

## INVESTMENT ADVISOR'S INDEPENDENT BROKER/DEALERS . . .

**AT THIS TIME** of continued market volatility when many representatives are feeling squeezed by the need to spend more time holding clients' hands, having a helping hand of their own at the home office can make a big difference to those reps. Most reps will tell you that they rely on home office staff to help not just with the initial new-account opening or trade order execution, but especially to deal with making fixes when the inevitable errors occur. That's when having responsive home office staff helps most. Beware, though: better technology in areas just like account openings and trading may obviate the need for more people in the home office.

### BY HOME OFFICE SUPPORT

RANK	HOME COMPANY	RATIO OF REPS TO HOME OFFICE STAFF	HOME OFFICE STAFF	STAFF RECRUITERS	COMPLIANCE PROFESSIONALS	RATIO OF REPS TO TECH SUPPORT STAFF
1	PARTNERVEST FINANCIAL GROUP, LLC	0.9 : 1	59	2	3	13.3 : 1
2	LINCOLN INVESTMENT PLANNING, INC.	2.1 : 1	190	1	11	17.8 : 1
3	HORWITZ & ASSOCIATES, INC.	2.3 : 1	16	2	4	18.0 : 1
4	NRP FINANCIAL, INC.	2.4 : 1	75	4	15	29.7 : 1
5	GUNNALLEN FINANCIAL	3.2 : 1	225	9	17	34.4 : 1
6	SUMMIT BROKERAGE SERVICES, INC.	3.4 : 1	61	6	8	51.3 : 1
7	DELTA EQUITY SERVICES CORP.	3.8 : 1	20	1	8	25.0 : 1
8	SECURITIES AMERICA, INC.	3.8 : 1	419	13	84	36.6 : 1
9	PROSPERA FINANCIAL SERVICES	4.2 : 1	24	4	7	50.0 : 1
10	BERTHEL FISHER & CO. FINANCIAL SVC., INC.	4.4 : 1	76	2	8	66.2 : 1
11	CAMBRIDGE INVESTMENT RESEARCH, INC.	4.7 : 1	258	16	33	36.5 : 1
12	BRECEK & YOUNG ADVISORS, INC.	4.7 : 1	66	4	12	34.7 : 1
13	J.P. TURNER & COMPANY, LLC	5.4 : 1	100	3	10	135.3 : 1
14	SIGMA FINANCIAL CORP.	6.0 : 1	98	4	20	53.4 : 1
15	SIGNAL SECURITIES, INC.	6.3 : 1	12	3	3	25.0 : 1
16	GBS FINANCIAL CORP.	6.3 : 1	9	0	2	19.0 : 1
17	SAMMONS SECURITIES CO.	6.5 : 1	90	2	15	53.5 : 1
18	WOODBURY FINANCIAL SERVICES	6.8 : 1	250	54	27	340.0 : 1
19	SECURITIES SERVICE NETWORK, INC.	7.6 : 1	52	1	9	98.3 : 1
20	AIG FINANCIAL ADVISORS	7.6 : 1	341	4	33	50.1 : 1
21	NFP SECURITIES, INC.	7.7 : 1	182	2	29	87.6 : 1
22	LASALLE ST. SECURITIES	7.8 : 1	40	4	4	103.3 : 1
23	WALL STREET FINANCIAL GROUP	8.4 : 1	23	2	5	96.5 : 1
24	AMERICAN PORTFOLIOS FINANCIAL SERVICES, INC.	8.6 : 1	52	1	6	89.2 : 1
25	HARBOUR INVESTMENTS, INC.	9.3 : 1	21	1	3	97.5 : 1