

REPS & PRODUCTION

FP50 RANK 2018	COMPANY	AVERAGE PAYOUT		TOTAL PAYOUT		% OF REPS PRODUCING						
		\$000	% CHANGE	\$000	% CHANGE	<\$50K	\$50K-\$99K	\$100K-\$149K	\$150K-\$249K	\$250K-\$499K	>\$500K	
1	4	Commonwealth Financial Network	512	11.0	910,367	15.4						
2	3	Raymond James Financial Services	349	5.6	1,448,956	14.5						
3	52	Strategic Financial Alliance	329	17.4	41,068	15.6						
4	39	Geneos Wealth Management	313	(2.2)	97,065	9.0						
5	30	M Holdings Securities	285	7.0	154,503	4.1						
6	37	Securities Service Network	278	5.3	98,705	5.6						
7	50	Prospera Financial Services	274	10.3	37,026	10.3						
8	28	Triad Advisors	267	1.0	161,816	1.8						
9	14	Kestra Financial	264	6.7	353,875	8.2						
10	42	KMS Financial Services	262	3.1	90,024	10.1						
11	7	Cambridge Investment Research	256	7.9	811,396	14.0						
12	12	Royal Alliance Associates	240	(5.8)	378,641	(1.1)						
13	20	Securian Financial Services	237	13.4	269,000	5.9						
14	43	J.W. Cole Financial	231	12.5	94,101	13.0						
15	25	FSC Securities	229	(0.5)	211,718	(1.9)						
16	40	United Planners Financial Services	224	0.9	96,955	1.6						
17	35	Independent Financial Group	211	5.5	116,007	14.2						
18	33	Centaurus Financial	210	2.3	132,178	2.0						
19	10	Securities America	204	5.3	512,000	19.4						
20	13	Waddell & Reed Financial Advisors	202	26.9	275,750	(2.6)						
21	32	Cadaret Grant	197	8.9	129,694	5.2						
22	23	Woodbury Financial Services	196	0.3	215,874	8.1						
23	27	American Portfolios Financial Services	191	9.5	133,047	12.7						
24	17	SagePoint Financial	191	2.9	266,453	11.7						
25	21	Lincoln Investment Planning	190	(7.4)	210,665	30.4						
26	15	Voya Financial Advisors	188	17.5	338,550	6.3						
27	1	LPL Financial	176	(3.0)	2,669,599	2.7						
28	16	Signator Investors	164	33.7	328,635	24.7						
29	38	H. Beck	160	5.4	94,144	4.2						
30	48	Kovack Securities	147	1.9	58,180	8.8						
31	46	Investacorp	142	(4.0)	67,623	(3.4)						
32	41	Questar Capital	141	8.5	90,480	6.7						
33	6	Northwestern Mutual Investment Services	134	19.0	690,765	21.4						
34	47	PlanMember Securities	131	20.6	59,636	13.3						
35	53	Crown Capital Securities	116	3.1	40,386	6.5						
36	44	ProEquities	112	8.5	78,474	1.2						
37	36	Ameritas Investment	98	2.0	100,920	3.8						
38	22	Principal Securities	96	29.1	152,159	9.7						
39	8	AXA Advisors	93	(23.7)	403,955	(24.5)						
40	49	O.N. Equity Sales	82	7.0	52,782	6.2						
41	29	CUNA Brokerage Services	78	11.7	33,386	18.9						
42	5	MML Investors Services	76	30.4	657,056	201.1						
43	19	HD Vest Financial Services	59	23.0	235,203	9.9						
44	45	Transamerica Financial Advisors	22	72,387	n/a	n/a						
45	2	Ameriprise Financial	n/a	n/a	n/a	n/a						
46	9	Lincoln Financial Network	n/a	n/a	n/a	n/a						
47	11	Cetera Advisor Networks	n/a	n/a	n/a	n/a						
48	18	Cetera Advisors	n/a	n/a	n/a	n/a						
49	24	Cetera Financial Institutions	n/a	n/a	n/a	n/a						
50	26	First Allied Securities	n/a	n/a	n/a	n/a						

	AVERAGE PRODUCTION OF TOP 20%	2017 QUOTA	2016 QUOTA	TOTAL REPS	% CHANGE	PRODUCING REPS	% CHANGE	REPS ADDED	REPS DROPPED	SERIES 6 REPS	SERIES 7 REPS	CFPs
	1,268,515	200,000	20,000	2,172	4.7	1,778	4.0	232	134	130	1,970	795
	1,321,025	300,000	300,000	5,999	15.0	4,147	8.4	288	97	n/a	n/a	1,167
	922,000	n/a	n/a	178	1.7	125	(1.6)	18	21	12	161	54
	1,049,334	150,000	n/a	345	11.3	310	11.5	44	6	2	309	98
	1,100,370	n/a	n/a	830	(3.0)	543	(2.7)	n/a	n/a	n/a	n/a	64
	929,181	75,000	75,000	423	(1.9)	355	0.3	41	40	164	282	111
	997,479	300,000	300,000	135	0.0	135	0.0	7	7	n/a	135	13
	822,412	400,000	350,000	810	0.6	605	0.8	50	45	n/a	n/a	n/a
	966,221	100,000	100,000	1,876	9.6	1,339	1.4	150	123	798	1,175	310
	866,119	n/a	n/a	416	3.7	344	6.8	28	45	50	373	100
	641,831	n/a	n/a	3,956	5.8	3,175	5.7	436	309	541	2,567	778
	n/a	n/a	n/a	2,876	3.4	1,580	5.0	n/a	n/a	n/a	n/a	n/a
	681,400	n/a	n/a	1,134	(6.6)	1,134	(6.6)	148	228	0	957	204
	824,550	150,000	100,000	480	1.1	407	0.5	32	27	97	385	67
	n/a	n/a	n/a	1,710	(1.9)	925	(1.5)	n/a	n/a	n/a	n/a	n/a
	602,120	75,000	75,000	537	0.2	433	0.7	50	40	78	376	104
	705,900	150,000	125,000	625	6.3	550	8.3	132	90	84	479	105
	674,183	50,000	50,000	633	(0.3)	628	(0.3)	68	70	55	578	242
	756,031	150,000	150,000	2,506	13.4	2,506	13.4	n/a	n/a	n/a	2,178	674
	676,860	75,000	75,000	1,467	(23.0)	1,367	(23.2)	131	544	n/a	n/a	261
	627,104	125,000	150,000	830	0.0	660	(3.4)	77	77	160	532	141
	n/a	n/a	n/a	1,936	11.3	1,104	7.8	n/a	n/a	n/a	n/a	n/a
	586,927	100,000	75,000	837	3.2	695	3.0	54	49	193	644	102
	n/a	n/a	n/a	2,344	0.9	1,397	8.5	n/a	n/a	n/a	n/a	n/a
	692,072	40,000	40,000	1,487	32.1	1,107	40.8	457	121	626	831	223
	487,553	n/a	n/a	2,348	(10.2)	1,800	(9.5)	107	297	n/a	n/a	283
	798,483	n/a	n/a	15,210	5.8	15,210	5.8	n/a	n/a	1,593	13,617	n/a
	521,535	n/a	n/a	2,007	(6.7)	2,007	(6.7)	208	353	796	1,160	554
	n/a	50,000	50,000	589	(1.2)	589	(1.2)	45	81	179	472	95
	532,000	50,000	50,000	415	2.5	395	6.8	n/a	n/a	118	324	72
	475,000	100,000	n/a	565	3.5	476	0.6	42	53	n/a	n/a	95
	428,490	25,000	25,000	640	(1.7)	640	(1.7)	83	97	255	385	n/a
	519,994	n/a	n/a	5,138	2.0	5,138	2.0	545	444	n/a	n/a	n/a
	940,677	35,000	35,000	454	(6.0)	454	(6.0)	40	68	n/a	n/a	43
	366,266	50,000	50,000	371	3.9	347	3.3	84	54	63	285	82
	377,134	20,000	20,000	n/a	n/a	700	(6.7)	n/a	n/a	n/a	n/a	n/a
	415,466	10,000	10,000	1,382	1.4	1,030	1.8	298	291	586	444	n/a
	307,282	25,000	12,000	1,767	(14.6)	1,593	(15.0)	159	441	n/a	n/a	n/a
	399,838	n/a	n/a	4,712	(1.1)	4,326	(1.1)	n/a	n/a	n/a	n/a	429
	248,159	20,000	20,000	837	(2.4)	642	(0.8)	84	89	467	370	78
	670,512	n/a	n/a	428	6.5	428	6.5	43	24	62	530	59
	290,715	n/a	n/a	7,714	73.9	8,628	130.9	5,643	2,119	3,392	4,261	n/a
	n/a	n/a	n/a	4,000	(10.7)	4,000	(10.7)	366	844	n/a	n/a	n/a
	n/a	n/a	n/a	3,364	n/a	3,241	1.8	n/a	n/a	n/a	n/a	n/a
	n/a	n/a	n/a	7,686	0.2	7,686	0.2	n/a	n/a	n/a	n/a	n/a
	n/a	n/a	n/a	8,927	0.5	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	n/a	n/a	n/a	3,071	14.0	2,586	3.9	501	403	n/a	n/a	n/a
	n/a	n/a	n/a	1,450	(4.9)	1,287	(5.4)	52	126	n/a	n/a	n/a
	n/a	n/a	n/a	1,769	(2.0)	1,654	(1.8)	542	572	n/a	n/a	n/a
	n/a	n/a	n/a	755	(7.2)	628	(9.2)	21	85	n/a	n/a	n/a