



RANK 2007	RANK 2006 <sup>1</sup>	COMPANY	TOTAL PAYOUT		AVERAGE PAYOUT		% OF REPS PRODUCING			
			\$000s	% CHANGE	\$000s	% CHANGE	<\$50K	\$50- \$99K	\$100K- \$249K	>\$250K
1	1	LPL Financial	1,582,900	31.2	196	13.9				
2	2	Raymond James Financial Services	750,437	11.6	245	18.7				
3	3	AXA Advisors	556,279	8.0	121	12.0				
4	4	Securities America	405,676	16.1	252	26.9				
5	5	Royal Alliance Associates	398,795	20.8	196	12.5				
6	7	Commonwealth Financial Network	378,348	25.8	318	17.5				
7	9	AIG Financial Advisors/American General Securities	374,211	58.2	134	1.6				
8	6	Northwestern Mutual	342,823	7.1	60	7.5 <sup>2</sup>				
9	8	NFP Securities	342,090	15.2	249	(0.1)				
10	10	FSC Securities Corp./Advantage Capital Corp.	292,024	31.6	202	16.0				
11	20	Princor Financial Services	258,419	3.5	108	8.9				
12	15	ING Financial Partners	225,684	21.5	100	18.0				
13	13	Woodbury Financial Services	215,107	17.9	127	24.9				
14	17	Cambridge Investment Research	207,431	23.8	187	9.7				
15	19	National Planning Corp.	202,208	26.3	162	21.6				
16	14	Mutual Service Corp.	193,389	9.3	197	55.5				
17	18	NYLife Securities	180,392	22.1	30	23.2				
18	11	Waddell & Reed	174,968	14.7	81	12.5				
19	21	First Allied Securities	171,980	72.2	272	36.8				
20	39	Wachovia Securities Financial Network	171,395	21.1	292	1.3				
21	12	H.D. Vest Financial Services	170,338	19.9	32	(16.4)				
22	22	Multi-Financial Securities Corp.	152,530	20.7	163	14.2				
23	28	M Holdings Securities	144,312	29.0	357	29.0				
24	—	UVEST	143,750		180					
25	25	INVEST Financial Corp.	136,660	31.2	92	12.0				
26	23	InterSecurities	132,486	8.6	95	15.5				
27	—	IFMG	117,900		262					
28	24	GunnAllen Financial	109,000	10.1	154	13.2				
29	26	SII Investments	108,953	7.1	199	0.6				
30	29	Cadaret, Grant & Co.	104,906	17.6	133	14.0				
31	35	Next Financial Group	97,773	44.2	111	22.6				
32	31	Ameritas Investment Corp.	97,061	33.4	65	36.4				
33	27	Park Avenue Securities	95,179	11.6	40	9.6				
34	32	Securian Financial Services	89,531	22.9	73	6.5				
35	33	ProEquities	88,978	23.2	99	16.4				
36	30	Genworth Financial Securities Corp.	84,600	17.5	39	19.9				
37	34	VSR Financial Services	77,521	16.1	298	16.5				
38	36	Investors Capital Corp.	73,817	18.6 <sup>2</sup>	111	20.7 <sup>2</sup>				
39	44	Centaurus Financial	72,995	24.9	125	17.4				
40	42	Securities Service Network	68,700	21.8	178	23.1				
41	43	Capital Analysts	67,590	18.7	194	43.6				
42	46	CFG/H. Beck	64,304	31.8	109	18.2				
43	—	Waterstone Financial Group	64,087		119					
44	48	QA3 Financial Corp.	63,654	37.2	136	31.0				
45	53	Geneos Wealth Management	62,503	51.0	250	38.9				
46	51	American Portfolio Financial Services	61,257	43.9	143	11.4				
47	45	Investacorp	53,000	4.9	112	(2.8)				
48	40	Lincoln Investment Planning	38,304	(14.3)	101	(11.1)				
49	16	Signator Investors								
50	37	Sigma Financial Corp.								

<sup>1</sup> May differ from last year's survey due to revisions and new entries <sup>2</sup> % change reflects revised 2006 figures  
<sup>3</sup> Includes advisors released from a recently closed subsidiary — Does not apply ( ) indicates negative number

# REPS&PRODUCTION

AVERAGE PRODUCTION OF TOP 20%	QUOTA 2007	QUOTA 2006	TOTAL REPS	% CHANGE	PRODUCING REPS	% CHANGE	REPS ADDED	REPS DROPPED	SERIES 6 REPS	SERIES 7 REPS	CFP's
1,059,881	125,000	125,000	8,069	15.2	8,069	15.2	1,104	451	848	7,221	–
814,577	250,000	250,000	4,304	(1.2)	3,060	(3.0)	314	394	84	4,220	745
350,000			6,030	(0.0)	4,600	(3.5) <sup>2</sup>	822	824	1,245	4,918	484
798,747	150,000	150,000	1,613	(8.5)	1,613	(8.5)			315	1,512	434
535,505	–	–	2,540	1.7	2,030	7.5	361	318			
769,661	200,000	200,000	1,443	5.7	1,189	7.1	161	83	147	1,296	468
457,056	250,000	250,000	3,070	55.0	2,799	55.7	439	801			
215,965	–	–	7,252	3.1 <sup>2</sup>	5,748	1.9			3,479	1,996	542
592,337	50,000	50,000	1,678	13.4	1,373	15.3	378	180	654	1,055	
688,327	150,000	150,000	1,913	16.2	1,444	13.4	232	301			
101,000	12,000	7,500	2,688	7.1	2,387	(4.9)	530	574			
303,539	20,000	20,000	2,761	2.9	2,255	3.0	589	511	1,290	1,471	
387,000	35,000	30,000	1,800	(5.3)	1,700	(5.6)	–	–	1,348	886	–
571,754	125,000	125,000	1,381	13.8	1,108	12.8	277	162	189	919	377
479,421	250,000	250,000	1,327	(2.3)	1,252	3.9	414	301	508	819	
547,079	100,000	25,000	984	(35.4)	984	(29.7)	104	349 <sup>3</sup>	289	812	–
542,080	24,000	18,000	6,287	2.3	5,932	(0.9)	1,283	2,066	5,214	1,072	137
318,159	35,000	30,000	2,576	2.1	2,152	1.7	725	698	1,436	1,594	248
849,969	150,000	150,000	934	36.7	633	25.8	186	56	191	442	81
885,597	250,000	250,000	587	19.6	587	19.6	141	45		587	
169,781	–	–	5,368	4.4	5,368	43.5 <sup>2</sup>	670	443	3,734	2,314	745
566,000	–	–	1,154	4.2	933	5.7	292	246	269	889	66
1,555,000	–	–	605	10.6	404	0.0	113	114	276	310	35
703,857	–	–	799		799		292	205	665	799	
376,668	150,000	150,000	1,490	17.1	1,490	17.1	928	653	538	788	44
337,000	25,000	25,000	4,048	(23.3)	1,389	(6.0)	409				
240,741	–	–	450		450		287	388	801	513	
536,849	150,000	150,000	817	(4.4)	710	(2.7)	118	198	53	774	21
621,915	150,000	75,000	630	(5.5)	548	6.4	87	120	111	395	
		25,000	913	3.2	789	3.1	111	83	311	602	137
414,000	50,000	50,000	947	16.5	882	17.6	241	109	202	680	48
236,103	10,000	10,000	1,944	4.8	1,499	(2.2)	468	379	758	741	0
160,491	–	–	2,646	(1.5)	2,383	1.8			1,389	1,391	
308,049			1,706	25.5	1,221	15.4	395	403	490	1,216	131
354,000	20,000	20,000	1,183	2.8	900	5.9	115	83	525	662	0
936,271	150,000	150,000	2,407	0.2	2,179	(2.0)	181	–	1,230	994	260
339,866	50,000	50,000	355	4.4	260	(0.4)	26	27	9	251	60
447,000	50,000	50,000	738	4.5 <sup>2</sup>	664	1.6 <sup>2</sup>	139	137	261	553	92
448,584	40,000	40,000	626	7.0	585	6.4	133	92	234	392	165
			451	1.3	386	(1.0)	90	79	79	390	78
506,830	25,000	25,000	458	(16.6)	348	(17.3)	57	93	165	270	
342,730	25,000	25,000	713	17.9	591	11.5	165	67	222	491	92
375,764	125,000		539		539		23	63	164	375	–
899,460	125,000	125,000	492	4.7	467	4.7	107	85	157	328	52
939,500	150,000	100,000	265	9.1	250	8.7	52	32	35	235	76
435,992	50,000	50,000	487	23.6	429	29.2	139	46	146	341	35
	50,000	50,000	535	7.0	475	8.0	106	45	110	425	75
524,801	20,000	20,000	518	(6.8)	378	(3.6)	58	72	314	190	66
195,000	100,000/3,000	90,000/3,000	1,754	10.4					1,454	852	169
464,500	50,000	50,000	657	4.5	571	1.2	104	76	191	380	40