Commonwealth Fast Facts

Founded in

1979

100%

owned and controlled by 11 managing principals

2,077

producing advisors[1]

974

home office staff[1]

Located

in Waltham, MA, and San Diego, CA

Licensed and practicing in

50 states

Business Breakdown[1]

- $2.0 billion in revenue
- $272.9 billion in total account assets
- $174.8 billion in fee-based assets
- $977,000 – Gross revenue per advisor[2]
- 94.8% - Average payout percentage per advisor
- 2.1:1 advisor-to-staff ratio
- $200,000 Minimum production requirement

Clearing Services

- Clearing, custody, and other brokerage services provided by Fidelity Institutional℠ through National Financial Services LLC or Fidelity Brokerage Services LLC, Members NYSE, SIPC.[4]

Industry Recognition

- Ranked “#1 in independent advisor satisfaction among financial investment firms, eight times in a row” by J.D. Power.[3]
- Highest advisor overall experience score among the “Big Players” in the independent broker/dealer space, as reported by *Wealth Management* in May 2020.
- Recognized 44 times as one of the Best Places to Work by the *Boston Globe, Boston Business Journal, San Diego Business Journal, U-T (Union-Tribune) San Diego*, and *Computerworld*.

Contacts

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

[1]As of 12/31/2021

[2]Commonwealth ranks highest gross revenue per advisor among independent broker/dealers, as reported by Financial Advisor, April 2022.

[3]Commonwealth received the highest score in the independent advisor segment of the J.D. Power 2010, 2012, 2013, 2014, 2018, 2019, 2020, and 2021 Financial Advisor Satisfaction Studies of customers’ satisfaction among financial advisors. Visit jdpower.com/awards.

[4]Fidelity Investments 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 InstitutionalSM provides clearing, custody, or other brokerage services through National Financial Services LLC or Fidelity Brokerage Services LLC, Members NYSE, SIPC.

832059.9.0