



CULTIVATING SUCCESS

An Environment Where Your
Advisory Practice Can Thrive

**WELCOME TO A CULTURE
IDEALLY SUITED FOR GROWTH**

Commonwealth provides a home that's perfectly suited to nurturing the success of your advisory business. Here's where you'll find our Preferred Portfolio Services® (PPS) platform, which offers all the investment choices your clients demand. Where you're free to run your advisory practice however you choose—with as much or as little assistance from us as you want. Where you can outsource the portfolio management or do it yourself. And where your payout increases to as high as 95 percent as your managed assets rise. We invite you to read on for a closer look at our growth-oriented environment. We expect you'll agree there's no better place in which to establish an advisory practice—or to enable an established one to truly thrive.



THE PPS PLATFORM: CHOOSE YOUR OWN PATH TO SUCCESS

There are as many ways to build a successful advisory practice as there are financial advisors. Our role is to help you decide how you want to position your practice—and to provide the infrastructure to help you realize your goals.

Perhaps you'd like to work toward or maintain a 100-percent advisory business under your own RIA. Or you'd like to run a fee-only business as an IAR under Commonwealth's corporate RIA. You want to offer the widest array of investment options to your clients, and we'll help you sort through the pros and cons so you can choose your best course of action. Then we'll provide as much, or as little, guidance as you need on a client-by-client basis.

Whether it's helping to analyze a portfolio ... creating a proposal for a prospective client ... providing you with pricing guidance ... or simply functioning as your back office and staying out of your way so you can do what you do best. It's your choice—and our privilege to help you get where you want to go.

TAKE TOTAL CONTROL WITH PPS CUSTOM

If providing portfolio management expertise is an integral part of your business model, PPS Custom has what you need to excel. Our program gives you access to all the investment vehicles your clients demand, including load-waived and no-load mutual funds, ETFs, individual equity and fixed income instruments, annuities, and alternative investments. You're free to manage your accounts on a discretionary basis, with or without the assistance of Commonwealth's model portfolios and recommended mutual fund list.



STAY CLIENT-FOCUSED BY OUTSOURCING TO SUB-ADVISORS

As your assets under management grow, you may want to free yourself from the day-to-day portfolio management by outsourcing it to your choice of sub-advisors. And Commonwealth has a solution to fit every client need.

PPS DIRECT ETF AND MUTUAL FUND WRAP

When you outsource to Commonwealth or to another provider, you're making sure your clients' investments receive the professional attention they demand—while freeing yourself to spend more time focusing on their full financial picture.

Choose **PPS Select**, our turnkey mutual fund and ETF wrap program with portfolios managed by Commonwealth's own Research team. You assist your clients in matching

risk tolerance, time horizon, and investment objectives to one or more model portfolios and leave the research, monitoring, and rebalancing to our team.

Or opt for strategic and tactical portfolio management provided through one of our **third-party advisory partnerships**. And help your clients capitalize on the strengths of the various providers in meeting their investment objectives—while maintaining those assets under management.

PPS DIRECT FOR SEPARATELY MANAGED ACCOUNTS

Choose from among a wide variety of separately managed account options for your high-net-worth clients who prefer ownership of individual securities within a portfolio, greater control over tax liability, and the high level of expertise offered by the various money managers.



PPS RETIREMENT SOLUTIONS: ANOTHER COMPETITIVE ADVANTAGE

Our fee-based retirement plan platform offers a way to successfully compete for a greater share of corporate retirement assets—and retain those assets under management through rollovers as employees exit their firms. Fully compliant with the Pension Protection Act of 2006, the plan offers full transparency and disclosure, more than 12,000 mutual fund and ETF options, and a dollar-for-dollar offset model that credits 12b-1 and sub-TA fees back to the plan to reduce costs for plan sponsors and participants.

PPS CONSULTING: ATTACHING VALUE TO YOUR EXPERTISE

Through PPS Consulting, Commonwealth can help you position yourself as a wealth manager so you can charge retainer fees, flat project fees, or hourly fees—in addition to any asset-based portfolio management compensation—for the advice and time you give your clients.

We'll help you strengthen your existing and future client relationships through a comprehensive planning approach. And we'll show you how to use our vast selection of tools and resources to create customized plans that encompass everything from accumulation, risk management, and taxation to business, retirement, and estate planning.



EXPAND YOUR REACH WITH THE COMMONWEALTH ALLIANCE PROGRAM

Positioning yourself as the leader of an entire wealth management team reinforces your role as your clients' principal financial problem solver. And the Commonwealth Alliance Program can help you pull that team together in a scenario in which everybody benefits. It allows you to offer financial incentives to outside professionals—including attorneys, accountants, and other client centers of influence—thereby encouraging referrals and building the relationships that can make all the difference to you and your clients.

PLANNING RESOURCES TO MAXIMIZE YOUR SUCCESS

Our Advanced Planning team coordinates the efforts of our home office specialists to solve a particular problem, help you select the right financial planning software, or do whatever it takes to help you move your business forward.

ADVANCED MARKETING FORUM

Our e-mail forum makes it easy to tap into the expertise of Commonwealth advisors and home office staff, plus attorneys and other professionals from our product sponsors and strategic partners.

WEALTH MANAGEMENT SYMPOSIUM

Our annual conference offers the latest from top industry experts, plus business-building sessions on accumulation, retirement, estate planning, risk management, business planning, and taxation issues.

INSURANCE SUPPORT

Commonwealth assigns an individual case manager to assist you in the underwriting and issue process, keep you informed at every step along the way, and facilitate the sales process across all lines of business and all companies.



SUPPORTING YOUR SUCCESS

Our advisory programs come to you backed by all that Commonwealth has to offer. Including a personal coordinator and dedicated 30-person team to help make your transition a seamless one. An industry-leading advisor-to-staff ratio of 2.8 to 1 that lets us give you the same personal attention you give your clients. And unlimited complimentary tech support.

PRACTICE MANAGEMENT TO HELP SHAPE YOUR GROWTH

Our pioneering program offers complimentary consulting on everything from strategic thinking to staffing issues to positioning and marketing your services. Let us help you develop a contingency plan or pair you with a production or study group, where you can tap into the knowledge and experience of other advisors. Working in concert with the Commonwealth team of wealth management experts, we can help guide your business through any stage of its evolution and provide the resources you need to take it to the next level.



TECHNOLOGY SYNCHRONIZED TO THE WAY YOU WORK

Client360[®] is our proprietary Web-based system for portfolio, document, contact, and wealth management. The technological hub of your practice, it gives you easy, 24/7 access to every aspect of your clients' lives—plus the tools you need to move your business forward—from any Internet connection.

PERFORMANCE REPORTING MADE EASY

Our partnership with Advent[®] delivers advanced portfolio management and client reporting right to your browser, without data downloading or reconciliation hassles. Advent makes it easy to create institutional-quality reports, run analyses, and provide the Web-based access your clients demand.

EFFICIENT PORTFOLIO MANAGEMENT

If you're managing a high volume of accounts, Advisor CHANNEL[®] is an essential analysis and reporting system that allows you to electronically manage client portfolios en masse. Just a few clicks let you automate nearly the entire investment process, from initial allocations to portfolio modeling and rebalancing.

WEB-BASED RESEARCH OPTIONS

Create well-diversified, risk-appropriate equity portfolios with access to the most well-respected, unbiased research providers—including Morningstar[®] Advisor Workstation,SM Argus Investment Research, Standard & Poor's, Value Line, Thomson ONE, and Forefield Advisor.TM



AN UNCOMMON PROGRAM WITH UNPARALLELED REWARDS

The unprecedented growth of Commonwealth's PPS platform allows us to offer the unique combination of premium advisory programs with an aggressive pricing structure: as your assets under management rise, payouts increase and administrative fees decrease.

Payouts are not tiered; they are linear and go back to the first dollar earned each quarter. And when calculating compensation, Commonwealth groups the assets of advisors who work out of the same office or OSJ for the maximum payout and discount to you. For payout increases and administrative fee discounts according to your total assets under management, please refer to the chart on the next page.

Discover the pearl at the heart of our program: as your managed assets rise, your payout increases to as high as 95%.



PPS COMPENSATION

AUM AT LEAST	AUM LESS THAN	ADMIN FEE*	PAYOUT
\$500,000,000+		0.0475%	95.00%
\$450,000,000	\$500,000,000	0.0500%	95.00%
\$400,000,000	\$450,000,000	0.0525%	95.00%
\$350,000,000	\$400,000,000	0.0550%	95.00%
\$300,000,000	\$350,000,000	0.0575%	95.00%
\$250,000,000	\$300,000,000	0.0600%	95.00%
\$200,000,000	\$250,000,000	0.0625%	94.00%
\$150,000,000	\$200,000,000	0.0650%	94.00%
\$100,000,000	\$150,000,000	0.0750%	93.00%
\$75,000,000	\$100,000,000	0.0875%	92.00%
\$60,000,000	\$75,000,000	0.0950%	92.00%
\$50,000,000	\$60,000,000	0.1000%	92.00%
\$40,000,000	\$50,000,000	0.1100%	90.00%
\$25,000,000	\$40,000,000	0.1250%	90.00%
\$15,000,000	\$25,000,000	0.1500%	Based on Advisor Gross Production 87%–92%
\$10,000,000	\$15,000,000	0.1750%	Based on Advisor Gross Production 87%–92%

*Administrative fees can be lower for individual accounts.

