

IMPORTANT MUTUAL FUND SALES LOAD BREAKPOINT INFORMATION

Mutual funds that are sold with front-end sales loads often offer investors the opportunity to pay reduced sales loads under a variety of circumstances. The specified levels of dollar investment at which the front-end sales charge is reduced are set by the mutual fund company and are generally termed "breakpoints." As set by the mutual fund, the breakpoint levels can be reached through aggregating investments in specified related accounts. In order for a customer purchasing a mutual fund to incur the most beneficial (the lowest) front-end sales charge percentage, complete information relating to the customer and certain related accounts is necessary. The required information relates to the customer's account and related and linked accounts and includes the dollar size of the pending transaction, the dollar size of anticipated transactions, and amounts previously invested in the specific fund and other related funds, valued as specified in the prospectus. Each mutual fund and family of funds can, in accordance with applicable law and disclosure requirements, set the terms concerning breakpoints. The terms for breakpoints thus vary from fund to fund. **It is important that you inform your representative of any information pertaining to related or linked accounts you may maintain, your intentions regarding the dollar size of anticipated transactions and any previous investments in a specific or related fund.**

MUTUAL FUND AND VARIABLE INSURANCE CONTRACT REVENUE SHARING AND THE STRATEGIC PARTNERS PROGRAM

Some fund families or their affiliates (Funds) may pay extra compensation to WFS in addition to the usual product compensation described in the prospectus. The additional amounts paid may vary from one relationship to another and from year to year. Some Funds make a monthly payment based on the assets you hold in the fund over a period of time of up to 10 basis points (1/10%) per year. For example, on a holding of \$10,000, WFS would receive up to \$10. These payments are designed to compensate WFS for ongoing marketing and administration and education of its employees and representatives. You do not make these payments. They are paid by the mutual fund and/or their affiliates out of the assets or earnings of the funds or their affiliates.

It is important to note that you do not pay more to purchase these

mutual funds through WFS than you would pay to purchase those products through another broker-dealer, and your representative does not receive additional compensation for selling these funds.

POTENTIAL CONFLICTS OF INTEREST IN RECEIVING REVENUE SHARING

A potential conflict of interest exists in that WFS is paid more revenue-sharing fees if you purchase one type of product instead of another and/or you purchase a product from one particular sponsor instead of another. Your representative also indirectly benefits from these payments when the money is used to support costs relating to product review, marketing or training.

PERSHING RELATIONSHIP

Pershing is the clearing firm for WFS' brokerage business. Due to this business relationship, Pershing shares with WFS a portion of the commissions and fees you pay to Pershing. Also, Pershing may provide consulting and other assistance to WFS. WFS may also participate in other revenue Pershing is paid on the assets held in your account. The following is a brief description of some of the revenue items received from Pershing.

Pershing receives revenue from money market funds, and may share that revenue with WFS for money market funds made available to you for cash sweeps in your brokerage account. WFS may share some of the revenue received from Pershing with your representative.

Additionally, Pershing may also pay WFS a share of the service fees it receives from mutual fund companies that participate in Pershing's FUNDVEST® no-transaction-fee program and WFS may share some of the revenue received from Pershing with your representative. Under the FUNDVEST® program many no-load mutual funds may be purchased subject to program requirements and other restrictions.

TRAINING AND EDUCATION COMPENSATION

WFS and its representatives also receive additional compensation from mutual fund and insurance companies that is not related to individual transactions or assets held in accounts. This money is paid, in accordance with regulatory rules, to offset up to 100 % of the costs of training and education of our representatives and employees. In some instances, mutual fund and insurance companies may pay a flat fee in

order to participate in a WFS training and educational meeting. These meetings or events provide WFS representatives with comprehensive information on products, sales materials, customer support services, industry trends, and sales techniques.

It is important to note that due to the number of mutual fund and variable insurance products WFS offers, not all product sponsors have the opportunity to participate in these training and educational events. In general having greater access to participation in these events provides some mutual fund and variable insurance sponsors greater access to, and opportunity to build relationships with, our representatives.