

Commonwealth Fast Facts



Founded in
1979

100%
owned and controlled
by 14 managing principals



2,177
producing advisors¹

1,154
advisor offices¹



1,073
home office staff¹



Located
in Waltham, MA, and San Diego, CA



Licensed and practicing in
50 states

Business Breakdown¹

- \$2.1 billion in revenue
- \$242.9 billion in total account assets
- \$156.4 billion in fee-based assets
- \$986,126 – Gross revenue per advisor²
- 95.2% – 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 Institutional® 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, ten times in a row” by J.D. Power.³
- Highest average payout per advisor, as reported by *Financial Planning* in September 2023 IBD Elite special report.⁴
- 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*.⁵

Contacts

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

¹As of 12/31/2022

²Commonwealth ranks highest in gross revenue per advisor among independent broker/dealers, as reported by *Financial Advisor*, April 2023.

³Commonwealth received the highest score among independent advisors in the **J.D. Power 2010, 2012, 2013, 2014, and 2018–2023 U.S. Financial Advisor Satisfaction Studies**. Presented on July 5, 2023, for December 2022 to April 2023, it is based on responses from 4,183 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 for more details.

⁴**2023 IBD Elite Highest in Average Financial Advisor Payout**, created by *Financial Planning*, presented in Sept 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.

⁵**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.

⁶Fidelity 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 Institutional® provides clearing, custody, or other brokerage services through National Financial Services LLC or Fidelity Brokerage Services LLC, Members NYSE, SIPC. 807841.4.0