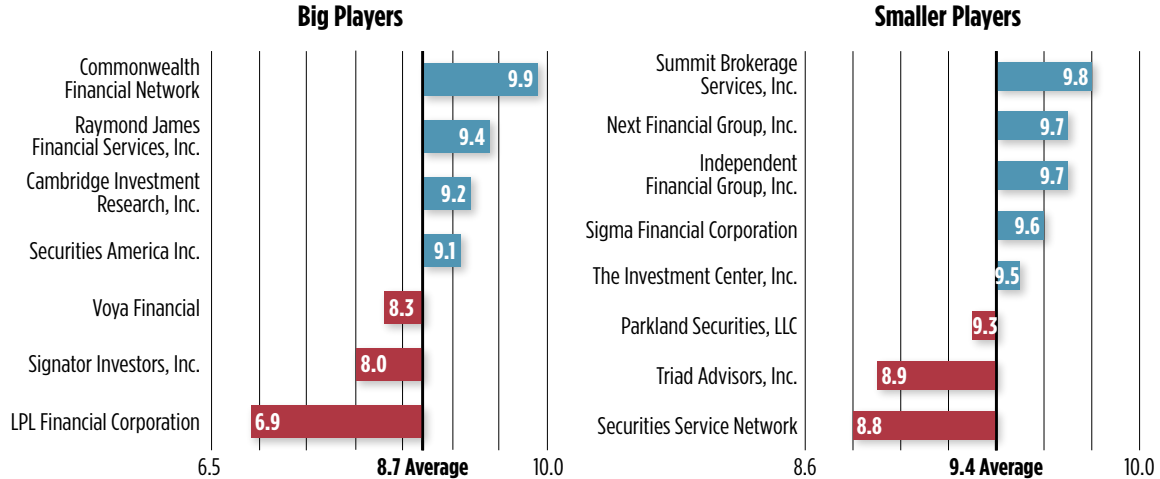


Advisors grade their overall experience with their b/d (1=unacceptable, 10=outstanding)



Note: Larger IBDs = over 1,000 reps; smaller IBDs = fewer than 1,000, according to public information.