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Financial Planning

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TOTAL REVENUES

FP50 RANK 2018	2017	COMPANY	TOTAL REVENUES		COMMISSION REVENUE		FEE REVENUE		OTHER REVENUE	
			\$000	% CHANGE	\$000	% CHANGE	\$000	% CHANGE	\$000	% CHANGE
1	1	LPL Financial	4,281,481	5.7	1,670,824	(3.8)	1,409,248	9.3	1,201,409	17.5
2	2	Ameriprise Financial	4,259,992	8.0	1,199,834	(9.9)	2,332,589	16.7	727,570	18.2
3	3	Raymond James Financial Services	2,071,244	15.7	671,486	3.6	1,041,912	21.9	357,845	24.7
4	4	Commonwealth Financial Network	1,241,572	16.2	245,870	(11.1)	798,295	23.9	197,407	33.8
5	15	MML Investors Services	1,050,377	185.8	669,472	179.0	367,113	250.9	13,792	(38.1)
6	5	Northwestern Mutual Investment Services	945,412	25.0	225,865	17.6	628,450	26.1	91,097	38.6
7	8	Cambridge Investment Research	811,396	14.0	259,820	7.8	459,797	18.4	91,779	11.8
8	7	AXA Advisors	786,527	8.1	557,030	3.8	194,385	22.3	35,113	10.3
9	6	Lincoln Financial Network	740,186	(1.0)	483,577	(5.6)	191,969	9.5	64,641	8.6
10	10	Securities America	637,300	19.0	258,200	12.4	312,100	25.6	67,000	16.5
11	9	Cetera Advisor Networks	606,849	5.9	274,097	(1.8)	247,512	9.7	85,240	25.3
12	12	Royal Alliance Associates	483,860	3.6	196,363	5.7	205,213	(11.4)	82,284	66.1
13	11	Waddell & Reed Financial Advisors	476,612	(2.2)	172,443	(12.2)	235,135	4.7	69,034	3.8
14	13	Kestra Financial	475,418	12.4	187,624	3.9	245,563	24.2	42,231	(5.5)
15	14	Voya Financial Advisors	429,304	9.0	260,214	3.0	147,299	18.7	21,791	28.7
16	16	Signator Investors	423,282	18.5	291,121	10.0	110,048	36.1	22,114	86.3
17	19	SagePoint Financial	351,697	14.4	180,234	6.0	109,181	6.2	62,283	78.9
18	20	Cetera Advisors	351,214	23.4	151,294	22.5	152,684	22.0	47,236	31.6
19	18	HD Vest Financial Services	348,620	10.1	68,199	5.8	145,694	12.6	134,727	9.8
20	17	Securian Financial Services	346,400	6.4	186,300	(1.2)	120,500	19.5	39,600	9.4
21	25	Lincoln Investment Planning	309,700	33.2	121,296	10.9	177,969	53.8	10,435	38.4
22	21	Principal Securities	299,570	7.2	233,808	4.4	65,756	18.7	5	116.0
23	24	Woodbury Financial Services	285,584	12.5	178,634	2.1	62,393	16.3	44,557	75.9
24	23	Cetera Financial Institutions	283,972	7.9	186,832	0.7	35,282	36.1	61,858	19.9
25	22	FSC Securities	281,119	2.6	136,798	0.8	92,132	(15.5)	52,189	43.2
26	26	First Allied Securities	231,451	3.0	119,643	(5.5)	75,288	11.5	36,519	19.9
27	28	American Portfolios Financial Services	190,146	10.9	98,949	7.9	91,197	27.2	n/a	n/a
28	27	Triad Advisors	183,881	6.1	66,501	(6.2)	92,069	4.6	25,312	76.7
29	29	CUNA Brokerage Services	172,600	9.2	148,300	6.9	17,200	16.2	7,100	57.8
30	30	M Holdings Securities	165,517	5.8	136,309	5.9	22,857	42.4	6,351	98.5
31	32	Summit Brokerage Services	161,930	12.1	87,534	(3.5)	51,013	44.2	23,384	27.5
32	31	Cadaret Grant	158,486	6.0	109,393	4.6	44,131	7.1	4,962	34.2
33	33	Centaurus Financial	147,028	1.8	110,271	0.3	36,757	6.3	n/a	n/a
34	36	Cetera Financial Specialists	144,219	11.9	60,597	2.7	70,332	17.7	13,290	30.8
35	37	Independent Financial Group	139,275	13.3	77,317	9.0	51,061	21.7	10,898	8.8
36	35	Ameritas Investment	136,200	3.1	81,400	1.8	40,700	10.9	14,100	(8.4)
37	38	Securities Service Network	118,224	5.9	48,291	(15.7)	57,767	23.7	12,165	(1.2)
38	39	H. Beck	114,699	6.7	75,913	4.1	31,643	15.1	7,143	0.8
39	40	Geneos Wealth Management	111,914	7.1	25,721	(39.0)	82,139	41.1	4,055	(0.6)
40	43	United Planners Financial Services	110,946	14.0	48,178	(8.3)	62,769	40.2	n/a	n/a
41	41	Questar Capital	110,689	7.7	85,413	5.0	17,407	15.8	7,868	21.7
42	44	KMS Financial Services	108,414	12.4	43,733	4.2	55,268	15.2	9,413	44.4
43	45	J.W. Cole Financial	104,600	14.4	73,220	9.2	31,380	28.7	n/a	n/a
44	42	ProEquities	98,087	0.2	60,919	(6.0)	26,898	16.4	10,269	2.8
45	34	Transamerica Financial Advisors	93,818	(29.6)	74,059	(18.3)	14,642	(55.6)	5,117	(47.1)
46	46	Investacorp	92,082	4.9	57,226	(0.3)	22,919	10.8	11,937	23.1
47	47	PlanMember Securities	85,648	14.1	25,320	(1.7)	59,728	22.5	600	2.4
48	48	Kovack Securities	74,590	14.1	37,275	0.1	32,508	15.4	4,807	n/a
49	49	O.N. Equity Sales	62,826	10.9	51,499	6.9	11,243	32.8	85	69.9
50	51	Prospera Financial Services	50,793	16.1	25,640	19.9	20,924	12.0	4,229	14.6
MEDIAN			256,285	9.14	128,803	3.27	78,714	18.04	22,749	21.74

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