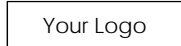


Grow Your Business Your Way

Employee Representative



Independent or Small Ensemble Group Model



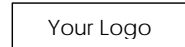
Investment Adviser Representative *



Bank or Credit Union Employee



Independent Insurance Agent *



Description	Build your business as an employee representative in a branch office of BDF Investments, a Division of Broker Dealer Financial Services Corp. (BDFS)	Own and manage your own business as an Independent Contractor	Grow your independent fee-based business with support from Investment Advisors Corp., our Registered Investment Adviser affiliate	Build your business in a community bank or credit union that has established customers. Work with the financial institution to deepen its offerings and customer loyalty.	Own and manage your own insurance business utilizing BDFS's general agency
Qualifications	Series 7, 6, 65 or 66	Determined by you	Series 65 or 66	Varies by financial institution and experience	State Insurance License
Payouts	Competitive payouts	Payouts up to 90%	Competitive payouts	Competitive payouts	Competitive street level payouts
Support Staff	Determined by branch manager; supported by BDFS Human Resources department	Determined by you	Determined by you	Determined by you and your financial institution	Determined by you
Products & Services	Access to a full range of products and services with no requirements to sell proprietary products	Access to a full range of products and services with no requirements to sell proprietary products	Access to a full range of products and services with no requirements to sell proprietary products	Access to a full range of products and services with no requirements to sell proprietary products	Access to a full range of products and services with no requirements to sell proprietary products
Technology	Leading-edge technology platform available through BDFS's relationship with First Clearing	Leading-edge technology platform available through BDFS's relationship with First Clearing	Customized technology packages determined by you	Leading-edge technology platform available through BDFS's relationship with First Clearing	Technology provided through BDFS's wholesale partners
Employee Benefits	Provided by BDFS	Access to affordable health insurance coverage for you, your family and office staff	Access to affordable health insurance coverage for you, your family and office staff	Provided by financial institution	Access to affordable health insurance coverage for you, your family and office staff
Location	Determined by BDFS	Determined by you	Determined by you	Determined by financial institution	Determined by you
Research	Access to financial news and market research available through our relationship with First Clearing	Access to financial news and market research available through our relationship with First Clearing	Access to financial news and market research available through our relationship with First Clearing plus Schwab, Fidelity and TD Ameritrade	Access to financial news and market research available through BDFS relationship with First Clearing	Access to research and other resources available through BDFS's wholesale partners
Compliance	Provided by branch manager and BDFS home office	Provided by BDFS home office	Provided by IAC home office	Provided by BDFS home office	Provided by BDFS home office
Training	Provided by BDFS home office via on-site training, webcasts, seminars, annual conference, etc.	Provided by BDFS home office via on-site training, webcasts, seminars, annual conference, etc.	Provided by IAC home office via on-site training, webcasts, seminars, annual conference, etc.	Provided by BDFS home office via on-site training, webcasts, seminars, annual conference, etc.	Provided by BDFS and our wholesale partners and carriers

* Indicates channels may be combined for multiple types of business.

Broker Dealer Financial Services Corp. • Member FINRA & SIPC divisions: BDF Investments & IBA Securities • (515) 727-6700 Investment Advisors Corp. • (515) 727-6720	140 South 68th Street, #2200, West Des Moines, IA 50266 Mailing Address: P.O. Box 71339, Clive, IA 50325-0339 Facsimile: (515) 727-6790 • Toll-Free (800) 352-5634
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