

FA's 2015 B-D Ranking (By Gross Revenue)

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AIG Advisor Group



2014 GROSS REVENUE RANK*	FIRM NAME	NUMBER OF PRODUCING REPS	GROSS REVENUE 2014 (\$MM)*	GROSS REVENUE PER REP 2014	FIRM PAYOUT % 2014	EMPLOYEE TO PRODUCING REP RATIO	AUM 2014 (\$MM)*
1	LPL Financial	14,036	4,294.0	306,138	87	4:25	175,800.0
2	Ameriprise Financial	7,589	3,738.3	492,600	91	N/A	N/A
3	Raymond James Financial Services	3,379	1,612.5	477,202	80-100	1:1.25	209,596.0
4	Commonwealth Financial Network	1,592	950.3	596,929	91	1:2.3	96,785.0
5	Lincoln Financial Network	8,457	816.8	N/A	N/A	0	21,306.2
6	Northwestern Mutual*	6,014	748.8	124,516	up to 90	1:22.1	110,467.8
7	Cambridge Investment Research	2,713	651.4	251,606	95	1:41	67,760.5
8	Cetera Advisor Networks	2,510	564.8	225,029	91	1:4.3	73,569.0
9	Securities America	2,042	525.5	284,567	95	1:4	56,600.0
10	Waddell & Reed Financial Advisors	1,766	500.1	253,632	78	1:7	51,352.0
11	Royal Alliance Associates	1,560	463.9	297,389	92	1:7.2	59,559.0
12	NFP Advisor Services	1,393	420.6	301,912	91	1:6	66,904.4
13	National Planning Corporation	1,335	408.7	306,124	91	6:7	N/A
14	MML Investors Services	3,923	384.7	85,775	85	1:20	71,400.0
15	Voya Financial Advisors	2,202	318.8	144,773	88	1:7	42,524.1
16	Securian Financial Services	1,083	310.3	286,500	88	1:7.4	19,947.8
17	Princor Financial Services Corporation	2,098	309.1	147,314	80	1:9	29,802.5
18	SagePoint Financial	1,292	305.6	236,502	87	1:6.5	37,034.2
19	HD Vest Financial Services	4,515	304.9	67,520	76	1:4	37,132.8
20	FSC Securities Corporation	1,012	297.3	293,820	89	1:6.7	37,805.0
21	First Allied Securities	812	294.0	362,119	85	1:3	28,834.1
22	Cetera Advisors	1,161	293.9	253,110	89	1:2.1	29,161.1
23	Cetera Financial Institutions	1,748	285.6	163,414	88	1:2.6	33,071.3
24	INVEST Financial Corporation	1,134	283.1	249,669	90	6:7	N/A
25	Transamerica Financial Advisors	5107	282.4	N/A	90	N/A	32,316.1
26	Woodbury Financial Services	1,061	262.3	247,225	87	1:6	29,193.7
27	Lincoln Investment Planning	824	215.3	232,190	N/A	3:0	23,988.9
28	SII Investments	558	193.1	346,098	91	6:6	N/A
29	Triad Advisors	596	177.5	297,804	90	10:1	23,400.0
30	Park Avenue Securities	2,129	176.8	83,046	N/A	1:23.1	22,333.1
31	Cadaret, Grant & Company	732	167.8	229,282	90	1:7	3,645.6
32	American Portfolios Financial Services	680	154.9	\$227,743	90	1:7	21,327.5
33	M Holdings Securities	553	153.0	278,000	95	1:14	49,000.0
34	Ameritas Investment Corporation	1,192	148.2	124,316	84	1:9	4,600.0
35	Centaurus Financial	608	130.4	256,702	90	1:7	2,441.0

As of December 31, 2014.

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

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36	NEXT Financial Group	726	130.4	180,088	88	1:5	15,692.8
37	Cetera Financial Specialists	1,309	129.7	99,115	74	1:2.4	19,033.2
38	H. Beck	668	126.1	188,799	88	1:8	14,485.40
39	Independent Financial Group	530	118.7	223,900	91	1:10	12,495.0
40	ProEquities	1,050	118.6	113,000	N/A	1:10	4,295.0
41	Investment Centers of America	353	118.2	334,905	90	3:9	N/A
42	Geneos Wealth Management	252	112.7	447,362	91	1:5	11,200.0
43	Summit Brokerage Services	345	108.3	333,308	90	1:5	10,270.0
44	VSR Financial Services	268	105.1	392,097	83	1:4	4,654.0
45	Questar Capital Corporation	681	102.2	150,100	90	1:9	2,512.0
46	Investors Capital Corporation	452	101.9	225,491	88	1:7.3	9,412.1
47	Sigma Financial Corporation	610	94.2	154,449	90	1:9	10,300.0
48	Investacorp	511	91.8	179,709	90	1:6	12,500.0
49	United Planners Financial Services	374	84.7	227,000	90	1:7	3,757.0
50	J.P. Turner & Company	291	82.3	282,948	88	1:3.4	4,606.0
51	Legend Equities Corporation	413	77.9	188,719	76	1:2.8	6,270.7
52	J.W. Cole Financial	375	73.0	194,882	90	1:8	8,765.9
53	PlanMember Securities Corporation	472	67.2	142,228	87	1:3	3,476.0
54	Berthel Fisher & Company Financial Services	322	61.1	189,800	85	1:4	1,500.0
55	The O.N. Equity Sales Company	668	60.6	90,657	84	1:15	8,651.3
56	Girard Securities	254	60.0	228,250	92	1:8	1,519.2
57	Kovack Securities	397	55.9	159,621	90	1:8	8,134.2
58	The Investment Center	260	53.4	205,354	90	1:7	6,200.0
59	Prospera Financial Services	138	45.8	326,642	90	1:3	6,634.4
60	Crown Capital Securities	333	45.4	136,394	92	1:13	9,554.1
61	Parkland Securities	400	44.9	112,261	90	1:9	5,300.0
62	Harbour Investments	186	36.0	193,731	90	1:9.3	6,793.5
63	LaSalle St. Securities	305	33.7	125,000	90	1:9	5,700.0
64	Kalos Capital	93	29.5	316,855	88	1:3	N/A
65	CFD Investments	178	28.3	159,219	75	1:4.5	2,500.0
66	Fortune Financial Services	226	10.5	46,538	83	1:18	1,363.7
67	Gradient Securities	87	8.4	96,192	85	1:6.2	934,848.6
68	Signal Securities	60	5.2	N/A	60-90	1:6	N/A
69	Securities Management & Research	246	5.0	20,150	85	1:4	450,000.0
70	Correll Company Investment Services Corporation	6	1.0	165,000	90	1:2	N/A

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