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## FINANCIAL PLANNING'S ANNUAL BROKER-DEALER SURVEY

BD Scorecard delivers the power to evaluate over 80 firms. Use the pull-down menu to view information on revenue, payouts or production statistics. Click any column head to re-sort the list. Compare up to four broker-dealers by checking the box next to the firm's name and clicking the Compare button. Click on a company name to access contact information. If you need more information or more flexibility, purchase our new FP50 Plus, which includes all of the information in the FP50 database, including material never published before.

### TOTAL REVENUES

Total Revenues

<input type="checkbox"/>	Rank	Company	Total Revs	% Change	Comm Revs	% Change	Fee Revs	% Change	Other Revs	% Change
<input type="checkbox"/>	1	test company	666,776,676	--	--	--	--	--	--	--
<input type="checkbox"/>	2	LPL Financial	2,281,037	32.3	1,144,337	28.7	678,127	32.4	458,572	42.2
<input type="checkbox"/>	3	Raymond James Financial Services	1,003,316	10.7	589,018	7.5	352,640	31.2	61,658	(31.4)
<input type="checkbox"/>	4	AXA Advisors	645,300	8.7	556,000	9.1	67,700	23.1	21,600	(26.0)
<input type="checkbox"/>	5	Securities America	506,116	15.4	308,837	11.6	144,730	29.7	52,550	4.7
<input type="checkbox"/>	6	Commonwealth Financial Network	499,468	26.4	214,199	5.9	223,761	70.5	61,508	(0.2)
<input type="checkbox"/>	7	Royal Alliance Associates	487,546	19.5	290,056	19.6	151,805	23.2	45,685	7.7
<input type="checkbox"/>	8	AIG Financial Advisors/American General Securities	466,803	55.7	332,331	65.9	89,710	36.9	44,762	31.8
<input type="checkbox"/>	9	Northwestern Mutual	448,852	12.7	355,451	3.5	47,299	422.9	46,102	0.4
<input type="checkbox"/>	10	NFP Securities	400,034	16.0	312,007	11.9	74,716	34.7	13,312	26.6
<input type="checkbox"/>	11	FSC Securities Corp./Advantage Capital Corp.	363,856	32.5	220,982	33.6	105,568	26.4	37,306	45.5
<input type="checkbox"/>	12	Princor Financial Services	285,454	4.0	260,493	2.3	24,007	24.7	954	17.2
<input type="checkbox"/>	13	Wachovia Securities Financial Network	280,801	33.7	111,965	(18.6)	107,936	48.9	60,900	--
<input type="checkbox"/>	14	Woodbury Financial Services	270,210	20.6	247,024	16.7	13,934	57.3	9,252	158.4
<input type="checkbox"/>	15	ING Financial Partners	264,288	21.7	212,170	17.6	36,165	50.3	15,953	25.2
<input type="checkbox"/>	16	H.D. Vest Financial Services	262,731	17.1	163,236	15.1	67,625	28.6	31,870	6.7
<input type="checkbox"/>	17	Cambridge Investment Research	246,439	27.5	99,208	27.7	142,309	30.4	4,922	(24.3)
<input type="checkbox"/>	18	Waddell & Reed	244,918	5.8	215,124	5.5	23,616	6.9	6,178	10.5
<input type="checkbox"/>	19	National Planning Corp.	237,410	25.9	181,354	23.5	40,579	33.5	15,477	36.5
<input type="checkbox"/>	20	Mutual Service Corp.	235,887	7.4	162,457	6.2	54,535	10.5	18,895	9.7
<input type="checkbox"/>	21	First Allied Securities	232,131	47.1	162,105	46.7	43,299	60.6	26,727	31.6
<input type="checkbox"/>	22	Signator Investors	226,130	9.5	196,414	7.9	23,616	21.1	6,101	19.9
<input type="checkbox"/>	23	NyLife Securities	220,255	15.8	190,571	17.0	22,715	44.5	6,969	(40.4)
<input type="checkbox"/>	24	UVEST	201,953	--	170,543	--	10,070	--	21,340	--
<input type="checkbox"/>	25	Multi-Financial Securities Corp.	186,341	21.9	126,331	16.7	44,572	32.7	15,438	40.1
<input type="checkbox"/>	26	INVEST Financial Corp.	168,937	37.0	143,980	36.9	11,418	51.5	13,539	27.0
<input type="checkbox"/>	27	InterSecurities	151,193	11.0	128,624	9.4	17,901	12.7	4,668	71.5
<input type="checkbox"/>	28	GunnAllen Financial	150,569	14.3	126,128	11.6	7,294	52.0	17,147	22.9
<input type="checkbox"/>	29	M Holdings Securities	149,829	29.4	142,629	29.7	5,987	27.6	1,213	4.5
<input type="checkbox"/>	30	IFMG	136,237	--	134,423	--	100	--	1,714	--

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31	Cadaret, Grant & Co.	130,829	19.8	109,440	17.1	15,479	45.1	5,910	16.2
32	SII Investments	128,236	7.9	100,136	9.8	18,881	(3.2)	9,219	12.5
33	Park Avenue Securities	126,582	9.2	95,271	3.7	25,305	39.2	6,006	1.4
34	Genworth Financial Securities Corp.	124,270	16.0	76,070	9.1	39,700	36.9	8,500	1.2
35	Ameritas Investment Corp.	121,161	24.1	98,134	28.2	17,116	64.9	5,911	(44.9)
36	Next Financial Group	114,306	44.3	92,280	41.8	18,686	60.8	3,340	32.0
37	Securian Financial Services	108,708	22.6	56,375	(9.9)	42,243	119.8	10,090	47.6
38	ProEquities	106,823	25.9	83,117	23.1	14,229	22.4	9,477	67.3
39	VSR Financial Services	95,570	17.9	70,416	13.0	24,598	41.7	556	(60.7)
40	Investors Capital Corp.	91,385	18.1	78,770	15.7	9,325	48.5	3,290	9.1
41	Sigma Financial Corp.	88,344	17.3	70,212	14.9	14,031	39.3	4,101	(0.7)
42	Centaurus Financial	85,057	38.9	73,469	39.0	8,172	45.9	3,416	22.5
43	Securities Service Network	81,616	19.1	52,718	20.9	19,936	21.6	8,962	5.7
44	Capital Analysts	80,687	19.0	44,097	13.2	29,063	32.8	7,527	7.9
45	Lincoln Investment Planning	77,986	10.3	43,994	7.9	18,228	27.5	15,764	0.9
46	Waterstone Financial Group	76,720	--	62,142	--	9,191	--	5,387	--
47	CFG/H. Beck	74,832	26.2	64,622	29.6	10,210	27.7	--	(100.0)
48	QA3 Financial Corp.	73,711	35.8	54,445	34.2	13,686	41.5	5,580	38.4
49	Genes Wealth Management	70,436	50.4	38,225	18.7	30,243	124.7	1,968	67.3
50	American Portfolio Financial Services	67,745	32.8	56,712	28.9	9,872	60.5	1,161	30.7
51	Investacorp	65,435	7.3	59,320	10.9	6,115	22.3	--	(100.0)
52	Investment Centers of America	65,395	17.6	55,208	14.5	5,536	50.4	4,651	25.3
53	Associated Securities Corp.	64,532	(6.0)	43,949	2.4	16,793	(19.5)	3,790	(21.9)
54	Triad Advisors	59,404	51.9	35,333	42.6	21,666	67.8	2,405	69.5
55	Transamerica Financial Advisors	58,353	8.9	47,434	7.7	8,747	5.4	2,172	71.3
56	Pacific West Financial Group	56,853	20.5	45,116	17.7	8,754	37.2	2,983	19.8
57	Berthel Fisher & Company Financial Services	56,235	8.0	45,081	6.9	5,071	2.3	6,083	23.4
58	O.N. Equity Sales Co.	55,654	20.8	53,598	21.0	1,825	14.9	231	10.0
59	WFG Investments	51,702	--	31,702	--	15,000	--	5,000	--
60	Sammons Securities Co.	49,985	30.7	47,435	24.1	--	--	2,550	--
61	Prime Capital Services	44,949	9.9	34,846	11.2	10,103	5.5	--	--
62	LaSalle St. Securities	43,400	1.8	38,000	7.0	5,400	(24.5)	--	--
63	Great American Advisors	42,862	13.5	40,525	11.8	1,657	55.9	680	49.8
64	Breck & Young Advisors	42,369	66.2	29,083	14.1	13,286	--	--	--
65	The Investment Center	40,498	19.2	30,646	11.9	7,750	46.4	2,102	61.7
66	Summit Brokerage Services	38,500	28.3	32,000	25.5	5,000	42.9	1,500	50.0
67	PlanMember Securities	36,365	21.2	12,465	27.2	23,900	18.3	--	--
68	Independent Financial Group	32,195	37.7	24,390	36.8	4,884	38.0	2,921	45.8
69	Kovack Securities	26,340	70.9	19,055	126.6	7,285	4.1	--	--
70	Wall Street Financial Group	25,411	16.2	18,157	6.2	6,133	28.6	1,121	--

March 2019

71	Investments	25,240	2.9	22,745	(0.9)	2,495	58.9	--	--
72	Sterne Agee Financial Services	19,800	--	16,000	--	3,800	--	--	--
73	Pension Planners Securities	19,735	27.9	17,972	30.0	1,763	10.2	--	--
74	ePLANNING Securities	18,042	13.4	14,282	10.0	3,400	29.3	360	19.2
75	First Midwest Securities	16,269	27.3	15,867	29.2	402	(19.6)	--	(100.0)
76	Medallion Investment Services	15,899	13.6	11,283	18.3	4,616	16.8	--	(100.0)
77	Synergy Investment Group	15,584	46.3	11,723	32.8	2,428	33.0	1,433	--
78	Ensemble Financial Services	15,505	22.3	8,043	14.6	7,462	31.8	--	--
79	Broker Dealer Financial Services Corp.	13,663	16.8	13,000	24.3	548	28.9	115	71.6
80	Eagle One Investments	9,174	30.3	8,967	30.7	199	10.6	8	--
81	Coordinated Capital Securities	7,628	24.7	5,615	25.5	1,412	31.2	601	5.8
82	Equitas America	6,610	4.7	5,209	3.1	1,283	13.5	118	(10.6)
83	GBS Financial Corporation	6,578	--	5,586	--	643	--	350	--
84	Financial Planning	--	--	--	--	--	--	--	--
85	Equity Services	--	--	--	--	--	--	--	--
86	Financial West Group	--	--	--	--	--	--	--	--
87	Intervest International Equities	--	--	--	--	--	--	--	--
88	JP Turner & Co.	--	--	--	--	--	--	--	--
89	Mass Mutual Investor Services	--	--	--	--	--	--	--	--
90	Newbridge Securities	--	--	--	--	--	--	--	--
91	Northeast Securities	--	--	--	--	--	--	--	--
92	Questar Capital Corp.	--	--	--	--	--	--	--	--
93	Vanderbilt Securities	--	--	--	--	--	--	--	--
94	Western International Securities	--	--	--	--	--	--	--	--
95	WRP Investments	--	--	--	--	--	--	--	--

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-- Does not apply  
() Indicates negative number

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