



Core Stock Investment Plan

By Sector

January 6, 2012

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The Core Stock Investment Plan is designed for those who aspire to build wealth by holding long-term investments in leading companies. Our objective is to offer you the opportunity to invest in businesses that we believe can stand the test of time, through a well-diversified portfolio of common stocks. For a complete discussion of the Core Stock Investment Plan and a discussion of the Core list criteria, ask your financial advisor for a copy of the most recent Core Stock List quarterly update. Prices and yield included on this list are current as of **January 5, 2012**. Contact your Wells Fargo Advisors financial advisor to confirm relevant information.

Company	Symbol	Price	Growth (%) [*]	Dividend Yield (%) [†]	Industry Group
CONSUMER DISCRETIONARY					
Bed Bath & Beyond	BBBY	\$59.74	16%	--	Homefurnishing Retail
Harley-Davidson Inc.	HOG	\$39.89	12%	1.25%	Motorcycle Manufacturers
Home Depot Inc.	HD	\$43.09	14%	2.69%	Home Improvement Retail
Lowe's Companies	LOW	\$26.37	13%	2.12%	Home Improvement Retail
Nordstrom	JWN	\$50.61	11%	1.82%	Department Stores
Omnicom Group	OMC	\$44.15	10%	2.27%	Advertising
Target Corporation	TGT	\$48.51	12%	2.47%	General Merchandise Stores
TJX Companies	TJX	\$66.31	13%	1.15%	Apparel Retail
VF Corporation	VFC	\$135.21	12%	2.13%	General Merchandise Stores
CONSUMER STAPLES					
Coca-Cola Company	KO	\$69.37	9%	2.71%	Soft Drinks
Colgate-Palmolive Company	CL	\$90.14	9%	2.57%	Household Products
Kimberly-Clark	KMB	\$72.79	6%	3.85%	Household Products
PepsiCo Inc.	PEP	\$66.22	8%	3.11%	Soft Drinks
Procter & Gamble Company	PG	\$66.52	9%	3.16%	Household Products
SYSCO Corporation	SY	\$28.91	7%	3.74%	Food Distributors
Walgreen	WAG	\$32.72	10%	2.75%	Drug Retail
Wal-Mart Stores	WMT	\$59.42	12%	2.46%	Hypermarkets and Supercenters
ENERGY					
Apache Corporation	APA	\$97.17	10%	0.62%	Oil & Gas Exploration & Production
Chevron Corporation	CVX	\$109.10	3%	2.97%	Integrated Oil & Gas
Energen Corporation	EGN	\$52.79	6%	1.02%	Oil & Gas Exploration & Production
EOG Resources	EOG	\$102.15	55%	0.63%	Oil & Gas Exploration & Production
Exxon Mobil Corporation	XOM	\$85.76	7%	2.19%	Integrated Oil & Gas
FINANCIALS					
AFLAC Inc.	AFL	\$44.86	12%	2.94%	Life & Health Insurance
BB&T Corporation	BBT	\$26.17	10%	2.45%	Regional Banks
Franklin Resources	BEN	\$98.94	10%	1.09%	Asset Mgmt & Custody Banks
JPMorgan Chase & Co.	JPM	\$35.68	9%	2.80%	Other Diversified Financial Services
M&T Bank Corporation	MTB	\$79.23	13%	3.53%	Regional Banks
U.S. Bancorp	USB	\$27.98	10%	1.79%	Diversified Banks

Company	Symbol	Price	Growth (%)*	Dividend Yield(%)†	Industry Group
HEALTH CARE					
Abbott Laboratories	ABT	\$56.37	9%	3.41%	Pharmaceuticals
Baxter International	BAX	\$49.66	10%	2.70%	Health Care Equipment
Becton, Dickinson & Co.	BDX	\$72.69	9%	2.48%	Health Care Equipment
Johnson & Johnson	JNJ	\$65.40	6%	3.49%	Pharmaceuticals
Merck & Co.	MRK	\$38.74	5%	4.34%	Pharmaceuticals
Novartis AG	NVS	\$57.46	6%	3.49%	Pharmaceuticals
UnitedHealth Group	UNH	\$52.59	11%	1.24%	Managed Health Care
INDUSTRIALS					
Danaher Corporation	DHR	\$48.59	16%	0.21%	Industrial Machinery
Emerson Electric	EMR	\$47.72	9%	3.35%	Electrical Components & Equip.
Illinois Tool Works	ITW	\$48.40	12%	2.98%	Industrial Machinery
Landstar System Inc.	LSTR	\$47.11	16%	0.47%	Trucking
United Technologies	UTX	\$74.33	12%	2.58%	Aerospace & Defense
INFORMATION TECHNOLOGY‡					
Accenture plc	ACN	\$51.92	12%	2.60%	IT Consulting & Other Services
Automatic Data Proc.	ADP	\$54.80	10%	2.88%	Data Proc. & Outsourced Svcs.
Cisco Systems	CSCO	\$18.92	10%	1.27%	Communications Equip.
International Business Mach.	IBM	\$184.66	9%	1.62%	Computer Hardware
Microsoft Corp.	MSFT	\$27.68	10%	2.89%	Systems Software
Paychex, Inc.	PAYX	\$30.76	10%	4.16%	Data Proc. & Outsourced Svcs.
Qualcomm Inc.	QCOM	\$56.06	16%	1.53%	Communications Equipment
MATERIALS					
Praxair Inc.	PX	\$107.91	11%	1.85%	Industrial Gases
Sigma-Aldrich	SIAL	\$63.12	9%	1.14%	Specialty Chemicals
UTILITIES					
NextEra Energy, Inc.	NEE	\$59.55	6%	3.69%	Electric Utilities
Southern Co.	SO	\$44.94	5%	4.21%	Electric Utilities

Disclosure Codes:

†Dividends are not guaranteed and are subject to change or elimination.

‡Technology and internet-related stocks, especially of smaller, less-seasoned companies, tend to be more volatile than the overall market.

EPS = Earnings per share

*Estimated Long-Term EPS Growth is the consensus long-term estimate from FactSet

It should not be assumed that recommendations made in the future will be profitable or will equal the performance of the securities in the list.

IMPORTANT DISCLOSURES

Disclosure Information. For important disclosure information, please contact:

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