



# **INDEPENDENT BROKER-DEALER RANKING 2015**

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 **Securities America**

# FA's 2015 Independent Broker-Dealer Ranking

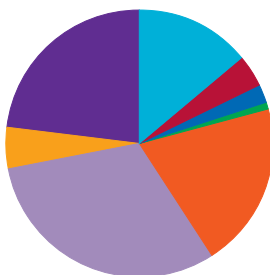
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## 1. LPL Financial

### Product Distribution

Mutual Funds	14%
Fixed Annuities	4%
Individual Securities	2%
Insurance	1%
Variable Annuities	13%
REITs	0%
Alternative Investments	31%
Asset Mgmt. Fees	5%
Other	23%



Contact: Heather Carter  
heather.carter@lpl.com  
704-733-3382

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
14,036	4,294.0	306,138	87	4:25	175,800.0

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

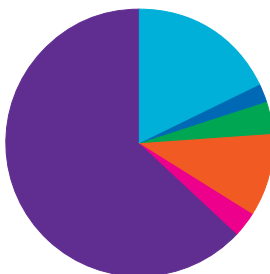
**Specialization:** Offers versatile and fully integrated platform for the delivery of personal and objective financial advice. Provides a fully integrated platform for RIA and brokerage business, brokerage and trust assets and retirement solutions.

**Compliance Support:** Offers a 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

### Product Distribution

Mutual Funds	18%
Fixed Annuities	0%
Individual Securities	2%
Insurance	4%
Variable Annuities	10%
REITs	3%
Alternative Investments	0%
Asset Mgmt. Fees	0%
Other	63%



Contact: Logan Clipp  
Logan.X.Clipp@ampf.com  
866-806-9984

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
7,589	3,738.3	492,600	91	N/A	N/A

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

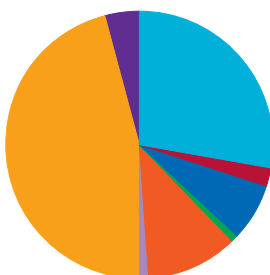
**Specialization:** Provides a broad range of products, services and advisor support with an emphasis on retirement, financial planning and wealth management.

**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	28%
Fixed Annuities	2%
Individual Securities	7%
Insurance	1%
Variable Annuities	11%
REITs	0%
Alternative Investments	1%
Asset Mgmt. Fees	46%
Other	4%



Contact: Barry Papa  
AdvisorChoiceRecruiting@raymondjames.com  
877-291-7195

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
3,379	1,612.5	477,202	80-100	1:1.25	209,596.0

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

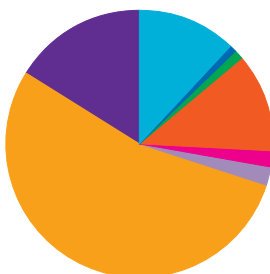
**Specialization:** Advisors have access to resources and expertise to help guide their practice and support their specialties, which include wealth, retirement and portfolio solutions; alternative investments; mutual fund and equity research; insurance; trusts and estates; charitable giving; asset management; lending services and investment banking. Additionally a 120-person in-house marketing agency supports advisors' individual branding, marketing and social media activities.

**Compliance Support:** A dedicated 120-person team of compliance specialists committed to supporting financial advisors and focused 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	1%
Variable Annuities	12%
REITs	2%
Alternative Investments	2%
Asset Mgmt. Fees	54%
Other	15%



Contact: Andrew Daniels  
adaniels@commonwealth.com  
866-462-3638

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,592	950.3	596,929	91	1:2.3	96,785.0

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:** A team of professionals function as advisors' partners and counselors. The team delivers the expert guidance and support advisors need, every step of the way, to remain successful in an evolving regulatory environment.

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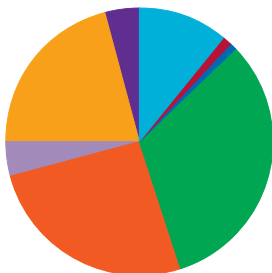
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## 5. Lincoln Financial

### Product Distribution

Mutual Funds	11%
Fixed Annuities	1%
Individual Securities	1%
Insurance	32%
Variable Annuities	26%
REITs	0%
Alternative Investments	4%
Asset Mgmt. Fees	21%
Other	4%



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

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
8,457	816.8	N/A	N/A	N/A	21,306.2

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

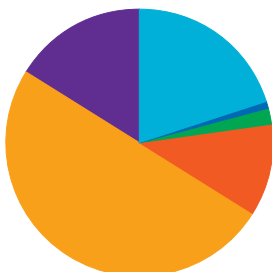
**Specialization:** Provides personalized wealth management support and solutions to help business owners, professionals, executives and retirees develop complex wealth protection, retirement and investment plans. Strategic partnerships have been developed with many regional and national accounting firms, 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, providing proper notification of advisory fees in compliance with custody rules and regulatory firm filing.

## 6. Northwestern Mutual\*

### Product Distribution

Mutual Funds	20%
Fixed Annuities	0%
Individual Securities	1%
Insurance	2%
Variable Annuities	11%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	50%
Other	16%



Contact: Cynthia Criss  
cindicriss@northwesternmutual.com  
414-665-5129

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
6,014	748.8	124,516	up to 90	1:22.1	110,467.8

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

**Specialization:** Offers an array of solutions, including permanent and term life insurances, long-term care insurances, annuities, trust services, private client services, mutual funds and advisory services.

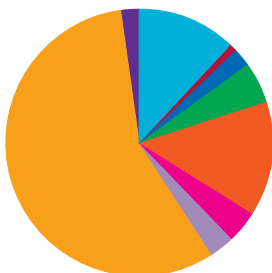
**Compliance Support:** Supports reps through approval of marketing materials, administration of compliance manuals and supervisory procedures, administration of complaints and sales practices investigations, administration of errors and omissions insurance, monitoring securities and insurance transactions.

\*Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company, Milwaukee, WI (NM) and its subsidiaries. Northwestern Mutual Investment Services, LLC, (NMIS) (securities) subsidiary of NM, broker-dealer, registered investment adviser, member FINRA and SIPC.

## 7. Cambridge Investment Research

### Product Distribution

Mutual Funds	12%
Fixed Annuities	1%
Individual Securities	2%
Insurance	5%
Variable Annuities	14%
REITs	4%
Alternative Investments	3%
Asset Mgmt. Fees	57%
Other	2%



Contact: Kyle Selberg  
kyle.selberg@cir2.com  
800-777-6080 x1163

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
2,713	651.4	251,606	95	1:4.1	67,760.5

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

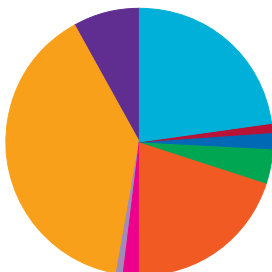
**Specialization:** Executive leadership has spent the last few decades building a legal structure, business plan and management team with the goal of remaining privately owned. They have a succession plan in place and will help financial professionals with their business continuity and succession.

**Compliance Support:** Provides common-sense 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.

## 8. Cetera Advisor Networks

### Product Distribution

Mutual Funds	23%
Fixed Annuities	1%
Individual Securities	2%
Insurance	4%
Variable Annuities	20%
REITs	2%
Alternative Investments	1%
Asset Mgmt. Fees	39%
Other	6%



Contact: Doug King  
douglas.king@ceteranetworks.com  
310-257-7490

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
2,510	564.8	225,029	91	1:4.3	73,569.0

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

**Specialization:** The firm is strategically positioned to support large groups of advisors, whether it be a "super" OSJ or an informal producer group.

**Compliance Support:** The team partners with the advisors on all aspects of policies and procedures. They provide advisors with guidance to help them stay out of the regulatory crosshairs. When issues do come up, they work closely with advisors to provide regulators with a clear picture of the circumstance.

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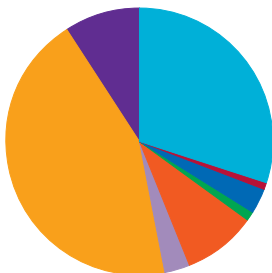
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## 9. Securities America

### Product Distribution

Mutual Funds	30%
Fixed Annuities	1%
Individual Securities	3%
Insurance	1%
Variable Annuities	9%
REITs	0%
Alternative Investments	3%
Asset Mgmt. Fees	44%
Other	9%



Contact: Gregg Johnson  
gjohnson@saonline.com  
800-747-6111 x1002

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
2,042	525.5	284,567	95	1:4	56,600.0

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

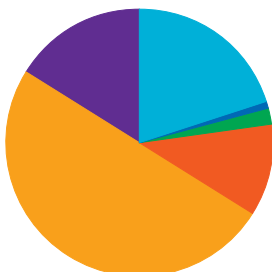
**Specialization:** While providing practice management, technology, managed money platforms and income distribution solutions, assistance is offered to help advisors provide exceptional advice and service to their clients. As part of Ladenburg Thalmann, they offer equity research, investment banking, fixed income solutions, advisor-friendly trust services and asset management support.

**Compliance Support:** Regional supervisors partner with advisors to ensure they use the suite of compliance technology to efficiently fulfill their regulatory obligations. From trade review to electronic advertising submission, automated e-mail surveillance, online continuing education, and an easy to use imaging system the knowledgeable and friendly professionals help advisors protect their clients and practice.

## 10. Waddell & Reed Financial Advisors

### Product Distribution

Mutual Funds	20%
Fixed Annuities	0%
Individual Securities	1%
Insurance	2%
Variable Annuities	11%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	50%
Other	16%



Contact: Todd Esh  
tesh@waddell.com  
913-236-1403

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,766	500.1	253,632	78	1:7	51,352.0

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

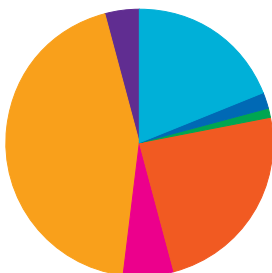
**Specialization:** Offers personalized financial planning, which is built around competitive investment products. Provides an environment which seeks to combine the philosophical and practice model flexibility of an independent model with the support and resource infrastructure of a full-service firm. Offers an advisor-focused and client-centric culture; a seamless transition; comprehensive rewards; a complete product offering to satisfy client needs; a broad spectrum of technology; and the customized support needed to grow business.

**Compliance Support:** Offers protection for the advisor's practice, ensures that all applicable FINRA, SEC and state regulations, as well as internal policies, are followed. Field office examiners conduct on-site audits, assist with customer complaints and review custom marketing materials.

## 11. Royal Alliance Associates

### Product Distribution

Mutual Funds	19%
Fixed Annuities	0%
Individual Securities	2%
Insurance	1%
Variable Annuities	24%
REITs	6%
Alternative Investments	0%
Asset Mgmt. Fees	44%
Other	4%



Contact: Al Grilli  
agrilli@royallalliance.com  
212-551-5650

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,560	463.9	297,389	92	1:7.2	59,559.0

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

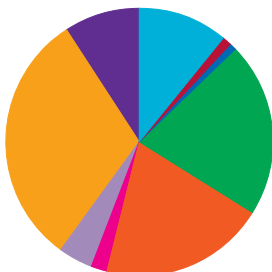
**Specialization:** Offers advisors the benefits of a completely open-architecture platform, allowing advisors of all specialties to operate their practice in a way that makes sense to them.

**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, customizable advertising pieces makes staying compliant easy.

## 12. NFP Advisor Services

### Product Distribution

Mutual Funds	11%
Fixed Annuities	1%
Individual Securities	1%
Insurance	21%
Variable Annuities	20%
REITs	2%
Alternative Investments	4%
Asset Mgmt. Fees	31%
Other	9%



Contact: Dan Schwamb  
dschwamb@nfp.com  
512-697-6162

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,393	420.6	301,912	91	1:6	66,904.4

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

**Specialization:** Offers a full spectrum of wealth management capabilities including advisory and investment management, alternative investments, insurance and corporate benefits, including defined contribution and benefit plans.

**Compliance Support:** With expertise in brokerage, investment advisory, and retirement plan compliance, they work in a consultative fashion to provide smart, compliant solutions that are responsive to the needs of advisors, empowering them to streamline the way they do business and helping them connect with their clients in meaningful ways.



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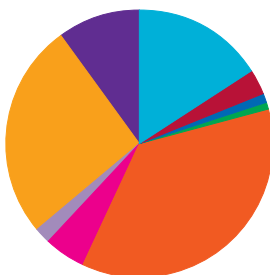
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## 13. National Planning Corporation

### Product Distribution

Mutual Funds	16%
Fixed Annuities	3%
Individual Securities	1%
Insurance	1%
Variable Annuities	36%
REITs	5%
Alternative Investments	2%
Asset Mgmt. Fees	26%
Other	10%



Contact: Scott Montgomery  
scott.montgomery@natplan.com  
888-246-0965

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,335	408.7	306,124	91	6:7	N/A

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

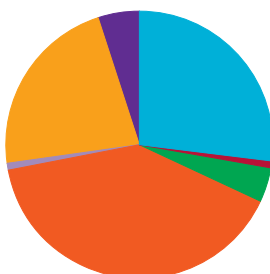
**Specialization:** Committed to building and maintaining relationships with advisors and dedicated to three core initiatives: technology, advisory services and practice management. Offers an integrated electronic order entry (EOE) technology which saves time and offers paper-free accounts. The advisory 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 of 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.

## 14. MML Investors Services

### Product Distribution

Mutual Funds	27%
Fixed Annuities	1%
Individual Securities	0%
Insurance	4%
Variable Annuities	40%
REITs	0%
Alternative Investments	1%
Asset Mgmt. Fees	22%
Other	5%



Contact: Anthony Frogameni  
anthony.frogameni@massmutual.com  
413-744-1027

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
3,923	384.7	85,775	85	1:20	71,400.0

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

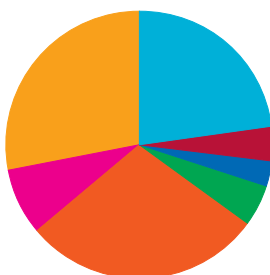
**Specialization:** N/A

**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. Voya Financial Advisors

### Product Distribution

Mutual Funds	23%
Fixed Annuities	4%
Individual Securities	3%
Insurance	6%
Variable Annuities	29%
REITs	8%
Alternative Investments	0%
Asset Mgmt. Fees	28%
Other	0%



Contact: Bonnie Reed  
bonnie.reed@voya.com  
515-698-6705

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
2,202	318.8	144,773	88	1:7	42,524.1

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

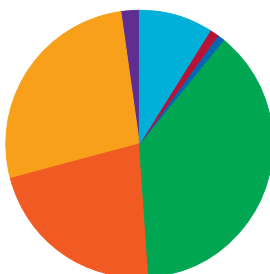
**Specialization:** Provides financial professionals with the programs, technology, products and support to help individuals and institutions grow, protect and enjoy their wealth. Advisors find value through closely aligned distribution channels, quality broker-dealer and advisory services, branded marketing, depth of Voya resources and field manager support.

**Compliance Support:** The experienced and credentialed compliance team offers full-service compliance 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.

## 16. Securian Financial Services

### Product Distribution

Mutual Funds	9%
Fixed Annuities	1%
Individual Securities	1%
Insurance	38%
Variable Annuities	22%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	27%
Other	2%



Contact: Robert Subjects  
Robert.subjects@securian.com  
651-665-5887

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,083	310.3	286,500	88	1:7.4	19,947.8

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

**Specialization:** Offering independence and support, Securian works with locally owned firms that establish their own brand and are backed with the resources and expertise of a national network. A wide range of investment and insurance products are available, and advisors also have the flexibility to deliver solutions offered by other companies.

**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 broker accounts supervision.

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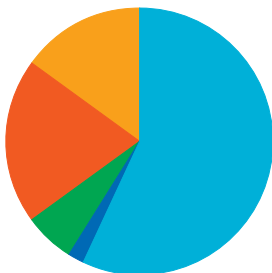
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## 17. Prncor Financial Services Corporation

### Product Distribution

Mutual Funds	57%
Fixed Annuities	0%
Individual Securities	2%
Insurance	6%
Variable Annuities	20%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	15%
Other	0%



Contact: Janel Velky  
velky.janel@principal.com  
888-774-6267 x51546

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
2,098	309.1	147,314	80	1:9	29,802.5

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

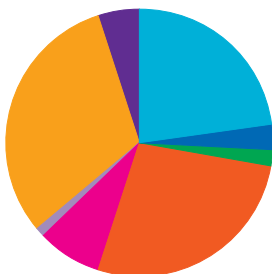
**Specialization:** Provides registered reps and investment advisor reps with a wide range of products and services designed to help individuals, groups, and businesses achieve their financial goals.

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

## 18. SagePoint Financial

### Product Distribution

Mutual Funds	23%
Fixed Annuities	0%
Individual Securities	3%
Insurance	2%
Variable Annuities	27%
REITs	8%
Alternative Investments	1%
Asset Mgmt. Fees	31%
Other	5%



Contact: Genevieve Hodges-Sisco  
gsisco@spfi.com  
866-946-0173

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,292	305.6	236,502	87	1:6.5	37,034.2

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

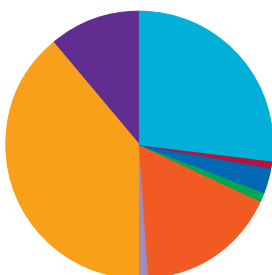
**Specialization:** Offers advisors the benefits of a completely open-architecture platform, allowing advisors of all specialties to operate their practice in a way that makes sense for them.

**Compliance Support:** Dedicated compliance staff supports advisors, with additional supervision support 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.

## 19. HD Vest Financial Services

### Product Distribution

Mutual Funds	27%
Fixed Annuities	1%
Individual Securities	3%
Insurance	1%
Variable Annuities	17%
REITs	0%
Alternative Investments	1%
Asset Mgmt. Fees	39%
Other	11%



Contact: Ruth Papazian  
ruth.papazian@hdvest.com  
972-870-6510

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
4,515	304.9	67,520	76	1:4	37,132.8

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

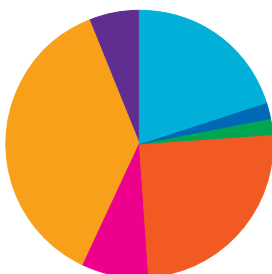
**Specialization:** Specializes in tax professionals, accountants and CPAs learning to add financial services offering as well as specializing in mid-tier advisor market.

**Compliance Support:** Full support from audit, home office supervision to advertising/compliance FINRA review.

## 20. FSC Securities Corporation

### Product Distribution

Mutual Funds	20%
Fixed Annuities	0%
Individual Securities	2%
Insurance	2%
Variable Annuities	25%
REITs	8%
Alternative Investments	0%
Asset Mgmt. Fees	37%
Other	6%



Contact: Dawn O'Rourke  
dorourke@fscorp.com  
770-690-3483

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,012	297.3	293,820	89	1:6.7	37,805.0

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 for them.

**Compliance Support:** Dedicated compliance staff supports advisors, with additional supervision support 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.

# FA's 2015 Independent Broker-Dealer Ranking

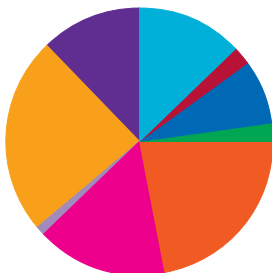
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## 21. First Allied Securities

### Product Distribution

Mutual Funds	13%
Fixed Annuities	2%
Individual Securities	8%
Insurance	2%
Variable Annuities	22%
REITs	16%
Alternative Investments	1%
Asset Mgmt. Fees	24%
Other	12%



Contact: Matthew Bassuk  
mbassuk@firstallied.com  
800-336-8842

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
812	294.0	362,119	85	1:3	28,834.1

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

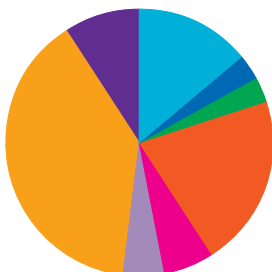
**Specialization:** Invested in integrated wealth management solutions and a top-rated education platform that delivers comprehensive solutions for clients. Offers a dedicated staff that will help advisors achieve their individual growth goals, monetize their businesses and realize the benefit of their hard work when they exit the industry.

**Compliance Support:** Offers a consultative approach to compliance by offering resources in planning, information security, advisory and commissions. Also supports RIAs and those who have a hybrid business model.

## 22. Cetera Advisors

### Product Distribution

Mutual Funds	14%
Fixed Annuities	0%
Individual Securities	3%
Insurance	3%
Variable Annuities	21%
REITs	8%
Alternative Investments	6%
Asset Mgmt. Fees	39%
Other	9%



Contact: Jay Vinson  
jay.vinson@ceteraadvisors.com  
720-509-2447

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,161	293.9	253,110	89	1:2.1	29,161.1

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

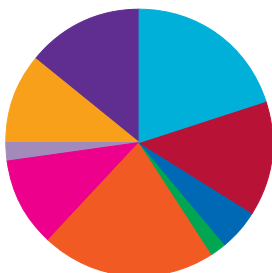
**Specialization:** Specializes in building equity in entrepreneurial independent advisor firms. A consultative, peer-to-peer approach lets advisors determine what tools and practice development support they need to grow with the help of like-minded financial professionals.

**Compliance Support:** Friendly "can do" compliance in a full-service consulting team that serves all the needs of our advisors related to risk management.

## 23. Cetera Financial Institutions

### Product Distribution

Mutual Funds	20%
Fixed Annuities	14%
Individual Securities	5%
Insurance	2%
Variable Annuities	21%
REITs	0%
Alternative Investments	2%
Asset Mgmt. Fees	11%
Other	14%



Contact: Sean Casey  
sean.casey@ceterafi.com  
770-792-7903

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,748	285.6	163,414	88	1:2.6	33,071.3

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

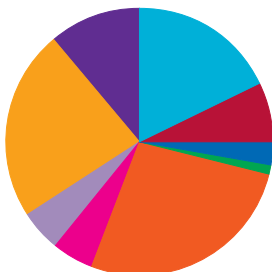
**Specialization:** Specializes in serving banks and credit unions. There is a high level of understanding and respect for clients' unique cultures. Helps financial institutions generate new revenue, increase profitability and strengthen relationships through flexible program structure hardwired exclusively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

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

## 24. Invest Financial Corporation

### Product Distribution

Mutual Funds	18%
Fixed Annuities	7%
Individual Securities	3%
Insurance	1%
Variable Annuities	27%
REITs	5%
Alternative Investments	5%
Asset Mgmt. Fees	23%
Other	11%



Contact: New Business Development Team  
recruiting@investfinancial.com  
800-245-4732

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,134	283.1	249,669	90	6:7	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. As an industry leader in both the independent reps channel and financial institution channel, INVEST prides itself on its commitment to provide financial advisors with the 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 its reps by offering regular communications to the field, a quick turnaround on advertising and sales literature review, annual branch exams, web-based continuing education, and online compliance manuals and guides.

# FA's 2015 Independent Broker-Dealer Ranking

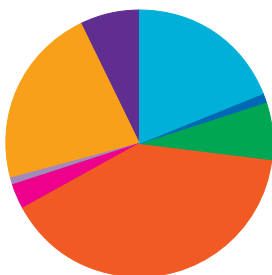
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## 25. Transamerica Financial Advisors

### Product Distribution

Mutual Funds	19%
Fixed Annuities	0%
Individual Securities	1%
Insurance	7%
Variable Annuities	40%
REITs	3%
Alternative Investments	1%
Asset Mgmt. Fees	22%
Other	7%



Contact: Stacey Mullin  
stacey.mullin@transamerica.com  
800-322-7161

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
5,103	282.4	N/A	90	N/A	32,316.1

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

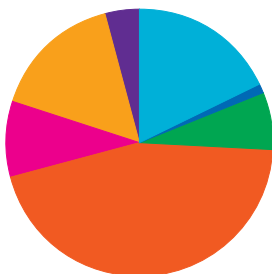
**Specialization:** Offers a full service broker-dealer offering a product platform including mutual funds, insurance, variable annuities, LPs, individual securities and fee products.

**Compliance Support:** Compliance provides guidance and support to ensure advisors are compliant within our evolving and tightly regulated industry. Services include regulatory oversight, broker-dealer compliance, RIA compliance, customer complaint handling, field auditing and surveillance/monitoring.

## 26. Woodbury Financial Services

### Product Distribution

Mutual Funds	18%
Fixed Annuities	0%
Individual Securities	1%
Insurance	7%
Variable Annuities	45%
REITs	9%
Alternative Investments	0%
Asset Mgmt. Fees	16%
Other	4%



Contact: Scott Little  
scott.little@woodburyfinancial.com  
651-702-1930

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,061	262.3	247,225	87	1:6	29,193.7

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

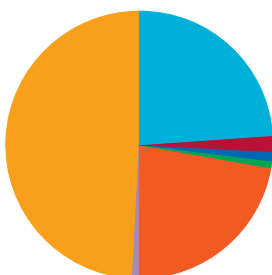
**Specialization:** Offers advisors the benefits of a completely open-architecture platform, which allows advisors of all specialties to operate their practice in a way that makes sense for them.

**Compliance Support:** Dedicated compliance staff supports advisors, with additional supervision support 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.

## 27. Lincoln Investment Planning

### Product Distribution

Mutual Funds	24%
Fixed Annuities	2%
Individual Securities	1%
Insurance	1%
Variable Annuities	22%
REITs	0%
Alternative Investments	1%
Asset Mgmt. Fees	49%
Other	0%



Contact: Ed Forst, President  
eforst@lincolninvestment.com  
215-881-4553

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
824	215.3	232,190	N/A	3:0	23,988.9

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

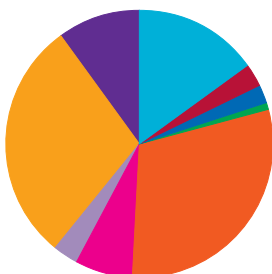
**Specialization:** Offers a full-service broker-dealer and registered investment advisor and serves the diverse and changing financial needs of more than 235,000 individual investors representing over \$23.9 billion in assets. With over 45 years of industry leadership and specialized expertise in the delivery of investment strategies, the company has become a resource to financial advisors, enabling them to provide their clients with a lifetime of financial services.

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

## 28. SII Investments

### Product Distribution

Mutual Funds	15%
Fixed Annuities	3%
Individual Securities	2%
Insurance	1%
Variable Annuities	30%
REITs	7%
Alternative Investments	3%
Asset Mgmt. Fees	29%
Other	10%



Contact: Steve Van Domelen  
steve.vandomelen@siionline.com  
920-996-2699

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
558	193.1	346,098	91	6:6	N/A

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

**Specialization:** Provides needs-based financial planning.

**Compliance Support:** Compliance 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.



# FA's 2015 Independent Broker-Dealer Ranking

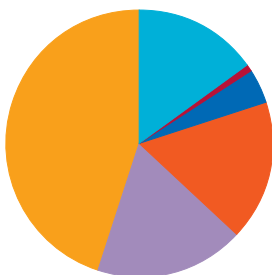
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## 29. Triad Advisors

### Product Distribution

Mutual Funds	15%
Fixed Annuities	1%
Individual Securities	4%
Insurance	0%
Variable Annuities	17%
REITs	0%
Alternative Investments	18%
Asset Mgmt. Fees	45%
Other	0%



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

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
596	177.5	297,804	N/A	10:1	23,400.0

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

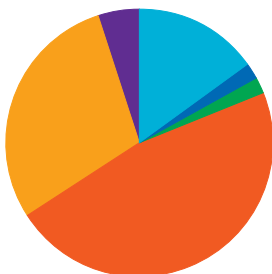
**Specialization:** Works with hybrid RIA firms (80% of advisors have their own RIA). Offers access to innovative alternative investment solutions, access to capital markets and investment banking.

**Compliance Support:** Provides consultative, pro-business compliance guidance and support for advisors on both the broker-dealer and RIA sides. The compliance team has a wealth of industry experience and takes a collaborative approach to helping advisors manage and protect their business.

## 30. Park Avenue Securities

### Product Distribution

Mutual Funds	15%
Fixed Annuities	0%
Individual Securities	2%
Insurance	2%
Variable Annuities	47%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	29%
Other	5%



Contact: John Palazzetti  
jbran\_siddiqi@glic.com  
212-919-7988

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
2,129	176.8	83,046	N/A	1:23.1	22,333.1

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

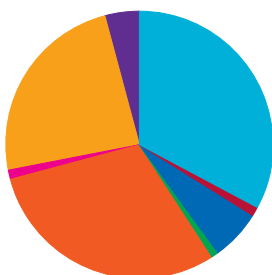
**Specialization:** N/A

**Compliance Support:** N/A

## 31. Cadaret, Grant & Company

### Product Distribution

Mutual Funds	33%
Fixed Annuities	1%
Individual Securities	6%
Insurance	1%
Variable Annuities	30%
REITs	1%
Alternative Investments	0%
Asset Mgmt. Fees	24%
Other	4%



Contact: Steve Blazick  
sblazick@cadaretgrant.com  
800-288-8601

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
732	167.8	229,282	90	1:7	3,645.6

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

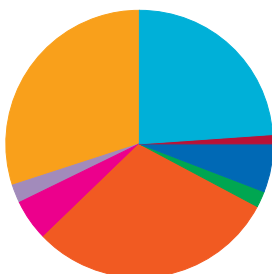
**Specialization:** Specializes in serving independent advisors with exceptional customer service. Offers the expertise and stability that are necessary ingredients to help build their practice and achieve success. They are one of the few privately owned firms.

**Compliance Support:** Compliance is a partner and counselor to help advisors remain compliant in a highly regulated industry. They provide guidance and advice regarding how various rules and regulations apply to each advisor's unique business—monitoring and protecting advisors' interests and working proactively to avoid potential matters of confusion.

## 32. American Portfolios Financial Services

### Product Distribution

Mutual Funds	24%
Fixed Annuities	1%
Individual Securities	6%
Insurance	2%
Variable Annuities	30%
REITs	5%
Alternative Investments	2%
Asset Mgmt. Fees	30%
Other	0%



Contact: Timothy O'Grady  
togrady@americanportfolios.com  
631-439-4600 x285

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
680	154.9	227,743	90	1:7	21,327.5

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

**Specialization:** An open-architecture environment to support transactional and hybrid practices for growing client demands for wealth management, financial planning and fee-based asset management services.

**Compliance Support:** A business processing workflow Web application—STARS—for processing and reviewing business, conducting due diligence on annuity and alternative investment products and submitting promotional materials requests for compliance approval.

# FA's 2015 Independent Broker-Dealer Ranking

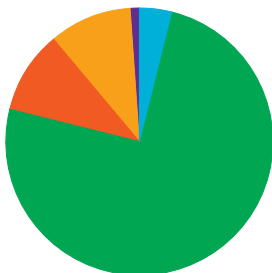
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## 33. M Holdings Securities

### Product Distribution

Mutual Funds	4%
Fixed Annuities	0%
Individual Securities	0%
Insurance	75%
Variable Annuities	10%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	10%
Other	1%



Contact: Jill Houtman  
jill.houtman@mfin.com  
503-414-7540

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
553	153.0	278,000	95	1:14	49,000.0

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

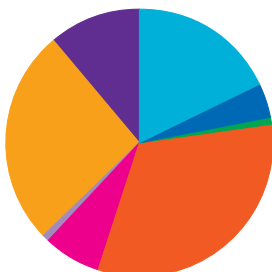
**Specialization:** Specializes in variable life insurance for the ultra-affluent marketplace.

**Compliance Support:** Collaborative service model, offering guidance on sales literature and advertising, drafting referral compensation and joint venture agreements, comprehensive E&O program, member firm reviews and consulting on complex business needs.

## 34. Ameritas Investment Corporation

### Product Distribution

Mutual Funds	18%
Fixed Annuities	0%
Individual Securities	4%
Insurance	1%
Variable Annuities	32%
REITs	7%
Alternative Investments	1%
Asset Mgmt. Fees	26%
Other	11%



Contact: Wendell Hutsell  
whutsell@ameritas.com  
800-335-9858

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,192	148.2	124,316	84	1:9	4,600.0

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

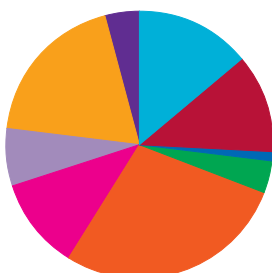
**Specialization:** Fixed income—AIC employs a proprietary fixed income unit that focuses mostly on public finance through individual municipal underwriting and distribution.

**Compliance Support:** Provides compliance support for all three main lines of business: the broker/dealer, investment advisory and capital markets. Compliance manuals, business forms, advertising and office inspections are core to the support we provide.

## 35. Centaurus Financial

### Product Distribution

Mutual Funds	14%
Fixed Annuities	12%
Individual Securities	1%
Insurance	4%
Variable Annuities	28%
REITs	11%
Alternative Investments	7%
Asset Mgmt. Fees	19%
Other	4%



Contact: Kathy Swindell  
kswindell@cfiemail.com  
714-456-1790

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
608	130.4	256,702	90	1:7	2,441.0

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

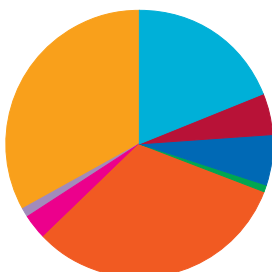
**Specialization:** Supporting comprehensive financial planning practices to our advisors.

**Compliance Support:** Provides dedicated and immediate comprehensive review of submitted documents, focusing on quick turnaround. Helps draft professional advertising, provides access to social media, and invests in company education to enhance our compliance support.

## 36. Next Financial Group

### Product Distribution

Mutual Funds	19%
Fixed Annuities	5%
Individual Securities	6%
Insurance	1%
Variable Annuities	32%
REITs	3%
Alternative Investments	1%
Asset Mgmt. Fees	33%
Other	0%



Contact: Barry Knight  
bknight@nextfinancial.com  
713-333-4888

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
726	130.4	180,088	88	1:5	15,692.8

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

**Specialization:** Provides mutual funds, retirement planning and 401(k) planning, fixed securities, alternative investments, insurance, variable universal life, third-party money management and fee-based solutions.

**Compliance Support:** OBA and advertising approval, license tracking and the expertise to safely guide through the regulatory maze faced by registered reps today.

# FA's 2015 Independent Broker-Dealer Ranking

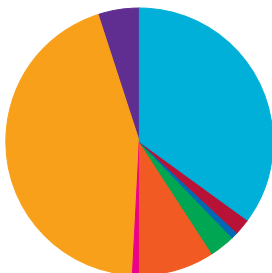
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## 37. Cetera Financial Specialists

### Product Distribution

Mutual Funds	35%
Fixed Annuities	2%
Individual Securities	1%
Insurance	3%
Variable Annuities	9%
REITs	1%
Alternative Investments	0%
Asset Mgmt. Fees	44%
Other	5%



Contact: Hank Multala  
henry.multala@ceterafs.com  
847-330-7919

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,309	129.7	99,115	74	1:2.4	19,033.2

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

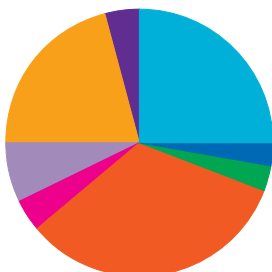
**Specialization:** Specializes in helping tax and accounting professionals successfully integrate wealth management into their practices.

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

## 38. H. Beck

### Product Distribution

Mutual Funds	25%
Fixed Annuities	0%
Individual Securities	3%
Insurance	3%
Variable Annuities	33%
REITs	4%
Alternative Investments	7%
Asset Mgmt. Fees	21%
Other	4%



Contact: Richard M. Merritt  
rmerritt@hbeckinc.com  
866-586-0218

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
668	126.1	188,799	88	1:8	14,485.4

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

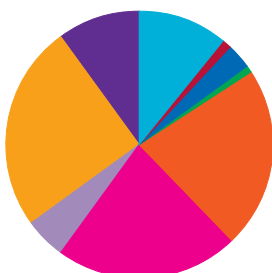
**Specialization:** Develops and fosters relationships with advisors.

**Compliance Support:** Dedicated to promoting a value-added business partnership with our reps built upon one-on-one relationships and straightforward written communications. This relationship is based on the belief that sound ethical business conduct combined with proactive compliance practices best serves the representative, investor and firm.

## 39. Independent Financial Group

### Product Distribution

Mutual Funds	11%
Fixed Annuities	1%
Individual Securities	3%
Insurance	1%
Variable Annuities	22%
REITs	22%
Alternative Investments	5%
Asset Mgmt. Fees	25%
Other	10%



Contact: David Fischer  
Dfischer@ifgsd.com  
800-269-1903 x211

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
530	118.7	223,900	91	1:10	12,495.0

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

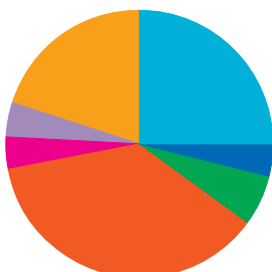
**Specialization:** Offers a full-service broker-dealer that provides support in all product areas, offers competitive payouts and delivers friendly, personalized service to its affiliated reps.

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

## 40. ProEquities

### Product Distribution

Mutual Funds	25%
Fixed Annuities	0%
Individual Securities	4%
Insurance	6%
Variable Annuities	37%
REITs	4%
Alternative Investments	4%
Asset Mgmt. Fees	20%
Other	0%



Contact: Taylor Lovell  
Taylor.Lovell@proequities.com  
205-268-5109

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
1,050	118.6	113,000	N/A	1:10	4,295.0

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

**Specialization:** Specializes in serving independent registered representatives. Offers a full suite of products.

**Compliance Support:** N/A

# FA's 2015 Independent Broker-Dealer Ranking

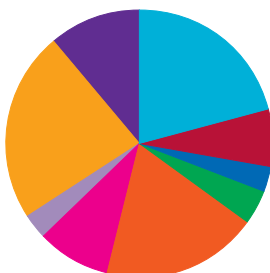
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## 41. Investment Centers of America

### Product Distribution

Mutual Funds	21%
Fixed Annuities	7%
Individual Securities	3%
Insurance	4%
Variable Annuities	19%
REITs	9%
Alternative Investments	3%
Asset Mgmt. Fees	23%
Other	11%



Contact: Chelsey Roth  
chelsey.roth@investmentcenters.com  
800-325-8014

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
353	118.2	334,905	90	3:9	N/A

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

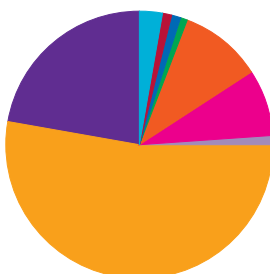
**Specialization:** Offers an independent channel and a financial institution channel. Advisors have a financial solutions team comprising of financial planning experts who partner with financial advisors in discussing personal solutions at the client level, which includes everything from retirement income planning, tax management, investment analysis and Social Security planning.

**Compliance Support:** Compliance keeps reps current on the latest regulations and provides important information and updates through the website, conferences and other channels. Provides a timely review of marketing materials; expert advice for compliance questions; an annual compliance report for financial institution management; and single-click tracking of advisors' CE requirements.

## 42. Geneos Wealth Management

### Product Distribution

Mutual Funds	3%
Fixed Annuities	1%
Individual Securities	1%
Insurance	1%
Variable Annuities	10%
REITs	8%
Alternative Investments	1%
Asset Mgmt. Fees	53%
Other	22%



Contact: Ryan Diachok  
rwdiachok@geneoswealth.com  
888-812-5043 x115

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
252	112.7	447,362	91	1:5	11,200.0

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

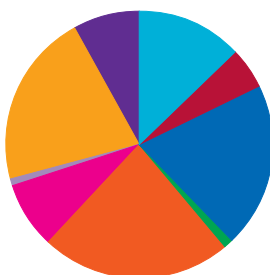
**Specialization:** Supports true independent financial advisors by providing a diverse menu of investment products, advisory platforms, annuities, insurance products and alternative investments that allow clients to achieve financial goals.

**Compliance Support:** In addition to offering comprehensive broker-dealer compliance support, compliance review and audit support to outside RIAs is offered.

## 43. Summit Brokerage Services

### Product Distribution

Mutual Funds	13%
Fixed Annuities	5%
Individual Securities	20%
Insurance	1%
Variable Annuities	23%
REITs	8%
Alternative Investments	1%
Asset Mgmt. Fees	21%
Other	8%



Contact: Glen McRary  
gmcrary@summitbrokerage.com  
800-354-5528

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
345	108.3	333,308	90	1:5	10,270.0

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

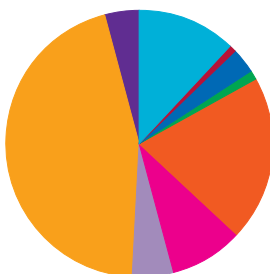
**Specialization:** Specializes in preserving a boutique culture and provides a high standard in personalized service to each financial advisor.

**Compliance Support:** Ensures the highest levels of compliance and offers a consultative and proactive approach to brokerage and advisory compliance. Works with its advisors to ensure that their practice satisfies regulatory requirements as well as ensuring best practices to protect their business against potential customer claims.

## 44. VSR Financial Services

### Product Distribution

Mutual Funds	12%
Fixed Annuities	1%
Individual Securities	3%
Insurance	1%
Variable Annuities	20%
REITs	9%
Alternative Investments	5%
Asset Mgmt. Fees	45%
Other	4%



Contact: Jim Blosser  
jblosser@vsrfs.com  
800-813-0483

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
268	105.1	392,097	83	1:4	4,654.0

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

**Specialization:** Provides individualized service.

**Compliance Support:** Offers internal staff and compliance minutes.

# FA's 2015 Independent Broker-Dealer Ranking

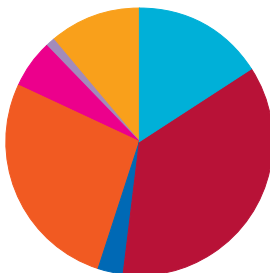
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## 45. Questar Capital Corporation

### Product Distribution

Mutual Funds	16%
Fixed Annuities	36%
Individual Securities	3%
Insurance	0%
Variable Annuities	27%
REITs	6%
Alternative Investments	1%
Asset Mgmt. Fees	11%
Other	0%



Contact: Amy Halverson  
amy.halverson@us.questarcapital.com  
763-582-6471

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
681	102.2	150,100	90	1:9	2,512.0

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

**Specialization:** Offers a full-service and independent broker-dealer. Reps have the freedom to choose from an expansive product shelf, including variable and fixed annuities, mutual funds, insurance, alternative investments, asset management programs and individual securities.

**Compliance Support:** Compliance and supervision teams' sole purpose is to support our reps. Our compliance team interprets regulations while providing guidance and education with the firm's compliance requirements. 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.

## 46. Investors Capital Corporation

### Product Distribution

Mutual Funds	16%
Fixed Annuities	0%
Individual Securities	14%
Insurance	4%
Variable Annuities	26%
REITs	9%
Alternative Investments	2%
Asset Mgmt. Fees	21%
Other	8%



Contact: Robert Foney  
rfoney@investorscapital.com  
781-477-4814

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
452	101.9	225,491	88	1:7.3	9,412.1

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

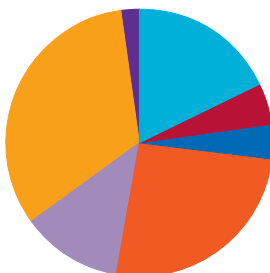
**Specialization:** Specializes in providing 5-star service to advisors.

**Compliance Support:** Provides advisors with a comprehensive compliance program built on collaboration, communication and guidance. Offers the tools to grow business safely and responsibly and provides ample notice and education when changes take place.

## 47. Sigma Financial Corporation

### Product Distribution

Mutual Funds	18%
Fixed Annuities	5%
Individual Securities	4%
Insurance	0%
Variable Annuities	26%
REITs	0%
Alternative Investments	12%
Asset Mgmt. Fees	33%
Other	2%



Contact: Jennifer Bacarella  
jbacarella@bdops.com  
888-744-6264

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
610	94.2	154,449	90	1:9	10,300.0

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

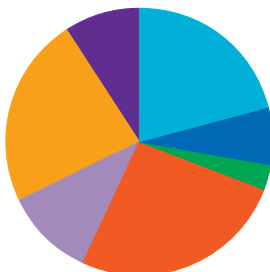
**Specialization:** The firm focuses on comprehensive financial planning with our advisors and their clients. Assists with growing advisors' practices in a professional and ethical manner using the comprehensive tools and services available on an open-architecture platform.

**Compliance Support:** Offers a fully licensed, 25-person compliance staff. Assists advisors with a consultative approach to sales review, marketing assistance, audit support and product due diligence.

## 48. Investacorp

### Product Distribution

Mutual Funds	21%
Fixed Annuities	0%
Individual Securities	7%
Insurance	3%
Variable Annuities	26%
REITs	0%
Alternative Investments	11%
Asset Mgmt. Fees	23%
Other	9%



Contact: Brian Kovener  
bkovener@investacorp.com  
786-350-1884

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
511	91.8	179,709	90	1:6	12,500.0

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

**Specialization:** By leveraging Investacorp's decades of experience and the distinctive capabilities of its parent company, Ladenburg Thalmann Financial Services Inc., advisors gain access to unique services within the independent channel. Investacorp is as committed to value creation as its advisors are, whether they are commission- or fee-based, or interested in developing a plan for succession or acquisition.

**Compliance Support:** Acts as the sole OSJ. All supervision is conducted from the home office in Miami.



# FA's 2015 Independent Broker-Dealer Ranking

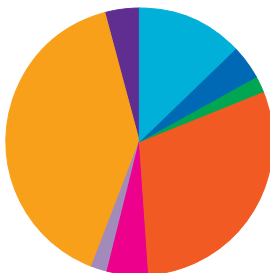
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## 49. United Planners Financial Services

### Product Distribution

Mutual Funds	13%
Fixed Annuities	0%
Individual Securities	4%
Insurance	2%
Variable Annuities	30%
REITs	5%
Alternative Investments	2%
Asset Mgmt. Fees	40%
Other	4%



Contact: Sheila Cuffari-Agasi  
sjcuffari@unitedplanners.com  
800-966-8737

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
374	84.7	227,000	90	1:7	3,757.0

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

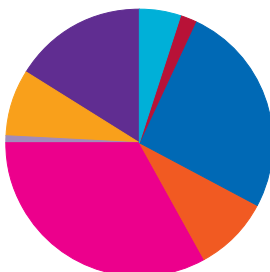
**Specialization:** The firm shares its annual profits with qualifying advisors. Provides a fiduciary mind set, whether working with retirement plans as a fiduciary or an individual's assets.

**Compliance Support:** Compliance consults with advisors to keep them educated and compliant with regulatory requirements. A consultative approach is used with the intent of partnership with advisors who are dedicated to the financial well-being of the client.

## 50. J.P. Turner & Company

### Product Distribution

Mutual Funds	5%
Fixed Annuities	2%
Individual Securities	26%
Insurance	0%
Variable Annuities	9%
REITs	33%
Alternative Investments	1%
Asset Mgmt. Fees	8%
Other	16%



Contact: Al Pierantozzi  
al@jpturner.com  
800-793-2675

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
291	82.3	282,948	88	1:3.4	4,606.0

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

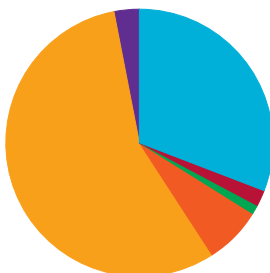
**Specialization:** Reps have the ability to establish their own unique business model based on the needs of their practice.

**Compliance Support:** The highest level of compliance support is offered to help reps ensure regulatory requirements are met and proactively safeguard our reps and investors.

## 51. Legend Equities Corporation

### Product Distribution

Mutual Funds	31%
Fixed Annuities	2%
Individual Securities	0%
Insurance	1%
Variable Annuities	7%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	56%
Other	3%



Contact: Regina Rudnick  
rudnick@legendgroup.com  
561-472-5706

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
413	77.9	188,719	76	1:2.8	6,270.7

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

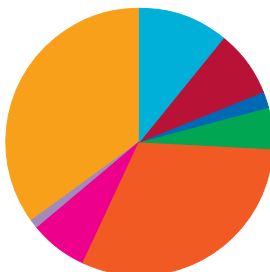
**Specialization:** Offers retirement planning.

**Compliance Support:** Provides broker-dealer and advisory compliance teams with expertise in broker-dealer and RIA regulations dedicated to assisting advisors.

## 52. J.W. Cole Financial

### Product Distribution

Mutual Funds	11%
Fixed Annuities	6%
Individual Securities	2%
Insurance	5%
Variable Annuities	31%
REITs	7%
Alternative Investments	1%
Asset Mgmt. Fees	35%
Other	0%



Contact: John Carlson  
john.carlson@jw-cole.com  
866-592-6531

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
375	73.0	194,882	90	1:8	8,765.9

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

**Specialization:** High quality advisor that work in a truly holistic planning environment, offer clients the best products, services and experience possible.

**Compliance Support:** The compliance program is designed to provide advisors with the tools and best practice ideas they need to protect their biggest asset: their businesses. At J.W. Cole, we ensure that compliance is delivered in a proactive and pro-business environment by some of the best in the business.

# FA's 2015 Independent Broker-Dealer Ranking

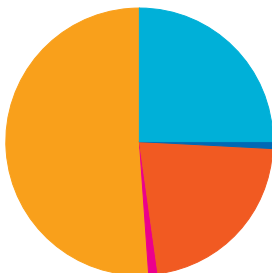
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## 53. PlanMember Securities Corporation

### Product Distribution

Mutual Funds	25%
Fixed Annuities	0%
Individual Securities	1%
Insurance	0%
Variable Annuities	22%
REITs	1%
Alternative Investments	0%
Asset Mgmt. Fees	51%
Other	0%



Contact: Kendra Silverman  
ksilverman@planmember.com  
800-874-6910 x2553

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
472	67.2	142,228	87	1:3	3,476.0

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

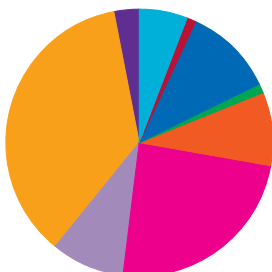
**Specialization:** Specializes in retirement and group employer plans (403(b), 401(k), 457(b)); fee-based business (67% of average advisor revenue is fee-based).

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

## 54. Berthel Fisher & Company Financial Services

### Product Distribution

Mutual Funds	6%
Fixed Annuities	1%
Individual Securities	11%
Insurance	1%
Variable Annuities	9%
REITs	24%
Alternative Investments	9%
Asset Mgmt. Fees	36%
Other	3%



Contact: Shelli Brady  
sbrady@berthel.com  
800-356-5234

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
322	61.1	189,800	85	1:4	1,500.0

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

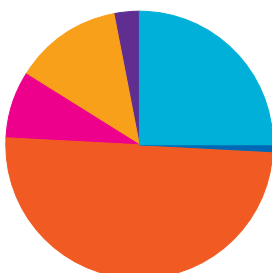
**Specialization:** BFCFSI has been a long history of providing alternative investment options for client needs. The managed money platform provides a diverse group of custodians.

**Compliance Support:** Offers an experienced compliance team that supports reps and their staff while keeping compliant with the various regulatory authorities.

## 55. The O.N. Equity Sales Company

### Product Distribution

Mutual Funds	25%
Fixed Annuities	0%
Individual Securities	1%
Insurance	0%
Variable Annuities	50%
REITs	8%
Alternative Investments	0%
Asset Mgmt. Fees	13%
Other	3%



Contact: Tim Minton  
timothy\_minton@ohionational.com  
513-794-6534

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
668	60.6	90,657	84	1:15	8,651.3

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

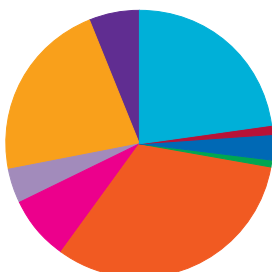
**Specialization:** N/A.

**Compliance Support:** Offers compliance that is approachable and provides a number of services to its registered reps. This includes review of correspondence and sales literature, electronic delivery of the annual firm element and ongoing education. Compliance also conducts branch audits and provides on-site and telephone support during regulatory inspections.

## 56. Girard Securities

### Product Distribution

Mutual Funds	23%
Fixed Annuities	1%
Individual Securities	3%
Insurance	1%
Variable Annuities	32%
REITs	8%
Alternative Investments	4%
Asset Mgmt. Fees	22%
Other	6%



Contact: Dave Bombart  
dbombart@girardsecurities.com  
858-622-2140 x211

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
254	60.0	228,250	92	1:8	1,519.2

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 wide variety of mutual funds, ETFs, variable annuities and insurance products, fee-based account solutions, alternative investments and brokerage accounts through either National Financial Services or Pershing.

**Compliance Support:** The compliance team has over 70 years' combined experience and is available to provide advisors with broker-dealer and RIA compliance advice. Offers rule interpretation and best practice guidance for individuals in branch offices.

# FA's 2015 Independent Broker-Dealer Ranking

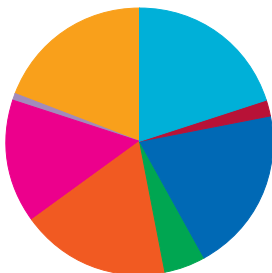
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## 57. Kovack Securities

### Product Distribution

Mutual Funds	20%
Fixed Annuities	2%
Individual Securities	20%
Insurance	5%
Variable Annuities	18%
REITs	15%
Alternative Investments	1%
Asset Mgmt. Fees	19%
Other	0%



Contact: Carlo A. Bidone  
carlo@kovacksecurities.com  
866-564-6574

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
397	55.9	159,621	90	1:8	8,134.2

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

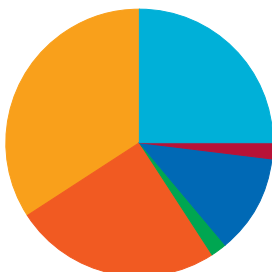
**Specialization:** Provides solutions-focused and high-service environment for its reps, so more time is spent focusing on client needs, developing their own areas of specialization, and improving independent businesses. There are no areas of product specialization as the unbiased, client-centric and non-proprietary nature of advice is the principal goal.

**Compliance Support:** All employees are proactive in monitoring and supporting the reps' businesses. The high compliance staff-to-reps ratio 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.

## 58. The Investment Center

### Product Distribution

Mutual Funds	25%
Fixed Annuities	2%
Individual Securities	12%
Insurance	2%
Variable Annuities	25%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	34%
Other	0%



Contact: Ralph DeVito  
rdevito@investctr.com  
908-707-4422

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
260	53.4	205,354	90	1:7	6,200.0

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

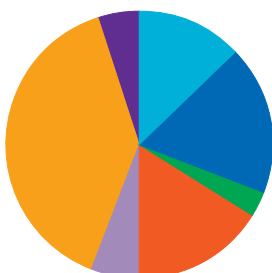
**Specialization:** Provides reps with cutting-edge technology and a comprehensive suite of products and services. Included is a full menu of investment products, advisor managed fee-based platforms and access to a wide range of third-party money managers and retirement plans that include open architecture 401(k) platforms. The marketing team will assist in providing up-to-date sales strategies and all of the necessary tools to grow a practice.

**Compliance Support:** Provides reps with a full-service compliance team that keeps current with an ever-changing regulatory environment. This allows reps to remain highly confident in their abilities to provide a wide group of investment products and services appropriate for a diverse customer base.

## 59. Prospera Financial Services

### Product Distribution

Mutual Funds	13%
Fixed Annuities	0%
Individual Securities	18%
Insurance	3%
Variable Annuities	16%
REITs	0%
Alternative Investments	6%
Asset Mgmt. Fees	39%
Other	5%



Contact: Tarah Carlow  
tarah.carlow@prosperafinancial.com  
972-581-3015

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
138	45.8	326,642	90	1:3	6,634.4

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

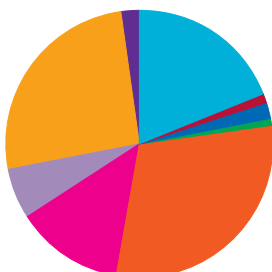
**Specialization:** Specializes in wealth management.

**Compliance Support:** Offers a collaborative partnership that provides insight for decision-making.

## 60. Crown Capital Securities

### Product Distribution

Mutual Funds	19%
Fixed Annuities	1%
Individual Securities	2%
Insurance	1%
Variable Annuities	30%
REITs	13%
Alternative Investments	6%
Asset Mgmt. Fees	26%
Other	2%



Contact: Darol Paulsen  
dpaulsen@crowncapitalsecurities.com  
800-803-8886

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
333	45.4	136,394	92	1:13	9,554.1

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

**Specialization:** Offers a full-service broker-dealer that specializes 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 independent reps. The specific guidance to the sales force encourages success of independent entrepreneurial-minded reps who maintain strict compliance with all applicable securities laws.

# FA's 2015 Independent Broker-Dealer Ranking

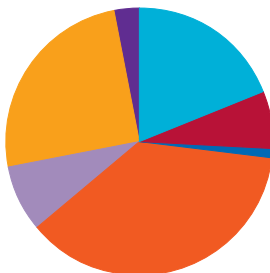
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## 61. Parkland Securities

### Product Distribution

Mutual Funds	19%
Fixed Annuities	7%
Individual Securities	1%
Insurance	0%
Variable Annuities	37%
REITs	0%
Alternative Investments	6%
Asset Mgmt. Fees	25%
Other	3%



Contact: Jennifer Bacarella  
jbacarella@bdops.com  
888-744-6264

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
400	44.9	112,261	90	1:9	5,300.0

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

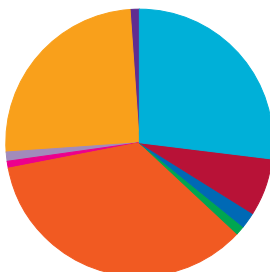
**Specialization:** Focuses on comprehensive financial planning with advisors and their clients. Helps advisors grow their practices in a professional and ethical manner using the comprehensive tools and services available on our open-architecture platform.

**Compliance Support:** Fully licensed 25-person compliance staff. Assists advisors with a consultative approach to sales review, marketing assistance, audit support and product due diligence.

## 62. Harbour Investments

### Product Distribution

Mutual Funds	27%
Fixed Annuities	7%
Individual Securities	2%
Insurance	1%
Variable Annuities	35%
REITs	1%
Alternative Investments	1%
Asset Mgmt. Fees	25%
Other	1%



Contact: Carina Moreland  
cmoreland@harbourinv.com  
608-662-6100

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
186	36.0	193,731	90	1:9.3	6,793.5

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

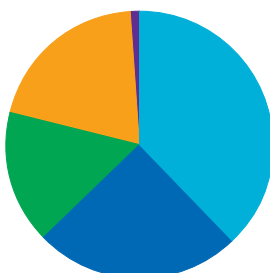
**Specialization:** Focuses on allowing professionals to be truly independent and use the systems they need to run their office effectively. A team designated as a sounding board is in place and used for product and sales ideas for client situations.

**Compliance Support:** Offers an electronic approval system that allows advertising approval and sales literature within 24 hours. Audits consist of not only the audit, but also training to help the professionals' offices run more efficiently.

## 63. LaSalle St. Securities

### Product Distribution

Mutual Funds	38%
Fixed Annuities	0%
Individual Securities	25%
Insurance	16%
Variable Annuities	16%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	20%
Other	1%



Contact: Tarah Carlow  
tarah.carlow@prosperafinancial.com  
972-581-3015

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
305	33.7	125,000	90	1:9	5,700.0

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

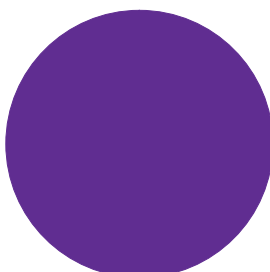
**Specialization:** The company's professionals have experience at all levels across the organization which provides the the ability as well as the agility to support all types of business models.

**Compliance Support:** Offers unparalleled compliance record and the compliance team is dedicated to providing timely assistance with any number of issues including account reviews, OSJ supervisory activities, audits, sales practices, collateral and advertising approvals.

## 64. Kalos Capital

### Product Distribution

Mutual Funds	0%
Fixed Annuities	0%
Individual Securities	0%
Insurance	0%
Variable Annuities	0%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	0%
Other	100%



Contact: Dan Meehan  
dmeehan@kalosfinancial.com  
770-407-5417

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
93	29.5	316,855	88	1:3	N/A

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

**Specialization:** Specializes in helping advisors understand and implement endowment-style investment portfolios for their clients.

**Compliance Support:** Compliance strives to ensure that business is being done correctly. With this cooperative attitude, submission reviews are done on a timely basis and they are always willing to discuss individual situations where advertising, seminars, OBAs, etc. are concerned.

# FA's 2015 Independent Broker-Dealer Ranking

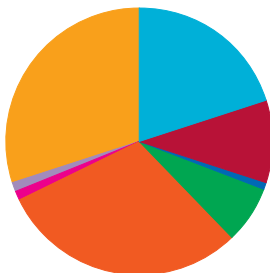
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## 65. CFD Investments

### Product Distribution

Mutual Funds	20%
Fixed Annuities	10%
Individual Securities	1%
Insurance	7%
Variable Annuities	30%
REITs	1%
Alternative Investments	1%
Asset Mgmt. Fees	30%
Other	0%



Contact: Brent Owens  
brent.owens@cfdinvestments.com  
800-745-7776

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
178	28.3	159,219	75	1:4.5	2,500.0

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

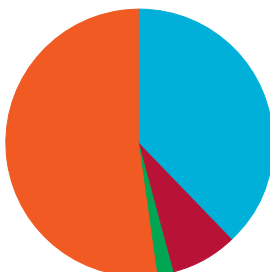
**Specialization:** Specializes in financial planning, money management, variable annuities, mutual funds and fixed insurance.

**Compliance Support:** The CCO and compliance director have 20+ years of industry experience. They are both attorneys who have former regulatory and CCO experience.

## 66. Fortune Financial Services

### Product Distribution

Mutual Funds	38%
Fixed Annuities	6%
Individual Securities	0%
Insurance	2%
Variable Annuities	52%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	0%
Other	0%



Contact: Greg Bentley  
gbentley@fortunefinancialservices.com  
724-846-2488

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
226	10.5	46,538	83	1:18	1,363.7

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

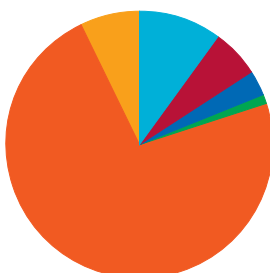
**Specialization:** Offers variable annuities, mutual funds and insurance products only. All provided with the carrier. No brokerage accounts necessary. Specialized attention is offered in understanding that reps that only offer these products only need the support and cost structure that are for this business model.

**Compliance Support:** The compliance department understands our reps and the needs they have. The department is sales oriented but always considerate of doing what is right for the client.

## 67. Gradient Securities

### Product Distribution

Mutual Funds	10%
Fixed Annuities	6%
Individual Securities	3%
Insurance	1%
Variable Annuities	73%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	7%
Other	0%



Contact: Jeff Foley  
jfoley@gradientsecurities.com  
866-991-1539

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
87	8.4	96,192	85	1:6.2	934,848.6

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

**Specialization:** Offers marketing and branding services. Also offers case design and product expertise in wealth management, financial planning, securities, insurance and taxes. Reps have access to a diverse portfolio of financial products and services through our relationship with the Gradient family of companies—including insurance, asset management, CPA services and mortgage banking.

**Compliance Support:** The compliance team offers "Common Sense Compliance". There are dozens of pre-approved sales systems and marketing pieces that can be customized for our producers. Compliance officers are experienced and accessible. Monthly training webinars and alert emails are offered to help producers understand compliance rules and regulatory issues.

## 68. Signal Securities

### Product Distribution

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



Contact: Chris Snow  
Chris@signalsecurities.com  
817-877-4256

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
60	5.2	N/A	60-90	1:6	N/A

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

**Specialization:** Provides financial planning, asset allocation and retirement planning.

**Compliance Support:** Offers CCO and assistance along with Compliance 11.



# FA's 2015 Independent Broker-Dealer Ranking

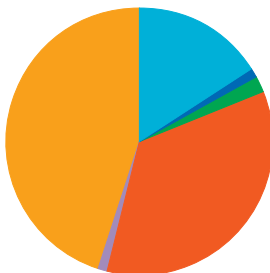
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## 69. Securities Management & Research

### Product Distribution

Mutual Funds	16%
Fixed Annuities	0%
Individual Securities	1%
Insurance	2%
Variable Annuities	35%
REITs	0%
Alternative Investments	1%
Asset Mgmt. Fees	45%
Other	0%



Contact: Shelli Brady  
sbrady@berthel.com  
800-356-5234

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
246	5.0	20,150	85	1:4	450,000.0

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

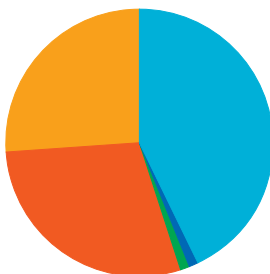
**Specialization:** The firm is an insurance broker-dealer managed by experienced securities personnel with a full array of securities offerings and investment advisory products.

**Compliance Support:** Provides an experienced compliance team that supports reps and their staff while keeping them compliant with the various regulatory authorities.

## 70. Correll Company Services Corporation

### Product Distribution

Mutual Funds	43%
Fixed Annuities	0%
Individual Securities	1%
Insurance	1%
Variable Annuities	29%
REITs	0%
Alternative Investments	0%
Asset Mgmt. Fees	26%
Other	0%



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

Number of producing reps 2014	Gross revenue (\$MM) 2014	Gross revenue per rep 2014	Payout percentage 2014	Employees to reps	AUM (\$MM) 2014
6	1.0	165,000	90	1:2	N/A

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

**Specialization:** Provides retirement plans and IRAs.

**Compliance Support:** N/A.