "better". Demonstrates the courage and self confidence to stand up for beliefs and ideas.
- Productivity** Committed to taking actions necessary to accomplish mission/goals. Turns thoughts into actions through proper planning, organizing, and execution. Sets priorities effectively and monitors timely completion of work. Provides services to clients in an efficient manner reflecting the value of the relationship. Able to handle multiple tasks and interruptions.
- Attendance** Displays promptness and good attendance.
- Justice/Fairness** Does not discriminate on race, gender, age, disability, nationality, religion, etc. Acknowledges superior performance. Treats everyone with dignity, trust, and consideration. Respects the individual.
- Pride/Ownership** Exhibits pride in work and accomplishments. Earns positive self-esteem from performing work well. Possesses strong personal goals and accomplishes goals within the context of the work unit and corporate missions. Possesses self-motivation and a strong work ethic including the initiative, energy, and desire to begin and complete assigned tasks. Exhibits personal commitment to and accepts personal responsibility for, individual and work unit success.
- Teamwork and Mutual Supportiveness** Acts to achieve agreed upon objectives of the team with respect for fellow employees, while acting in a mutually supportive manner. Displays a willingness to "pitch-in". Supports corporate goals and philosophies.

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

NII	GO	P	VGP	EP
☐	☐	☒	☐	☐

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

PROBLEM SOLVING & DECISION MAKING SKILLS

- Knowledge/Skills** Possesses knowledge and skills necessary to perform assigned responsibilities in a competent manner. Acts on growth opportunities and pursues education/training to fill identified gaps. Works without close supervision.
- Problem Solving** Identifies problems in a timely manner. Gathers and analyzes information skillfully, sorting relevant from irrelevant information. Grasps essentials of complex issues, develops appropriate solutions, and initiates action.

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

INTERPERSONAL SKILLS

- Communication Style** Communicates in an open, candid, clear, and consistent manner.
- Listening Skills** Listens effectively and probes for new ideas.
- Diplomacy** Influences others with or without direct authority. Uses facts and rational arguments to influence and persuade.

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

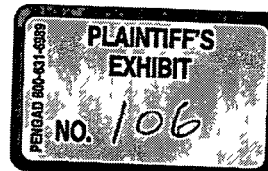
NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

QUALITY & CLIENT SERVICE ORIENTATION

- Work Quality** Produces high quality work and is attentive to detail and accuracy.
- Process Improvement** Continually evaluates, recommends, or implements process/system improvements. Accepts and handles change effectively.

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

NII	GO	P	VGP	EP
☐	☐	☒	☐	☐



15 **Client Service Delivery** Follows BB&T's *Gold Seal Client Service Standards of Excellence* in servicing clients while performing daily responsibilities. Seeks to understand internal/external client needs and solicits feedback to enhance service quality and establish relationships

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

16 **Telephone Skills.** Answers telephone using BB&T's *Telephone Answering Guidelines*. Maintains updated phone mail messages. Returns calls at earliest possible convenience

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

PERSUASIVENESS/SALES (required for employees with sales responsibilities, optional for others)

17 **Sales Communication Skills** Deals effectively with internal/external clients and other business relationships

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

18 **Negotiating/Closing** Can make things happen, negotiate, and "make a deal". Recognizes business opportunity and seizes it.

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

19 **Product Knowledge** Possesses adequate product knowledge to meet client needs and support sales process

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

20 **Sales Behaviors** Follows Decathlon or other established sales process, using agreed upon sales techniques and behaviors

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

21 **Sales Goals** Meets agreed upon sales goals on a consistent basis

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

LEADERSHIP (applies to employees with managerial and leadership responsibilities)

22 **Vision/Motivation** Develops and communicates a clear vision and direction for assigned unit/organization. Inspires and energizes others to commit to vision. Leads by example

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

23 **Forward Thinking** Stretches horizons and challenges paradigms. Creates and manages real and positive change

NII	GO	P	VGP	EP
☐	☐	☒	☐	☐

24 **Participative Management** Involves the correct individuals in the decision-making process to ensure all important "inputs" are considered. Facilitates consensus agreement as appropriate

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

25 **Team Builder** Selects and retains talented people. Encourages training and education. Constant interest in learning

NII	GO	P	VGP	EP
☐	☐	☐	☐	☒

26 **Coaching** Provides coaching and feedback to develop team members to fullest potential. Shares timely and objective feedback with assigned staff, including constructive feedback aimed at improvement. Sets objectives and conducts mid-year and year-end formal reviews on a timely basis. Inspects what is expected. *For managers with sales responsibilities* Provides sales coaching and feedback on a "real-time", immediate basis

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

27 **Delegation/Empowerment** Delegates whole tasks and empowers team to maximum effectiveness

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

28 **Justice/Fairness (leadership aspect)** Evaluates and rewards employees objectively. Differentiates in the recognition of competency, performance, and character. Fully utilizes diversity of team members to achieve business unit success. Willing to make and act on difficult/tough decisions

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

29 **Corporate Perspective** Systems thinker with a cross-functional perspective. Considers global/corporate impact of decisions and actions. Communicates this perspective to team members

NII	GO	P	VGP	EP
☐	☐	☒	☐	☐

30 **Quality/Client Service Leadership** Creates client service mindset throughout unit/organization. Inspires and demonstrates a passion for excellence in every aspect of work. Holds regularly scheduled service meetings. Emphasizes use of agreed upon service techniques and follows up to ensure proper execution

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

31 **Sales Leadership (required for managers with sales responsibilities)** Champions sales effort throughout unit/organization. Holds routine sales meetings, "Big 5's", objections clinics, etc. as necessary to support sales process and maximize effectiveness of sales efforts. Serves as a role model producer

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

OPTIONAL

32 **Behavior/Skill/Competency** _____
(To be defined by manager)

NII	GO	P	VGP	EP
☐	☐	☐	☐	☐

Mid-Year Comments For Organizational Values and Core Competencies

Ross is performing at a level of performer or better in all values and core competencies. Ross continues to show particular strength in the areas of independent thinking, productivity, pride/ownerships, teamwork and sales leadership. Taking his team to the next level in 2007 will test Ross's coaching and sales management skills as they have the potential to be a leading team in our group and the division.

II OBJECTIVES

Attach Incentive Matrix Reflecting Ratings and Comments For Incented Positions In Banking Network, Lines of Business, Other Business Unit Plans, and Executive Incentive Participants
(Use Additional Objectives Below as Necessary)

For All Other Positions, Use Objectives Below To Assess Results

RESULTS (For Incented Positions In Banking Network, Lines of Business, etc.)

- 33 Incentive Plan Performance Individual performs at an acceptable level in assigned incentive plan, meeting or exceeding goals in most areas (attach plan results/matrix)
Ross achieved 125 points on his Sterling Matrix achieving target or better points in all categories, except Credit Scorecard, which represents very good performance

NII	GO	P	VGP	EP
☐	☐	☐	X	☐

List agreed upon objectives directly from the planning process, including the indicators of performance. Indicate results by checking appropriate block and comment as necessary. See back page for ratings.

OBJECTIVE 1 Achieve the revenue and expense plan, loan and deposit growth goals, future fee appointment goal and quality control goals for your team.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	X	☐

Comments

Total adjusted Non Interest Income was \$3,314MM \$98,000 (2.8%) short of plan but this did represent year over year growth of \$128,000 or 4%. YOY growth was diminished by significant one time IRM sales and revenue in 2005. Wealth Management Income was \$2,657MM, \$13,000 (0.5%) below plan but represented \$479,000 or 22%, very solid YOY growth rate in this important area. Mortgage and Scott and Stringfellow revenue was significantly over plan in 2006 with very good YOY growth also, while Financial Planning Fees and Insurance revenue were areas of weakness.
Total adjusted Non Interest Expense was \$1,168MM, well below plan by \$79,000.
Loan and deposit production fell well short of goal at \$4,152MM in loans and \$1,746MM in deposits. The team will need to be particularly mindful of pricing and documentation exceptions that impact the Credit Scorecard.
Fee Based Revenue Sales were \$1,379,261 to a minimum standard of \$900,000 representing an average of \$275,852 per producer. This was very strong overall performance. Ross had outstanding personal production as well of \$388M placing him in the top 5 of TD production and 9th in team production.
Mix of Business was very solid with all categories represented and Asset Management representing 82%.
Assets Under Management grew to \$396,307MM representing strong 20% growth.
Future Fee Production was \$77,496MM to a goal of \$60,000MM.
New Households added in 2006 were 67 to a minimum standard of 60.
Financial Planning production and activities were solid in 2006 with 73 Financial Planning households and \$1,175MM FBR assists. Ross had the top performing Financial Planner on his team in 2006 and Clark is one of the most technically competent FPS's in the division. The challenge for Ross and Clark in 2007 will be to leverage that talent and experience to do more fee based planning and assist the WMA's in recognizing and capitalizing on more and larger planning opportunities.
Insurance Referrals generated \$25,000 in new revenue in 2006 but overall referral activity was good with 21 Life and 31 P&C referrals. Opportunity exists to turn referrals into more sales.

OBJECTIVE 2 Participate in the regional management level decisions of your WM Region on an active and vocal basis

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	X	☐

Comments

Ross gives solid feedback that adds value to our group and the group director. He participates in discussions and supports the initiatives of the group and the division. Ross is the most experienced Team Director in our group and I value his contributions and leadership. I will count on Ross to provide peer support, guidance and encouragement to other TD's in our group as they develop and grow in their new role at BB&T and in Wealth Management.

OBJECTIVE 3. Provide integrated sales & service leadership to your WM Team, as well as Private Banking Managers and IRM partners. Provide leadership for initiatives designed to achieve success in achieving goals for new Wealth Management households, BSO liquidity pipeline and other top-line revenue growth projects

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross integrates the Decathlon process on his team including sales meetings and use of Proactive. Dedicating 45-60 minutes a week to sales meetings focused on commitments/debriefs and the quality and quantity of sales activity (retain, expand, attract) will be critical to take the Greenville team to the next level. Ross does a very good job of building strong working relationships with his RP, PB manager and IRM partners. He has made good progress in working with the new Scott and Stringfellow leadership in his market and takes an active role working with other IRM partners. He has the confidence of his RP and frequently participates in regional meetings and other activities. He has worked hard to overcome the challenges he faced with turnover in his region in almost all lines of business in 2006 and is building relationships that will benefit the team in 2007. Ross is also actively engaged in civic and leadership roles outside of the bank and sets an example for his team in that regard. Ross took a leadership role in the introduction and delivery of Alternative Investments and closed some significant business in 2006. I can count on Ross to support division initiatives such as Legacy Banking, BSO liquidity leads, etc. as well as provide constructive feedback on the initiatives. Ross worked with his WMA's to develop team initiatives such as the Wealth and Commercial team presentation.

OBJECTIVE 4 Adhere strictly to Wealth Management segmentation model. Continue to lead the migration of existing non-Wealth Management accounts to the appropriate segmentation Relationship Manager and IRM partner. Conduct monthly rounds to review referred WM Profiles to ensure that referral resources understand WM Client definition and receive appropriate referral credit.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross's team does a very good job of working within the defined WM segment and understands its importance in their ability to focus on bringing in and servicing larger relationships. Continued diligence in this area is important and random inspection should be part of the normal operating plan. Regular review and inspection of the 13 WM Issues and Profiles will also ensure that we are working within our segment and making appropriate referrals to Private Banking but also aid in coaching the WMA's. Continued efforts and strategies focused on the CE's and BSO's will be critical. Migration under current parameters has taken place.

OBJECTIVE 5 Provide leadership to ensure that all policies and procedures are strictly adhered to and that all team activities are conducted within the appropriate bank and regulatory compliance rules and guidelines.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross's team does a very good job in this area scoring very high marks on the quality control goals for the team. I encourage Ross to utilize the GSPTS as a resource for his PTS staff. It will be important to closely monitor the responsibilities of the PTS staff so that compliance and attention to detail does not slip with their increased account load.

OBJECTIVE 6 Be involved in at least one Chairman's Innovation Award recommendation for 2006, either individually or in conjunction with your team.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross's team submitted a number of CIA recommendations for 2006.

OBJECTIVE 7 Be actively involved in the salary administration process for 2006, insuring "justice" on how ratings are given and salary dollars are allocated.

Year-End Review

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments Ross provided good feedback during the PDP process and I can always count on him to actively advocate for his team during the salary administration process.

OBJECTIVE 8 Be a coach and court to employees within your team to ensure their success. Team members Le, example in areas of sales, client service and delivery. Participate in joint calls with all WMA's, an integrated relationship management plan for your clients

Year-End Review

NIR	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments

Ross did an excellent job of raising his team's sales performance in 2006. Even as his WMA's gain more experience and continue to increase production, he will need to consistently coach and mentor and go on joint calls. Clearly Ross leads by example as evidenced by his own quality portfolio and personal sales results. Ross's tenure and experience in this business is a strong example to his team. Regularly scheduled coaching sessions with his WMA's were held and I encourage Ross to continue that in 2007 along with informal coaching to improve consistency and performance.

OBJECTIVE 9 Be responsible for employee retention and maintain an acceptable employee turnover rate. Maintain a network and pipeline of prospective employees so that vacated positions within your team may be filled quickly and efficiently.

Year-End Review

NIR	GO	P	VGP	EP
☐	☐	☐	☒	☐

Comments

Ross continues to do a very good job in this area as evidenced by no unplanned turnover on his team again in 2006. He handled Frank Maybank's transition effectively at year end with no evident client impact. A challenge and opportunity will be to take advantage of Frank's continued employment contract. He will need to handle a non-performing WMA this year however and Ross has already identified and addressed the issues and is working on an action plan. Maintaining an active pipeline of candidates is crucial.

Mid-Year Comments For Objectives

09/13/06 Ross still has a fairly young and inexperienced team and with the exception of Don, has been together since the inception of WM. Ross's team has faced challenges this year with the significant turnover throughout the region in almost all lines of business. Ross's team has been the constant and he is to be commended for that. Ross has done a good job of integrating himself at all levels of the Region, with the new RP on down.

Objective 1 As of June 30, the Greenville teams Total Revenue was \$1,562M, unadjusted, and under its plan by just \$30M. While YOY growth is down 7%, this is due to a significant insurance sale in the first half of last year. Wealth Management income is over plan by \$77M or 6% above plan with a solid 33% growth rate YOY. Total non-interest expenses are within threshold of plan after adjustments.

Loan production is at \$2,345M to a YTD goal of \$4,500M and DRL scorecard rating is 3.13. Ross's team has solid performance in future fees production with \$42.5MM to a YTD goal of \$30MM.

Ross's group has completed 32 financial planning modules. Ross has one of the most capable FPS's in WM on his team and would like to see this team set the standard in fee based planning and planning activity overall.

The team has acquired 45 new households through June to a minimum goal of 1/WMA/month.

Fee based revenue sales of \$456,000 to a YTD goal of \$450,000 represents good performance. The team's mix of business is 17% insurance, 1% investment services, 14% Scott and Stringfellow and 69% asset management. Assets under management have grown from \$321MM to \$337MM YTD. Proactive contacts are good and consistent.

Objective 2 - Ross gives solid feedback which adds value to our group and the group director. He participates in discussions and supports the initiatives of the group and the division.

Objective 3 - Ross integrates the Decathlon process including sales meetings and the appropriate use of Proactive. Weekly debriefs should also be regularly employed. A systematic inspection of the 13 WM issues spreadsheets and profiles will also aid in organic growth. Each of these processes will grow top line revenue and lead to increased client retention. Ross has taken an active role in the region he supports and with the appropriate wealth partners. Ross continues to do a very good job of developing strong working relationships with the RP and the Private Banking Manager. Ross can be counted on to support division initiatives, such as the introduction of alternative investments, as well as develop and implement many on his own team. Ross always takes advantage of opportunities to tell the Wealth Management story which is vital to our continued success.

Objective 4 - Ross's team is working within the defined segment and bringing in larger relationships. Continued diligence in this area is important and random inspection should be part of the normal operating plan. Migration under the current parameters has taken place.

Objective 5 - In conjunction with managing the sales process, Ross is cognizant of our fiduciary responsibilities. Since Ross made the decision to eliminate a PTS position early this year his 2 other PTS's have taken on additional account loads. While they are very capable it will be important that Ross pay close attention to the reports, reviews, etc. related to their accounts and other responsibilities to ensure that all policy and regulatory guidelines are followed and adhered to. A close working relationship with the GSPTS, Jerry Lane, will help in this process. It is just as critical that Ross abide by the Investment Services policies and procedures as well as support the policies and procedures on his team. As Team Director, Ross sets the example for his WMA's to follow. It is

important that Ross have good communication and open dialogue with Compliance in order to operate effectively, profitably and compliantly within our model

Objective 6 – Ross should work with his team to identify at least one CIA recommendation for 2006 This will be due in the 4th quarter

Objective 7 – Ross provided good feedback during the 2006 PDP period He will be counted on to do the same in 2007 along with fairly and justly allocating salary dollars

Objective 8 – Ross continues to be a strong coach and reflects all the key attributes which include knowledge of the job requirements, accountability and attention to detail. The key to quality coaching is the appropriate level of informal and standardized interaction. I encourage Ross to continue his standardized calendared sessions A standard format where sales pipelines, activities, and goals are inspected along with tactics for retain, expand, and attract as his WMA's grow their business will add consistency and performance Ross leads by example with \$185M in personal production YTD 93% of Ross's personal production is in Asset Management

Objective 9 – Employee retention has been remarkable on Ross's team. He did make the decision to displace a senior employee on the team this year that was not performing and who was impacting the rest of the team in a negative way Ross was able to deal with that tough issue with very little consequence Appropriately handling Frank Maybank's departure at year end will be important to client retention Even though Ross does not have vacancies, continuing to talk to potential candidates should be part of the ongoing action plan

Priorities for the remainder of 2006 –

- 1 Increase financial planning fees
- 2 Execution, inspection and coaching of the 13 Wealth Management issues
- 3 Increase loan production
- 4 Work to have alternative investment strategies introduced as appropriate

III PERFORMANCE SUMMARY

Provide an overall summary rating using information from Section I Organizational Values and Core Competencies and Section II Objectives including any incentive matrices This rating should represent a blend of sections I and II Carefully study the definitions of ratings at the end of the form prior to completing this section Comments should include a clear summary of strengths, weaknesses, and supporting information as to how the manager views the employee's total contribution over the last year Please transfer this overall rating, along with any salary change information, to the HR Change Form for submission to your local HR Field Services office in Human Systems

NII	GO	P	VGP	EP
☐	☐	☐	☒	☐

Year End Comments on Overall Performance

Ross and the Greenville team had very strong results in 2006 which represented solid performance across many areas They made significant improvements over last year's results and are poised to do very well in 2007 Ross's dedication to the sales process, coaching and accountability are key components of his success His ability to build relationships in the region has contributed to his achievements. He has effectively dealt with difficult personnel issues and made hard decisions while retaining key employees on his team

In recognition of Ross's leadership and success he will be promoted to Team Director II Ross is a key contributor to our group and the division I personally appreciate his contributions and his support of me as I transitioned into my new role in 2006

IV LEARNING AND DEVELOPMENTAL ACTIVITY

A Summarize any developmental activity during the last 12 months not shown on the Career Profile (attach copy of Career Profile)

B Discuss the needs for personal or corporate attention to growth and development in specific skills behaviors or emphases, noting highest impact areas as higher priority If schools or classes are recommended, indicate specific expectations Address each growth opportunity identified in sections I and II of this document

V CAREER POTENTIAL

Comment on this person's ability to grow in current assignment (recognizing the value of experience and stability and long range potential)

VI C

ANNUAL EMPLOYEE COMMENT OR RESPONSE

JE

VII GENERAL INFORMATION / CERTIFICATION

Current Position Title Wealth Management Team Director I

Job Grade 19 Salary Range Min \$ 77,505 Mid-Point \$ 98,821 Max \$ 120,137 Old Salary \$ \$101,076

Salary Change Info New Salary \$ 106,130 Increase \$ 5,054 Increase % 5 New Compa Ratio % 107.4

PERSONAL DEVELOPMENT PLAN RECEIVED BY



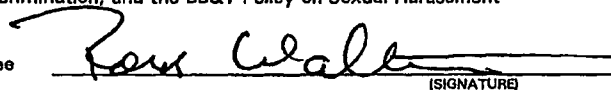
(EMPLOYEE SIGNATURE)

 4/6/07
 (DATE)

 ANNUAL CERTIFICATION OF ADHERENCE TO BB&T CODES AND POLICIES
 (NOT OPTIONAL)

I certify that, as a condition of employment, I have read, understand and will abide by the BB&T Code of Ethics, BB&T's Policies on Non-Discrimination, and the BB&T Policy on Sexual Harassment

Employee



(SIGNATURE)

 4/6/07
 (DATE)

RATING DEFINITIONS

- NII Needs Immediate Improvement** - This level of achievement is considered to be below the minimum requirements for the position. Individual has difficulty meeting significant job expectations. An immediate and concentrated effort must be made to acquire and utilize an acceptable level of knowledge, skills, and behaviors for the individual to remain in the job.
- GO Growth Opportunity** - This level of achievement can be further developed with experience, effort, training, and coaching. Individual performs in an acceptable way in many aspects, but has an opportunity to grow in others. May experience some difficulty in executing on responsibilities independently.
- P Performer** - This level of achievement is considered to represent solid performance. Individual consistently and reliably meets job expectations and requirements. As the individual gains knowledge and experience, progress is being made in their overall development. Performance at this level is typical in well-managed, high-performance organizations.
- VGP Very Good Performer** - This level of achievement is considered to exceed normal job expectations in many areas. Individual consistently accomplishes complex and difficult parts of the job, often going beyond anticipated results. Employee is making a substantial contribution to the organization.
- EP Exceptional Performer** - This level of achievement is considered to be rare and distinguishes the employee from others. Individual excels in virtually all aspects and has attained a high level of proficiency on a sustained basis. Employee is considered to be a model for excellence and is described as a pacesetter and unique contributor.

Sorento, Pamela

From Gibson, Shawn
Sent Thursday, January 05, 2006 4 35 PM
To. ASSET MGMT - DEPT ALL, TRUST DEPT ALL, WEALTH MGMT - ALL
Subject Alternative Investments Platform

It is with great excitement that I will now be focusing my time and energy towards growing the Alternative Investments platform for BB&T Asset Management. Due to the support that all of you have given me since I joined the bank in 2000, I truly feel as if I can hit the ground running in my new role. My goal is to provide all of you with world standard Alternative Investment solutions to help you strengthen and grow existing relationships and to help you earn new clients. I am confident that, in time, our platform will provide better offerings, more variety and better service than that of our competition.

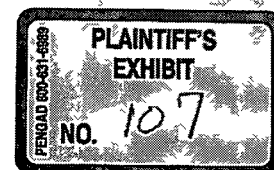
In addition to the continued marketing, structuring and execution of *Single Stock Risk Management* and *Structured Product* strategies, I will soon be able to provide you with

- *A Unique, Value-Added Covered Call Writing Program*
- *Portfolio Hedging*
- *Additional Hedge Fund Offerings*
- *Private Equity Funds*
- *Additional Managed Futures Offerings*
- *Commodity Funds*
- *Real Estate Funds*
- *Exchange Funds* (this is new to my Single Stock Risk Management offerings)
- *Other Non-Traditional Strategies*

My only goal is to put you in the best position possible to earn new business from clients and prospects seeking non-traditional investment solutions. As I have done in the past, the support that I will provide to you will not only be in the form of educational and marketing materials, but will also include my being involved directly in the sales process, both with external clients and prospects, as well as marketing to internal IRM partners. The Regional Portfolio Managers of BB&T Asset Management will also play a key role in this process as they will be extremely well versed in the specific offerings that will become available. Finally, I am in the process of developing internal and external marketing pieces to help you better understand these products in order to help you identify opportunities for me to help you.

I look forward to continuing to work with all of you, and the challenge of growing this platform and your business. Please note my new contact information in the body of this email. Thank you in advance for your continued support.

Shawn Gibson
Director of Alternative Investments
BB&T Asset Management
(804) 787-1014 *Direct*
(804) 787-1461 *Fax*
Mail Code 306-91-09-00
shawn.gibson@bbandt.com

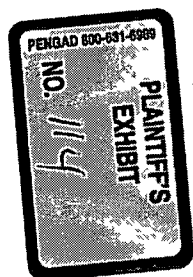




COMPLIANCE POLICIES AND PROCEDURES



COMPLIANCE POLICIES AND PROCEDURES



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ROA 3353

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INTRODUCTION

Our Commitment to Compliance

One of the most valuable assets of any firm in the investment advisory business is a reputation for integrity and ethical business practices. Sustaining such a reputation is not easy. It requires an ongoing commitment to maintaining high standards of business conduct at every organizational level and to reinforcing those standards through continuing education and training, monitoring and review of compliance, and prompt and fair disciplining of transgressions.

At BB&T Asset Management, Inc. ("BB&T AM"), integrity and ethics are a key part of our corporate culture. We are committed to full compliance with all applicable regulatory requirements and prohibitions, as well as the underlying principles upon which the rules are based. The full cooperation of every professional at BB&T AM is essential if we are to consistently honor that commitment. Unacceptable conduct by any one individual could have a significant adverse impact upon the Firm and its relationship with regulatory authorities, clientele and other firms in the industry.

The Purpose of this Manual

This Manual sets forth the policies, procedures and prohibitions that are applicable to the investment advisory business of BB&T AM. All investment advisory representatives and professional employees are required to be familiar with the contents of this Manual.

If you have received a copy of this Manual, then it applies to you. This means that you are responsible for knowing its contents and complying with it, as well as updating it in accordance with the instructions that are part of any additional materials that you receive.

Some of the policies, procedures and prohibitions herein are based upon the law, others are based upon regulatory guidelines and standards, and yet others are based upon this Firm's internal ethical standards. You must adhere to the policies, procedures and prohibitions herein no matter what their source. Depending upon the seriousness of the violation, your violation of the provisions of this Manual may result in disciplinary action including, for example, fines, suspension or dismissal.

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(b) immediately alert the Director of Regional Portfolio Management and the Director of Compliance of his or her questions or concerns (at a minimum, contact should be by phone, a follow-up email and/or brief memo is advisable), and

(c) follow-up with the Director of Regional Portfolio Management and the Director of Compliance on an ongoing basis until the situation is resolved

Due to the fact that new activity in the client's account will be suspended while the above steps take place, it is imperative that the Regional Director, Director of Regional Portfolio Management and Director of Compliance act promptly to resolve the situation in a matter of a few days, at most

5 4 Recommendations and Investment Advice

Recommendations and advice – whether with respect to asset allocation, investment selection or other portfolio-related issues – can only be provided by an IAR of BB&T AM

The same disclosure and “reasonable basis” standards apply to both oral and written recommendations and advice

5 4 1. Disclosure of Material Facts

In communicating his or her recommendation or advice, the IAR must carefully explain the risks associated with the particular investment or strategy and disclose the material facts that bear upon the client's investment decision

5 4.2. Reasonable Basis for Recommendation or Advice

Any recommendation or advice provided by an IAR must be reasonably supported by generally accepted investment principles and analysis

5 4 3. Core Model Portfolio and Core Universe List

The Core Model Portfolio and Core Universe List are compiled and regularly updated by BB&T AM for the purpose of providing IARs with a basis for their equity investment recommendations to clients

The Core Universe List is a compilation of stocks that are followed by the firm's research analysts and are recommended as appropriate equity investments for BB&T Trust and other advisory accounts

The Core Model Portfolio is comprised of some of the stocks on the Core Universe List and provides recommended portfolio weighting of those stocks

Absent client direction to the contrary, or tax-related or other considerations particular to the client, at least 50% of the equity portion of an advisory account shall be invested in

stocks that are in the Core Model Portfolio. The other 50% of the equity portion shall be invested in stocks that are *either* in the Core Model Portfolio or on the Core Universe List. Deviations from this policy (other than as described above) must be approved in writing by the Director of Regional Portfolio Management or the President and Chief Investment Officer.

5.4.4. BB&T Corporation Securities

In order to avoid potential conflicts of interests, BB&T AM IARs may not recommend transactions in BB&T Corporation securities for any client accounts. If any client account holds BB&T Corporation securities, the client must be told that BB&T AM will promptly sell such securities unless the client directs in writing that the securities be retained, and that, if the securities are retained, BB&T AM will not monitor or recommend any transactions in such securities. Sample copies of letters notifying clients of such information and of letters directing that BB&T Corporation securities be retained are included at Appendix D. A copy of any notification letter sent to a client, and any original letter directing retention received from a client, shall be maintained in the client file. Copies of such letters shall be maintained by the Director of Compliance until at least five years after termination of the client's account.

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From Mahfood, Anthony <AMahfood@BBandT.com>
Sent Friday, April 27, 2007 10:18 AM
To Gibson, Shawn <Shawn.Gibson@BBandT.com>
Cc Anderson, Clark <Clark.Anderson@BBandT.com>
Subject Bowers-- PPVF

Shawn

I spoke with Frank today and there will be no conference call. However, Frank did what these specific questions answered, does not have to be today. I let him know that this may take a couple of days. He is really worried that the stock will go through \$5.

- 1) What was the transaction cost for Effie C S Bowers on the PPVF?
- 2) Break it down by transaction cost and prepaid interest?
- 3) What is the cost of closing it out?
- 4) What will be the cost of a new PPVF?
- 6) How much would this produce for her investment account?

If you have any questions please let me know. I also have a question on Vista when you have a chance.

Thanks
Anthony

Anthony R. Mahfood
Wealth Management Advisor
BB&T Wealth Management

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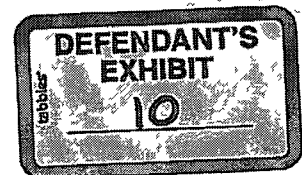
Internal Mailcode 900-92-02-00

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NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY MAY GO DOWN IN VALUE
Member NASD Member SIPC

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BB&T_36956

ROA 3423

(12)

From Deal, Nathan
Sent Friday, August 07, 2009 4:57 PM
To Lackey, Mike
Subject RE: Frank Maybank
You too Thanks

P. Nathan Deal
Alternative Investments Group
BB&T Asset Management
434 Fayetteville Street, 5th Floor
Raleigh, NC 27601-1701
(919) 716-9017 Direct
(919) 716-9278 Fax
nathan.deal@bbandt.com

From Lackey, Mike
Sent Friday, August 07, 2009 4:57 PM
To Deal, Nathan
Subject RE: Frank Maybank

Thank you Nate. Hope you have a great weekend.

From Deal, Nathan
Sent Friday, August 07, 2009 4:56 PM
To Lackey, Mike
Subject RE: Frank Maybank

Given where we are in the contract time wise, it'll really be tough to make economic sense to roll unless that is we feel strongly that the stock will go higher.

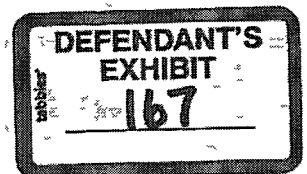
Nate,

P. Nathan Deal
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434 Fayetteville Street, 5th Floor
Raleigh, NC 27601-1701
(919) 716-9017 Direct
(919) 716-9278 Fax
nathan.deal@bbandt.com

From Lackey, Mike
Sent Friday, August 07, 2009 2:09 PM
To Deal, Nathan
Subject Frank Maybank

Nate,

The price of BBT is now above the ceiling set for Frank's contract. Anthony would like to know if it makes sense to roll? What do you think?



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ROA 3424

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**ASSET
MANAGEMENT**

Managing Risk in Concentrated Positions

**DEFENDANT'S
EXHIBIT**

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Why Diversify?

- A concentrated position that represents more than 15% of investable assets is not considered prudent.
- The added risk and volatility of concentrated positions often does not result in higher investment returns
- Lack of diversification is magnified by concentration in a single asset class (stocks) and industry group
- The market is full of examples of former "household names" that have potentially devastated concentrated shareholders
 - Delta, General Motors, Ford, and Merck, just to name a few

- Emotional connections and optimism on company owned
- Desire for potential future share appreciation
- Desire to defer taxes
- Desire to retain dividends and voting rights
- Other more balanced approaches may be available

- We offer a full lineup of customized solutions to reduce the risk of your concentrated position
 - *Covered Calls*
 - *Protective Puts*
 - *Equity Collars*
 - *Prepaid Variable Forwards*
 - *Exchange Funds*
 - *Outright Share Sales*
- Solutions may be designed so that our clients still retain dividends (if applicable) and voting rights, and have full control over if and when a sale of the shares takes place

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Strategies Available

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Goal: Risk Reduction and Diversification

Overview An investor sells a portion of their concentrated stock position to reduce the size of the concentration down to a prudent level (usually 15% of their total investable net worth). The cash generated by the share sale can be used for any purpose, which is usually to create a diversified portfolio of securities. Investors using this approach would recognize a capital gain on the shares in the year that they are sold.

Advantages

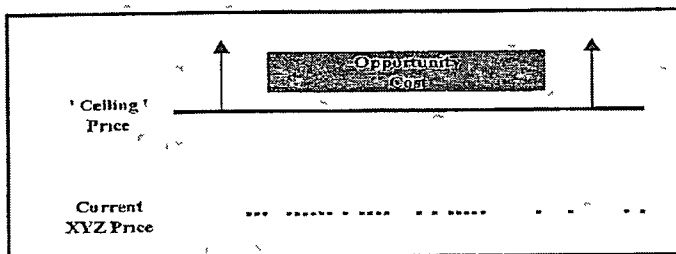
- Risk in the shares sold is completely removed
- The significant cash proceeds allow for investment in other stocks and asset classes
- Investors have full control in the creation of the diversified portfolio

Disadvantages

- An investor's potential for future appreciation in the sold shares is eliminated
- Investors realize a capital gain, which may be significant if the cost basis is low
- Investors lose the dividends and voting rights on the sold shares

Goal: Increased Cash Flow

Overview: An investor agrees to set a "ceiling" on the appreciation of their stock at a certain price (strike price), for a certain period of time (up to the expiration date). In exchange for this lost opportunity, the investor receives an up-front cash payment.


Advantages

- Increased yield on the underlying stock
 - The cash flow received would offset an equivalent share loss, making this approach more conservative than investing in the underlying stock alone
 - The total return on the stock may be enhanced.
- Investors still retain a limited amount of potential share appreciation

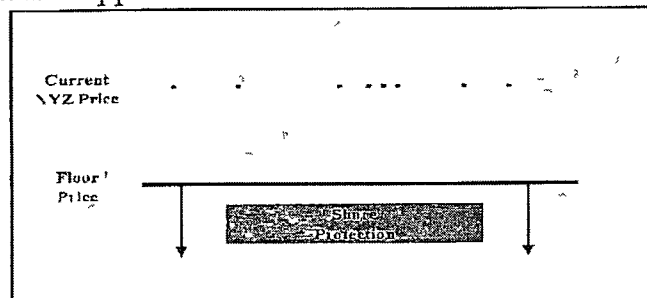
Disadvantages

- The stock could appreciate above the ceiling price, precluding an investor from benefiting from meaningful share appreciation
- The share risk is still significant, and is limited only to the extent of the premium received. This strategy does not protect against market loss

Protective Puts

Goal: Risk Reduction

Overview An investor establishes a protective "floor" on their stock at a certain price (strike price). for a certain period of time (up to the expiration date) In exchange for this protection, an investor pays an up-front cash payment With this strategy, investors maintain full potential appreciation in share value in their concentrated position



Advantages

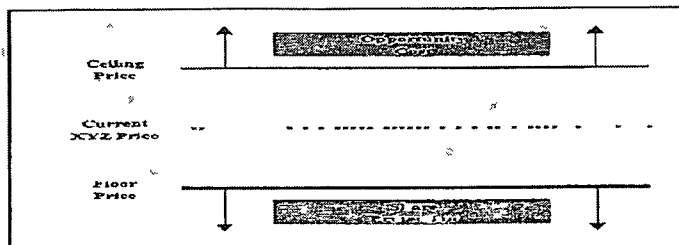
- Risk in the share price is completely removed below the floor level for the specified time period
- The investor still retains full potential share appreciation

Disadvantages

- The investor may still have share risk down to the "floor" level (if below the original market price)
- The investor will have to make a cash payment up front for the purchase of the protection

Goal: Risk Reduction

Overview An investor implements a covered call strategy, and simultaneously uses the cash generated to purchase a protective put. In doing so, an investor limits their appreciation potential to the ceiling price established by the covered call, in exchange for full share protection below the floor price created by the protective put. This is usually done with zero premium paid out of pocket, but can be customized in a variety of ways to best fit an investor's needs.


Advantages

- Risk in the share price is completely removed below the floor level for the specified time period
- The investor still retains a limited amount of potential share appreciation (up to the ceiling price)
- Can be executed with neutral or positive cash flow

Disadvantages

- The stock could appreciate above the ceiling price, precluding an investor from benefiting from meaningful share appreciation
- The investor may still have share risk down to the "floor" level (if below the original market price)

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Prepaid Variable Forward

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Goal: Risk Reduction and Diversification

Overview This strategy essentially combines an equity collar with a significant cash advance (up to 90% of the share value) to be used to create a diversified portfolio. Essentially, a client would shift most of their risk to the diversified portfolio while still retaining a limited amount of appreciation potential in the stock, and deferring capital gains on the stock. This strategy is a direct alternative to outright selling the shares.

Advantages

- Risk in the share price is completely removed below the floor level for the specified time period
- The investor still retains a limited amount of potential share appreciation
- The significant cash advance allows for investment in other stocks and asset classes
- Investors have full control in the creation of the diversified portfolio

Disadvantages

- The stock could appreciate above the ceiling price, precluding an investor from benefiting from meaningful share appreciation
- The investor may still have share risk down to the "floor" level (if below the original market price)
- The investor has principal risk in the new diversified portfolio

How Does It Work?

- A protective “floor” price is set for the hedged shares through the purchase of a protective put option
- The cost of the protective put is partially funded through the sale of a covered call option, which sets a “ceiling” on the hedged shares
- The investor receives a cash advance that reflects the floor value discounted by the net cost of the protective put option (after the covered call proceeds are factored in) as well as the cost of funding for the advance itself
- At maturity, the investor returns some variable amount of cash (or the equivalent value of hedged shares), depending on the structure terms and the final price of the hedged shares

Structure Example

Name of Concentrated Holding	BBT	Expected Dividend Stream	
Value of Concentrated Holding	\$10,000,000	\$0.42	3
		\$0.46	4
Initial Stock Price of Holding	\$43.00	\$0.50	4
Number of Shares Hedged	232,558	\$0.54	1

Contract Term (Years)	3.00	
Protective Floor Level	\$43.00	100.00% (of initial stock price)
Ceiling Level	\$55.90	130.00% (of initial stock price)
Net Up-Front Proceeds to Investor	\$7,600,000	76.00% (of initial stock value)

- The investor has 100% of the share risk removed while retaining the right to the first 30% appreciation potential in the shares at maturity
- The cash advance of 76% reflects all funding costs as well as the net cost of the protective put, but does include BB&T Asset Management's advisory fee

At maturity, the investor has the following payout

$$\begin{aligned}
 & \text{Initial Cash Advance} \\
 & + \text{Expected Dividends} \\
 & + \text{Appreciation From the Floor to the Ceiling Level} \\
 & = \text{Total Payout}
 \end{aligned}$$

- In the previous example, the investor would have the following economics

	Minimum Payout ¹	Maximum Payout ¹
Initial Cash Advance	\$7,600,000	\$7,600,000
Expected Dividends	\$1,311,628	\$1,311,628
Share Appreciation	\$0	\$3,000,000
Total Payout	\$8,911,628	\$11,911,628

¹ Assumes that the company pays the expected dividend throughout the contract term and excludes reinvestment opportunity resulting from the initial cash advance

Cost Analysis

Some investors compare the initial cash advance to the initial share value to calculate the cost

- This calculation may be inaccurate as it does not compare directly to the closest diversification alternative (*an outright share sale*)
- The total expected payout, including expected dividends, is the more accurate comparison

	Payout through Prepaid Variable Forward ¹	Payout through Outright Share Sale ¹
Initial Cash Advance	\$7,600,000	\$10,000,000
Expected Dividends	\$1,311,628	\$0
Share Appreciation	\$0	\$0
	\$0	\$0
Total Payout	\$8,911,628	\$10,000,000

¹ Assumes that stock finishes at initial level. Comparison is done on a pre-tax basis for purposes of simplicity

- Excluding the BB&T Asset Management advisory fee, when calculating this discount over the 3-year term, *the relative discount rate (compared to selling) works out to be approximately 3.92% a year*

What Happens at Maturity?

The stock finishes at or below the initial floor level

- *The investor returns the final share value, either in the form of cash or shares of the concentrated position*

The stock finishes between the initial floor and ceiling levels

- *The investor returns the original floor value, either in the form of cash or shares of the concentrated position*

The stock finishes above the initial ceiling level

- *The investor returns the original floor value, plus the value of any lost appreciation above the ceiling level, either in the form of cash or shares of the concentrated position*

What Happens at Maturity?

Name of Concentrated Holding **BBT**
 Value of Concentrated Holding **\$10,000,000**
 Initial Stock Price of Holding **\$43.00**
 Number of Shares Hedged **232,558**
 Expected Dividend Yield **3.91%**

Contract Term (Years)	3.00		
Protective Floor Level	\$10,000,000	100.00%	(of initial stock value)
Ceiling Level	\$13,000,000	130.00%	(of initial stock value)
Net Up Front Proceeds to Investor	\$7,600,000	76.00%	(of initial stock value)

Share Value at Maturity	Change in Share Value	Retained Appreciation Value	Value of Cash or Share Delivered
\$32.25	-25.00%	\$0	\$7,500,000
\$34.40	-20.00%	\$0	\$8,000,000
\$35.48	-17.50%	\$0	\$8,250,000
\$36.55	-15.00%	\$0	\$8,500,000
\$37.63	-12.50%	\$0	\$8,750,000
\$38.70	-10.00%	\$0	\$9,000,000
\$39.78	-7.50%	\$0	\$9,250,000
\$40.85	-5.00%	\$0	\$9,500,000
\$41.93	-2.50%	\$0	\$9,750,000
\$43.00		\$0	\$10,000,000
\$44.08	2.50%	\$250,000	\$10,000,000
\$45.15	5.00%	\$500,000	\$10,000,000
\$46.23	7.50%	\$750,000	\$10,000,000
\$47.30	10.00%	\$1,000,000	\$10,000,000
\$48.38	12.50%	\$1,250,000	\$10,000,000
\$49.45	15.00%	\$1,500,000	\$10,000,000
\$50.53	17.50%	\$1,750,000	\$10,000,000
\$51.60	20.00%	\$2,000,000	\$10,000,000
\$53.75	25.00%	\$2,500,000	\$10,000,000
\$55.90		\$3,000,000	\$10,000,000
\$58.05	35.00%	\$3,000,000	\$10,500,000
\$60.20	40.00%	\$3,000,000	\$11,000,000
\$62.35	45.00%	\$3,000,000	\$11,500,000
\$64.50	50.00%	\$3,000,000	\$12,000,000

*Ties directly back
to Strategy
Economics*

Initial Floor Level

Initial Ceiling Level

What are the Drawbacks?

- An investor's ability to benefit from future growth of the contributed shares will be limited
- An investor still has share risk down to the floor level (if set below 100% of the original price)
- The embedded hedging/funding costs may make other strategies more attractive
- Dividends lose qualified status
- Future tax law changes could have a negative impact of investors
- A capital gain on the hedged shares may be realized at some point in the future

- Prepaid Variable Forwards can be adjusted based on investor's
 - *Risk tolerance* (the floor level can be adjusted)
 - *Level of optimism on the hedged shares* (the ceiling level and/or participation rates can be adjusted)
 - *Sensitivity to cost* (the floor, ceiling and contract term can be adjusted)
- Can be structured to meet the needs of most investors

BB&T

**ASSET
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Exchange Fund

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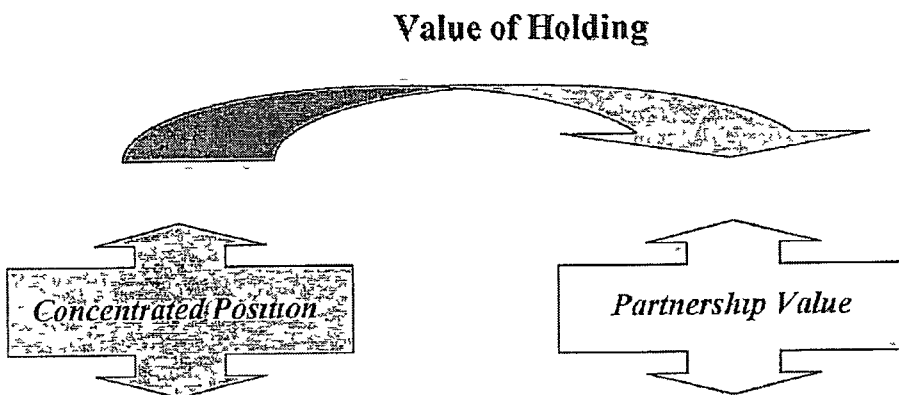
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ROA 3444

- Investors exchange the risks and benefits of a concentrated position for that of a diversified equity portfolio
- Investors may be able to complete a tax deferred exchange into a well diversified portfolio

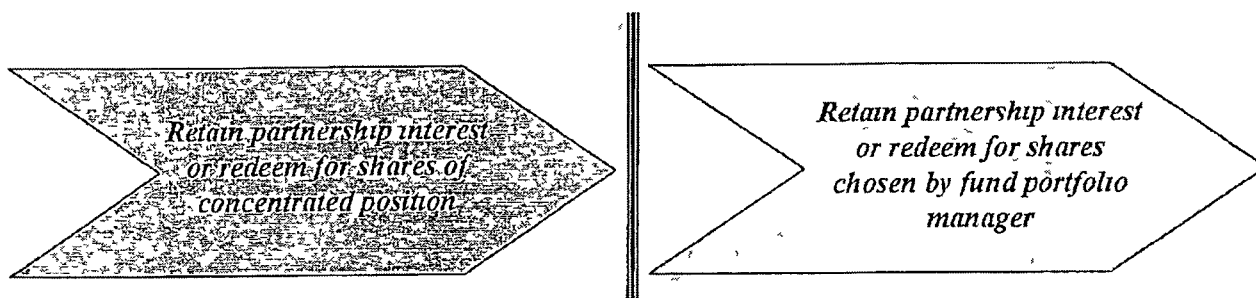
How Does It Work?

- An investor contributes shares of a concentrated stock position into a partnership made up of a diversified equity portfolio
- The value of the investor's interest in the partnership fluctuates with the change in the value of the partnership, not the contributed shares



How Does It Work?

- After contributing the shares to the exchange fund, an investor generally has four courses of action
 - Prior to 7 years, investors can continue to retain their interest in the partnership
 - Prior to 7 years, investors can redeem their interest and receive back shares of their concentrated position
 - After 7 years, investors can redeem their interest and receive back shares of securities in the partnership, at the portfolio manager's discretion
 - After 7 years, investors can continue to retain their interest in the partnership



7-Year Anniversary

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Redemptions

If an interest is redeemed, the value of the securities received will equal the value of the investor's interest in the partnership, which may differ from the value of the contributed shares

Original Value of Contributed Shares		\$10,000,000
Change in Value of Contributed Shares	100.00%	→
Change in Value of Partnership	50.00%	→
		\$20,000,000 \$15,000,000
		↓
Redemption Value		\$15,000,000
Prior to 7-Year Anniversary	<i>Contributed Shares</i>	\$15,000,000
	<i>Other Securities</i>	\$0
After the 7-Year Anniversary	<i>Contributed Shares</i> ¹	\$0
	<i>Other Securities</i>	\$15,000,000

Original Value of Contributed Shares		\$10,000,000
Change in Value of Contributed Shares	-50.00%	→
Change in Value of Partnership	50.00%	→
		\$5,000,000 \$15,000,000
		↓
Redemption Value		\$15,000,000
Prior to 7-Year Anniversary	<i>Contributed Shares</i>	\$5,000,000
	<i>Other Securities</i>	\$10,000,000
After the 7-Year Anniversary	<i>Contributed Shares</i> ¹	\$0
	<i>Other Securities</i>	\$15,000,000

¹ Even after the 7-year anniversary, investors can request the concentrated position back, but the decision will be at the discretion of the fund manager

What are the Drawbacks?

- An investor's ability to benefit from future growth of the contributed shares will be greatly diluted
- An investor's control in selecting the diversified portfolio is limited
- An investor must have shares contributed in partnership for 7 years to "complete an exchange"
- The value of the partnership may drop in value
- Investors may not receive current income from the partnership

- Investors in exchange funds no longer receive dividends on contributed shares
- Dividend income may be replicated through systematic "return of principal" that may have added tax efficiencies
- Systematic distributions may be up to 8% a year in first 3 years, and any amount after that
- Distributions may continue until they exceed the value of partnership interest



Conditions Where Prepaid Variable Forward May Be Most Attractive

Position Details	
Stock Held	BBT
Number of Shares	232,558
Position Value	\$10,000,000
Current Stock Price:	\$43.00
Quarterly Dividend	\$0.420
	\$0.460
	\$0.500
	\$0.540

Tax Assumptions	
Total Long Term Tax Rate Assumption	20.00%
Total Short Term Tax Rate Assumption	30.00%
Cost Basis	\$0.00

Performance Assumptions	
After-Tax Cash Reinvestment Rate	8.00%
Growth Rate of Concentrated Position	8.00%
Exchange Fund Growth Rate	0.00%
Number of Years	3.00

Prepaid Variable Forward Structure		
Protective Floor Level	100.00%	\$43.00
Ceiling Level	130.00%	\$55.90
Up-Front Proceeds	76.00%	\$7,600,000

Current Share Value

Current Share Value	Tax Liability	After Tax Proceeds	Reinvestment Earnings	BBT After Tax Dividends	BBT Appreciation	Final Value After 3 Years
\$10,000,000	(\$2,000,000)	\$8,000,000	\$2,071,696	\$0	\$0	\$10,077,696

Prepaid Variable Forward

Physical Settlement							
Final Share Price	Net Proceeds	Initial Taxes	Reinvestment Earnings	BBT After Tax Dividends	BBT Appreciation	Taxes w/ Full Stock Settlement	Final Total Value
\$54.17	\$7,600,000	\$0	\$1,973,811	\$786,977	\$2,597,120	(\$2,039,424)	\$10,918,484

Cash Settlement								
Final Share Price	Net Proceeds	Initial Taxes	Reinvestment Earnings	BBT After Tax Dividends	BBT Market Value	Settlement Liability	Taxes w/ Cash Settlement	Final Total value
\$54.12	\$7,600,000	\$0	\$1,973,811	\$786,977	\$12,597,120	(\$10,000,000)	\$0	\$12,957,908

Exchange Fund

Initial Partnership Value	Change in Value	Final Partnership Value
\$10,000,000	\$0	\$10,000,000

** This example is for illustrative purposes only and is not intended to be a full description of the risks and benefits associated with these strategies. The pricing provided is indicative only and may change significantly due to changes in market conditions. Also, the analysis assumes that the underlying stock continues to pay the projected dividend. BB&T Asset Management does not provide tax advice and investors must consult a tax expert prior to entering into any diversification strategies. Tax law changes could have a negative impact on investors. All information is provided gross of advisory fees.



Conditions Where Exchange Fund May Be Most Attractive

Position Details	
Stock Held	BBT
Number of Shares	232,558
Putting Value	\$10,000,000
Current Stock Price	\$43.00
Quarterly Dividend	\$11.420
	\$0.460
	\$0.500
	\$0.540

Tax Assumptions	
Total Long Term Tax Rate Assumption	20.00%
Total Short Term Tax Rate Assumption	40.00%
(incl. Bush)	\$0.00

Performance Assumptions	
After Tax Cash Reinvestment Rate	8.00%
Growth Rate of Concentrated Position	0.00%
Exchange Fund Growth Rate	8.00%
Number of Years	3.00

Prepaid Variable Forward Structure	
Protective Floor Level	100.00%
Cap Level	170.00%
Up-Front Proceeds	76.00%

\$43.00
\$55.00
\$7,600,000

Summary

Current Share Value	Tax Liability	After Tax Proceeds	Reinvestment Earnings	BBT After-Tax Dividends	BBT Appreciation	Final Value After 3 Years
\$10,000,000	(\$2,000,000)	\$8,000,000	\$2,077,696	\$0	\$0	\$10,077,696

Prepaid Variable Forward

Physical Settlement							
Final Share Price	Net Proceeds	Initial Taxes	Reinvestment Earnings	BBT After-Tax Dividends	BBT Appreciation	Taxes w/ Full Stock Settlement	Final Total Value
\$43.00	\$7,600,000	\$0	\$1,973,811	\$786,977	\$0	(\$1,500,000)	\$8,840,788

Cash Settlement								
Final Share Price	Net Proceeds	Initial Taxes	Reinvestment Earnings	BBT After-Tax Dividends	BBT Market Value	Settlement Liability	Taxes w/ Cash Settlement	Final Total Value
\$43.00	\$7,600,000	\$0	\$1,973,811	\$786,977	\$10,000,000	(\$10,000,000)	\$0	\$10,360,788

Partnership Example

Initial Partnership Value	Change in Value	Final Partnership Value
\$10,000,000	\$2,597,120	\$12,597,120

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Conditions Where Sale of Shares May Be Most Attractive

Position Details	
Stock Held	BBT
Number of Shares	232,558
Position Value	\$10,000,000
Current Stock Price	\$43.00
Quarterly Dividend	\$0.420

Tax Assumptions	
Total Long Term Tax Rate Assumption	20.00%
Total Short Term Tax Rate Assumption	40.00%
Cost Basis	\$0.00

Performance Assumptions	
After Tax Cash Reinvestment Rate	8.00%
Growth Rate of Concentrated Position	0.00%
Exchange Fund Growth Rate	0.00%
Number of Years	3.00

Proposed Variable Forward Structure		
Protective Floor Level	100.00%	\$43.00
Ceiling Level	130.00%	\$55.90
Up-Front Proceeds	76.00%	\$7,600,000

Summary of Financial Results

Current Share Value	Tax Liability	After Tax Proceeds	Reinvestment Earnings	BBT After Tax Dividends	BBT Appreciation	Final Value After 3 Years
\$10,000,000	(\$2,000,000)	\$8,000,000	\$2,077,696	\$0	\$0	\$10,077,696

Summary of Financial Results

Physical Settlement							
Final Share Price	Net Proceeds	Initial Taxes	Reinvestment Earnings	BBT After Tax Dividends	BBT Appreciation	Taxes w/ Full Stock Settlement	Final Total Value
\$43.00	\$7,600,000	\$0	\$1,973,811	\$786,977	\$0	(\$1,520,000)	\$8,840,788

Cash Settlement							
Final Share Price	Net Proceeds	Initial Taxes	Reinvestment Earnings	BBT After Tax Dividends	BBT Market Value	Settlement Liability	Final Total Value
\$43.00	\$7,600,000	\$0	\$1,973,811	\$786,977	\$10,000,000	(\$10,000,000)	\$10,360,788

Summary of Financial Results

Initial Partnership Value	Change in Value	Final Partnership Value
\$10,000,000	\$0	\$10,000,000

**This example is for illustrative purposes only and is not intended to be a full description of the risks and benefits associated with these strategies. The pricing provided is indicative only and may change significantly due to changes in market conditions. Also, the analysis assumes that the underlying stock continues to pay the projected dividend. BB&T Asset Management does not provide tax advice, and investors must consult a tax expert prior to entering into any diversification strategies. Tax law changes could have a negative impact on investors. All information is provided gross of advisory fees.

- BB&T Asset Management does not provide tax advice
- Investors considering these solutions must consult with tax and legal experts prior to making an investment
- Following are a limited sample of issues that investors should be aware of. This is not an exhaustive list of the possible tax issues.
 - Hedging transactions must be carefully structured as to avoid a constructive sale
 - Tax laws may change to the detriment of these strategies
 - Clients executing some transactions such as equity collars and prepaid variable forwards may lose favorable dividend tax treatment
 - For shares not already long term in nature, some transactions could terminate the holding period

Why Us?

- Our model offers an appealing combination of objectivity and competitive pricing
 - Our trading desk does not take a principal position against our clients when implementing these solutions
 - We simply work as a consultant for our clients to match the best solution to address our clients' needs
 - We leverage our relationships with multiple dealers in the market, forcing them to compete for your business, which results in very competitive pricing
- Without a consultant like us, it is hard to tell if the pricing received is competitive, and if the suggested strategy is the best fit

Shawn Gibson *Director of Alternative Investments*

Mr. Gibson is responsible for managing the platform of alternative investment products and strategies which include single stock risk management, structured products, and hedge funds.

Mr. Gibson has 10 years of alternative investments experience. Prior to joining BB&T in January 2006, he managed the Equity Derivatives Group for Scott & Stringfellow and worked as a market-maker for one of the largest international options trading firms. Mr. Gibson is a graduate of the University of Virginia.

Steve Iannini *Alternative Investments Analyst*

Mr. Iannini is responsible for the analysis of alternative investment strategies and due diligence of hedge fund managers. He is a graduate of Georgetown University and received an M.B.A. degree from Virginia Commonwealth University. Mr. Iannini has 16 years of investment experience in the areas of commodities trading, options trading, technical analysis, performance analysis, due diligence, and asset allocation.

Prior to becoming an investment professional, Mr. Iannini was an All-American center fielder at Georgetown and went on to play professionally in the Oakland Athletics organization and in Milan, Italy.

- * Prior to initiating hedging and diversification strategies, you should consult with your financial advisor about all of the potential risks and benefits of these strategies. This material does not purport to be a complete description of the securities markets or any risks associated with hedging and diversification strategies. Since these strategies involve unique risk considerations, tax consequences, and costs, they are not suitable for all investors. You should consult a tax expert regarding any potential tax implications involved with any potential options strategy prior to making an investment.

From: Mahfood, Anthony <AMahfood@BBandT.com>
Sent: Friday, July 14, 2006 2 08 PM
To: Gibson, Shawn <Shawn.Gibson@BBandT.com>
Subject: Tuesday conference call PPVF

Shawn,

For the call on Tuesday please make sure that you can address
IRS Questions

What happens if she dies during the term

What happens at the end of the term

These are the main concerns that Frank has

Thanks
Anthony

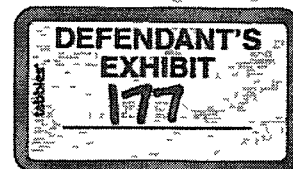
Anthony R Mahfood
Wealth Management Advisor
BB&T Wealth Management

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Internal Mailcode 900-92-02-00

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BB&T_10472

ROA 3458

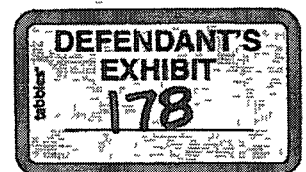
From Gibson, Shawn <Shawn.Gibson@BBandT.com>
Sent Monday, August 14, 2006 9:29 AM
To Mahfood, Anthony <AMahfood@BBandT.com>, Anderson, Clark
<Clark.Anderson@BBandT.com>
Subject Frank
Attach Bear Trade Summary (8-11-06) pdf, Settlement Overview (08-11-06) pdf

Attached are a couple of summaries for the trade completed for Frank on Friday

Also, here is the name and number for the back office person at S&S to talk to. Please pass this on to Wendy and have her send it to the S&S person she spoke with. The two back office people need to talk this through.

Anthony Fauci (Bear Stearns) 347-643-4467

<<Bear Trade Summary (8-11-06) pdf>> <<Settlement Overview (08-11-06) pdf>>



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BB&T_09648

ROA 3459

BEAR STEARNS

TRANSACTION SUMMARY

Trade ID	NY46426
Trade Date	8/11/2006
Counterparty #1	Francis P Maybank
Counterparty #2	Bear Stearns
Option Type	STAMPS
Option Style	European
Underlying	BBT
Expiration Date	8/11/2009
Number of Options	220 000
Floor Price (100%)	42 3562
Cap Price (132 50%)	56 1220
Spot Reference Price	\$42 3562
Upfront Proceeds (Paid to Client)	76 37%
Total Premium	\$7 116,434 59
Premium Payment Date	8/16/2006
Dividend	Contractual to \$0 42 for qtrs 1-3 \$ 46 for qtrs 4-7 \$ 50 for qtrs 8-11 and \$ 54 for qtr 12
Settlement	Cash/Physical Default to Physical
Merger & Tender Events	Modified Calculation Agent Adjustment

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The information set forth below is being provided at your request and for your convenience in reviewing some, but not all, of the terms and conditions of the derivatives transaction entered into between us on the Trade Data specified above. The transaction was created in the course of telephone call(s) between our respective representatives and it will be confirmed in due course by delivery to you of our standard form of Confirmation. All terms and conditions of the derivatives transaction will be set forth in that Confirmation.

This Transaction Summary does not contain all the terms and conditions (material or otherwise) of our transaction and is not intended to be the final expression of the transaction. Neither the sender or the recipient is bound by anything set forth in this Transaction Summary.

If there are any inconsistencies between the information set forth above and your understanding of the transaction, please contact us soon as possible the person at Bear Stearns with whom the relevant transaction was executed.

THIS IS NOT A CONFIRMATION. THIS SCHEDULE IS PREPARED FOR INFORMATIONAL PURPOSES ONLY AND MAY CONTAIN ERRORS AND/OR OMISSIONS. PLEASE SEE CONFIRMATION FOR COMPLETE TRANSACTION DETAILS.

Settlement Overview (Frank Maybank)

Underlying Stock	BBT	Floor Level	\$42,3562	100.00%
Initial Stock Price	\$42,3562	Cup Level	\$56,1220	132.50%
Number of Shares	220,000	Proceeds Upfront	\$7,116,434.59	76.37%
Initial Market Value	\$9,318,364	Term	3 years	8/1/2009

Stock Price at Maturity	Change from Original Price	Appreciation Retention		Settlement Choices	
		Retained Share Value	Shares Retained	Cash Delivered	Shares Delivered
\$31,7672	-25.00%	\$0	0	\$6,988,773	220,000
\$33,8850	-20.00%	\$0	0	\$7,454,691	220,000
\$34,9439	-17.50%	\$0	0	\$7,687,650	220,000
\$36,0028	-15.00%	\$0	0	\$7,920,609	220,000
\$37,0617	-12.50%	\$0	0	\$8,153,569	220,000
\$38,1206	-10.00%	\$0	0	\$8,386,528	220,000
\$39,1795	-7.50%	\$0	0	\$8,619,487	220,000
\$39,5400	-6.65%	\$0	0	\$8,698,800	220,000
\$41,2973	2.50%	\$0	0	\$9,085,405	220,000
\$42,3562	0.00%	\$0	0	\$9,318,364	220,000
Floor Level					
\$42,7700	0.98%	\$91,036	2,129	\$9,318,364	217,871
\$44,4740	5.00%	\$465,918	10,476	\$9,318,364	209,524
\$45,5329	7.50%	\$698,877	15,349	\$9,318,364	204,651
\$46,5918	10.00%	\$931,836	20,000	\$9,318,364	200,000
\$47,6507	12.50%	\$1,164,796	24,444	\$9,318,364	195,556
\$48,7096	15.00%	\$1,397,755	28,696	\$9,318,364	191,304
\$49,7685	17.50%	\$1,630,714	32,766	\$9,318,364	187,234
\$50,8274	20.00%	\$1,863,673	36,667	\$9,318,364	183,333
\$52,9453	25.00%	\$2,329,591	44,000	\$9,318,364	176,000
\$56,1220	32.50%	\$3,028,468	33,562	\$9,318,364	166,038
Ceiling Level					
\$57,1809	35.00%	\$3,028,468	52,963	\$9,551,323	167,037
\$59,2987	40.00%	\$3,028,468	51,071	\$10,017,241	168,929
\$61,4165	45.00%	\$3,028,468	49,310	\$10,483,160	170,690
\$63,5343	50.00%	\$3,028,468	47,667	\$10,949,078	172,333

From: Lackey, Mike <Mike.Lackey@BBandT.com>
Sent: Monday, December 29, 2008 9:50 AM
To: Deal, Nathan <Nathan.Deal@BBandT.com>
Cc: Mahfood, Anthony <AMahfood@BBandT.com>
Subject: VPF proposals for Bowers
Attach: NY54521.pdf, NY54524.pdf

Nate,

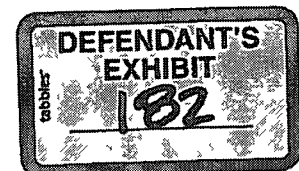
Effie and Lucy Bowers would like proposals to look at rolling their VPFs regarding BB&T shares, early. Below is information regarding their current VPFs.

<<NY54521.pdf>> <<NY54524.pdf>>

Also, Frank Maybank called. He urgently wants to see a proposal from JPM. Please obtain all of the proposals asap. Let me know if there is any additional information that you need. Thanks.

Mike

Michael Lackey
BB&T Wealth Management
Phone (864) 282-3167
Fax (864) 282-3198
Mike.Lackey@BB&T.com



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BB&T_05239

ROA 3462

From Mahfood, Anthony <AMahfood@BBandT.com>
Sent: Tuesday, April 21, 2009 1 20 PM
To Deal, Nathan <Nathan.Deal@BBandT.com>
Subject RE: Frank Maybank

Nate,

We do view them as long term trades. However, on Friday BB&T was getting close to Frank's strike price.

Many Thanks
Anthony

Anthony R. Mahfood
Work (864) 282-3169
Mobile (216) 832-5222

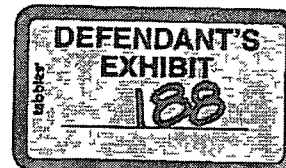
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From Deal, Nathan
Sent Tuesday, April 21, 2009 9 20 AM
To Mahfood, Anthony
Cc Gore, Alston, Boughner, Brian, Willis, James
Subject RE: Frank Maybank

Anthony,
As with the others we have on the books, I am monitoring Frank's prepaid. However, these are really not the sort of transactions that it is beneficial for the client to actively trade. Especially in a relatively volatile market environment, such as the one we're in (as you know, the stock is already down under \$20). As we just entered into this most recent trade in January, near-term I would recommend that we hold tight. It is most beneficial for us and the client to view these trades as long-term in nature.



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BB&T_05454

ROA 3463

Thanks,
Nate

From Mahfood, Anthony
Sent Friday, April 17, 2009 4:49 PM
To Deal, Nathan
Subject Frank Maybank
Importance High

Nate,

I am sure you are watching Frank Maybank's PPVF, as BB&T charges a 1% Fee for this service. Seeing that BB&T is getting close to his ceiling, what would it look like to unwind and restructure for 3 years?

Many Thanks
Anthony

Anthony R Mahfood
Wealth Management Advisor
BB&T Wealth Management

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Mobile (216) 832-5222
Fax (864) 282-3198
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Internal Mailcode: 900-92-02-00

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BB&T_05455

ROA 3464

From: Kapoor, Kristopher <KKapoor@BBandT.com>
Sent: Friday, July 28, 2006 1 20 PM
To: Anderson, Clark <Clark Anderson@BBandT.com>, Mahfood, Anthony
<AMahfood@BBandT.com>, Schoemer, Judy
<JSchoemer@BBandT.com>
Cc: Gibson, Shawn <Shawn_Gibson@BBandT.com>
Subject: 1st AFL ppvf proposal

Clark, Anthony & Judy

You ALL (only Anthony) have not been provided the "proposal" that Shawn put together with specific figures for Sara. Now that Frank has changed his opinion & wants to attempt to aggregate more of the family's AFL shares for better pricing, the figures could change significantly.

If you did take a look at what Shawn completed yesterday (7/27/06), keep that internal for now as this could materially change going forward.

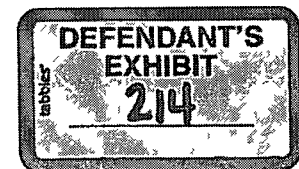
Kris

Kristopher N. Kapoor, CFA
Vice President
Regional Portfolio Manager
BB&T Asset Management

864-242-8418 (direct)
800-678-7859 (toll free)
864-242-9507 (fax)
kkapoor@bbandt.com

416 East North Street
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BB&T_04041

ROA 3465