

Commonwealth Fast Facts



Founded in
1979

100%
owned and controlled
by 12 managing principals



2,012
producing advisors¹

864
home office staff¹



Located
in Waltham, MA, and San Diego, CA



Licensed and practicing in
50 states

Business Breakdown¹

- \$1.6 billion in revenue
- \$232.5 billion in total account assets
- \$143.6 billion in fee-based assets
- \$814,000 – Gross revenue per advisor²
- \$630,000 – Average payout per advisor³
- \$200,000 – Minimum production requirement

Clearing Services

- Clearing, custody, and other brokerage services provided by Fidelity InstitutionalSM through National Financial Services LLC or Fidelity Brokerage Services LLC, Members NYSE, SIPC.⁵

Industry Recognition

- Ranked “#1 in independent advisor satisfaction among financial investment firms, seven times in a row” by J.D. Power.⁴
- 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 Andrew Daniels, managing principal, business development, at 866.462.3638.
- **Members of the media**, call Jacquelyn Marchand, senior manager, media relations, at 781.736.7980.

¹As of 12/31/2020

²Highest gross revenue per advisor among independent broker/dealers, as reported by Financial Advisor in April 2020.

³Highest average payout per advisor among independent broker/dealers, as reported by Financial Planning in July 2020.

⁴Commonwealth received the highest score among independent advisors in the J.D. Power 2010, 2012, 2013, 2014, 2018-2020 U.S. Financial Advisor Satisfaction Studies of independent advisors' satisfaction among those who are affiliated with a broker-dealer but operate independently. Visit www.jdpower.com/awards for more details.

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