

# Commonwealth Fast Facts



Founded in  
**1979**

**100%**  
owned and controlled  
by 14 managing principals



**2,193**  
producing advisors<sup>1</sup>

**1,194**  
advisor offices<sup>1</sup>



**1,174**  
home office staff<sup>1</sup>



**Located**  
in Waltham, MA, and San Diego, CA



Licensed and practicing in  
**50 states**

## Business Breakdown<sup>1</sup>

- \$2.3 billion in revenue
- \$296.3 billion in total account assets
- \$183.4 billion in fee-based assets
- \$1.05 million – Gross revenue per advisor<sup>2</sup>
- 95.4% – Average payout percentage per advisor
- 2:1 advisor-to-staff ratio
- \$200,000 – Minimum production requirement

## Clearing Services

- Clearing, custody, and other brokerage services provided by Fidelity Investments<sup>®</sup> through National Financial Services LLC or Fidelity Brokerage Services LLC, Members NYSE, SIPC.<sup>9</sup>

## Industry Recognition

- Ranked “#1 in independent advisor satisfaction among financial investment firms, 11 times in a row” by J.D. Power.<sup>3</sup>
- Highest average payout per advisor, as reported by *Financial Planning* in September 2023 IBD Elite special report.<sup>4</sup>
- Recognized 44 times as one of the Best Places to Work by the *Boston Globe*, *Boston Business Journal*, *San Diego Business Journal*, *San Diego Union-Tribune*, and *Computerworld*.<sup>5</sup>

## Contacts

- **Prospective advisors**, call Becca Hajjar, managing principal, chief business development officer, at 866.462.3638.
- **Members of the media**, call Jacquelyn Marchand, senior director, corporate marketing, at 781.736.7980.

<sup>1</sup>As of 12/31/2023

<sup>2</sup>Commonwealth ranks highest in gross revenue per advisor among independent broker/dealers, as reported by *Financial Advisor*, April 2024.

<sup>3</sup>Commonwealth received the highest score among independent advisors in the **J.D. Power 2010, 2012, 2013, 2014, and 2018–2024 U.S. Financial Advisor Satisfaction Studies**. Presented on July 10, 2024, for January to May of 2024, it is based on responses from 4,072 advisors employed by or affiliated with the firms included in the study. Not indicative of the firm’s future performance. Your experience may vary. Study is independently conducted, and the participating firms do not pay to participate. Use of study results in promotional materials is subject to a license fee. Visit [jdpower.com/awards](https://jdpower.com/awards) for more details.

<sup>4</sup>**2023 IBD Elite Highest in Average Financial Advisor Payout**, created by *Financial Planning*, presented in September 2023 based on data collected during the previous year. Data collected from 45 participating ranked firms. Not indicative of firm’s future performance. Your experience may vary. Click [here](#) for more award information.

<sup>5</sup>**2004–2018 Best Places to Work Awards (44x)** created by the *Boston Globe*, *Boston Business Journal*, *San Diego Business Journal*, *San Diego Union-Tribune*, and *Computerworld*. These awards are based on employee opinions on various employee satisfaction factors and are not specific to financial services and do not imply an endorsement, recommendation, or reflect the performance of the advisor.

<sup>9</sup>Fidelity Investments<sup>®</sup> is an independent company, unaffiliated with Commonwealth. Fidelity Investments is a service provider to Commonwealth. There is no form of legal partnership, agency affiliation, or similar relationship between your financial advisor and Fidelity Investments, nor is such a relationship created or implied by the information herein. Fidelity Investments has not been involved with the preparation of the content supplied by Commonwealth and does not guarantee, or assume any responsibility for, its content. Fidelity Investments is a registered service mark of FMR LLC. Fidelity Investments provides clearing, custody, or other brokerage services through National Financial Services LLC or Fidelity Brokerage Services LLC, Members NYSE, SIPC. 832059.14.0