



INDEPENDENT
BROKER-DEALER
RANKING 2019

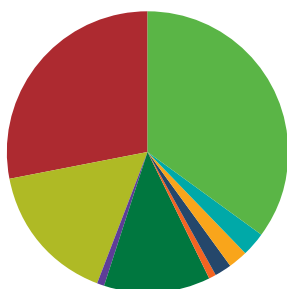


FA's 2019 INDEPENDENT BROKER-DEALER RANKING

1. LPL Financial

Revenue Distribution

529 Plans	0%
Asset Management Fee	35%
ETFs	0%
Fixed Annuities	3%
Individual Bonds	2%
Individual Stocks	2%
Insurance	1%
Mutual Funds	12%
Non-traded REITs	1%
Variable Annuities	16%
Other	28%



Contact: Rich Steinmeier
888-250-2420

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
16,109	5,188.4	322,081	up to 98%	628,066.9*

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

Compliance Support: Offers a comprehensive platform of compliance technology and services designed to assist our advisors. Enabled by their scale, their compliance support allows them to be a true business partner to advisors. This allows them to work closely with them and act proactively on their behalf so they can best run their practices.

Specialization: Unlocks value for independent advisors by offering the most versatile and only fully integrated platform for the delivery of personal, objective financial advice. They are the only provider with a fully integrated platform for RIA and brokerage business, brokerage and trust assets, and retirement solutions.

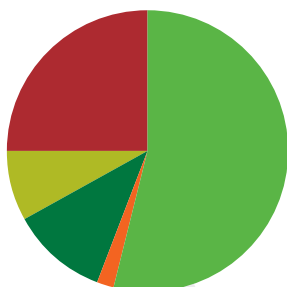
Revenue: Commissions, 37%; AUM Fees, 35%; Other, 28%

*LPL's AUM includes assets managed through its various units. The print version of the survey includes assets managed only through LPL's Advisory platforms.

2. Ameriprise Financial Services

Revenue Distribution

529 Plans	0%
Asset Management Fee	54%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	0%
Insurance	2%
Mutual Funds	11%
Non-traded REITs	0%
Variable Annuities	8%
Other	25%



Contact: Manish Dave
866-267-4359

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
7,755	4,804.0	619,472	up to 91%	N/A.

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

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.

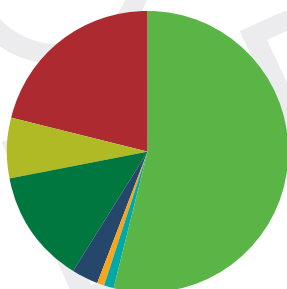
Specialization: Offers a holistic approach to planning that fosters lasting personal relationships and helps people feel confident about their financial future. Since becoming an independent company in 2005, Ameriprise has invested more than \$4 billion in acquisitions, new products, tools and capabilities.

Revenue: Commissions, 23%; AUM Fees, 54%; Other, 23%

3. Raymond James Financial Services

Revenue Distribution

529 Plans	0%
Asset Management Fee	54%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	1%
Individual Stocks	3%
Insurance	0%
Mutual Funds	13%
Non-traded REITs	0%
Variable Annuities	7%
Other	21%



Contact: Barry Papa
727-567-1664

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
4,269	2,409.7	564,455	85.34%	327,099.0

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

Compliance Support: Offers a dedicated team of compliance specialists who are committed to supporting financial advisors and are focused on fulfilling their mutual regulatory and risk management responsibilities in a way that will help ensure the highest level of satisfaction. All advisors are treated with mutual respect and consideration.

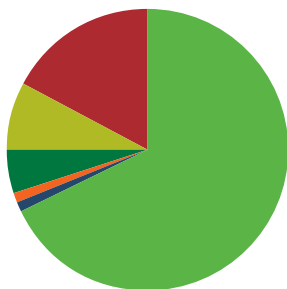
Specialization: Provides access to resources and expertise to help guide an advisor's practice and support their choice of specialties, including wealth, retirement and portfolio solutions; alternative investments; mutual fund and equity research; insurance; trusts and estates; charitable giving; asset management; lending services and investment banking. Its 130-person marketing agency supports advisors individual branding, marketing and social media activities.

Revenue: Commissions, 29%; AUM Fees, 54%; Other, 17%

4. Commonwealth Financial Network

Revenue Distribution

529 Plans	0%
Asset Management Fee	68%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	1%
Insurance	1%
Mutual Funds	5%
Non-traded REITs	0%
Variable Annuities	8%
Other	17%



Contact: Andrew Daniels
866-462-3638

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
1,885	1,425.3	756,130	up to 98%	161,053.2

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

Compliance Support: Compliance professionals function as advisors' partners and counselors. They focus on helping achieve goals. This philosophy allows them to deliver the kind of support needed to remain successful in a dynamic regulatory environment.

Specialization: Member FINRA/SIPC, provides support and infrastructure to provide independent financial advisors with the freedom to serve their clients their way. Founded in 1979, the firm is the nation's largest privately held registered investment advisor/independent broker-dealer, with 1,933 fee-only and dually registered advisors.

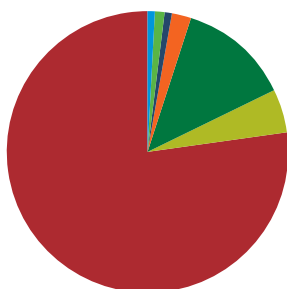
Revenue: Commissions, 16%; AUM Fees, 68%; Other, 16%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

5. Northwestern Mutual Investment Services

Revenue Distribution

529 Plans	1%
Asset Management Fee	1%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	1%
Insurance	2%
Mutual Funds	13%
Non-traded REITs	0%
Variable Annuities	5%
Other	77%



Contact: Paul Shane
414-665-1444

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
5041	1,219.4	241,912	up to 95%	152,650.2

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

Compliance Support: Compliance support provides an online portal for marketing materials, manuals and procedures, complaints and sales practices review, errors and admissions insurance, privacy and AML programs and field investigations.

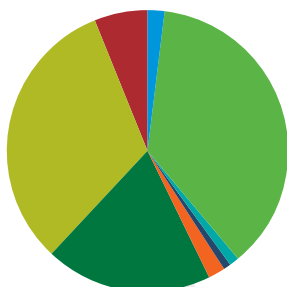
Specialization: Financial reps provide world-class planning to meet clients financial security need, using a full spectrum of insurance and investment products.

Revenue: Commissions, 27%; AUM Fees, 65%; Other, 8%

6. MML Investors Services

Revenue Distribution

529 Plans	2%
Asset Management Fee	37%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	0%
Individual Stocks	1%
Insurance	2%
Mutual Funds	19%
Non-traded REITs	0%
Variable Annuities	32%
Other	6%



Contact: Daniel Flynn
980-293-8141

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
8424	1,126.6	133,738	up to 82.5%	181,600.0

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

Compliance Support: Through the firm's intranet site, all reps have online access to compliance tools, including policy/procedures manuals, continuing education modules, and an approved communications library. Each supervising branch office has compliance staff members 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.

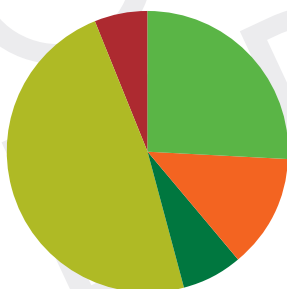
Specialization: N/A.

Revenue: Commissions, 57%; AUM Fees, 37%; Other, 6%

7. AXA Advisors Broker Dealer

Revenue Distribution

529 Plans	0%
Asset Management Fee	26%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	0%
Insurance	13%
Mutual Funds	7%
Non-traded REITs	0%
Variable Annuities	48%
Other	6%



Contact: Shanene Muldrow
980-308-8205

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
4,722	913.8	204,284	up to 92.5%	130,050.4

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

Compliance Support: Offers branch local compliance and home office compliance support.

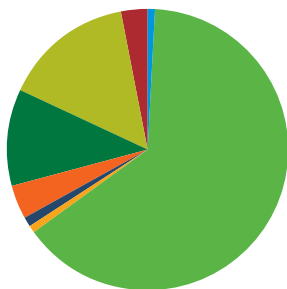
Specialization: Offers complete wealth management which include life insurance, annuities, and investment products.

Revenue: Commissions, 69%; AUM Fees, 26%; Other, 5%

8. Cambridge Investment Research

Revenue Distribution

529 Plans	1%
Asset Management Fee	64%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	1%
Individual Stocks	1%
Insurance	4%
Mutual Funds	11%
Non-traded REITs	0%
Variable Annuities	15%
Other	3%



Contact: Kyle Selberg
800-777-6080 ext. 1163

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
3,296	906.7	280,224	up to 100%	93,145.8

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

Compliance Support: Provides common-sense compliance to our rep-advisors by analyzing each individual situation. Dedicated to providing routine guidance and support, prompt advertising review, required training assistance, and portability of client information.

Specialization: Dedicated to serving independent financial professionals. The executive leadership has spent the last few decades consciously building a legal structure, business plan, and superior management team with the goal of remaining privately owned. Provides succession planning and will help financial professionals with their business continuity and succession planning.

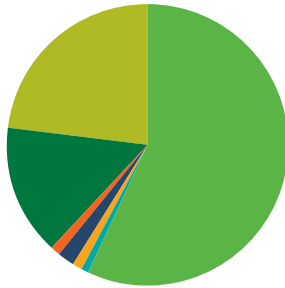
Revenue: Commissions, 33%; AUM Fees, 64%; Other, 3%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

9. Securities America

Revenue Distribution

529 Plans	0%
Asset Management Fee	57%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	1%
Individual Stocks	2%
Insurance	1%
Mutual Funds	15%
Non-traded REITs	0%
Variable Annuities	23%
Other	0%



Contact: Gregg Johnson
800-747-6111 ext. 1002

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
2600	803.5	314,532	up to 95%	86,085.0

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

Compliance Support: Offers paperless new advisor onboarding, automated systems for communications review tracking, email and trade monitoring. Assistance for independent RIAs, deep knowledge of advisor business models for customized service, culture of balancing risk management and sales enablement, solutions-oriented approach to addressing regulatory requirements. Compliant texting solution for easy communication with clients.

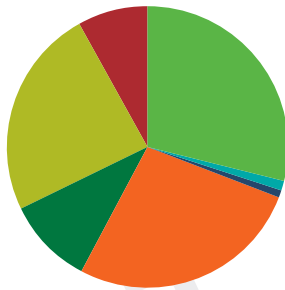
Specialization: Helps independent advisors grow, perfect and protect their practices through high-quality practice management, business growth programs and advisor-friendly technology. Offers comprehensive branch builder tools that support branches and advisors through all stages of their business cycle. The program helps advisors interested in operating an OSJ manage their business, recruit advisors and create a succession plan network.

Revenue: Commissions, 43%; AUM Fees, 57%; Other, 0%

10. Lincoln Financial Network

Revenue Distribution

529 Plans	0%
Asset Management Fee	29%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	0%
Individual Stocks	1%
Insurance	27%
Mutual Funds	10%
Non-traded REITs	0%
Variable Annuities	24%
Other	8%



Contact: Paul Cardenas
866-533-3410

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
8,641	747.7	N/A	up to 90%	27,681.0

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

Compliance Support: They work with advisors and support them through the review of marketing materials, issue resolution, development and maintenance of privacy policies, creation of client agreements, notification of advisory fees in compliance with custody rules and regulatory filing, and the continuous offering of compliance training and education.

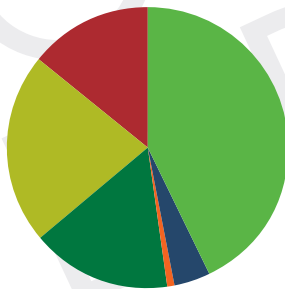
Specialization: Dedicated to empowering the delivery of comprehensive financial advice. They partner in an independent relationship with a culture built to support the advice advisors give to clients—estate planning, retirement income, generational wealth, business planning, and investment management. Advisors are supported by an integrated AdviceNext technology to efficiently build and manage their practices. Advisors can choose from a full menu of affiliation and compensation options. Lincoln Financial Network is under the umbrella of Lincoln Financial Group.

Revenue: Commissions, 68%; AUM Fees, 29%; Other, 3%

11. Royal Alliance Associates

Revenue Distribution

529 Plans	0%
Asset Management Fee	43%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	4%
Insurance	1%
Mutual Funds	16%
Non-traded REITs	0%
Variable Annuities	22%
Other	14%



Contact: Al Grilli
212-551-5650

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
3178	603.9	190,035	93.89%	103,276.8

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

Compliance Support: Provides oversight of all the firm's policies, procedures and applications. Support includes advertising, branch exams, anti-money laundering, surveillance, customer complaints, investment advisory compliance and regulatory affairs. Offers digital technologies to ease the burden on advisors and ensure advisors are operating within regulatory guidelines.

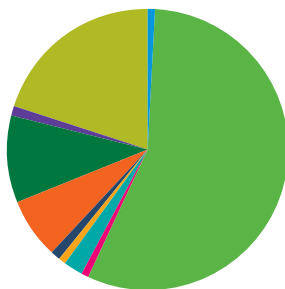
Specialization: The professionals at the firm rely on the resources offered. A customer-driven approach is focused on meeting the unique demands of an advisor's business.

Revenue: Commissions, 40%; AUM Fees, 42%; Other, 18%

12. Kestra Investment Services

Revenue Distribution

529 Plans	1%
Asset Management Fee	56%
ETFs	1%
Fixed Annuities	2%
Individual Bonds	1%
Individual Stocks	1%
Insurance	7%
Mutual Funds	10%
Non-traded REITs	1%
Variable Annuities	20%
Other	0%



Contact: Daniel Schwamb
737-443-2400

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
1,340	543.6	405,700	93%	77,348.8

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

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

Specialization: Provides a leading independent advisor platform that empowers independent financial professionals, including traditional and hybrid RIAs, to prosper, grow, and provide superior client service. With a culture rich in reinvention and advisor advocacy, they have developed integrated business management technology that, combined with its personalized consulting services, offers exceptional scale and efficiency.

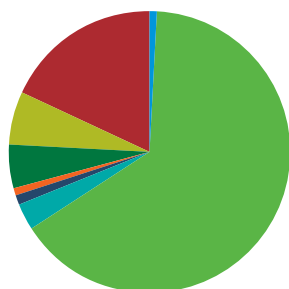
Revenue: Commissions, 36%; AUM Fees, 51%; Other, 13%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

13. Waddell & Reed Financial Advisors

Revenue Distribution

529 Plans	1%
Asset Management Fee	65%
ETFs	0%
Fixed Annuities	3%
Individual Bonds	0%
Individual Stocks	1%
Insurance	1%
Mutual Funds	5%
Non-traded REITs	0%
Variable Annuities	6%
Other	18%



Contact: Dave Call
913-236-3994

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
1,403	522.8	354,825	up to 92%	51,266.0

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

Compliance Support: N/A.

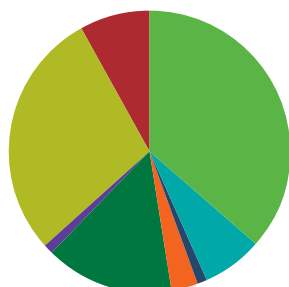
Specialization: Offers a flexible and supportive structure that provides advisors, and their clients, the opportunity to optimize their success. Advisors specialize in all phases of comprehensive, personalized financial planning, built around competitive investment products. They have created an environment 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; incentive reward trips, a complete product offering to satisfy complex client needs; a broad spectrum of technology; and the customized support you need to grow your business.

Revenue: Commissions, 17%; AUM Fees, 65%; Other, 18%

14. Voya Financial Advisors[‡]

Revenue Distribution

529 Plans	0%
Asset Management Fee	37%
ETFs	0%
Fixed Annuities	7%
Individual Bonds	0%
Individual Stocks	1%
Insurance	3%
Mutual Funds	15%
Non-traded REITs	1%
Variable Annuities	29%
Other	8%



Contact: Doug Wallace
855-698-4900

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
1,717	458.8	267,213	up to 92%	49,711.1

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

Compliance Support: Offers a partnership relationship between compliance and the field to ensure advisors serve their clients in a compliant manner. Support includes OSJ supervisors, central compliance contacts, home office trade and advertising review, support for annual compliance meetings, online firm element and a central platform for ADV brochure updates.

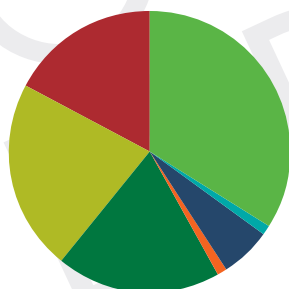
Specialization: Provides flexible and tailored programs, technology, products and support to help individual and institutional clients grow their wealth. Advisors find value through brand affiliation, field support, technology, mobile capabilities and 401(k) solutions. Advisors have access to marketing platforms that include social media, texting, Voya resources and field managers. Provides in-depth financial planning resources including support in special needs financial planning through Voya Cares®, a program offering holistic financial wellness and retirement planning solutions.

Revenue: Commissions, 55%; AUM Fees, 37%; Other, 8%

15. SagePoint Financial*

Revenue Distribution

529 Plans	0%
Asset Management Fee	34%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	0%
Individual Stocks	6%
Insurance	1%
Mutual Funds	19%
Non-traded REITs	0%
Variable Annuities	22%
Other	17%



Contact: Genevieve Hodges-Sisco
866-946-0173

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
1433	405.7	283,120	92.52%	44,990.4

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

Compliance Support: Provides oversight of all the firm's policies, procedures and applications. Support includes advertising, branch exams, anti-money laundering, surveillance, customer complaints, investment advisory compliance and regulatory affairs. Offers digital technologies to ease the burden on advisors and ensure advisors are operating within regulatory guidelines.

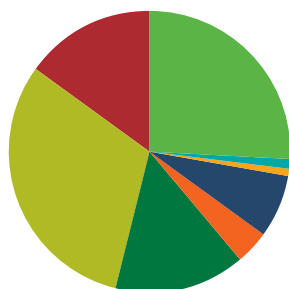
Specialization: Offers advisors big-firm resources with a small-firm feel. The firm is part of the largest truly independent broker-dealer network in the industry. Provides a seasoned senior management team with an open door policy, where the needs of advisors are paramount.

Revenue: Commissions, 47%; AUM Fees, 34%; Other, 19%

16. Woodbury Financial Services*

Revenue Distribution

529 Plans	0%
Asset Management Fee	26%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	1%
Individual Stocks	7%
Insurance	4%
Mutual Funds	15%
Non-traded REITs	0%
Variable Annuities	31%
Other	15%



Contact: Scott Little
651-702-1930

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
1189	373.6	314,181	89.71%	45,342.0

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

Compliance Support: Provides oversight of all the firm's policies, procedures and applications. Support includes advertising, branch exams, anti-money laundering, surveillance, customer complaints, investment advisory compliance and regulatory affairs. Offers digital technologies to ease the burden on advisors and ensure advisors are operating within regulatory guidelines.

Specialization: Provides industry-leading financial protection and guaranteed income solutions, along with delivering customer service excellence. The firm is to elevate expectations beyond the reach of their competitors. They are uniquely positioned to provide its affiliated advisors with powerful support at every point on the wealth management spectrum.

Revenue: Commissions, 56%; AUM Fees, 26%; Other, 18%

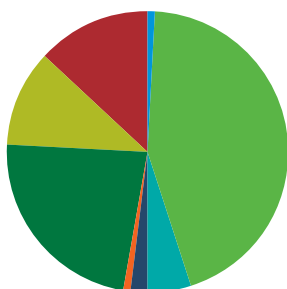
*A Member of Advisor Group. **A Member of Atria Wealth Solutions. ‡Since the release of the April 2019 print edition of Financial Advisor magazine's broker-dealer ranking, Voya Financial Advisors has updated some figures which are reflected in this online edition of the ranking.

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

17. HD Vest Financial Services

Revenue Distribution

529 Plans	1%
Asset Management Fee	44%
ETFs	0%
Fixed Annuities	5%
Individual Bonds	0%
Individual Stocks	2%
Insurance	1%
Mutual Funds	23%
Non-traded REITs	0%
Variable Annuities	11%
Other	13%



Contact: Tim Stewart
800-742-7950

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
3593	373.2	103,861	94%	12,555.5

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

Compliance Support: Offers sales supervision, OSJ support, outside brokerage accounts, outside website and trustee/power of attorney fee.

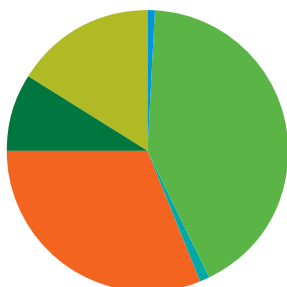
Specialization: Offers tax-smart investing and integration, insurance, underwriting support, local field support, estate planning, setting up trusts, profiling tools for assessments, financial planning, eMoney support, training on tool usage and best practices. Provides assistance in construction of customized financial plans for clients retirement planning, support concerning technical retirement issues, helping to grow client base with retirement solutions. Delivers training on retirement plans, advisory services, open architecture, non-proprietary investment platform, multiple advisory programs including discretionary asset management, dedicated advisory specialists, portfolio management team and annuity marketing.

Revenue: Commissions, 44%; AUM Fees, 44%; Other, 12%

18. Securian Financial Services

Revenue Distribution

529 Plans	1%
Asset Management Fee	42%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	0%
Individual Stocks	0%
Insurance	31%
Mutual Funds	9%
Non-traded REITs	0%
Variable Annuities	16%
Other	0%



Contact: Robert Subjects
651-665-5887

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
1,111	369.3	332,403	88%	33,436.7

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

Compliance Support: Professional support includes cyber security, branch office examiners, principle round table compliance analysts, advertising compliance oversight and social media monitoring.

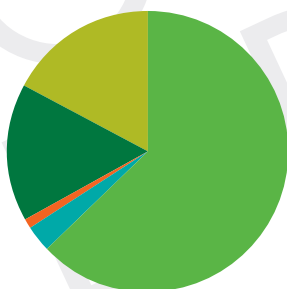
Specialization: Offers financial planning, retirement planning, portfolio construction and due diligence, succession planning, business-owned life insurance, practice development consulting and trust services.

Revenue: Commissions, 48%; AUM Fees, 52%; Other, 0%

19. Lincoln Investment Planning

Revenue Distribution

529 Plans	0%
Asset Management Fee	63%
ETFs	0%
Fixed Annuities	3%
Individual Bonds	0%
Individual Stocks	0%
Insurance	1%
Mutual Funds	16%
Non-traded REITs	0%
Variable Annuities	17%
Other	0%



Contact: Ed Forst
215-881-4553

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
1069	336.8	315,099	N/A	33,650.0

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

Compliance Support: Offers 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 on-going consultation and guidance in regards to securities, insurance and advisory products and services.

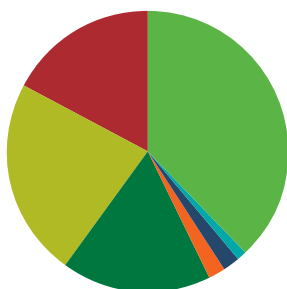
Specialization: The firm is a full-service broker-dealer and RIA, including Capital Analysts and Legend Advisory Corporation. It serves the needs of more than 330,000 individual investors. Representing clients with more than \$35B in assets. Is a leading provider of retirement plans to school districts, employers, corporations, endowments and foundations.

Revenue: Commissions, 33%; AUM Fees, 59%; Other, 8%

20. FSC Securities Corporation*

Revenue Distribution

529 Plans	0%
Asset Management Fee	38%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	0%
Individual Stocks	2%
Insurance	2%
Mutual Funds	17%
Non-traded REITs	0%
Variable Annuities	23%
Other	17%



Contact: Jason Moore
770-543-9036

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
857	305.6	356,567	92.12%	34,624.7

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

Compliance Support: Provides oversight of all the firm's policies, procedures and applications. Support includes advertising, branch exams, anti-money laundering, surveillance, customer complaints, investment advisory compliance and regulatory affairs. Offers digital technologies to ease the burden on advisors and ensure advisors are operating within regulatory guidelines.

Specialization: Advisors benefit from the resources offered as a part of Advisor Group Inc., combined with a customer-driven approach. Advisors are able to define true independence for themselves and choose the business model that best fits their practice.

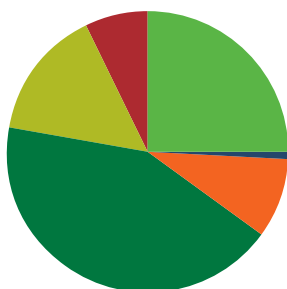
Revenue: Commissions, 45%; AUM Fees, 36%; Other, 19%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

21. Principal Securities

Revenue Distribution

529 Plans	0%
Asset Management Fee	25%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	1%
Insurance	9%
Mutual Funds	43%
Non-traded REITs	0%
Variable Annuities	15%
Other	7%



Contact: Travis Borchardt
515-878-8911

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
1,547	297.3	149,515	up to 95%	54,305.2

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

Compliance Support: Dedicated to regulatory and operational compliance at the firm and advisor level. An experienced compliance team supports business development initiatives and provides product expertise. Robust support is provided for regulatory affairs such as audits and monitoring functions, social media usage, privacy and cyber security.

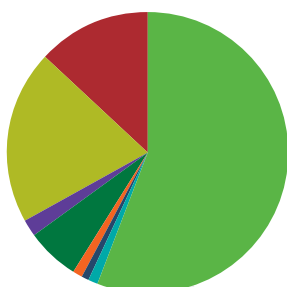
Specialization: Partnering with financial professionals to help people and companies build, protect and advance their financial well-being with our retirement, insurance, financial planning and asset management expertise. The firm believes in having a strong support system to supply financial professionals with the knowledge, tools and resources to build their business.

Revenue: Commissions, 75%; AUM Fees, 25%; Other, 0%

22. Triad Advisors

Revenue Distribution

529 Plans	0%
Asset Management Fee	56%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	0%
Individual Stocks	1%
Insurance	1%
Mutual Funds	6%
Non-traded REITs	2%
Variable Annuities	20%
Other	13%



Contact: Haley Hamilton
770-840-0363

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
641	220.7	344,317	up to 92%	26,432.5

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

Compliance Support: Provides pro-business, common sense compliance support and regulatory consulting for our independent advisors and hybrid RIAs. An experienced compliance team also offers ongoing assistance with state/SEC audits and annual regulatory filings.

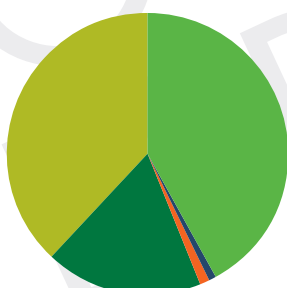
Specialization: Specializes in supporting hybrid RIA business through multi-custodial clearing platforms. Over 80% of their advisory firms manage a hybrid RIA model.

Revenue: Commissions, 35%; AUM Fees, 56%; Other, 9%

23. Park Avenue Securities

Revenue Distribution

529 Plans	0%
Asset Management Fee	42%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	1%
Insurance	1%
Mutual Funds	18%
Non-traded REITs	0%
Variable Annuities	38%
Other	0%



Contact: Frank Galdieri
908-208-3970

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
2016	213.7	106,008	set by agency	27,670.3

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

Compliance Support: Supports advisors and their supervisors by providing guidance on industry rules, regulations and compliance policies. Advisors are provided with timely responses to their inquiries and with advice on their business practices.

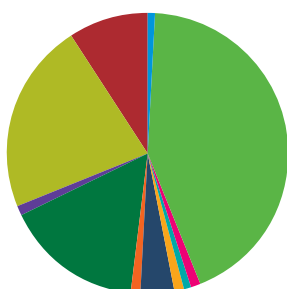
Specialization: Financial planning, advisory solutions, and strategies for financial growth and protection.

Revenue: Commissions, 58%; AUM Fees, 42%; Other, 0%

24. American Portfolios Financial Services

Revenue Distribution

529 Plans	1%
Asset Management Fee	43%
ETFs	1%
Fixed Annuities	1%
Individual Bonds	1%
Individual Stocks	4%
Insurance	1%
Mutual Funds	16%
Non-traded REITs	1%
Variable Annuities	22%
Other	9%



Contact: Tim O'Grady
631-439-4600 ext. 285

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
689	191.3	277,585	90%	24,571.4

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

Compliance Support: Provides an efficient business processing workflow online web application—STARS for advisors and their support staff. Assesses current business activities through compliance approval, ongoing surveillance and regularly held risk committee meetings, of which members of the AP Advisor Council are a part of. Vets products that are mutually expedient for both advisors and the firm, for which members of the AP Advisor Council are a part of. Provides protections and/or representation where warranted for affiliated colleagues against reputational risk.

Specialization: Provides an open environment to support both transactional and advisory practices. With growing client demands in need of wealth management, financial planning and fee-based asset management services, they offer a variety of advisory programs for advisors' tendencies towards asset gathering or management through its robust Nine Points Advisory Services Platform.

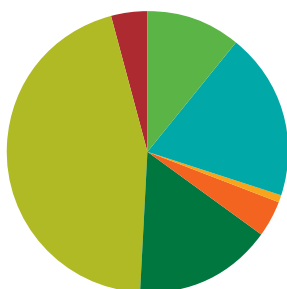
Revenue: Commissions, 48%; AUM Fees, 43%; Other, 9%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

25. CUNA Brokerage Services

Revenue Distribution

529 Plans	0%
Asset Management Fee	11%
ETFs	0%
Fixed Annuities	19%
Individual Bonds	1%
Individual Stocks	0%
Insurance	4%
Mutual Funds	16%
Non-traded REITs	0%
Variable Annuities	45%
Other	4%



Contact: Linda DiOrazio
800-356-2644 ext. 665-8741

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
455	188.8	414,945	up to 42%	21,621.7

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

Compliance Support: The compliance team and robust field compliance support use an online submission system allowing the advisor to upload and electronically submit documents for approval. In addition, they maintain a close watch on changing industry regulations, procedures and proper record-keeping and provide ongoing communications in how advisors' practices could be affected.

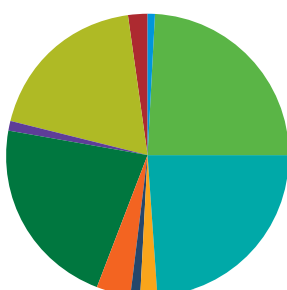
Specialization: The firm partners with credit unions to provide investment, insurance and retirement planning services to members. As part of CUNA Mutual Group the culture is deeply rooted in the credit union environment.

Revenue: Commissions, 85%; AUM Fees, 11%; Other, 4%

26. CUSO Financial Services LP/Sorrento Pacific Financial**

Revenue Distribution

529 Plans	1%
Asset Management Fee	24%
ETFs	0%
Fixed Annuities	24%
Individual Bonds	2%
Individual Stocks	1%
Insurance	4%
Mutual Funds	22%
Non-traded REITs	1%
Variable Annuities	19%
Other	2%



Contact: Connie Gregory
858-530-4440

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
486	185.3	381,204	up to 90%	29,406.3

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

Compliance Support: Compliance support for programs and advisors is a high priority. Nearly a dozen compliance professionals who span decades in the bank/credit union category, deliver proactive education, training, support and guidance.

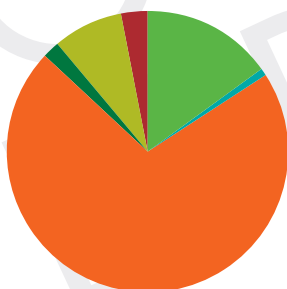
Specialization: Specializes in support for institutions who value holistic wealth management for their clients and members.

Revenue: Commissions, 76%; AUM Fees, 24%; Other, 0%

27. M Holdings Securities

Revenue Distribution

529 Plans	0%
Asset Management Fee	15%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	0%
Individual Stocks	0%
Insurance	71%
Mutual Funds	2%
Non-traded REITs	0%
Variable Annuities	8%
Other	3%



Contact: Laura Haney-Jackson
503-414-7466

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
512	175.7	343,246	btwn 94% - 96%	49,000.0

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

Compliance Support: Compliance professionals work in a consultative fashion to identify compliant solutions that are responsive to our client and advisor needs. Online continuing education platform provides access to insurance CE credits.

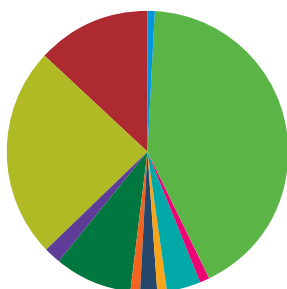
Specialization: Specializes in variable life insurance for the ultra-affluent marketplace; wealth transfer and estate planning; corporate benefits such as retirement plans, group life, long-term disability; international insurance solutions; and wealth management services.

Revenue: Commissions, 82%; AUM Fees, 15%; Other, 3%

28. Independent Financial Group

Revenue Distribution

529 Plans	1%
Asset Management Fee	42%
ETFs	1%
Fixed Annuities	4%
Individual Bonds	1%
Individual Stocks	2%
Insurance	1%
Mutual Funds	9%
Non-traded REITs	2%
Variable Annuities	24%
Other	13%



Contact: David Fischer
800-269-1903

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
540	174.2	322,600	up to 93%	26,955.5

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

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

Specialization: Provides support in all product areas, offers competitive payouts and delivers friendly, personalized service to its affiliated reps.

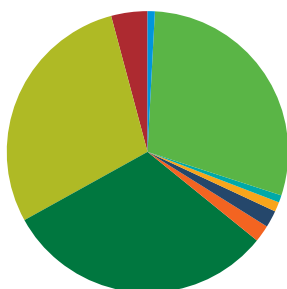
Revenue: Commissions, 51%; AUM Fees, 42%; Other, 7%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

29. Cadaret, Grant & Co.**

Revenue Distribution

529 Plans	1%
Asset Management Fee	29%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	1%
Individual Stocks	2%
Insurance	2%
Mutual Funds	31%
Non-traded REITs	0%
Variable Annuities	29%
Other	4%



Contact: Kevin Beard
646-887-9023

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
618	163.9	265,180	90%	21,725.0

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

Compliance Support: Offers advisors safety by navigating evolving industry regulation on their behalf and implementing protocols that let them focus on serving their clients. Focus on product training and expertise, communications oversight, continuing education, recordkeeping, and regulatory guidance. Provides help to advisors so they apply best practices in compliance with regulatory governing bodies.

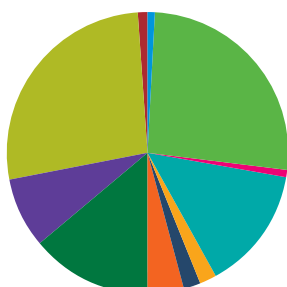
Specialization: The firm is a next generation broker-dealer that offers advisors the means to help them grow their practice and better serve clients in the evolving world of financial services. Provides customer service, expert in-house thought leadership, advanced advisor and client technology and visionary leadership from veteran industry executives.

Revenue: Commissions, 68%; AUM Fees, 29%; Other, 3%

30. Centaurus Financial

Revenue Distribution

529 Plans	1%
Asset Management Fee	26%
ETFs	1%
Fixed Annuities	14%
Individual Bonds	2%
Individual Stocks	2%
Insurance	4%
Mutual Funds	14%
Non-traded REITs	8%
Variable Annuities	27%
Other	1%



Contact: Tyler Shumaker
800-880-4234

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
638	155.8	248,168	up to 90%	3,101.7

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

Compliance Support: Provides dedicated and immediate comprehensive review of submitted documents, focusing on quick turnaround. They help draft professional advertising, provide access to social media, and invest in the company's compliance.

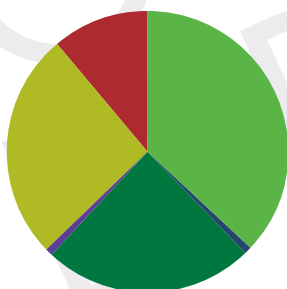
Specialization: Offers comprehensive financial planning.

Revenue: Commissions, 69%; AUM Fees, 26%; Other, 5%

31. Ameritas Investment Corporation

Revenue Distribution

529 Plans	0%
Asset Management Fee	37%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	1%
Insurance	0%
Mutual Funds	24%
Non-traded REITs	1%
Variable Annuities	26%
Other	11%



Contact: Brandon Mann
800-335-9858

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
999	139.1	139,214	88.5	20,659.8

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

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

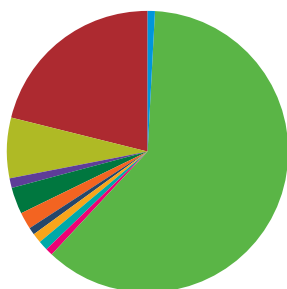
Specialization: Offers a proprietary fixed-income unit that focuses mostly on public finance through individual municipal underwriting and distribution.

Revenue: Commissions, 54%; AUM Fees, 37%; Other, 9%

32. Geneos Wealth Management

Revenue Distribution

529 Plans	1%
Asset Management Fee	61%
ETFs	1%
Fixed Annuities	1%
Individual Bonds	1%
Individual Stocks	1%
Insurance	2%
Mutual Funds	3%
Non-traded REITs	1%
Variable Annuities	7%
Other	21%



Contact: Austin Gross
888-812-5043 ext. 151

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
283	132.8	469,208	up to 95%	15,200.0

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

Compliance Support: Comprehensive support is offered to advisors. Fair, flexible compliance team that partners with our advisors to comply with all industry regulation while maintaining flexibility to run their business in their vision.

Specialization: Provides a wide range of products and services but specializes in the advisory services world. Offers multiple platforms, custodians, TAMP's and in house advisory solutions to advisors.

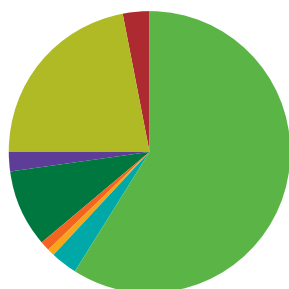
Revenue: Commissions, 13%; AUM Fees, 61%; Other, 26%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

33. United Planners Financial Services

Revenue Distribution

529 Plans	0%
Asset Management Fee	59%
ETFs	0%
Fixed Annuities	3%
Individual Bonds	1%
Individual Stocks	0%
Insurance	1%
Mutual Funds	9%
Non-traded REITs	2%
Variable Annuities	22%
Other	3%



Contact: Sheila Cuffari-Agasi
800-966-8737 ext. 240

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
418	131.9	315,593	90%	7,600.0

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

Compliance Support: Serves advisors with integrity while valuing the relationship. Focused on exceptional service while being studious of industry rules and firm procedures creates a business-friendly environment.

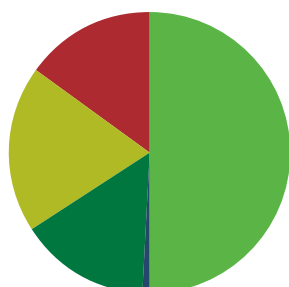
Specialization: Focus on providing the best options and solutions to advisors for use with their clients. Specialization exists in advisory services, retirement plans and consistently working to create efficiencies for advisors.

Revenue: Commissions, 38%; AUM Fees, 59%; Other, 3%

34. Securities Service Network

Revenue Distribution

529 Plans	0%
Asset Management Fee	50%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	1%
Insurance	0%
Mutual Funds	15%
Non-traded REITs	0%
Variable Annuities	19%
Other	15%



Contact: Landon Moore
800-264-5499 ext. 354

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
333	129.1	387,830	up to 95%	14,619.5

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

Compliance Support: Compliance staff is consultative with RIAs and advisors on product selection and trade review. The team scores high marks for audits, and is continually recognized in the industry for the speed with which they respond to advertising review requests.

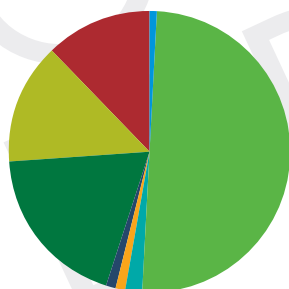
Specialization: Caters to experienced solo practitioner asset managers and tax-savvy financial planners who value a caring, small firm culture with large firm resources.

Revenue: Commissions, 38%; AUM Fees, 50%; Other, 12%

35. KMS Financial Services

Revenue Distribution

529 Plans	1%
Asset Management Fee	50%
ETFs	0%
Fixed Annuities	2%
Individual Bonds	1%
Individual Stocks	1%
Insurance	0%
Mutual Funds	19%
Non-traded REITs	0%
Variable Annuities	14%
Other	12%



Contact: Howard Englehart
206-441-2885 ext. 232

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
337	122.8	362,185	up to 96%	16,400.0

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

Compliance Support: Our common-sense approach to supervision lets us uphold compliance and regulatory requirements while collaborating with advisors whose clients have complex financial needs. We enjoy a high rate of positive compliance responses and our account-opening forms are simpler for advisors to complete than those at many other firms.

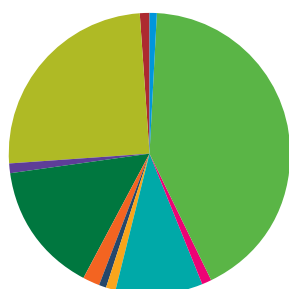
Specialization: Delivers exceptional service to advisors seeking long-term growth and stability. The culture values flexibility and multiple custodian relationships. The firm is adept at annuities and insurance; ERISA retirement plan support; Center-of-Influence networking; and a digital advice platform that applies risk profiles to match investors with managed funds.

Revenue: Commissions, 38%; AUM Fees, 50%; Other, 12%

36. J.W. Cole Financial

Revenue Distribution

529 Plans	1%
Asset Management Fee	42%
ETFs	1%
Fixed Annuities	10%
Individual Bonds	1%
Individual Stocks	1%
Insurance	2%
Mutual Funds	15%
Non-traded REITs	1%
Variable Annuities	25%
Other	1%



Contact: John Carlson
866-592-6531

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
411	121.4	295,463	up to 92%	14,052.5

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

Compliance Support: Compliance supports its advisors by assisting them in protecting their greatest asset: their businesses. Ensures that compliance is delivered in a proactive and pro-business approach.

Specialization: Seeks to find financial advisors of the highest quality and of utmost integrity, who work in a truly holistic planning environment, to provide their clients with the best products, services and experience possible.

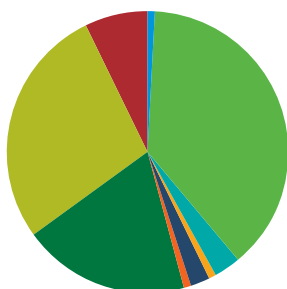
Revenue: Commissions, 57%; AUM Fees, 42%; Other, 1%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

37. Sigma Financial Corporation

Revenue Distribution

529 Plans	1%
Asset Management Fee	38%
ETFs	0%
Fixed Annuities	3%
Individual Bonds	1%
Individual Stocks	2%
Insurance	1%
Mutual Funds	19%
Non-traded REITs	0%
Variable Annuities	28%
Other	7%



Contact: Jennifer Bacarella
734-663-1611

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
586	117.2	199,948	up to 94%	12,000.0

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

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

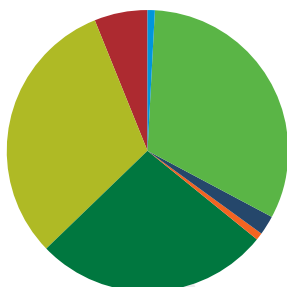
Specialization: The firm focuses on comprehensive financial planning with our advisors and their clients. Assists advisors based on where they are at within their career.

Revenue: Commissions, 61%; AUM Fees, 38%; Other, 1%

38. H. Beck

Revenue Distribution

529 Plans	1%
Asset Management Fee	32%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	2%
Insurance	1%
Mutual Funds	27%
Non-traded REITs	0%
Variable Annuities	31%
Other	6%



Contact: Chris Roberts
301-944-5900

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
514	116.9	227,513	up to 93%	14,754.5

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

Compliance Support: Offers licensing, registration, supervision, surveillance, advertising and marketing review, investment advisory, compliance, and AML branch examinations.

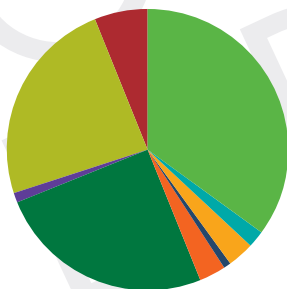
Specialization: Supports independent and entrepreneurial advisors and groups.

Revenue: Commissions, 63%; AUM Fees, 31%; Other, 6%

39. ProEquities

Revenue Distribution

529 Plans	0%
Asset Management Fee	35%
ETFs	0%
Fixed Annuities	2%
Individual Bonds	3%
Individual Stocks	1%
Insurance	3%
Mutual Funds	25%
Non-traded REITs	1%
Variable Annuities	24%
Other	6%



Contact: Debra Grier
205-268-4494

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
635	111.4	175,506	up to 92%	16,000.0

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

Compliance Support: Provides full compliance and supervision support.

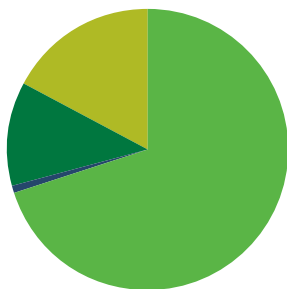
Specialization: N/A.

Revenue: Commissions, 59%; AUM Fees, 35%; Other, 6%

40. PlanMember Securities Corporation

Revenue Distribution

529 Plans	0%
Asset Management Fee	70%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	1%
Insurance	0%
Mutual Funds	12%
Non-traded REITs	0%
Variable Annuities	17%
Other	0%



Contact: Ron Heller
800-874-6910 ext. 2595

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
487	110.0	200,500	up to 93%	6,918.0

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

Compliance Support: Offers centralized principal and advertising review at the home office, thus off-loading certain OSJ responsibilities; experienced and friendly staff; sensitivity to ensuring efficient turn-around time for reviews; on-line submission and tracking for advertising review; no-cost in-field audits every 1-3 years.

Specialization: Provides fee-based revenue as a percentage of total revenue since 2004 (69% of average advisor revenue was fee-based in 2018). Offers retirement and group employer plans —403(b), 457(b), 401(k), SEP IRA, SIMPLE IRA, and IRAs. The firm has pioneered institutional investment management for the underserved public education and non-profit marketplace. Of the \$12 billion with PlanMember, \$10 billion is retirement assets.

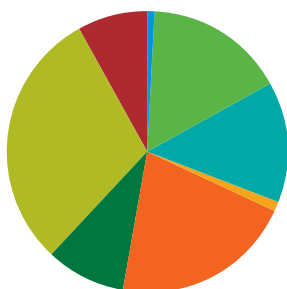
Revenue: Commissions, 30%; AUM Fees, 70%; Other, 0%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

41. Transamerica Financial Advisors

Revenue Distribution

529 Plans	1%
Asset Management Fee	16%
ETFs	0%
Fixed Annuities	14%
Individual Bonds	1%
Individual Stocks	0%
Insurance	21%
Mutual Funds	9%
Non-traded REITs	0%
Variable Annuities	30%
Other	8%



Contact: Matt Chambers
801-372-6797

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
3,352	109.3	32,616	87%	10,514.0

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

Compliance Support: Online submission system for advertising and marketing material review. Compliance group partners with field to provide guidance on regulatory changes.

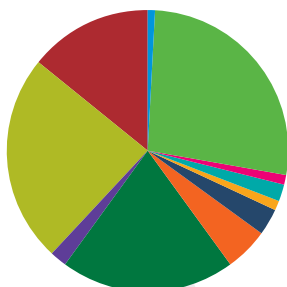
Specialization: Majority of reps focus on middle-class Americans to help them save, invest, protect their loved ones, and ultimately retire with protected retirement income. Offers low minimums to help clients get started.

Revenue: Commissions, 74%; AUM Fees, 16%; Other, 10%

42. Investacorp

Revenue Distribution

529 Plans	1%
Asset Management Fee	27%
ETFs	1%
Fixed Annuities	2%
Individual Bonds	1%
Individual Stocks	3%
Insurance	5%
Mutual Funds	20%
Non-traded REITs	2%
Variable Annuities	24%
Other	14%



Contact: Leslie Vigil
305-901-1825

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
454	104.7	230,600	up to 95%	15,000.0

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

Compliance Support: Offers a consultative compliance approach with advisors and prefers to consult and guide them through complex client situations and products.

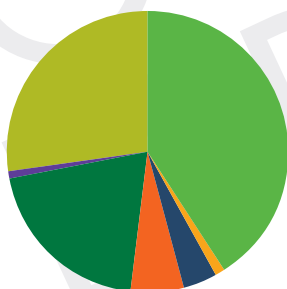
Specialization: The firm has helped advisors profitably grow their practice while training a family member to become a successor and navigating through the operational and transitional challenges.

Revenue: Commissions, 59%; AUM Fees, 27%; Other, 14%

43. NEXT Financial Group

Revenue Distribution

529 Plans	0%
Asset Management Fee	41%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	1%
Individual Stocks	4%
Insurance	6%
Mutual Funds	20%
Non-traded REITs	1%
Variable Annuities	27%
Other	0%



Contact: Barry Knight
713-333-4888

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
501	94.5	188,590	up to 95%	12,205.2

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

Compliance Support: OBA and advertising approval, licensing tracking and expertise to safely guide our advisors through the ever-changing regulatory environment. Home Office Principals provide supervisory alternatives for eligible advisors in the field.

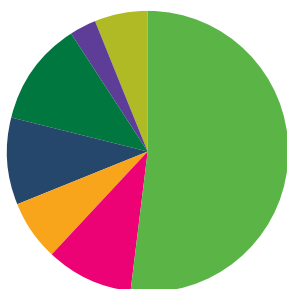
Specialization: Offers fee-based solutions (NEXT Select Platform), saving for retirement, living in retirement, estate planning and building a legacy.

Revenue: Commissions, 59%; AUM Fees, 41%; Other, 0%

44. Kovack Securities

Revenue Distribution

529 Plans	0%
Asset Management Fee	52%
ETFs	10%
Fixed Annuities	0%
Individual Bonds	7%
Individual Stocks	10%
Insurance	0%
Mutual Funds	12%
Non-traded REITs	3%
Variable Annuities	6%
Other	0%



Contact: Carlo A. Bidone
866-564-6574

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
405	79.3	195,920	90%	11,481.3

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

Compliance Support: N/A.

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

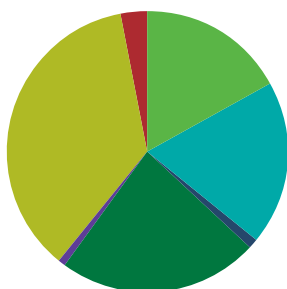
Revenue: Commissions, 52%; AUM Fees, 48%; Other, 0%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

45. The O.N. Equity Sales Company

Revenue Distribution

529 Plans	0%
Asset Management Fee	17%
ETFs	0%
Fixed Annuities	19%
Individual Bonds	0%
Individual Stocks	1%
Insurance	0%
Mutual Funds	23%
Non-traded REITs	1%
Variable Annuities	36%
Other	3%



Contact: Patrick McEvoy
513-797-3400

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
633	77.1	121,796	up to 92%	9,952.0

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

Compliance Support: Compliance provides various levels of support including initial on-site training, on-site support during regulatory inspections, routine branch audits, and electronic delivery of the annual compliance meeting and continuing education. Compliance also provides consultative services for office set-up, outside business activities, and a host of other issues.

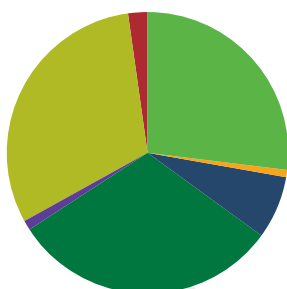
Specialization: N/A.

Revenue: Commissions, 83%; AUM Fees, 17%; Other, 0%

46. SA Stone Wealth Management

Revenue Distribution

529 Plans	0%
Asset Management Fee	27%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	1%
Individual Stocks	7%
Insurance	0%
Mutual Funds	31%
Non-traded REITs	1%
Variable Annuities	31%
Other	2%



Contact: Stephen O'Neill
205-414-3349

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
366	66.0	180,230	90%+	10,145.2

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

Compliance Support: The firm uses a suite of compliance tools to automate numerous compliance functions including but not limited to outside business activities, private securities transactions, advertising, correspondence, etc.

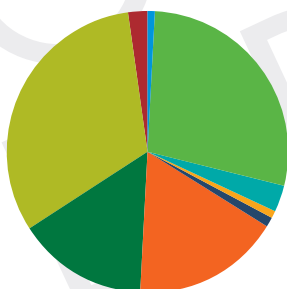
Specialization: N/A.

Revenue: Commissions, 74%; AUM Fees, 26%; Other, 0%

47. Parkland Securities

Revenue Distribution

529 Plans	1%
Asset Management Fee	28%
ETFs	0%
Fixed Annuities	3%
Individual Bonds	1%
Individual Stocks	1%
Insurance	17%
Mutual Funds	15%
Non-traded REITs	0%
Variable Annuities	32%
Other	2%



Contact: Jennifer Bacarella
734-663-1611

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
342	60.9	177,978	up to 94%	6,300.0

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

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

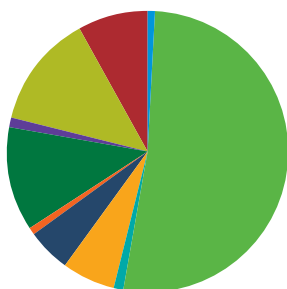
Specialization: Focuses on comprehensive financial planning with advisors and their clients. Legacy Track system assists advisors based on where they are at within their career.

Revenue: Commissions, 72%; AUM Fees, 28%; Other, 0%

48. Prospera Financial Services

Revenue Distribution

529 Plans	1%
Asset Management Fee	52%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	6%
Individual Stocks	5%
Insurance	1%
Mutual Funds	12%
Non-traded REITs	1%
Variable Annuities	13%
Other	8%



Contact: Tarah Carlow
972-581-3015

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
127	56.8	447,637	up to 99%	7,700.0

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

Compliance Support: Offers a collaborative partnership that provides insight for decision-making, tools to help manage current challenges or opportunities, and a sounding board for idea implementation.

Specialization: Specializes in wealth management.

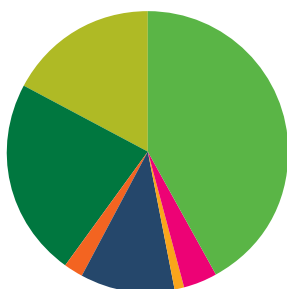
Revenue: Commissions, 42%; AUM Fees, 52%; Other, 6%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

49. The Investment Center

Revenue Distribution

529 Plans	0%
Asset Management Fee	42%
ETFs	4%
Fixed Annuities	0%
Individual Bonds	1%
Individual Stocks	11%
Insurance	2%
Mutual Funds	23%
Non-traded REITs	0%
Variable Annuities	17%
Other	0%



Contact: Marc Lefurge or Nicola Sutton, 908-707-4422

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
291	56.7	194,852	90%	6,890.0

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

Compliance Support: Provides practical guidance to advisors, oversees the development, implementation, communication, and review of all compliance processes, policies, procedures and technology designed to meet the requirements of various regulatory authorities. In addition, compliance technology allows advisors to use approved social media tools, website managers, and texting.

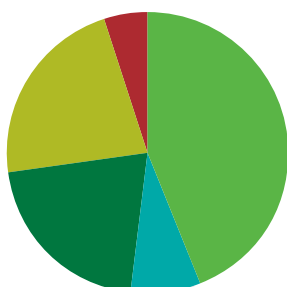
Specialization: Provides customizable marketing support, as well as a coaching program. In addition, dedicated one-on-one customer service.

Revenue: Commissions, 58%; AUM Fees, 42%; Other, 0%

50. Harbour Investments

Revenue Distribution

529 Plans	0%
Asset Management Fee	44%
ETFs	0%
Fixed Annuities	8%
Individual Bonds	0%
Individual Stocks	0%
Insurance	0%
Mutual Funds	21%
Non-traded REITs	0%
Variable Annuities	22%
Other	5%



Contact: Aaron Hager 608-662-6100

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
217	54.9	251,900	up to 93%	9.7

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

Compliance Support: Provides electronic compliance advertising approval. Offers an advanced sales desk to help with complicated cases to prevent compliance hangups.

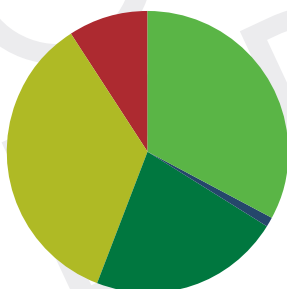
Specialization: Offers true independence. Provides advisory services with no platform fee. Reps run their own business choosing products and software, and the firm facilitates the transactions and compliance.

Revenue: Commissions, 48%; AUM Fees, 44%; Other, 8%

51. Equity Services

Revenue Distribution

529 Plans	0%
Asset Management Fee	33%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	1%
Insurance	0%
Mutual Funds	22%
Non-traded REITs	0%
Variable Annuities	35%
Other	9%



Contact: R. Lou Martinez 802-229-7457

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
537	54.0	101,000	N/A	8,265.5

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

Compliance Support: Support is provided by an experienced team of compliance professionals who work to protect stakeholders through a "solutioner"-driven mindset that prioritizes innovation as a competitive advantage. The team positions themselves to be sought-after business partners and flexible innovators with a passion for finding solutions.

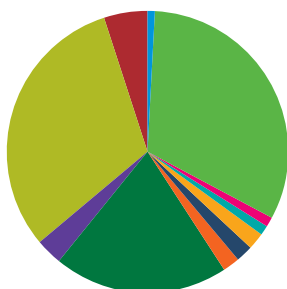
Specialization: N/A.

Revenue: Commissions, 67%; AUM Fees, 33%; Other, 0%

52. Crown Capital Securities

Revenue Distribution

529 Plans	1%
Asset Management Fee	32%
ETFs	1%
Fixed Annuities	1%
Individual Bonds	2%
Individual Stocks	2%
Insurance	2%
Mutual Funds	20%
Non-traded REITs	3%
Variable Annuities	31%
Other	5%



Contact: Darol Paulsen 800-803-8886

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
377	48.3	128,090	up to 92%	12,556.6

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

Compliance Support: The firm has carefully designed its supervisory procedures around the needs of the independent reps. Provides support and specific guidance to sales force that encourages them to be successful.

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

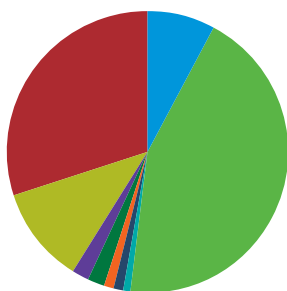
Revenue: Commissions, 67%; AUM Fees, 33%; Other, 0%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

53. The Strategic Financial Alliance

Revenue Distribution

529 Plans	8%
Asset Management Fee	44%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	0%
Individual Stocks	1%
Insurance	1%
Mutual Funds	2%
Non-traded REITs	2%
Variable Annuities	11%
Other	30%



Contact: Jamie Mackay
678-954-4058

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
125	48.0	365,000	90%+	2,488.0

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

Compliance Support: Offers a consultative approach to compliance and partner with advisors. Provides language for disclosures; review comms and marketing materials; access to platform of alternative investments; and supervisory oversight on behalf of the broker-dealer.

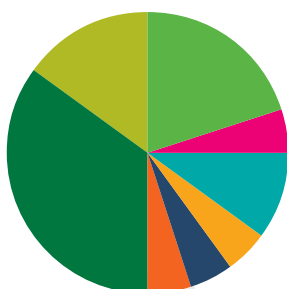
Specialization: Provides a community for our advisors in which they share best practices. Advisors have access to an extensive, strongly-vetted platform of investment products and services they can leverage to help their clients meet their financial objectives.

Revenue: Commissions, 45%; AUM Fees, 44%; Other, 11%

54. LaSalle St. Securities

Revenue Distribution

529 Plans	0%
Asset Management Fee	20%
ETFs	5%
Fixed Annuities	10%
Individual Bonds	5%
Individual Stocks	5%
Insurance	5%
Mutual Funds	35%
Non-traded REITs	0%
Variable Annuities	15%
Other	0%



Contact: Mark Contey
630-600-0360

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
275	41.0	150,000	up to 91%	9,300.0

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

Compliance Support: The firm maintains an unparalleled compliance record and the experienced team provides timely and accurate assistance with any number of items including account reviews, OSJ supervision, audits, sales practices and advertising.

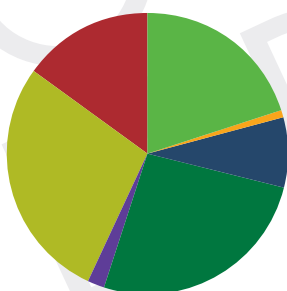
Specialization: The firm works to enable our affiliated reps and advisors to succeed. Offers expertise and experience in all areas, but operates a business model agile enough to fully support the specific business models and day-to-day support needs of our reps/advisors.

Revenue: Commissions, 65%; AUM Fees, 30%; Other, 5%

55. Berthel Fisher & Company Financial Services

Revenue Distribution

529 Plans	0%
Asset Management Fee	20%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	1%
Individual Stocks	8%
Insurance	0%
Mutual Funds	26%
Non-traded REITs	2%
Variable Annuities	28%
Other	15%



Contact: Shelli Brady
800-356-5234

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
245	38.8	158,493	up to 90%	563.9

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

Compliance Support: Provides top-of-the-line assistance by using the latest tools and providing ongoing consultation to support advisors with quick turnaround times.

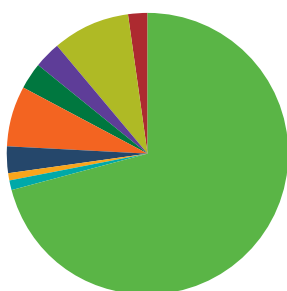
Specialization: N/A.

Revenue: Commissions, 66%; AUM Fees, 20%; Other, 14%

56. Spire Investment Partners

Revenue Distribution

529 Plans	0%
Asset Management Fee	71%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	1%
Individual Stocks	3%
Insurance	7%
Mutual Funds	3%
Non-traded REITs	3%
Variable Annuities	9%
Other	2%



Contact: Laura Marie Ross
703-748-5800

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
61	33.6	550,819	negotiable	3,643.0

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

Compliance Support: Offers a proactive approach to working with its advisors to create a consultative and adaptive program for meeting the needs of a changing regulatory world. They understand that each advisor is unique, and builds a compliance program that meets their individual talents and needs while adhering to regulatory guidelines.

Specialization: The firm understands that every advisor has a unique DNA, but a common goal—to serve their clients with integrity and clarity of purpose. Offers a distinct model, comprised of RIA and broker-dealer services with custodial access, lets entrepreneurial wealth managers choose the construct that best suits their approach to client service.

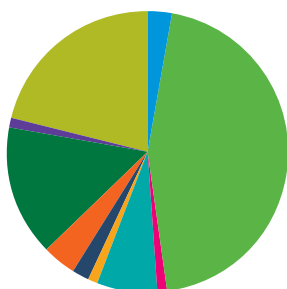
Revenue: Commissions, 29%; AUM Fees, 71%; Other, 0%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

57. cfd Investments

Revenue Distribution

529 Plans	3%
Asset Management Fee	45%
ETFs	1%
Fixed Annuities	7%
Individual Bonds	1%
Individual Stocks	2%
Insurance	4%
Mutual Funds	15%
Non-traded REITs	1%
Variable Annuities	21%
Other	0%



Contact: Brent Owens
800-745-7776

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
175	32.5	185,000	up to 92%	2,999.1

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

Compliance Support: Offers annual face-to-face meetings, annual financial check-ups, annual review for general compliances and audits onsite every 3 years.

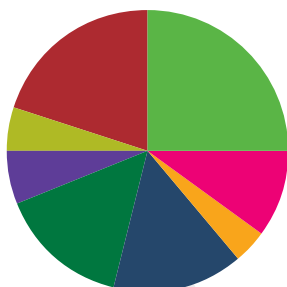
Specialization: The firm specializes in serving Main Street America.

Revenue: Commissions, 55%; AUM Fees, 45%; Other, 0%

58. Kalos Financial

Revenue Distribution

529 Plans	0%
Asset Management Fee	25%
ETFs	10%
Fixed Annuities	0%
Individual Bonds	4%
Individual Stocks	15%
Insurance	0%
Mutual Funds	15%
Non-traded REITs	6%
Variable Annuities	5%
Other	20%



Contact: Dan Meehan
770-407-5417

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
116	32.1	276,436	up to 90%	3,213.6

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

Compliance Support: The firm strives to avoid being the 'business prevention unit' and would like to be a partner to ensure that business is done correctly. Offers a cooperative attitude, they endeavor to review all submissions on a timely basis and are always willing to discuss individual situations where advertising, seminars, OBAs, etc. are concerned.

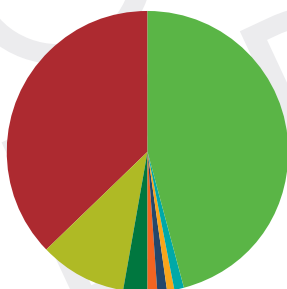
Specialization: Specializes in helping advisors understand and implement endowment style investment portfolios for their clients.

Revenue: Commissions, 75%; AUM Fees, 25%; Other, 0%

59. Arete Wealth Management

Revenue Distribution

529 Plans	0%
Asset Management Fee	46%
ETFs	0%
Fixed Annuities	1%
Individual Bonds	1%
Individual Stocks	1%
Insurance	1%
Mutual Funds	3%
Non-traded REITs	0%
Variable Annuities	10%
Other	37%



Contact: Tim Snodgrass
619-985-7873

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
96	30.1	313,588	up to 90%	3,600.0

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

Compliance Support: Offers comprehensive compliance oversight and protective services. Our compliance/legal staff includes three former enforcement attorneys from FINRA or the SEC.

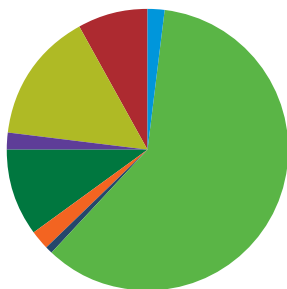
Specialization: Specialize in high-net-worth asset management and endowment style asset allocation, specifically alternatives.

Revenue: Commissions, 45%; AUM Fees, 46%; Other, 9%

60. Founders Financial Securities

Revenue Distribution

529 Plans	2%
Asset Management Fee	60%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	1%
Insurance	2%
Mutual Funds	10%
Non-traded REITs	2%
Variable Annuities	15%
Other	8%



Contact: Hank Multala
888-523-1162 ext. 1257

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
73	29.1	399,136	up to 90%	2,805.7

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

Compliance Support: The compliance team is an extension of the advisor's business; serves as partner and counsel to help each advisor serve the unique goals and dreams of each of their clients.

Specialization: Developing meaningful relationships that positively impact the lives and businesses of advisors. Providing each advisor with a voice that is heard and a role in a community comprised of highly-professional individuals whose primary focus is serving the goals of their clients.

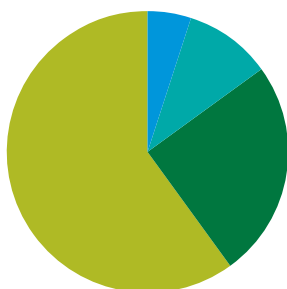
Revenue: Commissions, 21%; AUM Fees, 76%; Other, 3%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

61. Fortune Financial Services

Revenue Distribution

529 Plans	5%
Asset Management Fee	0%
ETFs	0%
Fixed Annuities	10%
Individual Bonds	0%
Individual Stocks	0%
Insurance	0%
Mutual Funds	25%
Non-traded REITs	0%
Variable Annuities	60%
Other	0%



Contact: Greg Bentley
724-846-2488

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
247	19.9	80,577	up to 90%	1,889.1

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

Compliance Support: Offers a fair and robust compliance support that works for the advisor, the reps and clients.

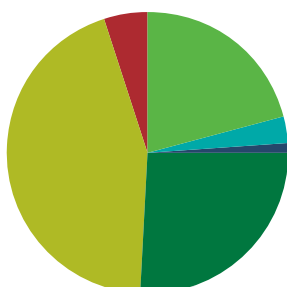
Specialization: Offers variable annuities, indexed annuities, mutual funds all on a direct basis. No brokerage accounts needed. They also have an affiliated RIA and use TD Ameritrade as a custodian. The firm is a very simple broker-dealer to be associated with. They allow their reps to have their own RIAs.

Revenue: Commissions, 100%; AUM Fees, 0%; Other, 0%

62. Gradient Securities

Revenue Distribution

529 Plans	0%
Asset Management Fee	21%
ETFs	0%
Fixed Annuities	3%
Individual Bonds	0%
Individual Stocks	1%
Insurance	0%
Mutual Funds	26%
Non-traded REITs	0%
Variable Annuities	44%
Other	5%



Contact: C. David Leflar
651-621-8215

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
89	12.5	140,450	up to 90%	1,380.5

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

Compliance Support: Offers common-sense compliance which includes dozens of pre-approved sales systems and marketing pieces that can be customized. Compliance officers are experienced and accessible. Monthly training webinars and alert emails are offered to help producers understand compliance rules and regulatory issues.

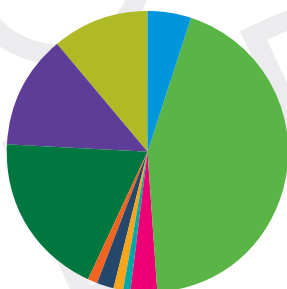
Specialization: The firm is a marketing company that happens to be a broker-dealer. They provide strong and unique marketing tools to help reps find more prospects. Offers support with case design and financial planning. Advisors have access to a full set of financial products and services through the firm and our affiliates.

Revenue: Commissions, 74%; AUM Fees, 21%; Other, 5%

63. Signal Securities

Revenue Distribution

529 Plans	5%
Asset Management Fee	44%
ETFs	3%
Fixed Annuities	1%
Individual Bonds	1%
Individual Stocks	2%
Insurance	1%
Mutual Funds	19%
Non-traded REITs	13%
Variable Annuities	11%
Other	0%



Contact: Jerry Singleton
817-877-4256 ext. 202

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
52	7.1	136,709	up to 90%	895,273.0

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

Compliance Support: Offers full service in-house compliance department. Transition help for new advisors.

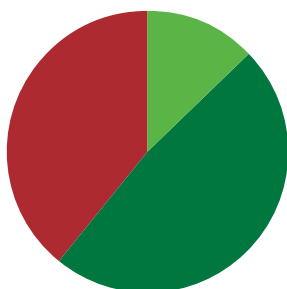
Specialization: Offers financial planning, asset allocation, money management, retirement and tax planning.

Revenue: Commissions, 56%; AUM Fees, 44%; Other, 0%

64. Securities Management & Research

Revenue Distribution

529 Plans	0%
Asset Management Fee	13%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	0%
Insurance	0%
Mutual Funds	48%
Non-traded REITs	0%
Variable Annuities	0%
Other	39%



Contact: Shelli Brady
800-356-5234

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
155	3.2	20,944	up to 90%	452.1

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

Compliance Support: Provides top-of-the-line assistance by using the latest tools and providing ongoing consultation to support advisors with quick turnaround times.

Specialization: N/A.

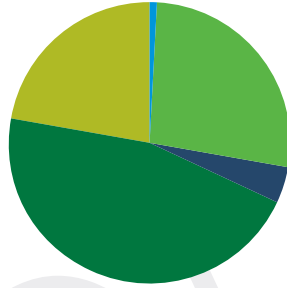
Revenue: Commissions, 56%; AUM Fees, 13%; Other, 31%

FA's 2019 INDEPENDENT BROKER-DEALER RANKING

65. Correll Co. Investment Services Corporation

Revenue Distribution

529 Plans	1%
Asset Management Fee	27%
ETFs	0%
Fixed Annuities	0%
Individual Bonds	0%
Individual Stocks	4%
Insurance	0%
Mutual Funds	46%
Non-traded REITs	0%
Variable Annuities	22%
Other	0%



Contact: M. Nicole Correll
708-599-2900

Number Of Producing Reps 2018	Gross Revenue (\$MM) 2018	Gross Revenue Per Rep 2018	Payout Percentage 2018	AUM (\$MM) 2018
8	1.0	125,000	up to 90%	N/A

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

Compliance Support: N/A.

Specialization: Offers retirement plans.

Revenue: Commissions, 73%; AUM Fees, 27%; Other, 0%

*A Member of Advisor Group. **A Member of Atria Wealth Solutions.

NOT TO BE REPRINTED