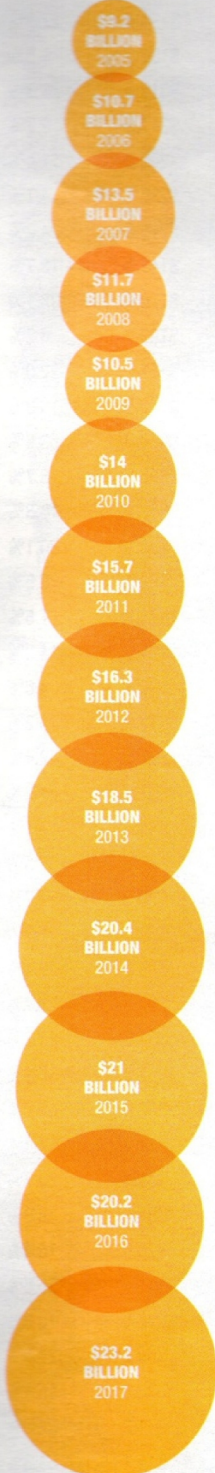
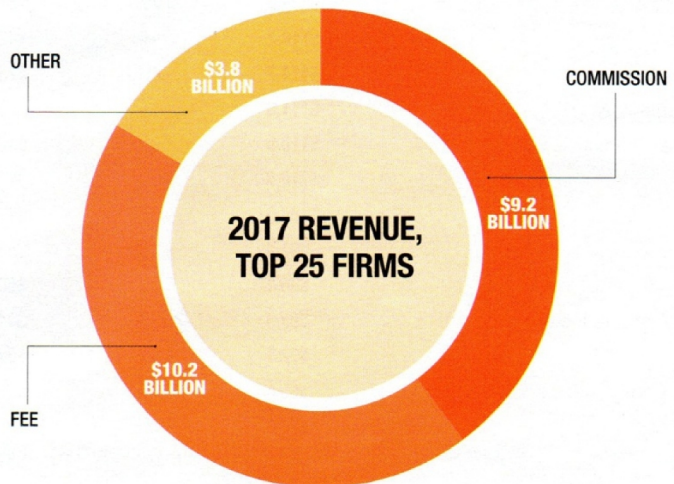
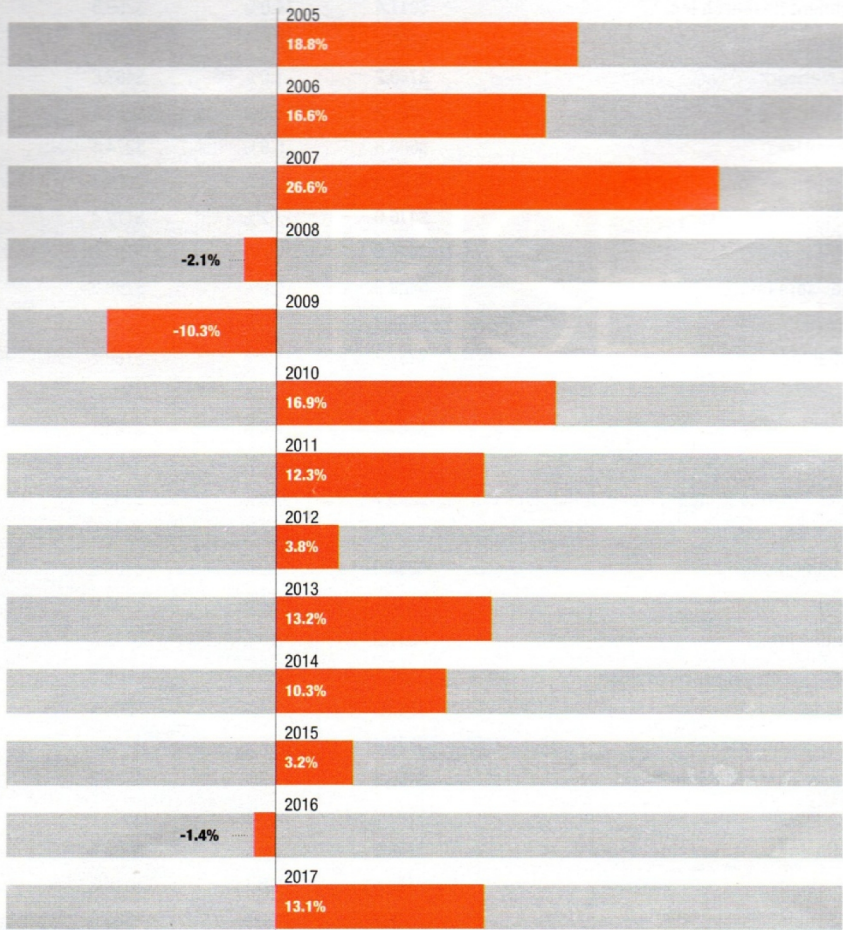


IBD REPORT CARD 2005-17

COMBINED REVENUE OF TOP 25 FIRMS



YEARLY CHANGE IN COMBINED REVENUE OF TOP 25 FIRMS



5	MML Investors Services	\$1,050.4	185.8%	\$657.6	174.0%	\$367.1	279.8%	\$25.7	-16.9%
6	Wells Fargo Advisors Financial Network	\$990.8	8.8%	\$261.8	2.0%	\$472.4	12.5%	\$256.6	9.4%
7	Northwestern Mutual Investment Services	\$945.4	25.0%	\$225.9	17.6%	\$628.5	26.1%	\$91.1	38.6%
8	Cambridge Investment Research Inc.	\$811.4	14.0%	\$259.8	7.8%	\$459.8	18.4%	\$91.8	11.8%
9	AXA Advisors	\$786.5	8.1%	\$557.0	3.8%	\$194.4	22.3%	\$35.1	10.3%
10	Lincoln Financial Network	\$740.2	-1.0%	\$483.6	-5.6%	\$192.0	9.5%	\$64.6	8.6%
11	Securities America Inc.	\$637.3	19.0%	\$257.6	12.1%	\$313.8	26.3%	\$65.9	14.6%
12	Cetera Advisor Networks	\$606.8	5.9%	\$274.1	-1.8%	\$247.5	9.7%	\$85.2	25.3%
13	Royal Alliance Associates Inc.	\$483.9	3.6%	\$196.4	5.7%	\$205.2	-11.4%	\$82.3	66.1%
14	Waddell & Reed Financial Advisors	\$476.6	-2.2%	\$172.4	-12.2%	\$235.1	4.7%	\$69.0	3.8%
15	Kestra Financial Inc.	\$475.4	12.4%	\$187.6	3.9%	\$245.6	24.2%	\$42.2	-5.5%
16	Voya Financial Advisors Inc.	\$429.3	9.0%	\$260.2	3.0%	\$147.3	18.7%	\$21.8	28.7%
17	Signator Investors Inc.	\$423.3	18.5%	\$291.1	10.0%	\$110.0	36.1%	\$22.1	86.3%
18	SagePoint Financial Inc.	\$351.7	14.4%	\$180.2	6.0%	\$109.2	6.2%	\$62.3	78.9%
19	Cetera Advisors	\$351.2	23.4%	\$151.3	22.5%	\$152.7	22.0%	\$47.2	31.6%
20	Securian Financial Services Inc.	\$347.2	6.6%	\$186.1	-1.4%	\$120.5	19.3%	\$40.7	12.4%
21	Lincoln Investment Planning	\$309.7	33.2%	\$121.3	10.9%	\$178.0	53.8%	\$10.4	38.4%
22	Principal Securities Inc. (fka Princor Financial Services Corp.)	\$299.7	7.3%	\$233.9	4.5%	\$65.8	18.7%	\$0.1	N/M
23	Woodbury Financial Services	\$285.6	12.5%	\$178.6	2.1%	\$62.4	16.3%	\$44.6	75.9%
24	Cetera Financial Institutions	\$284.0	7.9%	\$186.8	0.7%	\$35.3	36.1%	\$61.9	19.9%
25	FSC Securities Corp.	\$281.1	2.6%	\$136.8	0.8%	\$92.1	-15.5%	\$52.2	77.3%
26	First Allied Securities Inc.	\$231.5	3.0%	\$119.6	-5.5%	\$75.3	11.5%	\$36.5	19.9%
27	American Portfolios Financial Services Inc.	\$190.1	10.9%	\$98.9	7.9%	\$91.2	14.3%	\$0.0	N/M
28	Triad Advisors	\$183.9	6.1%	\$66.5	-6.2%	\$92.1	4.6%	\$25.3	76.7%
29	CUNA Brokerage Services Inc.	\$172.6	9.2%	\$148.3	6.9%	\$17.2	16.2%	\$7.1	57.8%
30	M Holdings Securities Inc. (M Securities)	\$165.5	11.8%	\$136.3	5.9%	\$22.9	42.4%	\$6.4	98.4%
31	Summit Brokerage Services Inc.	\$161.9	12.1%	\$87.5	-3.5%	\$51.0	44.2%	\$23.4	27.5%
32	Cadaret Grant & Co. Inc.	\$158.5	6.0%	\$109.4	4.6%	\$44.1	7.1%	\$5.0	34.2%
33	Centaurus Financial Inc.	\$147.0	1.8%	\$110.3	0.3%	\$36.8	6.3%	\$0.0	N/M
34	Cetera Financial Specialists	\$144.2	11.9%	\$60.6	2.7%	\$70.3	17.7%	\$13.3	30.8%
35	Independent Financial Group	\$139.3	13.3%	\$77.3	9.0%	\$51.1	21.7%	\$10.9	8.8%
36	Ameritas Investment Corp.	\$136.3	3.2%	\$81.4	1.7%	\$38.1	10.4%	\$16.8	-4.3%
37	Securities Service Network Inc.	\$118.2	5.9%	\$48.3	-8.2%	\$57.8	23.7%	\$12.2	-1.2%
38	H. Beck Inc.	\$114.7	6.4%	\$75.9	4.1%	\$31.6	15.2%	\$7.1	0.8%
39	Geneos Wealth Management Inc.	\$111.9	7.1%	\$40.6	-21.4%	\$67.2	36.9%	\$4.1	9.9%
40	United Planners Financial Services	\$110.9	14.0%	\$48.2	-8.3%	\$62.8	40.2%	\$0.0	N/M
41	Questar Capital Corp.	\$110.7	7.9%	\$85.4	4.2%	\$17.4	17.4%	\$7.9	35.1%
42	J.W. Cole Financial Inc.	\$104.6	14.4%	\$73.2	9.2%	\$31.4	28.7%	\$0.0	N/M
43	Sigma Financial Corp.	\$99.8	15.2%	\$56.9	15.4%	\$37.8	19.9%	\$5.0	-12.2%
44	ProEquities Inc.	\$98.1	0.2%	\$60.9	-6.0%	\$26.9	16.4%	\$10.3	2.8%
45	Transamerica Financial Advisors Inc.	\$93.8	-29.6%	\$74.1	-18.3%	\$14.6	-55.6%	\$5.1	-47.1%
46	Investacorp Inc.	\$92.1	4.9%	\$57.2	-0.3%	\$22.9	10.8%	\$11.9	23.2%
47	PlanMember Securities Corp.	\$85.6	14.1%	\$25.3	-1.7%	\$59.7	22.5%	\$0.6	2.4%
48	Kovack Securities Inc.	\$74.6	14.1%	\$37.3	0.1%	\$32.5	15.4%	\$4.8	N/A
49	The O.N. Equity Sales Co.	\$62.8	10.9%	\$51.5	6.9%	\$11.2	32.8%	\$0.1	69.9%
50	Parkland Securities	\$53.2	28.9%	\$36.6	32.6%	\$14.1	31.3%	\$2.6	-9.9%

Kestra Financial Inc.

5707 Southwest Parkway, Bldg 2 Suite 400
Austin, TX 78735
(844) 553-7872
kestrafinancial.com
Year founded: 1996
CEO: James L. Poer
Recruiting contact: Daniel Schwamb

Staffing and compensation (as of Dec. 31)	2017	1-year %chg
# of producing reps:	1,339	1.4%
# of CFPs:	310	9.5%
Avg payout per rep/year:	\$264,283	6.7%
# of fee-based advisers served:	1,290	8.1%

Financials (Year-end: Dec. 31)	2017 (\$M)	1-year %chg
Total revenue:	\$475.4	↑12.4%
Commission:	\$187.6	3.9%
Fee:	\$245.6	24.2%
Other:	\$42.2	-5.5%
Total account assets:	\$75,838.9	↑0.3%
Fee-based:	\$23,617.5	23.0%
Other account assets:	\$52,221.3	-7.4%
Excess net capital:	N/D	N/A
Total operating expenses:	N/D	N/A
Pretax earnings:	N/D	N/A

Kovack Securities Inc., a unit of Kovack Financial Companies

6451 N. Federal Highway, Suite #1201
Fort Lauderdale, FL 33308
(866) 564-6574
joinksi.com
Year founded: 1997
CEO: Ronald J. Kovack
Recruiting contact: Carlo A. Bidone Jr.

Staffing and compensation (as of Dec. 31)	2017	1-year %chg
# of producing reps:	395	6.8%
# of CFPs:	72	5.9%
Avg payout per rep/year:	\$179,735	1.7%
# of fee-based advisers served:	326	1.9%

Financials (Year-end: Dec. 31)	2017 (\$M)	1-year %chg
Total revenue:	\$74.6	↑14.1%
Commission:	\$37.3	0.1%
Fee:	\$32.5	15.4%
Other:	\$4.8	N/M
Total account assets:	\$10,615.0	↑28.4%
Fee-based:	\$4,182.5	33.7%
Other account assets:	\$6,432.5	25.2%
Excess net capital:	\$2.4	29.6%
Total operating expenses:	\$69.4	13.0%
Pretax earnings:	\$4.1	3.8%

LaSalle St. Securities

940 N. Industrial Drive
Elmhurst, IL 60126
(800) 777-7865
lasallest.com
Year founded: 1974
CEO: Jack McDermott
Recruiting contact: Mark Contey

Staffing and compensation (as of Dec. 31)	2017	1-year %chg
# of producing reps:	295	5.4%
# of CFPs:	35	16.7%
Avg payout per rep/year:	\$190,000	2.7%
# of fee-based advisers served:	120	9.1%

Financials (Year-end: Dec. 31)	2017 (\$M)	1-year %chg
Total revenue:	\$45.6	↑14.6%
Commission:	\$36.8	12.7%
Fee:	\$8.8	25.7%
Other:	\$0.2	33.3%
Total account assets:	\$915.0	↑13.7%
Fee-based:	\$915.0	13.7%
Other account assets:	\$0.0	N/M
Excess net capital:	\$2.5	-10.7%
Total operating expenses:	\$3.8	-7.3%
Pretax earnings:	\$1.8	45.8%

Leaders Group

26 W. Dry Creek Circle, Suite 800
Littleton, CO 80120
(303) 797-9080
leadersgroup.net/about-us/
Year founded: 1994
CEO: David R. Wickersham
Recruiting contact: Micah Hesting

Staffing and compensation (as of Dec. 31)	2017	1-year %chg
# of producing reps:	202	5.8%
# of CFPs:	69	4.5%

Financials (Year-end: Dec. 31)	2017 (\$M)	1-year %chg
Total revenue:	\$47.0	↑14.8%
Commission:	\$47.0	14.8%
Fee:	\$0.0	N/M
Other:	\$0.0	N/M
Total account assets:	\$1,295.2	↑16.2%
Fee-based:	N/D	N/A
Other account assets:	N/D	N/A
Excess net capital:	\$0.1	-47.1%

Lincoln Investment Planning, a unit of Lincoln Investment

601 Office Center Drive, Suite 300
Fort Washington, PA 19034
(215) 887-8111
lincolninvestment.com
Year founded: 1968
CEO: Edward Forst
Recruiting contact: Thomas Lakatos

Staffing and compensation (as of Dec. 31)	2017	1-year %chg
# of producing reps:	1,107	40.8%
# of CFPs:	223	18.0%
Avg payout per rep/year:	\$210,665	-6.6%
# of fee-based advisers served:	1,035	27.3%

LPL Financial, a unit of LPL Financial Holdings Inc.

75 State St.
Boston, MA 02109
(888) 250-2420
lpl.com
Year founded: 1968
CEO: Dan Arnold
Recruiting contact: Bill Morrissey

Staffing and compensation (as of Dec. 31)	2017	1-year %chg
# of producing reps:	15,210	5.8%
# of CFPs:	N/D	N/A
Avg payout per rep/year:	\$184,629	0.9%
# of fee-based advisers served:	11,374	7.6%

M Holdings Securities Inc. (M Securities), a unit of M F

1125 N.W. Couch St.
Portland, OR 97209
(503) 232-6960
mfin.com
Year founded: 2000
CEO: Bridget McNamara-Fenesy
Recruiting contact: Jeff Bear

Staffing and compensation (as of Dec. 31)	2017	1-year %chg
# of producing reps:	543	-2.7%
# of CFPs:	64	-17.9%
Avg payout per rep/year:	\$284,530	9.5%
# of fee-based advisers served:	269	-3.2%

MML Investors Services, a unit of Massachusetts Mutual

1295 State St.
Springfield, MA 01111
(800) 542-6767
mmlinvestors.com
Year founded: 1981
CEO: Wendy Benson
Recruiting contact: Daniel Flynn

Staffing and compensation (as of Dec. 31)	2017	1-year %chg
# of producing reps:	8,628	130.9%
# of CFPs:	N/D	N/A

IN TOP INDEPENDENT BROKER-DEALERS 2018

CONTINUED FROM PAGE 10

"In 2017, we had the best recruiting year in the history of the organization and recruited advisers with a total of \$116 million of annual production," Mr. Nagengast said. "That's on par with acquiring a midsized firm. With all the change in the industry, it's a tumultuous time. We think this trend of industry consolidation is going to continue."

After LPL Financial said in August that it had purchased National Planning Holdings, a four broker-dealer network owned by Jackson National, a

off a terrible year. According to *InvestmentNews* data, in 2016, the top 25 firms, or those with roughly \$250 million or more in total revenue, collectively reported a year-over-year revenue decline of 1.3%. It was the first time since the dog days of the credit crisis and the stock market crash of 2008 and 2009 that the IBD industry had seen such a revenue drop.

With last year proving to be such a turnaround, one

executive said he was looking forward to the rest of 2018.

"Obviously, with the market being up in 2017, it means higher billing for advisory assets," said Brian Kovack, president of Kovack Securities Inc. "And with the recent volatility comes trades, and trades equal profits, from markups and markdowns."

BETTER MARGINS

Also, the Federal Reserve could raise interest rates two or even

three more times this year, which means better margins for broker-dealers on money market funds, Mr. Kovack noted.

"That goes right to the bottom line," he said.

As the stock market hit record highs in January, the number of investor complaints and lawsuits against brokerage firms fell, resulting in firms spending less money on litigation, another boost to broker-dealer finances, Mr.

Kovack added.

"Broker-dealers are looking at high levels of assets under management, decent volatility, interest rates going up and litigation going down," he said. "2018 is looking pretty good, barring something crazy happening in the political world."

There are also fundamental shifts under way in the industry's business model.

An examination of *InvestmentNews* data reveals that