

NEXT Financial Partner Disclosure

What is revenue sharing?

Revenue sharing means that NEXT Financial Group, Inc. (“NEXT”) accepts money from product sponsors such as: mutual fund companies, third party money managers, insurance companies, sponsors of alternative investment such as real estate investment trusts (“REITs”) , and registered broker dealers, who provide platform services to NEXT, including custody services of customer assets (collectively “Partners”) and/or shares in the revenues a Partner earns when a NEXT client purchases one of their products.

How is the amount of revenue determined?

The amount of revenue NEXT receives from each Partner may be based on a fixed amount, the volume of sales NEXT representatives transact with a Partner and/or a fee from broker dealers based on a percentage of assets custodied for customers.

Who are NEXT’s Partners?

NEXT’s Partners are those product sponsors who provide NEXT money in addition to the sales concession for selling their products or who provide platform or custodial services for customer assets. Not all NEXT product sponsors are Partners. For a current list of Partners, please visit the Client section of <http://www.nextfinancial.com>

Why do the Partners participate in revenue-sharing with NEXT?

Revenue sharing is a way for product sponsors to advertise and potentially increase sales. To further assist NEXT representatives with product information, Partners are featured on NEXT’s representative-only website <http://nextrep.com> and in NEXT newsletters.

Does my NEXT representative receive a reward or bonus for selling products of one of the Partners?

While representatives recommend products based on each client’s needs and objectives, rewards in the form of trophies may be given to representatives. However, the primary intent of the additional revenue is to support our marketing efforts. For example, the money is used for our annual National Education Conference.

Who receives the additional revenue?

NEXT receives the revenue from its Partners; the revenue is not paid to your NEXT representative.

How does NEXT use additional revenue?

The money is used for our annual National Education Conference and other NEXT sponsored events. Each conference or event is used as an opportunity to educate and communicate new product ideas to NEXT representatives, train representatives and their assistants, and keep representatives abreast of regulatory requirements.

Who can I contact if I still have questions?

If you have questions, you may contact your NEXT representative.

You may also email the NEXT Compliance Department at AskCompliance@nextfinancial.com or write us at

NEXT Financial Group, Inc.
Attn: Compliance Department
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