NATIONWIDE
PLANNING ASSOCIATES, INC.
Member FINRA • SIPC

Compensation Grid

In the following Compensation Grids, the Commission Percentage listed is the maximum compensation that could be received by Nationwide Planning Associates, Inc. Financial Professionals associated with Nationwide Planning receive less compensation than the percentage listed.

MUTUAL FUNDS:

Your Financial Professional (FP) receives a percentage of the following sales and trail commissions when you purchase an A or C share class mutual fund.

A sales commission is a sales charge paid by you based on the mutual fund investment you purchase. A trail commission (trail or 12b-1 trail) is an ongoing fee paid by the mutual fund sponsor for each year that you hold the mutual fund investment.

SALES COMMISSION:

MUTUAL FUND **A-SHARE** PURCHASE AMOUNT	COMMISSION PERCENTAGE
LESS THAN $25,000	5.5%
$25,000 TO $49,999	5.0%
$50,000 TO $99,999	4.5%
$100,000 TO $249,999	4.0%
$250,000 TO $499,999	3.0%
$500,000 TO $749,999	2.5%
$750,000 TO $999,999	2.0%
$1 MILLION AND ABOVE	1.5%

MUTUAL FUND **C-SHARE** PURCHASE AMOUNT	COMMISSION PERCENTAGE
ALL PURCHASE AMOUNTS	1.0%

TRAIL COMMISSION:

MUTUAL FUND **A AND C-SHARE** ASSETS	COMMISSION PERCENTAGE
EQUITY MUTUAL FUND A SHARES	0.25%
FIXED INCOME MUTUAL FUND A SHARES	0.25%
C SHARES	1.0%

Note: This applies to 529 plan investment commissions as well.

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ANNUITIES:

Your FP receives a percentage of the following sales and trail commissions when you purchase a B share class annuity. Your FP will be able to select from different commission options and the commissions vary based on your age, but your expense ratio in the annuity contract will be the same no matter what commission option your FP chooses.

A sales commission is a sales charge paid by you based on the annuity contract you purchase. A trail commission (trail) is an ongoing fee paid by the annuity sponsor (insurance carrier) for each year that you hold the annuity contract.

VARIABLE ANNUITIES B Share Class

OWNER ISSUE AGE:	**OPTION A:** COMMISSION %	**OPTION B:** COMMISSION %	**OPTION C:** COMMISSION %	**OPTION D:** COMMISSION %	**OPTION E:** COMMISSION %
0 – 80	7.0% Sales / 0% Trail	5.5% Sales / 0.25% Trail	4.5% Sales / 0.50% Trail	3.5% Sales / 0.75% Trail	2.0% Sales / 1.0% Trail
81 – 85	3.5% Sales / 0% Trail	2.5% Sales / 0.25% Trail	1.75% Sales / 0.50% Trail	1.0% Sales / 1.0% Trail	
86 +	1.75% Sales / 0% Trail	1.25% Sales / 0.25% Trail	0.50% Sales / 0.50% Trail		

VARIABLE ANNUITIES C Share Class

OWNER ISSUE AGE:	**COMMISSION %**
0 – 80	1.0% Sales / 1.0% Trail
81 – 85	0.5% Sales / 0.50% Trail
86+	0.5% Sales / 0.50% Trail

All trails begin in the 13th month unless noted in the charts.

ALTERNATIVE INVESTMENTS:

Your FP receives a percentage of the following sales and trail commissions when you purchase one of the types of alternative investments listed below.

A sales commission is a sales charge paid by you based on the type of alternative investment you purchase. A trail commission (trail) is an ongoing fee paid by the investment sponsor for each year that you hold the investment.

COMMISSION:

INVESTMENT TYPE:	**SALES:** COMMISSION %	**TRAILS:** COMMISSION %
PUBLICLY REGISTERED REITS	7.0%	3.0% / PAID OVER 4 YEARS
PUBLICLY REGISTERED BDCS	7.0%	3.0% / PAID OVER 4 YEARS
NON-TRADED PREFERRED EQUITY	7.0%	0%
PRIVATE PLACEMENT - REAL ESTATE	7.0%	0%
PRIVATE PLACEMENT – 1031 EXCHANGE	6.00%	0%

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FIXED INCOME*:

As an example, when you buy or sell a bond, your FP determines their sales commission based on the time to maturity for the bond, and they will receive a percentage of that commission. Your FP cannot go over the maximum percentage stated in the chart below. When transacting an order as riskless principal, a markup will be any excess of the appropriate bid/offer. The mark-up will be based off the commission chart. Please check with your FP if you would like further information.

A sales commission is a sales charge paid by you based on the fixed income investment you purchase or sell.

COMMISSION (Bonds):

INVESTMENT PURCHASE AMOUNT:	TIME TO MATURITY: **0 – 5 YEARS** MAX COMMISSION %	TIME TO MATURITY: **5 – 10 YEARS** MAX COMMISSION %	TIME TO MATURITY: **> 10 YEARS** MAX COMMISSION %
$0 – AND UP	5.0%	5.0%	5.0%

*When you purchase a Unit Investment Trust (UIT), your FP receives a sales commission that is determined by the investment sponsor company. When you sell a UIT, your FP receives a $42 flat commission.

STOCKS AND ETFS:

When you buy or sell a stock or ETF, your FP determines their sales commission based on the asset amount you purchase or sell, and they will receive a percentage of that commission.

A sales commission is a sales charge paid by you based on the stock or ETF asset amount you purchase or sell and calculated from the tiered principal-based formula below.

COMMISSION:

INVESTMENT ASSET AMOUNT:	**MAX COMMISSION %**
$0 – AND UP	5.00%

Note: There is a minimum $35 commission applied to all trades.

VARIABLE LIFE INSURANCE:

When you buy variable life insurance, your FP determines their sales commission based on the target premium of the contract and they will receive a percentage of that commission. Your FP cannot go over 125% of the target premium when determining the commission.