



# Top 10 Lists

## REVENUE GROWTH

RANK	COMPANY	TOTAL REV \$000s	% GROWTH
1	Securian Financial Services	232,262	19.3
2	UVEST	238,999	18.3
3	NEXT Financial Group	132,080	15.5
4	Wachovia Securities Fin. Network	320,133	14.0
5	LPL Financial	2,588,753	13.5
6	National Planning Corp.	254,955	7.4
7	American Portfolio Fin. Services	70,569	4.2
8	Commonwealth Financial Network	518,548	3.8
9	Princor Financial Services	289,294	1.3
10	Northwestern Mutual <sup>1</sup>	453,011	0.9

## PAYOUT GROWTH

RANK	COMPANY	AVERAGE PAYOUT \$000s	% GROWTH
1	Securian Financial Services	162	120.9
2	INVEST Financial Corp.	133	45.0
3	Investors Capital Corp.	131	18.2
4	Geneos Wealth Management	290	15.8
5	NEXT Financial Group	127	14.8
6	Wachovia Securities Financial Network	316	8.2
7	Waddell & Reed	88	8.0
8	UVEST	190	5.6
9	ING Financial Partners	104	3.8
10	Princor Financial Services	111	2.7

## HIGH-END REPS

RANK	COMPANY	AVERAGE PRODUCTION \$ <sup>2</sup>	% REPS <\$150K
1	M Holdings Securities	1,412,000	41.0
2	LPL Financial	1,167,967	40.9
3	First Allied Securities	895,202	51.0
4	Wachovia Securities Fin. Network	882,273	88.0
5	VSR Financial Services	850,405	57.0
6	Commonwealth Financial Network	816,228	70.0
7	Raymond James Financial Services	794,822	60.6
8	Securities America	782,173	45.4
9	Geneos Wealth Management	752,660	58.0
10	UVEST	718,159	49.4

## HIGH-END ACCOUNTS

RANK	COMPANY	TOTAL CLIENT ASSETS \$000s	% ACCTS >\$100K
1	Financial Ntwk. Investment Corp.	33,950,000	64
2	Multi-Financial Securities Corp.	12,390,000	61
3	Geneos Wealth Management	6,200,000	60
4	ING Financial Partners	16,575,000	52
5	Securities America	17,906,312	25
6	Securities Service Network	2,452,617	25
7	Commonwealth Financial Network	40,000,000	24
8	National Planning Corp.	5,712,895	23
9	Cadaret, Grant & Co.	3,797,870	23
10	Raymond James Financial Services	96,255,693	21

## FEE-BASED MIX

RANK	COMPANY	FEE REVENUE \$000s	% OF BUSINESS
1	Commonwealth Financial Network	249,113	58.0
2	Cambridge Investment Research	133,848	56.6
3	Wachovia Securities Financial Network	119,595	49.2
4	Geneos Wealth Management	29,827	45.6
5	Raymond James Financial Services	340,905	38.3
6	Royal Alliance Associates	153,133	38.0
7	LPL Financial	741,226	37.3
8	Genworth Financial Securities Corp.	39,642	37.2
9	FSC Securities Corp.	104,531	35.7
10	Securities America	155,635	35.4

## ANNUITY REVENUES

RANK	COMPANY	ANNUITY REVENUE \$000s	% OF COMM. REV.
1	LPL Financial	617,423	49.4
2	AXA Advisors	310,100	61.4
3	Raymond James Financial Services	141,882	25.9
4	Woodbury Financial Services	127,413	55.3
5	SagePoint Financial <sup>3</sup>	117,764	47.6
6	Royal Alliance Associates	107,414	42.9
7	National Planning Corp.	106,104	56.6
8	UVEST	93,541	52.7
9	ING Financial Partners	91,444	46.9
10	Securities America	82,889	29.2

Note: Top 10 Lists are compiled from firms ranked in the FPSO

<sup>1</sup> Assets represent programs of Northwestern Mutual Wealth Management Co. and Investment Services

<sup>2</sup> Statistics include average production from each firm's top 20% of reps

<sup>3</sup> Formerly AIG Financial Advisors