



Diversified Stock Income Plan

DSIP Dividend Increases and Inflation

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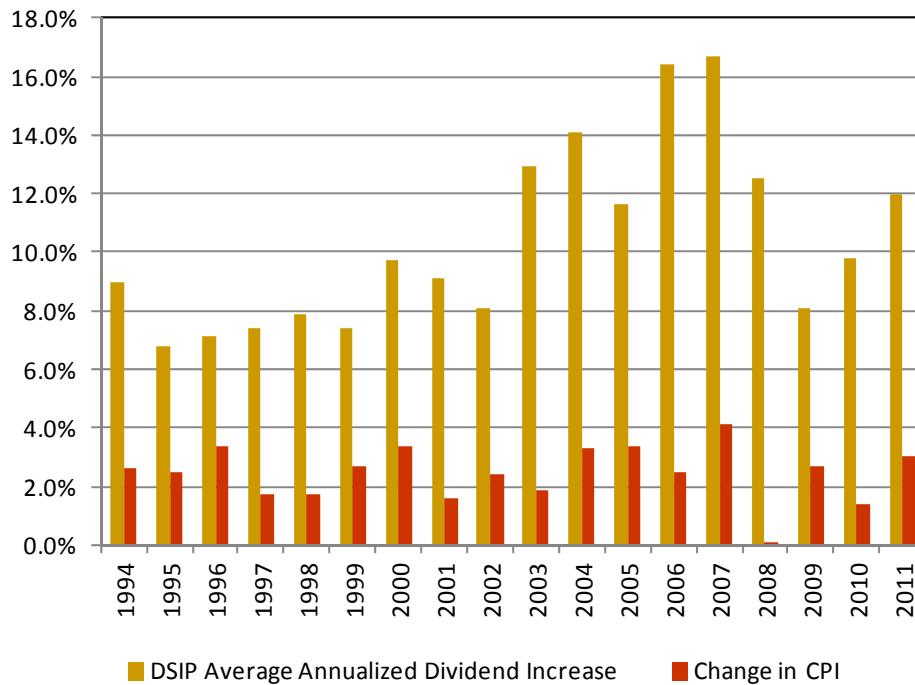
The Diversified Stock Income Plan (DSIP) is a preselected, regularly reviewed list of stocks chosen because of the likelihood of the companies to consistently raise annual dividends. Our goal is to find stocks with attractive current yields that are likely to result in a growing stream of income over time while taking into consideration company fundamentals. The stocks on the list are categorized according to market sector to facilitate construction of a well-diversified portfolio across various sectors. With a package of such stocks, we are seeking a relatively low risk way for conservative income and growth-oriented equity investors to potentially keep up with the rising cost of living. For a complete discussion of the DSIP program and a discussion of the DSIP list criteria, ask your Financial Advisor for a copy of the most recent DSIP annual report. Dividends are not guaranteed and are subject to change or elimination.

One of the main objectives of the DSIP program is to help investors stay ahead of the rising cost of living by investing in a diversified portfolio of companies that have the potential to consistently raise annual dividends. In the table and graph below, we present the average year-over-year DSIP list dividend increase as well as the corresponding seasonally adjusted year-over-year inflation rate as measured by changes in the

Consumer Price Index (CPI) compiled by the U.S. Bureau of Labor Statistics. Historically, the average dividend increase for companies on the DSIP list has done a good job of outpacing inflation. While past performance is not indicative of future success, we believe that holding a well diversified portfolio of DSIP stocks investors should help investors stay ahead of the rising cost of living.

Calendar Year	DSIP Average Annualized Increase	Dec. to Dec. % Change in CPI
1994	9.0%	2.6%
1995	6.8%	2.5%
1996	7.1%	3.4%
1997	7.4%	1.7%
1998	7.9%	1.7%
1999	7.4%	2.7%
2000	9.7%	3.4%
2001	9.1%	1.6%
2002	8.1%	2.4%
2003	12.9%	1.9%
2004	14.1%	3.3%
2005	11.6%	3.4%
2006	16.4%	2.5%
2007	16.7%	4.1%
2008	12.5%	0.1%
2009	8.1%	2.7%
2010	9.8%	1.4%
2011	12.0%	3.0%
Average:	10.4%	2.5%

Source: BLS, Wells Fargo Advisors



Source: BLS, Wells Fargo Advisors; Past performance is not a guarantee of future results.

Important Information, Risk Factors and Disclaimers

- Past performance is not a guarantee of future results.
- Dividends can be increased, decreased or totally eliminated at any point without notice.
- Diversification does not guarantee a profit or protect against loss.
- Stocks offer long-term growth potential, but may fluctuate more and provide less current income than other investments. An investment in the stock market should be made with an understanding of the risks associated with common stocks, including market fluctuations.

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