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| FOUNDED | 1979 |
| REVENUES | \$1.070 billion in 2016 |
| TOTAL ACCOUNT ASSETS | Approximately \$114.4 billion ¹ |
| PRODUCING ADVISORS | Approximately 1,710 |
| HEADQUARTERS | Waltham, Massachusetts San Diego, California |
| OWNERSHIP | 100-percent owned and controlled by 10 managing principals: Joseph Deitch, <i>Chairman</i> (38 years at Commonwealth) Wayne Bloom, <i>CEO</i> (28 years at Commonwealth) Peter Wheeler, <i>Vice Chairman</i> (33 years at Commonwealth) Richard Hunter, <i>President and COO</i> (29 years at Commonwealth) John Rooney, <i>Managing Principal, San Diego</i> (29 years at Commonwealth) David Kelly, <i>Managing Principal, Technology and Brokerage Operations</i> (26 years at Commonwealth) Darren Tedesco, <i>Managing Principal, Innovation and Strategy</i> (23 years at Commonwealth) Kate Creagh, <i>Managing Principal, Human Resources</i> (19 years at Commonwealth) Andrew Daniels, <i>Managing Principal, Business Development</i> (19 years at Commonwealth) Joni Youngwirth, <i>Managing Principal, Practice Management</i> (19 years at Commonwealth) |

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| HOME OFFICE STAFF | Approximately 810 |
| REGISTRATION | 50 states |
| CLEARING | National Financial Services LLC, Member NYSE/SIPC, a Fidelity Investments® company |
| INDUSTRY RECOGNITION | Ranked highest in advisor satisfaction on <i>Wealth Management</i> magazine's 2016 Independent Broker/Dealer Report Card. |

Commonwealth has been recognized **35 times** by top publications as one of the Best Places to Work in the region (*Boston Globe*, *Boston Business Journal*, *San Diego Business Journal*, *U-T [Union-Tribune] San Diego*), 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 the *Boston Business Journal*, the *San Diego Business Journal* (2005, 2009), and the *Boston Globe* (2008); in the large-size category from the *San Diego Business Journal* (2013); and in the small-size category from the *U-T San Diego* (2013).

¹ As of December 31, 2016