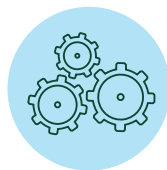


# Commonwealth Fast Facts



Founded in  
**1979**

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



**2,177**  
producing advisors<sup>1</sup>

**1,154**  
advisor offices<sup>1</sup>



**1,073**  
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>

- \$2.1 billion in revenue
- \$242.9 billion in total account assets
- \$156.4 billion in fee-based assets
- \$990,000 – Gross revenue per advisor<sup>2</sup>
- 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<sup>SM</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, nine times in a row” by J.D. Power.<sup>3</sup>
- Highest average payout per advisor, as reported by *Financial Planning* in September 2022 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*, *U-T (Union-Tribune) San Diego*, and *Computerworld*.<sup>5</sup>

## Contacts

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

<sup>1</sup>As of 12/31/2022

<sup>2</sup>Commonwealth ranks highest gross revenue per advisor among independent broker/dealers, as reported by *Financial Advisor*, April 2022.

<sup>3</sup>Commonwealth received the highest score among independent advisors in the **J.D. Power 2010, 2012, 2013, 2014, 2018–2022 U.S. Financial Advisor Satisfaction Studies**. Presented on July 6, 2022, for January to May 2022 and is based on responses from 3,039 advisors employed by or affiliated with the firms included in the study. Not indicative of firm’s future performance. Your experience may vary. Use of study results in promotional materials is subject to a license fee. Visit [jdpower.com/awards](http://jdpower.com/awards) for more details.

<sup>4</sup>**2022 IBD Elite Highest in Average Financial Advisor Payout**, created by *Financial Planning*, presented in September 2022 based on data collected during the previous year. Data collected from 47 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*, *U-T (Union-Tribune) San Diego*, 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 is an independent company, unaffiliated with Commonwealth. Fidelity Investments is a service provider to Commonwealth.

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