



EXPLANATORY NOTES

The results of our *24th Annual Independent Broker-Dealer Survey* are based on data provided by 91 participating B-D firms. Not all firms we contacted responded to our request for information. Also, firms that we determined were not independents were excluded. In these instances, the deciding factors usually were whether reps could act independently in their practices, effectively “owned” their client book or had independent contractor status. The definition of an independent B-D is blurring, and we try to keep up with changing business models.

Financial Planning relied on the firms themselves to vouch for the accuracy of their data. We attempted to verify data points that seemed out of range, and footnoted anything that warranted further explanation. Results from the previous year were provided to firms that had participated in last year’s survey; changes are footnoted. Any errors that result from calculations we made (for percentage changes and other ratios) are ours.

Total revenues drive the FP50 charts. The Up-and-Comers page highlights the 41 firms whose revenue didn’t qualify them for the FP50. Firms with less than \$5 million in total revenues, or those that would not provide major data points, were not included.

Total Revenues

Total revenues equal all commission, fee and other revenues. Other firm revenue is from non-rep sources (ancillary businesses, interest, etc.).

Reps and Production

Producing reps are those who were active independent contractors as of Dec. 31 of each year and do not include registered office staff and other assistants. Total payout to reps includes any bonuses and other compensation. Average payouts were calculated based on total payout divided by the number of year-end producing reps. The average payout, therefore, may be lower than the actual average production, since it includes reps who joined the firm within the last year.

Products: Commission and Fee-Based Products

All commission figures are net revenues to the B-D firm (not gross sales). Alternative products include hedge funds, commodities, managed futures and real estate investment trusts (REITs). The REIT figures are included in the total alternative revenue amount. Fee-based revenues are broken out, where possible, by those received from accounts managed by the reps, by the B-D firm itself or by third-party vendors.

Corporate Staff

The full-time staff count is for the home office of the B-D only and does not include shared staff members employed by a parent company. Licensed professionals are staff members who hold securities licenses. Recruiters and compliance professionals are full-time, nonclerical B-D employees.

Services and Fees

Entries for Errors and Omissions insurance are average costs for individual reps in most cases; specific fees may vary. Similarly, the yes and no questions on service offerings, as well as ticket charges, are simply starting points for information; details will vary.

Clients and Accounts

Active accounts and assets reflect those held at the broker-dealer or its custody/clearing firm. Active accounts are those that generate statements and hold assets. Figures don’t reflect assets “held away” at mutual fund or variable annuity companies. Qualified plan accounts are IRA, Roth and other retirement plans held in custody for clients.

Networks

This chart shows the consolidated results for the five major parent companies that own multiple broker-dealer units. Only individual B-Ds who participated in the survey are listed. As always, we welcome comments on this year’s survey. Please send them to Deputy Editor Stacy Schultz at Stacy.Schultz@source-media.com or call (212) 803-8694.

AMERICAN PORTFOLIO FIN. SERVICES

4250 Veterans Memorial Hwy Ste. 420E
Holbrook, N.Y. 11741
Phone 631-439-4600
Web Address www.americanportfolios.com
Year Founded 2001
CEO/President Lon T. Dolber
Recruiting Executive Timothy O’Grady
Clearing Firm Bear Stearns; Pershing
Parent Co. American Portfolios Holdings

AMERITAS INVESTMENT CORP.

5900 O. St. P.O. Box 5507
Lincoln, Neb. 68510
Phone 800-335-9858
Web Address aicinvest.com
Year Founded 1983
CEO/President Salene Hitchcock-Gear
Recruiting Executive Wendell Hutsell
Clearing Firm National Financial; Pershing;
RBC Dain

Parent Co. Ameritas Life Insurance Co.

ASSOCIATED SECURITIES CORP.

222 N. Sepulveda Blvd., 18th Floor, Ste. 1800
El Segundo, Calif. 90245
Phone 310-568-3600
Web Address www.joinasc.com
Year Founded 1983
CEO/President John Andrew Kalbaugh
Recruiting Executive Rachael Thompson
Clearing Firm LPL Financial; Pershing
Parent Co. LPL Holdings

AXA ADVISORS

1290 Ave. of the Americas
New York, N.Y. 10104
Phone 212-554-1234
Web Address www.axaonline.com
Year Founded 1999
CEO/President Christine Nigro
Recruiting Executive William Degnan

Clearing Firm LPL Financial
Parent Co. Indirect financial subsidiary of AXA Financial

BERTHEL FISHER & CO. FINANCIAL SERVICES

701 Tama St., Bldg B, P.O. Box 609
Marion, Iowa 52302
Phone 319-447-5700
Web Address www.berthel.com
Year Founded 1985
CEO/President Thomas J. Berthel
Recruiting Executive Julie Driscoll
Clearing Firm First Clearing; National Financial; Pershing
Parent Co. Berthel Fisher & Co.

BROKER DEALER FINANCIAL SERVICES CORP.

8800 NW 62nd Ave., P.O. Box 6240
Johnston, Iowa 50131
Phone 800-352-5634
Web Address www.bdfs.com

Year Founded 1979
CEO/President Michael T. Sherzan
Recruiting Executive Cheryl Johnson
Clearing Firm First Clearing

CADARET, GRANT & CO.

One Lincoln Center
Syracuse, N.Y. 13202
Phone 315-471-2191
Web Address www.cadaretgrant.com
Year Founded 1985
CEO/President Arthur F. Grant
Recruiting Executive Peter Grifo
Clearing Firm Pershing

CAMBRIDGE INVESTMENT RESEARCH

1776 Pleasant Plain Rd.
Fairfield, Iowa 52556
Phone 800-777-6080
Web Address www.joincambridge.com
Year Founded 1981
CEO/President Eric Schwartz
Recruiting Executive Kyle Selberg
Clearing Firm National Financial; Pershing

CAPITAL ANALYSTS

303 Broadway, Ste. 1500
Cincinnati, Ohio 45202
Phone 513-361-8700
Web Address www.capitalanalysts.com
Year Founded 1968
CEO/President Matthew E. Lynch
Recruiting Executive Matt Lynch
Clearing Firm National Financial
Parent Co. Western Southern Financial Group

CENTAURUS FINANCIAL

2300 E. Katella Ave., Ste. 200
Anaheim, Calif. 92806
Phone 714-456-1790
Web Address www.centaurusfinancial.com
Year Founded 1992
CEO/President James R. King
Recruiting Executive Robert Keilly
Clearing Firm Pershing
Parent Co. Federation of Financial Services

CFG/H. BECK

11140 Rockville Pike, 4th Floor
Rockville, Md. 20852
Phone 800-333-6884
Web Address www.cfginc.com
Year Founded 1981
CEO/President Eric G. Meyers
Recruiting Executive Steven Porter
Clearing Firm Pershing
Parent Co. Securian Financial Group

COMMONWEALTH FINANCIAL NETWORK

29 Sawyer Rd.
Waltham, Mass. 02453
Phone 866-462-3638

Web Address www.commonwealth.com
Year Founded 1979
CEO/President Wayne Bloom
Recruiting Executive Andrew Daniels
Clearing Firm National Financial

COORDINATED CAPITAL SECURITIES

704 River Place
Madison, Wis. 53716
Phone 608-221-4545
Web Address www.ccsmadison.com
Year Founded 1983
CEO/President Mari Buechner
Recruiting Executive Mari Buechner
Clearing Firm First Clearing

CROWN CAPITAL SECURITIES

725 Town & Country Rd., Ste. 530
Orange, Calif. 92868
Phone 800-803-8886
Web Address www.crowncapitalsecurities.com
Year Founded 1999
CEO/President Darol K. Paulsen
Recruiting Executive Darol Paulsen
Clearing Firm Pershing

EAGLE ONE INVESTMENTS

P.O. Box 886
Washington, Iowa 52353
Phone 319-653-9001
Web Address joineagleone.com
Year Founded 1998
CEO/President Dave Paulson
Recruiting Executive Brent Krumboltz
Clearing Firm Mesirow Financial

ENSEMBLE FINANCIAL SERVICES

179 Sully's Trail, Ste. 302
Pittsford, N.Y. 14534
Phone 585-419-1010
Web Address www.ensemblefs.com
Year Founded 1987
CEO/President Thomas Rogers
Recruiting Executive Stephen Wershing
Clearing Firm National Financial
Parent Co. Tompkins Financial Corp.

EQUITAS AMERICA

38505 Country Club Dr., Ste. 110
Farmington Hills, Mich. 48331
Phone 800-719-9160
Web Address www.equitasusa.com
Year Founded 1996
CEO/President Dennis Brown
Recruiting Executive Dennis Brown
Clearing Firm Pershing
Parent Co. Equitas America Holding Co.

EQUITY SERVICES

National Life Dr.
Montpelier, Vt. 05604
Phone 800-344-7437

Web Address www.equity-services.com
Year Founded 1968
CEO/President Lance Reihl
Recruiting Executive James Clements
Clearing Firm National Financial
Parent Co. National Life Group

FINANCIAL NTWK. INVESTMENT CORP.

200 North Sepulveda Blvd., Ste. 1300
El Segundo, Calif. 90245
Phone 800-879-8100
Web Address www.financialnetwork.com
Year Founded 1983
CEO/President Jack Handy
Recruiting Executive Cheryl Chiara
Clearing Firm Pershing
Parent Co. ING

FIRST ALLIED SECURITIES

Advanced Equities Plaza
655 West Broadway 12th Floor
San Diego, Calif. 92101
Phone 619-702-9600
Web Address www.firstallied.com;
www.joinfasi.com
Year Founded 1994
CEO/President Adam Antoniadis
Recruiting Executive Matthew Bassuk
Clearing Firm Pershing
Parent Co. Advanced Equities Financial Corp.

FIRST MIDWEST SECURITIES

207 W. Jefferson St. Ste. 102
Bloomington, Ill. 61701
Phone 309-820-7444
Web Address www.firstmidwestsecurities.com
Year Founded 1989
CEO/President Terry Buffalo
Recruiting Executive Terry Buffalo
Clearing Firm Legent Clearing; Pershing
Parent Co. The Investment Company

FOUNDERS FINANCIAL SECURITIES

1020 Cromwell Bridge Rd.
Towson, Md. 21286
Phone 410-308-9988
Web Address www.foundersfinancial.com
Year Founded 2006
CEO/President Bradley M. Shepherd
Clearing Firm Pershing
Parent Co. Founders Financial

FSC SECURITIES CORP.

2300 Windy Ridge Pkwy, Ste 1100
Atlanta, Ga. 30339
Phone 800-547-2382
Web Address www.joinfsc.com
Year Founded 1958
CEO/President Mark Schlafly
Recruiting Executive Gary Bender; Josh Hayes
Clearing Firm Pershing
Parent Co. AIG

GBS FINANCIAL CORP.

558 B St., No. 200
Santa Rosa, Calif. 95401
Phone 707-568-2400
Web Address www.gbsfinancial.com
Year Founded 1985
CEO/President Donald P. Gloisten
Recruiting Executive Gerard Gloisten
Clearing Firm Webbush Morgan

GENEOS WEALTH MANAGEMENT

9055 E Mineral Circle, Ste. 200
Centennial, Colo. 80112
Phone 303-785-8470
Web Address www.geneoswealth.com
Year Founded 2002
CEO/President Russell Diachok
Recruiting Executive Ryan Diachok
Clearing Firm National Financial; Pershing
Parent Co. GWM Holdings

GENWORTH FINANCIAL SECURITIES CORP.

200 N. Martingale Rd.
Schaumburg, Ill. 60173
Phone 888-528-2987
Web Address www.genworthfinancialsecurities.com
Year Founded 1981
CEO/President Enrique Vasquez
Recruiting Executive Michael Gandet
Clearing Firm Pershing
Parent Co. Genworth Financial

GREAT AMERICAN ADVISORS

525 Vine St. 7th Floor
Cincinnati, Ohio 45202
Phone 513-333-6030
Web Address www.gaadvisors.com
Year Founded 1994
CEO/President Jim Henderson
Recruiting Executive Steve French
Clearing Firm Pershing
Parent Co. Great American
Financial Resources

H.D. VEST FINANCIAL SERVICES

6333 N. State Hwy 161, 4th Floor
Irving, Texas 75038
Phone 972-870-6000
Web Address www.hdvest.com
Year Founded 1983
CEO/President Roger Ochs
Recruiting Executive Sean Kelleher
Clearing Firm Wells Fargo
Parent Co. Wells Fargo & Co.

HARBOUR INVESTMENTS

575 D'Onofrio Dr., Ste. 300
Madison, Wis. 53719
Phone 608-662-6100
Web Address www.harbourinv.com
Year Founded 1987

CEO/President Nick W. Sondel
Recruiting Executive Douglas Holmes
Clearing Firm Pershing; Morgan Webbush

INDEPENDENT FINANCIAL GROUP

12636 High Bluff Dr., Ste. 100
San Diego, Calif. 92130
Phone 800-269-1903
Web Address www.ifgsd.com
Year Founded 2003
CEO/President Joe H. Miller
Recruiting Executive David Fischer
Clearing Firm Pershing

ING FINANCIAL PARTNERS

909 Locust St.
Des Moines, Iowa 50309
Phone 800-356-2906
Web Address www.ingfinancialpartners.com
Year Founded 1968
CEO/President Karl Lindberg
Recruiting Executive Bonnie Reed
Clearing Firm Pershing
Parent Co. ING

INVEST FINANCIAL CORP.

8745 Henderson Rd., Ste. 300
Tampa, Fla. 33634
Phone 813-289-0722
Web Address www.investfinancial.com
Year Founded 1982
CEO/President Lynn R. Niedermeier
Clearing Firm National Financial; Pershing
Parent Co. National Planning Holdings

INVESTACORP

15450 New Barn Rd.
Miami Lakes, Fla. 33014
Phone 305-557-3000
Web Address www.investacorp.com
Year Founded 1978
CEO/President Peter Pecci
Recruiting Executive David Baker
Clearing Firm Bear Stearns; National
Financial; Ridge Clearing
Parent Co. Ladenburg Thalmann

INVESTMENT CENTERS OF AMERICA

212 North 4th St.
Bismarck, N.D. 58501
Phone 800-544-7113
Web Address www.joinica.com
Year Founded 1985
CEO/President Greg Gunderson
Recruiting Executive Scott Ressler
Clearing Firm Pershing
Parent Co. National Planning Holdings

INVESTORS CAPITAL CORP.

230 Broadway
Lynnfield, Mass. 01940
Phone 800-949-1422

Web Address www.investorscapital.com
Year Founded 1992
CEO/President Timothy B. Murphy
Recruiting Executive Timothy Murphy
Clearing Firm Pershing
Parent Co. Investors Capital Holdings

J.P. TURNER & CO.

One Buckhead Plaza
3060 Peachtree Rd. N.W., 11th Floor
Atlanta, Ga. 30305
Phone 404-479-8300
Web Address www.jpturner.com
Year Founded 1997
CEO/President Tim McAfee
Recruiting Executive Al Pierantozzi
Clearing Firm National Financial

KMS FINANCIAL SERVICES

2001 Sixth Ave., Ste. 2801
Seattle, Wash. 98121
Phone 206-441-2885 x 202
Web Address www.kms.com
Year Founded 1971
CEO/President Mark Hamby
Clearing Firm Charles Schwab; Pershing

KOVACK SECURITIES

6451 N. Federal Hwy, Ste. 1201
Ft. Lauderdale, Fla. 33308
Phone 866-JOIN-KSI
Web Address www.joinksi.com
Year Founded 1997
CEO/President Ronald J. Kovack
Recruiting Executive Carlo Bidone
Clearing Firm National Financial; Pershing

LASALLE ST. SECURITIES

940 N. Industrial Drive
Elmhurst, Ill. 60126
Phone 630-600-0500
Web Address www.lasallest.com
Year Founded 1974
CEO/President Jack McDermott
Recruiting Executive George Matyas
Clearing Firm National Financial

LINCOLN INVESTMENT PLANNING

218 Glenside Ave.
Wyncote, Pa. 19095
Phone 215-881-4550
Web Address www.lincolninvestment.com
Year Founded 1968
CEO/President Ed Forst
Recruiting Executive Ed Forst;
Michele Jackson
Clearing Firm Pershing

LPL FINANCIAL

9785 Towne Centre Dr.
San Diego, Calif. 92121
Phone 858-450-9606

Web Address www.joinpl.com
Year Founded 1968
CEO/President Mark Casady
Recruiting Executive William Morrissey;
Craig Kamis
Clearing Firm LPL Financial
Parent Co. LPL Holdings

M HOLDINGS SECURITIES

1125 NW Couch St., Ste. 900
Portland, Ore. 97209
Phone 888-520-6784
Web Address www.mfin.com
Year Founded 1997
CEO/President Ken Ehinger
Recruiting Executive Connie Morrison
Clearing Firm Pershing
Parent Co. M Financial Group

MASS MUTUAL INVESTOR SERVICES

1295 State St.
Springfield, Mass. 01111
Phone 800-542-6767
Web Address mmlisi.com
Year Founded 1981
CEO/President John A. Vaccaro
Recruiting Executive John Vaccaro
Clearing Firm National Financial
Parent Co. Massachusetts Mutual Life Insurance Co.

MEDALLION INVESTMENT SERVICES

811 Ritchie Hwy, Ste. 25
Severna Park, Md. 21146
Phone 800-268-1542
Web Address www.medalliongroup.net
Year Founded 1996
CEO/President John J. Cvach
Recruiting Executive John Bivens
Clearing Firm National Financial; Pershing
Parent Co. TMG Holding Co.

METLIFE SECURITIES

485 E. U.S. Hwy 1 S.
Iselin, N.J. 08830
Phone 888-883-4684
Web Address www.metlife.com
Year Founded 1983
CEO/President John J. Brett
Recruiting Executive Alyssa Garrick
Clearing Firm Pershing
Parent Co. MetLife Broker-Dealer Group

MULTI-FINANCIAL SECURITIES CORP.

1290 Broadway
Denver, Col. 80203
Phone 800-929-3485
Web Address www.multifinancial.com
Year Founded 1981
CEO/President Patrick H. McEvoy
Recruiting Executive Patrick McEvoy
Clearing Firm Pershing

Parent Co. ING

MUTUAL SERVICE CORP.

250 Australian Ave S.
West Palm Beach, Fla. 33401
Phone 561-835-4100
Web Address www.mutualservice.com
Year Founded 1969
CEO/President John Andrew Kalbaugh
Recruiting Executive Vincent Cloud;
George Fekete
Clearing Firm Pershing
Parent Co. LPL Holdings

NATIONAL PLANNING CORP.

401 Wilshire Blvd., Ste. 1100
Santa Monica, Calif. 90401
Phone 800-881-7174
Web Address www.natplan.com
Year Founded 1998
CEO/President Scott Romine
Recruiting Executive Scott Romine
Clearing Firm Pershing
Parent Co. Jackson National Life;
National Planning Holdings

NATIONAL SECURITIES CORP.

120 Broadway, 27th Floor
New York, N.Y. 10271
Phone 212-417-8000
Web Address www.nationalsecurities.com
Year Founded 1947
CEO/President Mark H. Goldwasser
Recruiting Executive Jerry Taylor
Clearing Firm Legent Clearing;
National Financial; Pershing
Parent Co. National Holdings Corp.

NEW ENGLAND SECURITIES

501 Boylston St.
Boston, Mass. 02111
Phone 888-883-4684
Web Address www.nef.com
Year Founded 1968
CEO/President John J. Brett
Recruiting Executive Alyssa Garrick
Clearing Firm Pershing
Parent Co. MetLife Broker-Dealer Group

NEXT FINANCIAL GROUP

2500 Wilcrest Dr., Ste. 620
Houston, Texas 77041
Phone 877-876 6398
Web Address www.nextfinancial.com
Year Founded 1998
CEO/President Barry Knight
Recruiting Executive Jay Vinson
Clearing Firm Pershing
Parent Co. NEXT Financial Holdings

NFP SECURITIES

1250 S. Capital of Texas Hwy, Bldg. 2 Ste. 125

Austin, Texas 78746
Phone 512-697-6000
Web Address www.nfp.com
Year Founded 1996
CEO/President James Poer
Recruiting Executive Kenneth Jones
Clearing Firm National Financial
Parent Co. National Financial Partners Corp.

NORTHWESTERN MUTUAL¹

720 East Wisconsin Ave.
Milwaukee, Wis. 53202
Phone 800-323-7033
Web Address www.nmfn.com
Year Founded 1968
CEO/President Gary A. Poliner
Recruiting Executive Cynthia Criss
Clearing Firm Pershing
Parent Co. Northwestern Mutual

NYLIFE SECURITIES

51 Madison Ave., Room 151
New York, N.Y. 10010
Phone 212-576 -4477
Web Address www.nylifesecurities.com
Year Founded 1969
CEO/President Gerard Rocchi
Clearing Firm National Financial
Parent Co. New York Life Insurance Company

O.N. EQUITY SALES CO.

One Financial Way
Cincinnati, Ohio 45242
Phone 513-794-6794
Web Address www.onescol.com
Year Founded 1968
CEO/President Barbara A. Turner
Recruiting Executive Terry Garrard
Clearing Firm Pershing
Parent Co. Ohio National Life Insurance Co.

PACIFIC WEST FINANCIAL GROUP

555 South Renton Village Pl., Ste. 700
Renton, Wash. 98057
Phone 425-271-3550
Web Address www.pwfinancial.com
Year Founded 1972
CEO/President Tony Pizelo
Recruiting Executive Chris Sullivan
Clearing Firm National Financial; Pershing

PARK AVE. SECURITIES

7 Hanover Sq
New York, N.Y. 10004
Phone 888-600-4666
Web Address www.guardianlife.com
Year Founded 1999
CEO/President Mark Silberman
Recruiting Executive Mark Silberman
Clearing Firm National Financial
Parent Co. Guardian

PLANMEMBER SECURITIES

6187 Carpinteria Ave.
Carpinteria, Calif. 93013
Phone 800-874-6910
Web Address www.JoinPlanMember.com
Year Founded 1982
CEO/President Jon Ziehl
Recruiting Executive Kevin Twohy
Clearing Firm Pershing

PRIME CAPITAL SERVICES

11 Raymond Ave.
Poughkeepsie, N.Y. 12603
Phone 845-485-3338
Web Address www.primefs.com;
www.gtax.com
Year Founded 1982
CEO/President Michael P. Ryan
Recruiting Executive Carole Enisman
Clearing Firm National Financial
Parent Co. Gilman Ciocia

PRIMEVEST FINANCIAL SERVICES, INC.

400 First St. South, Ste. 300
St. Cloud, Minn. 56301
Phone 800-245-0467
Web Address www.primevest.com
Year Founded 1984
CEO/President Catherine Bonneau
Recruiting Executive Sean Casey
Clearing Firm
Parent Co. ING

PRINCOR FINANCIAL SERVICES

711 High St.
Des Moines, Iowa 50392
Phone 888-774-6267
Web Address www.princor.com
Year Founded 1968
CEO/President Mike Beer
Recruiting Executive Julie LeClere
Clearing Firm Pershing
Parent Co. Principal Life

PROEQUITIES

2801 Hwy, 280 South
Birmingham, Ala. 35223
Phone 800-288-6035
Web Address www.proequities.com
Year Founded 1984
CEO/President Mike Mungenast
Recruiting Executive Taylor Lovell
Clearing Firm Pershing
Parent Co. Protective Life

QUESTAR CAPITAL CORP.

5701 Golden Hills Dr.
Minneapolis, Minn. 55416
Phone 888-446-5872
Web Address www.questarcapital.com
CEO/President Kevin S. Bachman
Recruiting Executive Keith Johnson
Clearing Firm Pershing

Parent Co. Allianz Life Insurance Company
of North America

RAYMOND JAMES FINANCIAL SERVICES

880 Carillon Pkwy.
St. Petersburg, Fla. 33716
Phone 800-998-7537
Web Address www.advisorchoice.com
Year Founded 1974
CEO/President Richard G. Averitt, III
Recruiting Executive Bill Van Law
Clearing Firm Raymond James
Parent Co. Raymond James Financial

ROYAL ALLIANCE ASSOCIATES

One World Financial Center, 15th Floor
New York, N.Y. 10281
Phone 800-821-5100
Web Address www.royalalliance.com
Year Founded 1989
CEO/President Arthur Tambaro
Recruiting Executive Gary Bender
Clearing Firm Pershing
Parent Co. American International Group

SAGEPOINT FINANCIAL²

2800 N. Central Ave., Ste. 2100
Phoenix, Ariz. 85004
Phone 866-462-4432
Web Address www.sagepointfinancial.com
Year Founded 1970
CEO/President Jeff Auld
Recruiting Executive Gary Bender;
Clearing Firm Pershing
Parent Co. American International Group

SAMMONS SECURITIES CO.

4261 Park Rd.
Ann Arbor, Mich. 48103
Phone 866-520-6869
Web Address www.sammonssecurities.com
Year Founded 2001
CEO/President Steven C. Palmitier
Recruiting Executive Jim White
Clearing Firm First Clearing
Parent Co. Sammons Financial Group

SECURIAN FINANCIAL SERVICES

400 Rober St. North
St. Paul, Minn. 55101
Phone 888-237-1838
Web Address www.securianfinancial.com
Year Founded 1984
CEO/President George Connolly
Recruiting Executive Jason Welmann
Clearing Firm Pershing
Parent Co. Securian Financial Group

SECURITIES AMERICA

12325 Port Grace Blvd.
La Vista, N.E. 68128
Phone 402-399-9111

Web Address www.securitiesamerica.com
Year Founded 1984
CEO/President Steven McWhorter
Recruiting Executive Gregg Johnson
Clearing Firm National Financial; Pershing
Parent Co. Ameriprise Financial

SECURITIES SERVICE NETWORK

10207 Technology Drive, Ste. 1
Knoxville, Tenn. 37932
Phone 865-777-4677
Web Address www.SSNetwork.com
Year Founded 1983
CEO/President Wade Wilkinson
Recruiting Executive Michael Neubeck
Clearing Firm National Financial; Pershing

SIGMA FINANCIAL CORP.

4261 Park Rd.
Ann Arbor, Mich. 48103
Phone 888-744-6264
Web Address www.sigmafinancial.com
Year Founded 1983
CEO/President Jerome S. Rydell
Recruiting Executive Jennifer Bacarella
Clearing Firm First Clearing

SIGNATOR INVESTORS

197 Clarendon St. C-8
Boston, Mass. 02117
Phone 617-572-6524
Web Address www.jhnetwork.com
Year Founded 1968
CEO/President Chris Maryanopolis
Recruiting Executive Julie (Jake) Clark
Clearing Firm National Financial
Parent Co. John Hancock/Manulife

SII INVESTMENTS

5555 Grande Market Dr.
Appleton, Wis. 54913
Phone 800 426-5975
Web Address www.siionline.com
Year Founded 1968
CEO/President Todd Kinart
Recruiting Executive Steve Van Domelen
Clearing Firm Pershing
Parent Co. National Planning Holdings

STERNE AGEE FINANCIAL SERVICES

800 Shades Creek Parkway Ste. 575
Birmingham, Ala. 35209
Phone 800-292-2411
Web Address www.sterneagee.com
Year Founded 1986
CEO/President Jay Carter
Recruiting Executive Jay Carter
Clearing Firm Sterne Agee
Parent Co. Sterne, Agee & Leach Group

SUMMIT BROKERAGE SERVICES

980 N. Federal Hwy

Boca Raton, Fla. 33432
Phone 800-226-2660
Web Address www.summitbrokerage.com
Year Founded 1993
CEO/President Marshall T. Leeds
Recruiting Executive Vincent Chiera
Clearing Firm First Clearing; Pershing
Parent Co. Summit Financial Services Group

THE INVESTMENT CENTER

1420 US Hwy 206 North
Bedminster, N.J. 07921
Phone 908-707-4422
Web Address www.investmentctr.com
Year Founded 1986
CEO/President Ralph DeVito
Recruiting Executive James Zerweck
Clearing Firm Pershing

TOWER SQUARE SECURITIES

1300 Hall Blvd.
Bloomfield, Conn. 06002
Phone (888) 883-4684
Web Address www.towersquare.com
CEO/President John J. Brett
Recruiting Executive Craig Markham
Clearing Firm Pershing
Parent Co. MetLife Broker-Dealer Group

TRANSAMERICA FINANCIAL ADVISORS

1150 S. Olive St. T-2501
Los Angeles, Calif. 90015
Phone 800-245-8250
Web Address tfa.transamerica.com
Year Founded 1967
CEO/President George Chuang
Recruiting Executive Mike Bryant
Clearing Firm Pershing
Parent Co. AEGON USA

TRIAD ADVISORS

5185 Peachtree Pkwy
Norcross, Ga. 30092
Phone 800-720-4003
Web Address www.triad-advisors.com
Year Founded 1998
CEO/President Mark Mettelman
Recruiting Executive Nathan Stibbs
Clearing Firm National Financial
Parent Co. Ladenburg Thalmann

UNITED PLANNERS

7333 E. Doubletree Ranch Rd., Ste. 120
Scottsdale, Ariz. 85258
Phone 800-966-8737
Web Address www.joinunitedplanners.com
Year Founded 1987
CEO/President Thomas H. Oliver
Recruiting Executive Sheila Cuffari
Clearing Firm Pershing
UVEST
200 South College St., 21st Floor

Charlotte, N.C. 28202
Phone 800-277-8802
Web Address www.uvest.com
Year Founded 1982
CEO/President Dan Arnold
Recruiting Executive Craig Kamis
Clearing Firm Pershing
Parent Co. LPL Holdings

VFINANCE INVESTMENTS

3010 North Military Trail, Ste. 300
Boca Raton, Fla. 33431
Phone 561-981-1000
Web Address www.vfinanceinvestments.com
Year Founded 1998
CEO/President William Groeneveld
Clearing Firm Legent Clearing;
National Financial
Parent Co. National Holdings Corp.

VSR FINANCIAL SERVICES

8620 W. 110th St., Ste. 200
Overland Park, Kan. 66210
Phone 913-498-2900
Web Address www.vsrfinancial.com
Year Founded 1985
CEO/President J. Michael Stanfield
Recruiting Executive Chris Radford
Clearing Firm First Clearing; Pershing

WACHOVIA SECURITIES FINANCIAL NETWORK

1 North Jefferson St.
St. Louis, Mo. 63109
Phone (866) 485-5383
Web Address www.wsfinet.com
Year Founded 2001
CEO/President John Peluso
Recruiting Executive Craig Avery; Ron Sallet;
Alex David
Clearing Firm Wachovia
Parent Co. Wachovia

WADDELL & REED

6300 Lamar Ave.
Overland Park, Kan. 66202
Phone 913-236-2000
Web Address www.waddell.com
Year Founded 1937
CEO/President Henry Herrmann
Recruiting Executive Todd Esh;
Cathie Suchecki
Clearing Firm Pershing; Waddell & Reed;
National Financial
Parent Co. Waddell & Reed Financial

WALL ST. FINANCIAL GROUP

255 Woodcliff Dr.
Fairport, N.Y. 14450
Phone 800-836-4652
Web Address www.wsfq.com
Year Founded 1994
CEO/President Todd Everts

Recruiting Executive Joe Richard
Clearing Firm National Financial; Pershing

WALNUT ST. SECURITIES

13045 Tesson Ferry Rd.
St. Louis, Mo. 63128
Phone 888-883-4684
Web Address www.walnutst.com
Year Founded 1985

WATERSTONE FINANCIAL GROUP

500 Park Blvd., Ste. 800
Itasca, Ill. 60143
Phone 630-250-7000
Web Address www.waterstonefinancialgroup.com
Year Founded 1979
CEO/President Stephen F. Anderson
Recruiting Executive Brett Waterfield
Clearing Firm Mesirow Financial; Pershing
Parent Co. LPL Holdings

WFG INVESTMENTS

12221 Merit Drive, Ste. 300
Dallas, Texas 75251
Phone 972-661-8700
Web Address www.4wfg.com
Year Founded 1988
CEO/President Wilson Williams
Recruiting Executive Dee Morgan
Clearing Firm National Financial; Pershing
Parent Co. Williams Financial Group

WOODBURY FINANCIAL SERVICES

500 Bielenberg Dr.
Woodbury, Minn. 55125
Phone 800-800-2638
Web Address www.woodburyfinancial.com
Year Founded 1910
CEO/President Brian Murphy
Recruiting Executive Scott Carlson
Clearing Firm Pershing
Parent Co. Hartford Life

WRP INVESTMENTS

4407 Belmont Ave.
Youngstown, Ohio 44505
Phone 800-589-2023
Web Address www.wrpinvestments.com
Year Founded 1976
CEO/President David Pintaric
Recruiting Executive Mark Hugo; Randy Clark;
Randy Russell
Clearing Firm National Financial