

Minimum AUM Requirements

1st year with the firm:

- \$500,000 in new AUM for the calendar year
or have \$10 Million of AUM

2nd year with the firm:

- \$750,000 in new AUM for the calendar year
or have \$10 Million of AUM

3rd year and on with the firm:

- \$1,000,000 in new AUM per calendar year
or have \$10 Million of AUM

Reps that fail to meet the Minimum AUM Requirements are subject to non-renewal by the firm.
Extenuating circumstances are always considered.

Reps earning a minimum of \$50,000 per year through HBW and its affiliate companies may be allowed temporary relief of the minimum requirements (subject to \$500,000 min AUM) provided their intent is to meet the minimums within a reasonable amount of time.