



# TOTAL REVENUES

RANK 2007	RANK 2006 <sup>1</sup>	COMPANY	TOTAL REVENUES		COMMISSION REVENUE		FEE REVENUE		OTHER REVENUE	
			\$000s	% CHANGE	\$000s	% CHANGE	\$000s	% CHANGE	\$000s	% CHANGE
1	1	LPL Financial	2,281,037	32.3	1,144,337	28.7	678,127	32.4	458,572	42.2
2	2	Raymond James Financial Services	1,003,316	8.2	589,018	7.5	352,640	21.7	61,658	(31.4)
3	3	AXA Advisors	645,300	8.7 <sup>3</sup>	556,000	9.1 <sup>3</sup>	67,700	23.1	21,600	(26.0)
4	4	Securities America	506,116	15.4	308,837	11.6	144,730	29.7	52,550	4.7
5	7	Commonwealth Financial Network	499,468	26.4	214,199	5.9	223,761	70.5	61,508	(0.2)
6	5	Royal Alliance Associates	487,546	19.5	290,056	19.6	151,805	23.2	45,685	7.7
7	9	AIG Fin. Advisors/Am. General Securities	466,803	55.7	332,331	65.9	89,710	36.9	44,762	31.8
8	6	Northwestern Mutual <sup>2</sup>	448,852	12.7	355,451	3.5	47,299	422.9	46,102	0.4
9	8	NFP Securities	400,034	16.0	312,007	11.9	74,716	34.7	13,312	26.6
10	10	FSC Sec. Corp./Advantage Capital Corp.	363,856	32.5	220,982	33.6	105,568	26.4	37,306	45.5
11	20	Princor Financial Services	285,454	3.9 <sup>3</sup>	260,493	2.3 <sup>3</sup>	24,007	24.7	954	17.2
12	17	Wachovia Securities Financial Network	280,801	33.7	111,965	(18.6)	107,936	48.9	60,900	
13	13	Woodbury Financial Services	270,210	20.6	247,024	16.7	13,934	57.3	9,252	158.4
14	15	ING Financial Partners	264,288	21.7	212,170	17.6	36,165	50.3	15,953	25.2
15	12	H.D. Vest Financial Services	262,731	17.1	163,236	15.1	67,625	28.6	31,870	6.7
16	17	Cambridge Investment Research	246,439	27.5	99,208	27.7	142,309	30.4	4,922	(24.3)
17	11	Waddell & Reed	244,918	5.8	215,124	5.5	23,616	6.9	6,178	10.5
18	19	National Planning Corp.	237,410	25.9	181,354	23.5	40,579	33.5	15,477	36.5
19	14	Mutual Service Corp.	235,887	7.4	162,457	6.2	54,535	10.5	18,895	9.7
20	21	First Allied Securities	232,131	47.1	162,105	46.7	43,299	60.6	26,727	31.6
21	16	Signator Investors	226,130	9.5	196,414	7.9	23,616	21.1	6,101	20.0
22	18	NYLife Securities	220,255	15.8	190,571	17.0	22,715	44.5	6,969	(40.4)
23	—	UVEST	201,953		170,543		10,070		21,339	
24	22	Multi-Financial Securities Corp.	186,341	21.9	126,331	16.7	44,572	32.7	15,438	40.1
25	25	INVEST Financial Corp.	168,937	37.0	143,980	36.9	11,418	51.5	13,539	27.0
26	23	InterSecurities	151,193	11.0	128,624	9.4	17,901	12.7	4,668	71.5
27	24	GunnAllen Financial	150,569	14.3	126,128	11.6	7,294	52.0	17,147	22.9
28	28	M Holdings Securities	149,829	27.8	142,629	28.1	5,987	27.6	1,213	4.5
29	—	IFMG	136,237		134,423		100		1,714	
30	29	Cadaret, Grant & Co.	130,829	19.8	109,440	17.1	15,479	45.1	5,910	16.2
31	26	SII Investments	128,236	7.9	100,136	9.8	18,881	(3.2)	9,219	12.5
32	27	Park Avenue Securities	126,582	9.2	95,271	3.7	25,305	39.2	6,006	1.4
33	30	Genworth Financial Securities Corp.	124,270	16.0	76,070	9.1	39,700	36.9	8,500	1.2
34	31	Ameritas Investment Corp.	121,161	24.1	98,134	28.2	17,116	64.9	5,911	(44.9)
35	35	Next Financial Group	114,306	44.3	92,280	41.8	18,686	60.8	3,340	32.0
36	32	Securian Financial Services	108,708	22.6	56,375	(9.9)	42,243	119.8	10,090	47.6
37	33	ProEquities	106,823	25.9	83,117	23.1	14,229	22.4	9,477	67.3
38	34	VSR Financial Services	95,570	17.9	70,416	13.0	24,598	41.7	556	(60.7)
39	36	Investors Capital Corp.	91,385	18.4 <sup>3</sup>	78,770	15.7 <sup>3</sup>	9,325	48.5 <sup>3</sup>	3,290	16.2 <sup>3</sup>
40	37	Sigma Financial Corp.	88,344	17.3	70,212	14.9	14,031	39.3	4,101	(0.7)
41	44	Centaurus Financial	85,057	38.9	73,469	39.0	8,172	45.9	3,416	22.5
42	42	Securities Service Network	81,616	19.1	52,718	20.9	19,936	21.6	8,962	5.7
43	43	Capital Analysts	80,687	19.0	44,097	13.2	29,063	32.8	7,527	7.9
44	40	Lincoln Investment Planning	77,986	10.3	43,994	7.9	18,228	27.5	15,764	0.9
45	—	Waterstone Financial Group	76,720		62,142		9,191		5,387	
46	46	CFG/H. Beck	74,832	26.2	64,622	29.6	10,210	27.7		
47	48	QA3 Financial Corp.	73,711	35.8	54,445	34.2	13,686	41.5	5,580	38.4
48	53	Geneos Wealth Management	70,436	50.4	38,225	18.7	30,243	124.7	1,968	67.3
49	51	American Portfolio Financial Services	67,745	32.8	56,712	28.9	9,872	60.5	1,161	30.7
50	45	Investacorp	65,435	7.3	59,320	10.9	6,115	22.3		
MEDIAN			160,065	19.76	127,478	16.69	23,812	33.45	9,236	14.38

<sup>1</sup> May differ from last year's survey due to revisions and new entries. <sup>2</sup> Assets represent programs of Northwestern Mutual Wealth Management Co. and Investment Services. <sup>3</sup> % change reflects revised 2006 figures. ( ) Indicates negative number.