



NEW ISSUE/ IPO APPROVAL REQUEST

Today's Date:

Name of Issue:

Expected Closing Date:

Expected Number of Shares:

Type of Issue: Common Warrants Municipal
 Units Preferred Other

Will there be a greenshoe?
If so, how many shares?

Will the issue be DTC IPO Tracked?

Will the issue be a FAST issue?

Do you plan to mail the prospectuses
or do you need Operations/ADP to
mail the prospectuses?

What inventory account number(s)
do you plan to use to run your trades?

What account do you plan to receive
the shares in free from DTC?

In what capacity will you be serving? Lead Underwriter Co-Manager
 Selling Group Member

If you will be acting as lead underwriter
please list the co-managers participating
with you.

Where would you like your SIAC
flipping reports faxed/ mailed to?

NOTE: All correspondents must receive prior approval from Sterne, Agee Capital Markets before committing to an IPO.

NOTE: This form must be received by the Trading Support Group no later than ten business days prior to closing.
A copy of the red herring/prospectus must be attached to this form. Fax number is (205) 414-7201.

NOTE: The correspondent is responsible for ensuring all inventory accounts, broker/dealer accounts
and RVP/DVP accounts are set up properly with the correct delivery instructions. The correspondent
will be charged a cost of carry for any DK's due to bad delivery instrux.

NOTE: All positions must be in book entry form. No physical certificates.

NOTE: The Trading Support Group will be responsible for making the issue DTC eligible and registering
for IPO tracking. The correspondent is responsible for all expenses related to IPO tracking/registration.

NOTE: The correspondent is responsible for obtaining a cusip number.

Name of Your Firm:

Contact Name and Phone Number:

SALI APPROVAL: Approval Date: