

Financial Advisor's 2007 Broker-Dealer Guide by Sherri Scordo

Top independent broker-dealers ranked by gross revenue

| Broker-dealer | Revenue (\$mil.) | Broker-dealer | Revenue (\$mil.) | Broker-dealer | Revenue (\$mil.) |
|------------------------------------|------------------|---------------------------------|------------------|-------------------------------------|------------------|
| 1. LPL | 1,724 | 15. National Planning Corp. | 189.0 | 38. QA ³ Financial Corp. | 53.0 |
| 2. AIG Advisors Group Inc. | 1,015 | 16. MetLife Ind. Broker Dealers | 182.0 | 39. Berthel Fisher & Co. | 52.1 |
| • Advantage Capital Corp. | 33.1 | 17. John Hancock Finl. Net. | 162.9 | 40. Geneous Wealth | 50.2 |
| • AIG Financial Advisors | 299.7 | 18. First Allied Securities | 157.8 | 41. Pacific West Finl. Group | 47.2 |
| • FSC Securities Corp. | 274.6 | 19. GunnAllen Financial | 136.5 | 42. The O.N. Equity Sales Co. | 46.0 |
| • Royal Alliance Associates | 408.0 | 20. Intersecurities, Inc. | 133.5 | 43. WRP Investments Inc. | 38.0 |
| 3. ING Advisors Network | 869.0 | 21. INVEST Financial Corp. | 129.6 | 44. United Planners' | 37.9 |
| • Financial Net. Inv. Corp. | 329.0 | 22. SII Investments | 118.8 | 45. Brecek & Young Advisors | 35.8 |
| • ING Financial Partners | 217.0 | 23. M Holding Securities, Inc. | 117.0 | 46. The Investment Center Inc. | 33.0 |
| • Multi-Financial Securities Corp. | 153.0 | 24. Cadaret, Grant & Co., Inc. | 109.2 | 47. Newbridge Sec. Corp. | 32.7 |
| • PRIMEVEST Financial Services | 170.0 | 25. Genworth Finl. Sec. Corp. | 107.0 | 48. PlanMember Securities | 30.0 |
| 4. Raymond James Fin. Svcs. | 908.0 | 26. American Gen. Securities | 102.6 | 49. Summit Brokerage Services | 30.0 |
| 5. Waddell and Reed, Inc. | 718.7 | 27. Ameritas Inv. Corp. | 97.6 | 50. Independent Financial Grp. | 23.3 |
| 6. Securities America, Inc. | 438.4 | 28. Securian Financial Services | 88.6 | 51. Century Securities | 17.0 |
| 7. Northwestern Inv. Svcs. | 398.3 | 29. Investors Capital Corp. | 76.7 | 52. The Medallion Group | 13.5 |
| 8. Commonwealth Finl. Net. | 395.1 | 30. Securities Service Network | 68.5 | 53. Workman Securities | 12.8 |
| 9. MML Investors Services | 351.4 | 31. Capital Analysts | 67.8 | 54. First Midwest Securities Inc. | 12.6 |
| 10. NFP Securities, Inc. | 344.8 | 32. Questar Capital Corp. | 61.3 | 55. Protected Inv. of America | 7.7 |
| 11. H.D. Vest Financial Services | 224.3 | 33. Centaurus Financial | 61.2 | 56. GBS Financial Corp. | 7.2 |
| 12. Woodbury Financial Svcs. | 224.1 | 34. Investacorp Inc. | 60.0 | 57. Signal Securities | 4.0 |
| 13. Mutual Service Corp. | 219.5 | 35. Capital Finl. Group/H.Beck | 59.3 | 58. Harbour Investments | 2.3 |
| 14. Cambridge Inv. Research | 193.4 | 36. Investment Center of Amer. | 55.5 | 59. LPL Financial Services | 1.7 |
| | | 37. FFP Securities | 54.4 | 60. Contemporary Finl. Solutions | 1.5 |