



INDEPENDENT BROKER-DEALER SURVEY 2014

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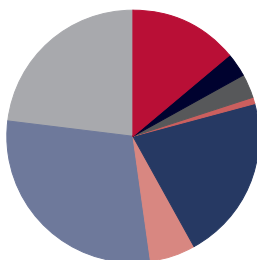


1. LPL Financial

Product Distribution

Mutual Funds	14%
Fixed Annuities	3%
Individual Securities	3%
Insurance	1%
Variable Annuities	21%
REITs	0%
Alternative Investments	6%
Asset Mgmt. Fees	29%
Other	23%

Contact: www.lpl.com
Heather Carter
704-733-3822



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
13,673	4,051.3	296,301	87	1:4	438,400.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Offers expertise in wealth management and financial planning support and services, including advisory consulting, retirement planning and trust services. Provides proprietary technology, comprehensive clearing and compliance services, practice management programs and training and independent research. Supports advisors licensed with insurance companies by providing customized clearing, advisory platforms and technology solutions.

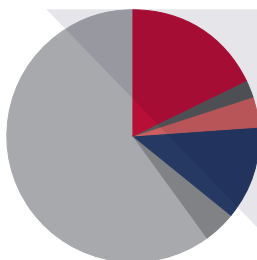
Compliance Support: Offers an industry-leading platform of compliance technology and services designed to serve advisors. Serves as a business partner by working closely with advisors and acting proactively on their behalf.

2. Ameriprise Financial Services

Product Distribution

Mutual Funds	18%
Fixed Annuities	0%
Individual Securities	2%
Insurance	4%
Variable Annuities	12%
REITs	4%
Alternative Investments	0%
Asset Mgmt. Fees	0%
Other	60%

Contact: www.joinameriprise.com
Manish Dave
877-790-3477



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
7,511	3,241.1	431,515	91	N/A	N/A

Does your firm operate a corporate RIA? No. Can reps operate their own RIA? No.

Specialization: Provides a broad range of products, services and advisor support with an emphasis on financial planning and wealth management.

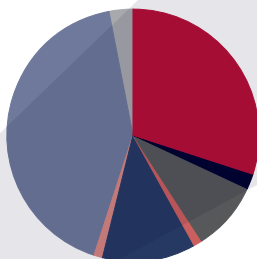
Compliance Support: Provides field and corporate compliance resources and online compliance snapshots with best practices, product advice and risk reduction tips. Works with regulators and trade groups to support clients and advocate for reasonable solutions. Centrally supervised field reps oversee trades, accounts, advice, OBAs and other activities.

3. Raymond James Financial Services

Product Distribution

Mutual Funds	30%
Fixed Annuities	2%
Individual Securities	9%
Insurance	1%
Variable Annuities	12%
REITs	0%
Alternative Investments	1%
Asset Mgmt. Fees	42%
Other	3%

Contact: www.advisorchoice.com
Barry Papa
877-291-7195



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
3,279	1,396.0	471,300	80-100	1:1	190,939.8

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Advisors have access to resources including wealth, retirement and portfolio solutions; alternative investments; mutual fund and equity research; insurance; trusts and estates; charitable giving; asset management; lending services and investment banking. Additionally an in-house marketing agency supports advisors' individual branding, marketing and social media activities.

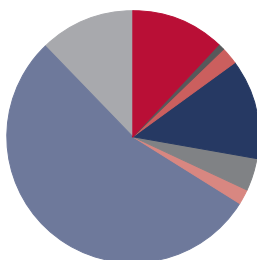
Compliance Support: A dedicated team of specialists support financial advisors and focus on fulfilling their mutual regulatory and risk management responsibilities.

4. Commonwealth Financial Network

Product Distribution

Mutual Funds	12%
Fixed Annuities	0%
Individual Securities	1%
Insurance	2%
Variable Annuities	13%
REITs	4%
Alternative Investments	2%
Asset Mgmt. Fees	54%
Other	12%

Contact: www.commonwealth.com
Andrew Daniels
866-462-3638



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,487	822.1	522,868	91	1:2	85,991.8

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Supports advisors nationwide in serving their clients as registered representatives, investment advisor representatives and registered investment advisors, as well as through hybrid service models.

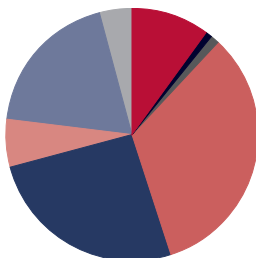
Compliance Support: Advisors are given guidance in identifying and resolving issues affecting their business, including developing and maintaining a privacy policy, creating client agreements, providing proper notification of advisory fees in compliance with custody rules and regulatory firm filing.

5. Lincoln Financial Network

Product Distribution

Mutual Funds	10%
Fixed Annuities	1%
Individual Securities	1%
Insurance	33%
Variable Annuities	26%
REITs	0%
Alternative Investments	6%
Asset Mgmt. Fees	19%
Other	4%

Contact: www.JoinLFN.com
JoinLFN@lfg.com
866-536-6630



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
8,453	793.6	N/A	N/A	N/A	18,605.6

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Provides personalized wealth management support and solutions to help business owners, professionals, executives and retirees develop complex wealth protection, retirement and investment plans. Strategic partnerships have been developed with many regional and national accounting firms, financial institutions, banks and stock brokerage firms to help advisors penetrate their target market.

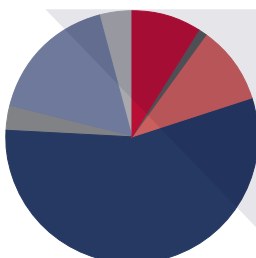
Compliance Support: Advisors are given guidance in identifying and resolving issues affecting their business, including developing and maintaining a privacy policy, creating client agreements and providing proper notification of advisory fees in compliance with custody rules and regulatory firm filing.

6. AXA Advisors

Product Distribution

Mutual Funds	9%
Fixed Annuities	0%
Individual Securities	1%
Insurance	10%
Variable Annuities	56%
REITs	3%
Alternative Investments	0%
Asset Mgmt. Fees	17%
Other	4%

Contact: www.axa.com
Wendy Patin
212-314-2968



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
5,080	676.9	104,138	50-85	1:24	29,784.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Offers a wide spectrum of financial products that include retirement savings, financial protection and wealth management products such as investment products and asset management services, life insurance, annuities and 401(k) and 403(b) products.

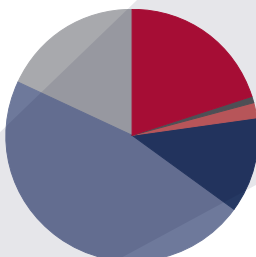
Compliance Support: Each supervisory branch has a registered principal dedicated to compliance functions. Financial professionals are also supported by a professional, centralized corporate compliance unit that provides a compliance review of marketing materials and communications, conducts surveillance and exams, and manages regulatory matters.

7. Northwestern Mutual

Product Distribution

Mutual Funds	20%
Fixed Annuities	0%
Individual Securities	1%
Insurance	2%
Variable Annuities	12%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	47%
Other	18%

Contact: www.northwesternmutual.com
Amy Jansen
414-665-1699



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
5,998	654.5	109,112	Up to 90	1:23	100,090.9

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

Specialization: Offers a wide range of products and services including permanent and term life insurance, long-term-care insurance, annuities, trust services, private client services, mutual funds and advisory services.

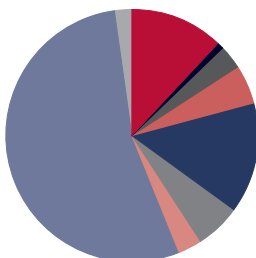
Compliance Support: Supports reps through approval of marketing materials, administration of compliance manuals and supervisory procedures, administration of complaints and sales practices investigations, administration of errors and omissions insurance, monitoring securities and insurance transactions, administration of privacy and AML programs, and the firm also conducts field inspections to provide support for maintaining books and records.

8. Cambridge Investment Research

Product Distribution

Mutual Funds	12%
Fixed Annuities	1%
Individual Securities	3%
Insurance	5%
Variable Annuities	14%
REITs	6%
Alternative Investments	3%
Asset Mgmt. Fees	54%
Other	2%

Contact: www.joincambridge.com
Kyle Selberg
800-777-6080 x 1163



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
2,465	571.7	243,395	95	1:4	60,702.1

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

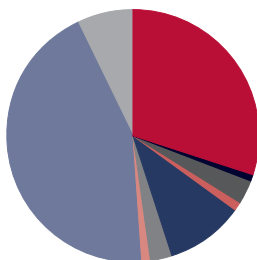
Specialization: Independence is a priority at Cambridge. The firm is owned by its management and financial professionals. Supports reps to help prepare a customized business continuity and succession plan.

Compliance Support: Provides commonsense compliance to rep-advisors by analyzing each individual situation. Team is dedicated to providing routine guidance and support, prompt advertising review, required training assistance and portability of client information.

9. Securities America

Product Distribution

Mutual Funds	30%
Fixed Annuities	1%
Individual Securities	3%
Insurance	1%
Variable Annuities	10%
REITs	3%
Alternative Investments	1%
Asset Mgmt. Fees	44%
Other	7%



Contact: www.joinasai.com
Gregg Johnson
800-747-6111 ext. 1002

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,772	475.0	271,417	Up to 95	1:4	51,400.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

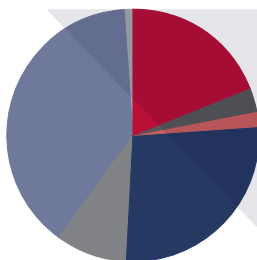
Specialization: Provides award-winning technology that helps advisor do business anytime, anywhere on any device with innovative tools to help advisors manage money during the client's entire lifecycle. From the industry's robust advisory platform (Managed Opportunities) to the first comprehensive Income Distribution platform (NextPhase), advisors have fully integrated solutions to run their businesses more effectively. Our comprehensive coaching programs also give advisors access to expert resources proven to take their business to the Next Level.

Compliance Support: Offers technology that helps advisors efficiently fulfill their regulatory obligations, from trade review to electronic advertising review tracking, automated email surveillance, online firm element education, and automatic imaging for all business documents. Automated systems are augmented by specialized teams of professionals who understand the nuances of compliance for the independent model.

10. Royal Alliance Associates

Product Distribution

Mutual Funds	19%
Fixed Annuities	0%
Individual Securities	3%
Insurance	2%
Variable Annuities	27%
REITs	9%
Alternative Investments	0%
Asset Mgmt. Fees	39%
Other	1%



Contact: www.joinroyalliance.com
Kevin Danaher
212-551-5642

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,689	444.4	264,159	90	1:8	53,382.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

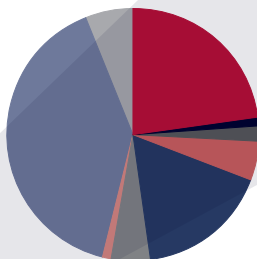
Specialization: Offers advisors the benefits of a completely open architecture platform, allowing advisors of all specialties to operate their practice in a way that makes sense to them.

Compliance Support: Compliance staff supports advisors with additional supervision at the OSJ level. Online advisor compliance tools allow for fast and convenient fulfillment of compliance requirements. Social media compliance is streamlined, and access to a library of nearly 5,000 preapproved, customizable advertising pieces makes staying compliant easy.

11. Cetera Advisor Networks

Product Distribution

Mutual Funds	23%
Fixed Annuities	1%
Individual Securities	2%
Insurance	5%
Variable Annuities	17%
REITs	5%
Alternative Investments	1%
Asset Mgmt. Fees	40%
Other	6%



Contact: www.ceteraadvisornetworks.com
Douglas King
310-257-7490

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
2,471	435.1	176,102	94	1:5	74,122.1

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

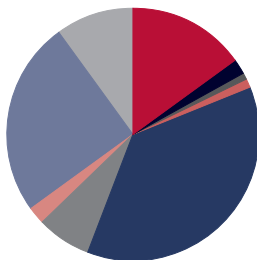
Specialization: Provides a regional model which combines Cetera's resources with local support from regional teams. Training and mentoring new advisors and assistance with business planning, practice acquisitions and succession planning are also offered.

Compliance Support: Staff partners with reps to monitor the regulatory environment and rule changes and promote best practices in compliance and risk management. The firm offers nationwide meetings, compliance alerts and a proprietary CE program.

12. National Planning Corporation

Product Distribution

Mutual Funds	15%
Fixed Annuities	2%
Individual Securities	1%
Insurance	1%
Variable Annuities	37%
REITs	7%
Alternative Investments	2%
Asset Mgmt. Fees	25%
Other	10%



Contact: www.joinnpc.com
John C. Johnson
800-881-7174

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,359	382.7	281,633	91	1:7	N/A

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Committed to building and maintaining relationships with advisors and is dedicated to three core initiatives: technology, advisory services and practice management. Offers an integrated electronic order entry (EOE) technology which saves time and offers paper-free accounts. The advisory platform delivers choices for both IARs and their clients. The practice management platform offers customized education and training on how to run your practice like a business.

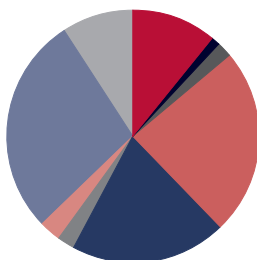
Compliance Support: The compliance department comprises the advertising review, surveillance, licensing and registration, dispute resolution, audit and examination and investment advisor compliance units. Each works directly with affiliated registered reps and investment advisor reps to ensure compliance with FINRA, the SEC and state rules and regulations.

13. NFP Advisor Services Group

Product Distribution

Mutual Funds	11%
Fixed Annuities	1%
Individual Securities	2%
Insurance	24%
Variable Annuities	20%
REITs	2%
Alternative Investments	3%
Asset Mgmt. Fees	28%
Other	9%

Contact: www.nfp.com
Dan Schwamb
512-697-6162



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,275	381.0	298,791	91	1:7	12,696.5

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: A full spectrum of wealth management capabilities are offered which include advisory and investment management, alternative investments, insurance, and corporate benefits, including defined contribution and benefit plans.

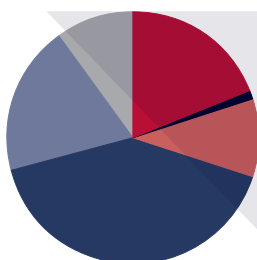
Compliance Support: The firm assists with FINRA, SEC and state requirements by having a compliance rep visit branches. Document production is also provided. Registration filings for annual FINRA CRD requirements, CE cross credits from other events, consultative compliance advice, and an outreach program to ensure new regulation communications are reaching the right audiences.

14. MML Investors Services

Product Distribution

Mutual Funds	19%
Fixed Annuities	1%
Individual Securities	0%
Insurance	10%
Variable Annuities	41%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	19%
Other	10%

Contact: www.mmlinvestors.com
Nathan Hall
413-744-5006



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
3,725	360.8	96,871	85	1:18	53,000.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

Specialization: N/A

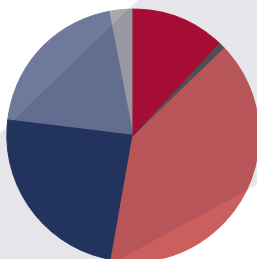
Compliance Support: Reps have online access to compliance tools, including policy and procedures manuals, continuing education modules and an approved communications library. Each supervising branch office has compliance staff assigned to them to handle both general issues and the review of advertising and sales literature. Compliance hosts monthly "hot topics" calls with supervisory staff and an annual compliance conference, in which relevant supervisory and compliance topics are discussed in depth.

15. Securian Financial Services

Product Distribution

Mutual Funds	12%
Fixed Annuities	0%
Individual Securities	1%
Insurance	40%
Variable Annuities	24%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	20%
Other	3%

Contact: www.securian.com
Robert Subjects
651-665-5887



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,035	355.4	343,375	N/A	N/A	17,602.6

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

Specialization: Provides an investment advisory platform.

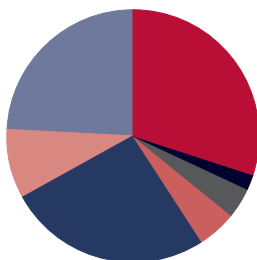
Compliance Support: Training for field principals and advisors is offered. Compliance manuals are provided to advisors and supervisors along with consulting, advertising review, complaint handling, suitability review, exception reports, branch inspections, annual compliance requirements, disclosure documents, annual offering, code of ethics requirements, outside business activities and personal brokerage accounts supervision.

16. ING Financial Partners

Product Distribution

Mutual Funds	30%
Fixed Annuities	2%
Individual Securities	4%
Insurance	5%
Variable Annuities	26%
REITs	0%
Alternative Investments	9%
Asset Mgmt. Fees	24%
Other	0%

Contact: www.ingfinancialpartners.com
Bonnie Reed
515-698-6705



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
2,409	301.0	124,930	89	1:8	39,154.3

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

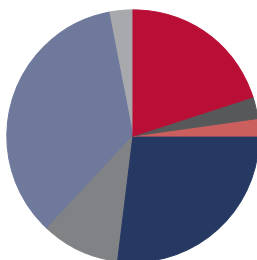
Specialization: Provides programs, technology, products and support to help individuals and institutions grow. Advisors find value through closely aligned distribution channels, broker-dealer and advisory services, branded marketing, depth of ING resources and field manager support.

Compliance Support: The compliance team offers full-service support, including a network of well-trained field OSJ managers and supervisors, home office trade review and advertising review, centralized support for annual compliance meetings, convenient online firm element CE and a turnkey platform for ADV Part 2B brochure maintenance.

17. FSC Securities Corporation

Product Distribution

Mutual Funds	20%
Fixed Annuities	0%
Individual Securities	3%
Insurance	2%
Variable Annuities	27%
REITs	10%
Alternative Investments	0%
Asset Mgmt. Fees	35%
Other	3%



Contact: www.joinfsc.com
Kevin Danaher
212-551-5642

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,055	280.3	266,658	90	1:8	35,285.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

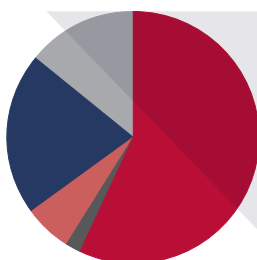
Specialization: Offers advisors the benefits of a completely open architecture platform, allowing advisors of all specialties to operate their practice in a way that makes sense to them.

Compliance Support: Compliance staff supports advisors with additional supervision at the OSJ level. Online advisor compliance tools allow for fast and convenient fulfillment of compliance requirements. Social media compliance is streamlined and access to a library of nearly 5,000 pre-approved advertising pieces makes staying compliant easy.

18. Princor Financial Services Corporation

Product Distribution

Mutual Funds	57%
Fixed Annuities	0%
Individual Securities	2%
Insurance	6%
Variable Annuities	21%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	0%
Other	14%



Contact: www.princor.com
Janel Velky
888-774-6267 x 51546

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
2,053	278.9	135,828	79	1:11	26,827.6

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** No.

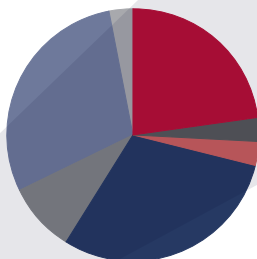
Specialization: Provides registered reps and investment advisor reps with a wide range of products and services designed to help individuals, groups and businesses achieve their financial goals.

Compliance Support: OSJ duties are handled by the home office. Regional compliance officers support the field offices and reps.

19. SagePoint Financial

Product Distribution

Mutual Funds	23%
Fixed Annuities	0%
Individual Securities	3%
Insurance	3%
Variable Annuities	30%
REITs	9%
Alternative Investments	0%
Asset Mgmt. Fees	29%
Other	3%



Contact: www.joinpagepoint.com
Kevin Danaher
212-551-5642

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,577	278.6	173,843	90	1:8	32,953.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

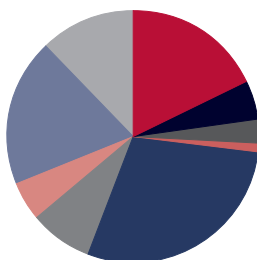
Specialization: Offers our advisors the benefits of a completely open architecture platform, allowing advisors of all specialties to operate their practice in a way that makes sense to them.

Compliance Support: Compliance staff supports advisors with additional supervision at the OSJ level. Online advisor compliance tools allow for fast and convenient fulfillment of compliance requirements. Social media compliance is streamlined, and access to a library of nearly 5,000 pre-approved, customizable advertising pieces makes staying compliant easy.

20. INVEST Financial Corporation

Product Distribution

Mutual Funds	18%
Fixed Annuities	5%
Individual Securities	3%
Insurance	1%
Variable Annuities	29%
REITs	8%
Alternative Investments	5%
Asset Mgmt. Fees	19%
Other	12%



Contact: www.investfinancial.com
Business Development Team
800-245-4732

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,089	278.1	255,408	90	1:6	N/A

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

Specialization: Provides a full-service, multi-channel broker-dealer. Offers financial advisors essential tools, products, practice management support, resources and technology to service their clients effectively.

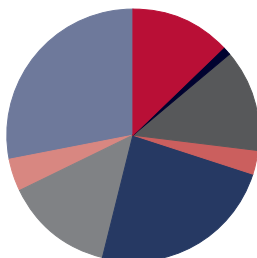
Compliance Support: The compliance department works to support the interests of the reps by offering regular communications to the field, a quick turnaround on advertising and sales literature reviews, annual branch exams, Web-based continuing education and online compliance manuals/guides.

21. First Allied Securities

Product Distribution

Mutual Funds	13%
Fixed Annuities	1%
Individual Securities	13%
Insurance	3%
Variable Annuities	24%
REITs	14%
Alternative Investments	4%
Asset Mgmt. Fees	28%
Other	0%

Contact: www.joinfirstallied.com
Matthew Bassuk
800-336-8842



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
657	272.3	414,436	89	1:3	27.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

Specialization: Offers integrated wealth management solutions and an education platform that delivers comprehensive solutions for clients. Assists advisors in achieving individual growth goals.

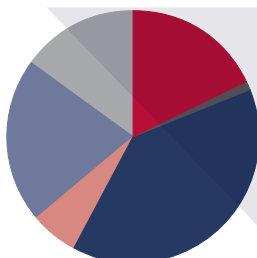
Compliance Support: Compliance offers resources in planning, information security advisory and commissions. RIAs are also supported along with those that have a hybrid business model.

22. Transamerica Financial Advisors

Product Distribution

Mutual Funds	18%
Fixed Annuities	0%
Individual Securities	1%
Insurance	0%
Variable Annuities	39%
REITs	0%
Alternative Investments	6%
Asset Mgmt. Fees	21%
Other	15%

Contact: www.tfa.transamerica.com
Tiffany Taylor
727-557-2297



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
4,726	267.3	N/A	N/A	N/A	27,922.2

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** No.

Specialization: Product platforms are offered and include mutual funds, insurance, variable annuities, LPs, individual securities and fee products.

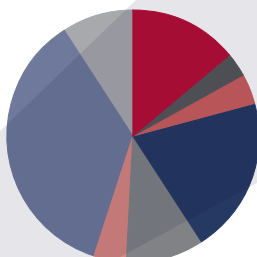
Compliance Support: Provides guidance and support to ensure advisors are compliant within our evolving and tightly regulated industry. Services include regulatory oversight, RIA compliance, customer complaint handling and surveillance monitoring.

23. Cetera Advisors

Product Distribution

Mutual Funds	14%
Fixed Annuities	0%
Individual Securities	3%
Insurance	4%
Variable Annuities	20%
REITs	10%
Alternative Investments	4%
Asset Mgmt. Fees	36%
Other	9%

Contact: www.ceteraadvisors.com
Jay Vinson
720-509-2447



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,118	261.5	233,906	91	1:2	27,027.1

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

Specialization: Assisting independent advisors to build stronger client relationships and grow their business is our driving focus. A consultative, peer-to-peer approach lets advisors determine what tools and practice development support they need to grow with the help of like-minded financial professionals.

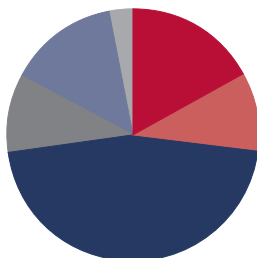
Compliance Support: Staff partners with reps to monitor the regulatory environment, rule changes and promote best practices in compliance and risk management. Offers nationwide meetings, compliance alerts and a proprietary CE program.

24. Woodbury Financial Services

Product Distribution

Mutual Funds	17%
Fixed Annuities	0%
Individual Securities	0%
Insurance	10%
Variable Annuities	46%
REITs	10%
Alternative Investments	0%
Asset Mgmt. Fees	14%
Other	3%

Contact: www.joinwoodbury.com
Kevin Danaher
212-551-5642



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,075	250.8	240,853	90	1:8	26,987.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

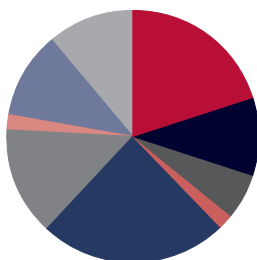
Specialization: Offers advisors the benefits of a completely open architecture platform that allows advisors of all specialties to operate in a way that makes sense to them.

Compliance Support: Compliance staff supports advisors, with additional supervision at the OSJ level. Online advisor compliance tools allow for fast and convenient fulfillment of compliance requirements. Social media compliance is streamlined, and access to a library of nearly 5,000 pre-approved, customizable advertising pieces makes staying compliant easy.

25. Cetera Financial Institutions

Product Distribution

Mutual Funds	20%
Fixed Annuities	10%
Individual Securities	6%
Insurance	2%
Variable Annuities	24%
REITs	14%
Alternative Investments	2%
Asset Mgmt. Fees	11%
Other	11%



Contact: www.ceterafinancialinstitutions.com
Sean Casey
770-792-790

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,655	247.4	149,512	87	1:3	29,681.8

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

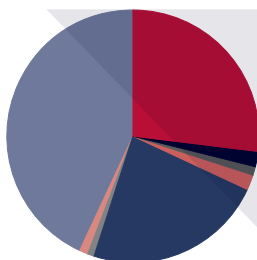
Specialization: Specializes in serving banks and credit unions. There is a high level of understanding and respect for clients' unique cultures. Helps financial institutions generate new revenue, increase profitability and strengthen relationships through flexible program structure hardwired exclusively for financial institutions.

Compliance Support: Compliance structure is designed to efficiently comply with all applicable banking and credit union laws and regulations. Staff partners with reps to monitor the regulatory environment, rule changes and promote best practices in compliance and risk management. Offers nationwide meetings, compliance alerts and a proprietary CE program. On-site attorneys focus exclusively on the critical areas affecting financial institution investment programs.

26. Lincoln Investment Planning

Product Distribution

Mutual Funds	27%
Fixed Annuities	2%
Individual Securities	1%
Insurance	2%
Variable Annuities	23%
REITs	1%
Alternative Investments	1%
Asset Mgmt. Fees	43%
Other	0%



Contact: www.lincolninvestment.com
Ed Forst
215-881-4553

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
811	194.6	205,682	N/A	1:3	22,222.4

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

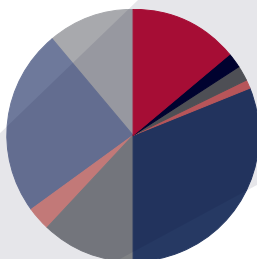
Specialization: Operates as a full-service broker-dealer and registered investment advisor.

Compliance Support: Offers assistance in transitioning a new advisor's business to the firm, and in the training of advisors and their assistants as well as supervisors. There is an open and direct line to the compliance staff for ongoing consultation and guidance in regard to securities, insurance and advisory products and services.

27. SII Investments

Product Distribution

Mutual Funds	14%
Fixed Annuities	2%
Individual Securities	2%
Insurance	1%
Variable Annuities	31%
REITs	12%
Alternative Investments	3%
Asset Mgmt. Fees	24%
Other	11%



Contact: www.sionline.com
Steve Van Domelen
920-996-2699

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
582	189.6	325,726	91	1:7	N/A

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

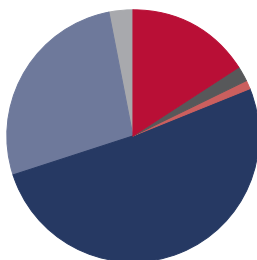
Specialization: Needs-based financial planning.

Compliance Support: The compliance department comprises the advertising review, surveillance, licensing and registration, dispute resolution, audit and examination and investment advisor compliance units. Each works directly with affiliated registered reps and investment advisor reps to ensure compliance with FINRA, SEC and state rules and regulations. Notification is given to reps of industry and regulatory changes.

28. Park Avenue Securities

Product Distribution

Mutual Funds	16%
Fixed Annuities	0%
Individual Securities	2%
Insurance	1%
Variable Annuities	51%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	27%
Other	3%



Contact: www.parkavenuesecurities.com
Jill Cooley

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
2,191	158.7	72,420	N/A	1:19	20,717.6

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

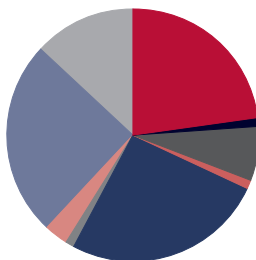
Specialization: The firm is an insurance-affiliated broker-dealer and registered investment advisor. It offers an array of products and services such as mutual funds, variable annuities, variable life, retirement plans, equities (stocks, bonds and options) and advisory programs.

Compliance Support: The firm offers support through a home office compliance department as well as local field compliance officers who provide direction and guidance on an ongoing basis. This is accomplished through training, support, meetings and access to various technology tools.

29. American Portfolios Financial Services

Product Distribution

Mutual Funds	23%
Fixed Annuities	1%
Individual Securities	7%
Insurance	1%
Variable Annuities	26%
REITs	1%
Alternative Investments	3%
Asset Mgmt. Fees	25%
Other	13%



Contact: www.americanportfolios.com
Timothy O'Grady
631.439.4600, ext. 285

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
711	157.9	222,160	90	1:8	21,100.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

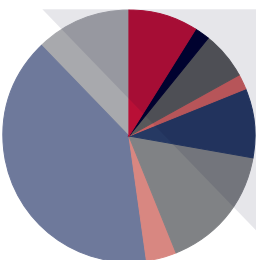
Specialization: The firm is equipped to accommodate all types of business from transactional to transactional plus fee-based to transactional/outside RIA.

Compliance Support: Provides an online business processing and supervisory review solution that efficiently manages workflows for advisors, their supervision hierarchy and the product distribution channel.

30. Triad Advisors

Product Distribution

Mutual Funds	9%
Fixed Annuities	2%
Individual Securities	6%
Insurance	2%
Variable Annuities	9%
REITs	16%
Alternative Investments	4%
Asset Mgmt. Fees	40%
Other	12%



Contact: www.triad-advisors.com
Nathan Stibbs
800-720-4003

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
553	155.7	281,583	89	1:9	3,316.7

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

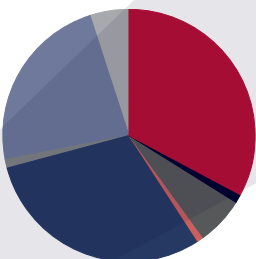
Specialization: Specializes in supporting hybrid RIA businesses through multi-custodial clearing platforms. Over 80% of our advisory firms manage a hybrid RIA model. The firm actively engages in supporting 3(21) and 3(38) retirement plan consulting.

Compliance Support: Provides pro-business, commonsense compliance support and regulatory consulting for independent registered reps and hybrid RIAs. The compliance team also offers ongoing assistance with state/SEC audits and E&O coverage for outside RIA business.

31. Cadaret, Grant & Co.

Product Distribution

Mutual Funds	33%
Fixed Annuities	1%
Individual Securities	6%
Insurance	1%
Variable Annuities	30%
REITs	1%
Alternative Investments	0%
Asset Mgmt. Fees	23%
Other	5%



Contact: www.cadaretgrant.com
Steve Blazick
800-288-8601

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
770	154.4	200,467	90	1:7	3,800.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

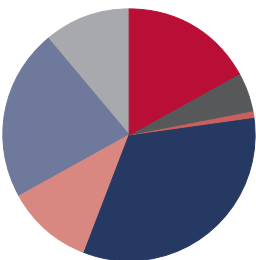
Specialization: Specializes in serving independent advisors with customer service.

Compliance Support: The compliance department partners and counsels to help advisors remain compliant. Guidance and advice are offered to show how various rules and regulations apply to each advisor's unique business.

32. Ameritas Investment Corporation

Product Distribution

Mutual Funds	17%
Fixed Annuities	0%
Individual Securities	5%
Insurance	1%
Variable Annuities	33%
REITs	0%
Alternative Investments	11%
Asset Mgmt. Fees	22%
Other	11%



Contact: www.aicinvest.com
Wendell Hutsell
800-335-9858

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,265	141.6	111,974	84	1:10	31,200.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

Specialization: The firm employs a proprietary fixed income unit that focuses mostly on public finance through individual municipal underwriting and distribution.

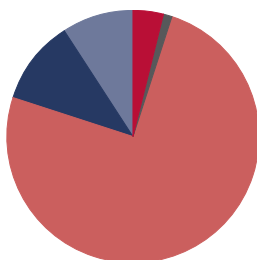
Compliance Support: Provides support for broker-dealer, investment advisory and capital markets. Areas of additional support are compliance manuals, business forms, advertising and office inspections.

33. M Holdings Securities

Product Distribution

Mutual Funds	4%
Fixed Annuities	0%
Individual Securities	1%
Insurance	75%
Variable Annuities	11%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	9%
Other	0%

Contact: www.mfin.com
Connie Morrison
503-414-7400



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
567	134.2	236,622	95	5:13	15,331.2

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: A community of independently owned firms sharing a common focus that provides customer wealth accumulation and preservation plans for ultra-affluent individuals, corporate executives and Fortune 1000 companies.

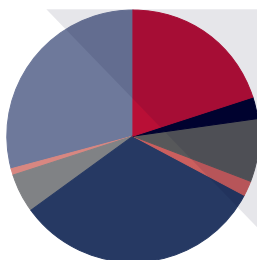
Compliance Support: Works with reps to provide day-to-day compliance support, including field communications, educational webcasts, a Web-based CE program with tracking functionality and Web-based compliance tools.

34. NEXT Financial Group

Product Distribution

Mutual Funds	20%
Fixed Annuities	3%
Individual Securities	8%
Insurance	2%
Variable Annuities	32%
REITs	5%
Alternative Investments	1%
Asset Mgmt. Fees	29%
Other	0%

Contact: www.nextfinancial.com
Barry G. Knight
877-876-6398 x 4060



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
759	127.8	168,409	89	1:6	19,739.2

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: The firm builds equity in its reps' practices through financial investment, which is coupled with turnkey hometown marketing support and services.

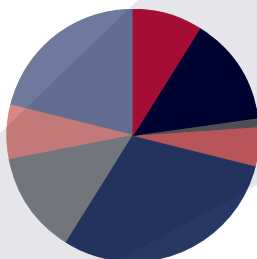
Compliance Support: Offers advertising approval, license tracking and the expertise to guide registered reps through the regulatory maze they face today.

35. Centaurus Financial

Product Distribution

Mutual Funds	9%
Fixed Annuities	14%
Individual Securities	1%
Insurance	5%
Variable Annuities	30%
REITs	13%
Alternative Investments	7%
Asset Mgmt. Fees	21%
Other	0%

Contact: www.centaurusfinancial.com
Kathy Swindell
714 456-1790



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
621	121.5	186,956	Up to 90	1:10	2,216.9

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Supports the financial planning practices of reps.

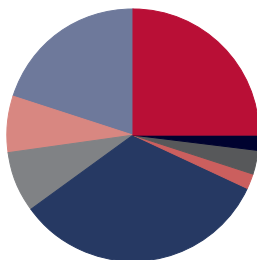
Compliance Support: Provides dedicated and immediate review of submitted documents. The firm helps advisors draft professional advertising, it provides access to social media, and offers company education.

36. H. Beck

Product Distribution

Mutual Funds	25%
Fixed Annuities	2%
Individual Securities	3%
Insurance	2%
Variable Annuities	33%
REITs	8%
Alternative Investments	7%
Asset Mgmt. Fees	20%
Other	0%

Contact: www.hbeck.com
Richard M. Merritt
301-448-5272



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
708	121.4	171,499	88	1:8	14,621.9

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Financial planning is offered.

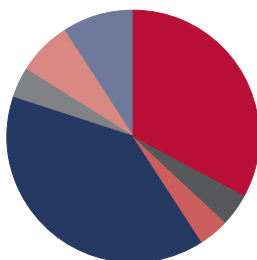
Compliance Support: N/A

37. ProEquities

Product Distribution

Mutual Funds	33%
Fixed Annuities	0%
Individual Securities	4%
Insurance	4%
Variable Annuities	39%
REITs	4%
Alternative Investments	7%
Asset Mgmt. Fees	9%
Other	0%

Contact: www.proequities.com
Joe Kennon
205-268-1810



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,075	115.8	108,000	0	1:10	2,354.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: N/A

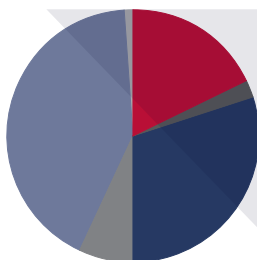
Compliance Support: N/A

38. Securities Service Network

Product Distribution

Mutual Funds	18%
Fixed Annuities	0%
Individual Securities	2%
Insurance	0%
Variable Annuities	30%
REITs	7%
Alternative Investments	0%
Asset Mgmt. Fees	42%
Other	1%

Contact: www.joinssn.com
Corey Keltner
866-218-0452



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
381	114.2	253,675	94-100	1:7	13,468.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Provides non-proprietary products.

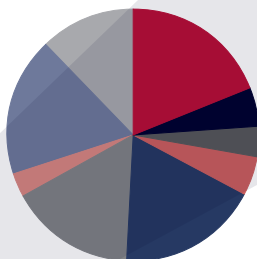
Compliance Support: Provides responsive service and consultation, keeping advisors up to date on regulatory requirements. The online tracking of continuing education, licensing and trade review are also offered.

39. Investment Centers of America

Product Distribution

Mutual Funds	19%
Fixed Annuities	5%
Individual Securities	4%
Insurance	5%
Variable Annuities	18%
REITs	16%
Alternative Investments	3%
Asset Mgmt. Fees	18%
Other	12%

Contact: www.investmentcenters.com
Chelsey Roth
800-325-8014



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
333	113.1	339,637	79	3:7	9,527.5

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

Specialization: Specializes in life planning, risk management, accumulation, distribution and wealth transfer. Also offers an independent channel and a financial institution channel.

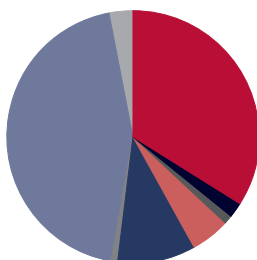
Compliance Support: Assists in keeping reps current on the latest regulations and provides information and updates through its Web site, conferences and other channels. Offers a timely review of marketing materials and expert advice. Single-click tracking of advisors' CE requirements is also available.

40. Cetera Financial Specialists

Product Distribution

Mutual Funds	34%
Fixed Annuities	2%
Individual Securities	1%
Insurance	5%
Variable Annuities	10%
REITs	1%
Alternative Investments	0%
Asset Mgmt. Fees	44%
Other	3%

Contact: www.ceterafinancialspecialists.com
Enrique Vasquez
847-330-7904



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
1,388	112.9	81,362	82	1:3	16,766.5

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: A leading growth consultant for tax and accounting professionals and CPA firms that have integrated wealth management into their practices.

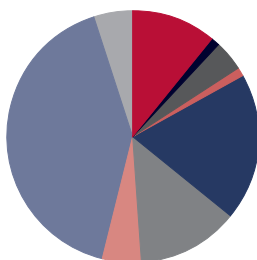
Compliance Support: Staff partners with reps to monitor the regulatory environment and rule changes and to promote best practices in compliance and risk management. Nationwide meetings, compliance alerts and proprietary CE programs are offered.

41. VSR Financial Services

Product Distribution

Mutual Funds	11%
Fixed Annuities	1%
Individual Securities	4%
Insurance	1%
Variable Annuities	19%
REITs	13%
Alternative Investments	5%
Asset Mgmt. Fees	41%
Other	5%

Contact: www.joinvsr.com
Jim Blosser
800-813-0483



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
262	107.3	409,530	82	1:4	4,188.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

Specialization: The firm offers individualized service.

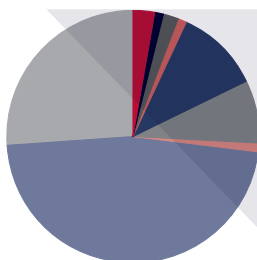
Compliance Support: Provides an internal staff and offers compliance minutes.

42. Geneos Wealth Management

Product Distribution

Mutual Funds	3%
Fixed Annuities	1%
Individual Securities	2%
Insurance	1%
Variable Annuities	11%
REITs	8%
Alternative Investments	1%
Asset Mgmt. Fees	47%
Other	26%

Contact: www.geneoswealth.com
Ryan Diachok
888-812-5043



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
260	104.6	402,125	91	1:5	10,600.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Caters to advisors that incorporate full service wealth management into their client value proposition. Advisors are offered an array of advisory service products and platforms, mutual funds, annuities, alternative investments and insurance products.

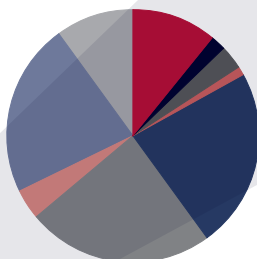
Compliance Support: N/A

43. Independent Financial Group

Product Distribution

Mutual Funds	11%
Fixed Annuities	2%
Individual Securities	3%
Insurance	1%
Variable Annuities	23%
REITs	24%
Alternative Investments	4%
Asset Mgmt. Fees	22%
Other	10%

Contact: www.ifgsd.com
David Fischer
800-269-1903 x 211



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
495	96.6	195,151	91	1:10	9,950.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: Offers a full-service broker-dealer that provides support in all product areas, offers competitive payouts and delivers friendly, personalized service to its affiliated reps.

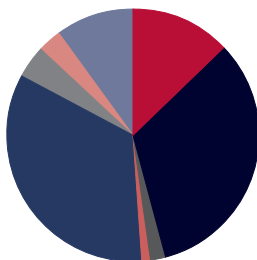
Compliance Support: Monitors continuing education, and provides training, e-mail review and archiving, branch inspections, advertising review and approvals as well as state registration assistance.

44. Questar Capital Corporation

Product Distribution

Mutual Funds	13%
Fixed Annuities	33%
Individual Securities	2%
Insurance	1%
Variable Annuities	34%
REITs	4%
Alternative Investments	3%
Asset Mgmt. Fees	10%
Other	0%

Contact: www.questarcapital.com
Amy Halverson
763-582-6471



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
652	93.5	143,405	90	1:9	2,185.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

Specialization: Offers a full-service independent broker-dealer. Reps have a product shelf including variable and fixed annuities, mutual funds, insurance, alternative investments, asset management programs and individual securities.

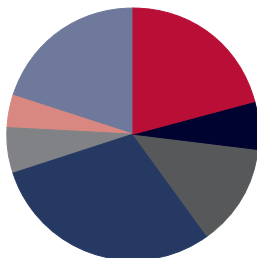
Compliance Support: Compliance interprets regulations while providing guidance and education. The field supervision department works directly with field supervisors and the reps to navigate the complex world of compliance through education, serving as a liaison and providing guidance on policies and procedures.

45. Investors Capital Corporation

Product Distribution

Mutual Funds	21%
Fixed Annuities	6%
Individual Securities	13%
Insurance	0%
Variable Annuities	30%
REITs	6%
Alternative Investments	4%
Asset Mgmt. Fees	20%
Other	0%

Contact: www.InvestorsCapital.com
Rob Foney
781-477-4814



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
441	93.2	208,000	80	1:7	8,832.4

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

Specialization: The firm is diversified in products and procedures.

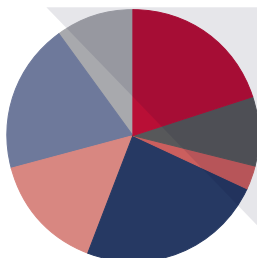
Compliance Support: Provide advisors with a comprehensive compliance program that is centered around collaboration, supervision, guidance and navigation. Offers low-cost supervision that allows advisors to focus on growing the business.

46. Investacorp

Product Distribution

Mutual Funds	20%
Fixed Annuities	0%
Individual Securities	9%
Insurance	3%
Variable Annuities	24%
REITs	0%
Alternative Investments	15%
Asset Mgmt. Fees	19%
Other	10%

Contact: www.investacorp.com
Brian Kovener
786-350-1884



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
481	90.9	189,078	90	1:6	10,300.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

Specialization: The firm categorizes itself as a new breed offering services that are entrepreneurial, unconventional and even revolutionary. Advisors who are commission or fee-based and interested in developing a plan for succession or acquisition have access to growth and independence.

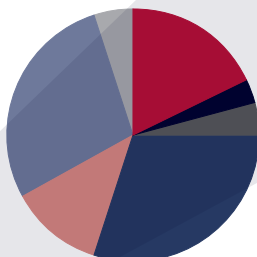
Compliance Support: The firm acts as the sole OSJ and all supervision is conducted from the home office in Miami.

47. Sigma Financial Corporation

Product Distribution

Mutual Funds	18%
Fixed Annuities	3%
Individual Securities	4%
Insurance	0%
Variable Annuities	30%
REITs	0%
Alternative Investments	12%
Asset Mgmt. Fees	28%
Other	5%

Contact: www.sigmafinancial.com
Jennifer Bacarella
734-663-1611



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
603	90.8	144,069	85	1:6	9,700.9

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** No.

Specialization: Comprehensive financial planning with advisors and their clients are the focus. Assists advisors to help them grow in a professional and ethical manner using the tools and services available on an open architecture platform.

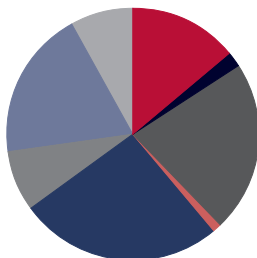
Compliance Support: Provides a fully licensed compliance staff. Assists advisors with a consultative approach to sales review, marketing assistance, audit support and product due diligence.

48. Summit Brokerage Services

Product Distribution

Mutual Funds	14%
Fixed Annuities	2%
Individual Securities	22%
Insurance	1%
Variable Annuities	26%
REITs	8%
Alternative Investments	0%
Asset Mgmt. Fees	19%
Other	8%

Contact: www.joinsummit.com
Glen McRary
800-354-5528



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
340	87.6	260,000	90	1:5	9,000.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

Specialization: The firm specializes in empowering advisors to maximize the value of their efforts by providing them with back-office support, extensive product offerings and competitive payouts.

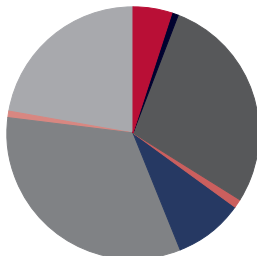
Compliance Support: Ensures a high level of compliance is offered along with a consultative and proactive approach to brokerage and advisory compliance. The firm works with advisors to ensure their practice satisfies regulatory requirements and offers best practices to protect their business against potential customer claims.

49. J.P. Turner

Product Distribution

Mutual Funds	5%
Fixed Annuities	1%
Individual Securities	28%
Insurance	1%
Variable Annuities	9%
REITs	33%
Alternative Investments	1%
Asset Mgmt. Fees	0%
Other	22%

Contact: www.jpturner.com
Al Pierantozzi
800-793-2675



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
325	77.2	237,591	89	1:4	4,000.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

Specialization: Reps are encouraged to establish their own business model. Systems are then put in place to offer personnel and unique support to the rep's practice.

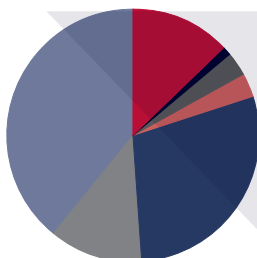
Compliance Support: Provides a high level of compliance support to assist reps so that regulatory requirements are met and in this way proactively safeguards reps and investors.

50. United Planners Financial Services

Product Distribution

Mutual Funds	13%
Fixed Annuities	1%
Individual Securities	3%
Insurance	3%
Variable Annuities	29%
REITs	12%
Alternative Investments	0%
Asset Mgmt. Fees	39%
Other	0%

Contact: www.UnitedPlanners.com
Sheila J. Cuffari-Agasi
800-966-8737 x 240



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
338	72.3	221,893	90	1:6	3,334.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

Specialization: Specializes in focusing on partnership with the "right" advisors. The firm has a fiduciary mind set, whether advisors are working with retirement plans as a fiduciary or individual clients.

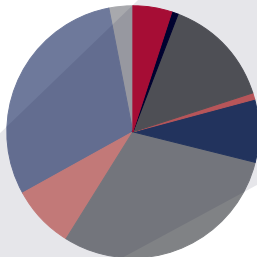
Compliance Support: Ensures that compliance with various regulatory agencies and United Planners' policies and procedures are met. Performs branch office audits, advertising review, surveillance, outside business activity review, social media archiving and annual requirement review. The firm also assists with compliance-related questions.

51. Berthel Fisher & Company Financial Services

Product Distribution

Mutual Funds	5%
Fixed Annuities	1%
Individual Securities	14%
Insurance	1%
Variable Annuities	8%
REITs	30%
Alternative Investments	8%
Asset Mgmt. Fees	30%
Other	3%

Contact: www.berthel.com
Shelli Brady
800-356-5234



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
323	64.2	199,000	83	1:4	1,400.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

Specialization: Managed money and alternative investments—Berthel Fisher has a long history of providing alternative investment options for client needs. The managed money platform provides a diverse group of custodians.

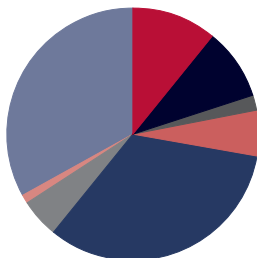
Compliance Support: Offers an experienced compliance team who support reps and staff while keeping in compliance with the various regulatory authorities.

52. J.W. Cole Financial

Product Distribution

Mutual Funds	11%
Fixed Annuities	9%
Individual Securities	2%
Insurance	6%
Variable Annuities	33%
REITs	5%
Alternative Investments	1%
Asset Mgmt. Fees	33%
Other	0%

Contact: www.jw-cole.com
John Carlson
866-592-6531



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
350	59.2	169,215	90	1:8	7,985.7

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

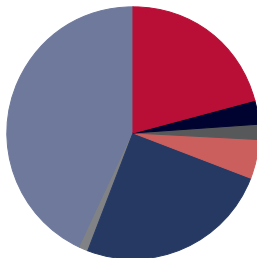
Specialization: Main focus is servicing advisors with quality and integrity that work in a truly holistic planning environment.

Compliance Support: Compliance is operated in a regulated and litigious environment. Protection is provided for the firm and the advisor. Management ensures that compliance is delivered in a proactive and pro-business environment.

53. PlanMember Securities Corporation

Product Distribution

Mutual Funds	21%
Fixed Annuities	3%
Individual Securities	2%
Insurance	5%
Variable Annuities	25%
REITs	1%
Alternative Investments	0%
Asset Mgmt. Fees	43%
Other	0%



Contact: www.JoinPlanMember.com
Wesley Dickerson
800-874-6910 x2556

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
450	57.1	126,888	87	1:4	3,000.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** No.

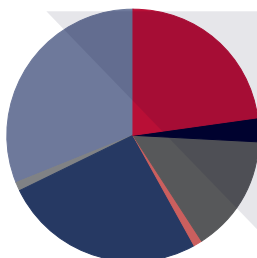
Specialization: Offers retirement and group employer plans 403(b), 401(k), 457(b), and is a fee-based business.

Compliance Support: Offers centralized principal and advertising review at the home office, thus off-loading certain OSJ responsibilities. Provides efficient turnaround time for reviews, online submission and tracking for advertising review and no-cost in-field audits every one to three years.

54. The Investment Center

Product Distribution

Mutual Funds	23%
Fixed Annuities	3%
Individual Securities	15%
Insurance	1%
Variable Annuities	26%
REITs	1%
Alternative Investments	0%
Asset Mgmt. Fees	31%
Other	0%



Contact: www.investmentctr.com
Ralph DeVito
908-707-4422

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
262	51.9	198,384	90	1:7	5,500.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

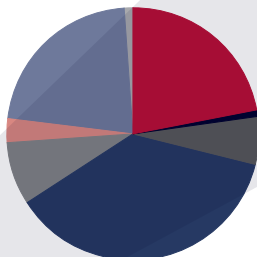
Specialization: Provides reps with advanced technology and a comprehensive suite of products and services. A full menu of investment products, advisor-managed fee-based platforms, access to a range of third-party money managers and retirement plans that include open architecture 401(k) platforms. The marketing team will assist in providing sales strategies and tools to grow.

Compliance Support: Offers a full-service compliance team that is up-to-date with the regulatory environment. Reps can remain confident that they can provide a wide group of investment products and services appropriate for a diverse customer base.

55. Girard Securities

Product Distribution

Mutual Funds	22%
Fixed Annuities	1%
Individual Securities	6%
Insurance	0%
Variable Annuities	37%
REITs	8%
Alternative Investments	3%
Asset Mgmt. Fees	22%
Other	1%



Contact: www.joingirard.com
David Bombart
858-622-2140 x 211

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
252	50.9	202,026	92	1:8	9,905.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

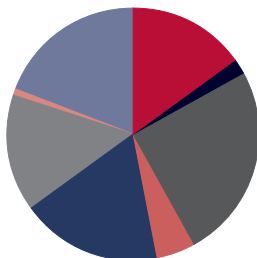
Specialization: Provides independently registered financial advisors and dually registered investment advisors with access to a variety of mutual funds, ETFs, variable insurance products, fee-based account solutions, alternative investments and brokerage accounts.

Compliance Support: Provides rule interpretation along with best practice guidance for individuals and branch offices.

56. Kovack Securities

Product Distribution

Mutual Funds	15%
Fixed Annuities	2%
Individual Securities	25%
Insurance	5%
Variable Annuities	18%
REITs	15%
Alternative Investments	1%
Asset Mgmt. Fees	19%
Other	0%



Contact: www.joinksi.com
Carlo A. Bidone
866-564-6574

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
295	46.3	157,000	90	1:10	5,120.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** Yes.

Specialization: Provides a solutions-focused environment for its reps so they can spend more time on client needs, developing their own areas of specialization and improving their independent businesses.

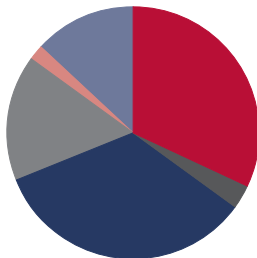
Compliance Support: Offers a high compliance staff-to-rep ratio, which provides a supportive environment that is built on a relationship of advocacy and mutual respect. Reps are kept informed and educated through regular communication, on-demand/online resources, mandatory training and national and regional conferences.

57. The O.N. Equity Sales Company

Product Distribution

Mutual Funds	32%
Fixed Annuities	0%
Individual Securities	3%
Insurance	0%
Variable Annuities	34%
REITs	16%
Alternative Investments	2%
Asset Mgmt. Fees	13%
Other	0%

Contact: www.joinonesco.com
Tim Minton
513-794-6534



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
699	44.4	90,000	83	1:15	8,223.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

Specialization: Offers a low-cost, full-service platform that provides the tools for reps to grow their business. Competitive products, competitive payouts and customer-focused support create a unique level of independence and support for our reps.

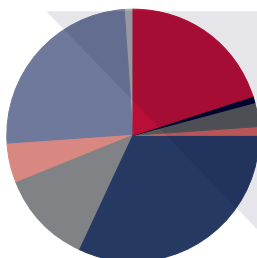
Compliance Support: Offers a friendly team that provides assistance and guidance with OSJ and branch supervisory activity, regulatory training, 24-hour turnaround advertising review, on-site audit assistance as well as guidance on outside business activity. Provides easy access to firm element continuing education through Web-based training.

58. Crown Capital Securities

Product Distribution

Mutual Funds	20%
Fixed Annuities	1%
Individual Securities	3%
Insurance	1%
Variable Annuities	32%
REITs	12%
Alternative Investments	5%
Asset Mgmt. Fees	25%
Other	1%

Contact: www.crowncapitalsecurities.com
Darol Paulsen
800-677-0644



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
330	42.4	128,499	92	1:13	8,593.7

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: The firm is a full-service broker-dealer specializing in meeting the individual financial goals and objectives of its clients.

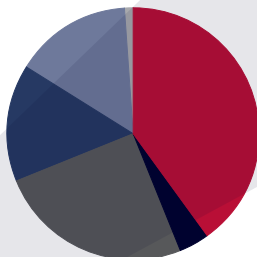
Compliance Support: The compliance department has carefully designed its supervisory procedures around the needs of the independent rep. The department provides support and guidance for the sales force that encourages them to be successful as independent, entrepreneurial reps while maintaining strict compliance with all applicable securities laws.

59. LaSalle St. Securities

Product Distribution

Mutual Funds	40%
Fixed Annuities	4%
Individual Securities	25%
Insurance	0%
Variable Annuities	15%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	15%
Other	1%

Contact: www.joinlasallest.com
Mark Contey
630-600-0360



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
295	34.2	116,000	90	1:10	5,100.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

Specialization: The firm works to enable reps to succeed. The support is tailored to the reps' specific business model and allows them to serve a unique customer base.

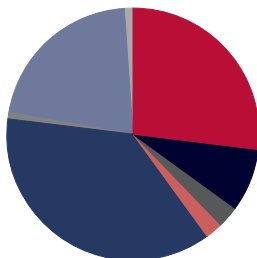
Compliance Support: The compliance team is dedicated to providing timely assistance with any number of issues, including: assistance with account reviews, OSJ supervisory activities, audits, sales practices items, recording-keeping requirements, marketing and advertising.

60. Harbour Investments

Product Distribution

Mutual Funds	27%
Fixed Annuities	8%
Individual Securities	3%
Insurance	2%
Variable Annuities	37%
REITs	1%
Alternative Investments	0%
Asset Mgmt. Fees	21%
Other	1%

Contact: www.harbourinv.com
Carina Saunders
608-662-6100



Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
196	32.3	179,800	90	1:10	6,404.5

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

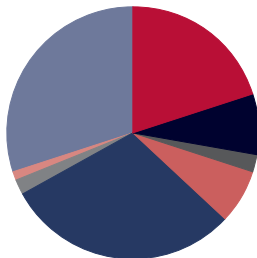
Specialization: Specializes in supporting reps and advisors, with a one-page household account form, commonsense compliance, electronic processing and an array of products.

Compliance Support: Offers electronic submissions and approvals. Sales and compliance teams are one and the same, so advice and approvals are provided simultaneously. Audits consist of reviewing practices along with training firms and their staffs to be efficient and knowledgeable on industry and broker-dealer procedures.

61. cfd Investments

Product Distribution

Mutual Funds	20%
Fixed Annuities	8%
Individual Securities	2%
Insurance	7%
Variable Annuities	30%
REITs	2%
Alternative Investments	1%
Asset Mgmt. Fees	30%
Other	0%



Contact: www.joincfd.com and www.cfdinvestments.com
Brent Owens
800-745-7776

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
175	25.8	147,490	90	1:4	515.5

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

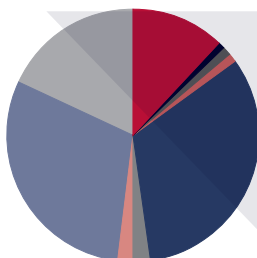
Specialization: Specializes in financial planning and money management.

Compliance Support: The compliance team is staffed with attorneys who are former regulators with the states, FINRA and SEC.

62. Wall Street Financial Group

Product Distribution

Mutual Funds	12%
Fixed Annuities	1%
Individual Securities	1%
Insurance	1%
Variable Annuities	33%
REITs	2%
Alternative Investments	2%
Asset Mgmt. Fees	30%
Other	18%



Contact: www.wsfg.com
Victoria Bach-Fink
585-267-8000 x 227

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
110	17.7	148,126	81	1:7	472.6

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

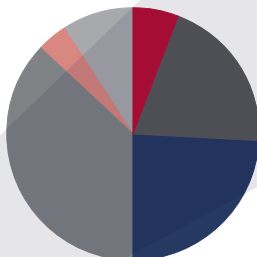
Specialization: Specializes in business development by providing exceptional customer service and operational support to each individual advisor. This complete package allows advisors to become more efficient in their own practices, which allows them to nurture existing relationships and grow new ones.

Compliance Support: Advisors have direct access to the compliance analysts who handle transactions, advertising, marketing, audits and regulatory issues.

63. IMS Securities

Product Distribution

Mutual Funds	6%
Fixed Annuities	0%
Individual Securities	20%
Insurance	0%
Variable Annuities	24%
REITs	37%
Alternative Investments	4%
Asset Mgmt. Fees	0%
Other	9%



Contact: www.ims-securities.com
Jackie Wadsworth
713-266-2993

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
104	14.5	140,000	90	1:3	N/A

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? No.

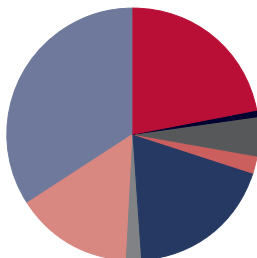
Specialization: Specializes in alternative investments and insurance.

Compliance Support: N/A

64. Signal Securities

Product Distribution

Mutual Funds	22%
Fixed Annuities	1%
Individual Securities	5%
Insurance	2%
Variable Annuities	19%
REITs	2%
Alternative Investments	15%
Asset Mgmt. Fees	34%
Other	0%



Contact: www.signalsecurities.com
Jerry Singleton
817-877-4256 x 202

Number of producing reps 2012	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
57	5.2	95,000	60-90	1:6	820.0

Does your firm operate a corporate RIA? Yes. Can reps operate their own RIA? Yes.

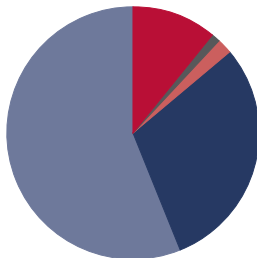
Specialization: Specializes in financial planning, asset allocation and money management.

Compliance Support: A full-service compliance department provides advertising reviewed within 36 hours. Transition assistance is also provided for new advisors.

65. Securities Management & Research

Product Distribution

Mutual Funds	11%
Fixed Annuities	0%
Individual Securities	1%
Insurance	2%
Variable Annuities	30%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	56%
Other	0%



Contact: www.smrinvestments.com
Shelli Brady
1-800-356-5234

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
247	4.6	18,784	85	1:4	406.0

Does your firm operate a corporate RIA? No. **Can reps operate their own RIA?** No.

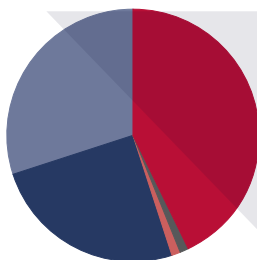
Specialization: The firm offers expertise in variable annuities, mutual funds and managed money through an affiliate.

Compliance Support: Offers an experienced compliance team that provides support to reps and staff while keeping compliant with the various regulatory authorities.

66. Correll Co. Investment Services

Product Distribution

Mutual Funds	43%
Fixed Annuities	0%
Individual Securities	1%
Insurance	1%
Variable Annuities	25%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	30%
Other	0%



Contact: www.cciscinvestments.com
M. Nicole Correll
708-599-2900

Number of producing reps 2013	Gross revenue (\$MM) 2013	Gross revenue per rep 2013	Payout percentage 2013	Employees to reps	AUM (\$MM) 2013
8	1.0	125,000	90	1:2	150.0

Does your firm operate a corporate RIA? Yes. **Can reps operate their own RIA?** No.

Specialization: Specializes in the retirement planning area.

Compliance Support: N/A