

## COMMONWEALTH FAST FACTS

FOUNDED	1979
REVENUES	\$641 million in 2011
TOTAL ACCOUNT ASSETS	Approximately \$60 billion*
PRODUCING ADVISORS	Approximately 1,400*
HEADQUARTERS	Waltham, Massachusetts San Diego, California
OWNERSHIP	100-percent owned and controlled by 12 managing principals:  <b>Joseph Deitch</b> , <i>Chairman</i> (33 years at Commonwealth)  <b>Wayne Bloom</b> , <i>CEO</i> (23 years at Commonwealth)  <b>Peter Wheeler</b> , <i>President</i> (28 years at Commonwealth)  <b>Kathy Lafreniere</b> , <i>Managing Principal, Communications</i> (27 years at Commonwealth)  <b>Richard Hunter</b> , <i>Managing Principal, Chief Financial Officer</i> (24 years at Commonwealth)  <b>John Rooney</b> , <i>Managing Principal, San Diego</i> (24 years at Commonwealth)  <b>David Kelly</b> , <i>Managing Principal, Technology and Brokerage Operations</i> (21 years at Commonwealth)  <b>Janet Reckman</b> , <i>Managing Principal, Chief Operating Officer</i> (20 years at Commonwealth)  <b>Darren Tedesco</b> , <i>Managing Principal, Innovation and Strategy</i> (18 years at Commonwealth)  <b>Kate Creagh</b> , <i>Managing Principal, Human Resources</i> (14 years at Commonwealth)  <b>Andrew Daniels</b> , <i>Managing Principal, Field Development</i> (14 years at Commonwealth)  <b>Joni Youngwirth</b> , <i>Managing Principal, Practice Management</i> (14 years at Commonwealth)

HOME OFFICE STAFF	Approximately 450*
REGISTRATION	50 states
CLEARING	National Financial Services LLC, Member NYSE/SIPC, a Fidelity Investments company
INDUSTRY RECOGNITION	Unprecedented 10-time winner of <i>Investment Advisor</i> magazine's Broker/Dealer of the Year award**

Commonwealth has been recognized **18 times** by top publications as one of the Best Places to Work in the region (*Boston Globe*, *Boston Business Journal*, *San Diego Business Journal*), as well as in the IT industry (*Computerworld*). With high marks in areas such as work environment, work/life balance, job satisfaction, and opportunities for advancement, Commonwealth earned #1 Best Place to Work designations in the midsize category from both the *Boston Business Journal* and the *San Diego Business Journal* (2005, 2009), as well as the *Boston Globe* (2008).

*\*As of January 1, 2012*

*\*\*Results are based on advisor satisfaction; Commonwealth was the top broker/dealer in its division for 1991, 1992, 1994, 1996, 1997, 1998, 1999, 2001, 2002, and 2005.*