

<b>Contributions and New Accounts Opened</b>				
<b>Year</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023 (Q1-Q3)</b>
<b>Number of New Accounts</b>				
Advisor	9,268	9,103	8,559	7,613
Direct	4,314	6,626	7,484	9,315
<b>Gross Sales</b>				
Advisor	\$430,274,181	\$493,719,402	\$475,564,110	\$229,445,980
Direct	\$121,028,114	\$140,531,722	\$146,499,250	\$106,217,970