

onwallstreet

May 3, 2018

Best pay for the \$2M advisor

On Wall Street's annual analysis of compensation plans aims to provide a look at the starting payouts at wirehouse, regional and national brokerage firms for advisors at four different production levels. The analysis is intended to provide advisors with an apples-to-apples comparison, stripping out behavior bonuses and penalties, in order to provide advisors with as clear-eyed a look as possible.

EDWARD JONES

- **CASH GRID: \$787,500**
- **AVG. OFFICE PROFIT: \$330,800**
- **TOTAL: \$1,118,300**

RAYMOND JAMES & ASSOCIATES

- **CASH GRID: \$900,000**
- **+ DEFERRED: \$185,000**
- **TOTAL: \$1,085,000**

JANNEY MONTGOMERY SCOTT

- **CASH GRID: \$920,000**
- **+ DEFERRED: \$160,000**
- **TOTAL: \$1,080,000**

RBC WEALTH MANAGEMENT

- **CASH GRID: \$960,000**
- **+ DEFERRED: \$110,000**
- **TOTAL: \$1,070,000**

STIFEL

- **CASH GRID: \$960,000**
- **+ DEFERRED: \$100,000**
- **TOTAL: \$1,064,000**

WELLS FARGO

- **CASH GRID: \$955,000**
- **AVG. OFFICE PROFIT: \$101,500**
- **TOTAL: \$1,056,980**

UBS

- **CASH GRID: \$920,000**
- **+ DEFERRED: \$90,000**
- **TOTAL: \$1,010,000**

MERRILL LYNCH

- **CASH GRID: \$855,000**
- **+ DEFERRED: \$151,250**
- **TOTAL: \$1,006,250**

WUNDERLICH

- **CASH GRID: \$1,000,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$1,000,000**

MORGAN STANLEY

- **CASH GRID: \$867,300**
- **+ DEFERRED: \$112,700**
- **TOTAL: \$980,000**

Best pay for the \$1M advisor

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EDWARD JONES

- **CASH GRID: \$393,750**
- **AVG. OFFICE PROFIT: \$126,100**
- **TOTAL: \$519,850**

STIFEL

- **CASH GRID: \$464,000**
- **+ DEFERRED: \$50,000**
- **TOTAL: \$514,000**

JANNEY MONTGOMERY SCOTT

- **CASH GRID: \$450,000**
- **+ DEFERRED: \$60,000**
- **TOTAL: \$510,000**

RBC WEALTH MANAGEMENT

- **CASH GRID: \$460,000**
- **+ DEFERRED: \$41,800**
- **TOTAL: \$501,800**

RAYMOND JAMES & ASSOCIATES

- **CASH GRID: \$445,000**
- **+ DEFERRED: \$56,000**
- **TOTAL: \$501,000**

WUNDERLICH

- **CASH GRID: \$500,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$500,000**

WELLS FARGO

- **CASH GRID: \$455,480**
- **DEFERRED: \$27,500**
- **TOTAL: \$482,980**

MERRILL LYNCH

- **CASH GRID: \$410,000**
- **+ DEFERRED: \$70,000**
- **TOTAL: \$480,000**

UBS

- **CASH GRID: \$440,000**
- **+ DEFERRED: \$35,000**
- **TOTAL: \$475,000**

MORGAN STANLEY

- **CASH GRID: \$411,750**
- **+ DEFERRED: \$38,250**
- **TOTAL: \$450,000**

April 25, 2018

Best pay for the \$600K advisor

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WUNDERLICH

- **CASH GRID: \$300,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$300,000**

STIFEL

- **CASH GRID: \$264,000**
- **+ DEFERRED: \$30,000**
- **TOTAL: \$294,000**

EDWARD JONES

- **CASH GRID: \$236,250**
- **AVG. OFFICE PROFIT: \$46,020**
- **TOTAL: \$282,270**

RBC WEALTH MANAGEMENT

- **CASH GRID: \$264,000**
- **+ DEFERRED: \$17,820**
- **TOTAL: \$281,820**

JANNEY MONTGOMERY SCOTT

- **CASH GRID: \$267,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$267,000**

RAYMOND JAMES & ASSOCIATES

- **CASH GRID: \$261,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$261,000**

WELLS FARGO

- **CASH GRID: \$255,480**
- **+ DEFERRED: \$5,000**
- **TOTAL: \$260,480**

MERRILL LYNCH

- **CASH GRID: \$234,000**
- **+ DEFERRED: \$24,000**
- **TOTAL: \$258,000**

MORGAN STANLEY

- **CASH GRID: \$243,810**
- **+ DEFERRED: \$14,190**
- **TOTAL: \$258,000**

UBS

- **CASH GRID: \$234,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$234,000**

Best Pay for the \$400K advisor

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WUNDERLICH

- **CASH GRID: \$200,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$200,000**

STIFEL

- **CASH GRID: \$164,000**
- **+ DEFERRED: \$20,000**
- **TOTAL: \$184,000**

RBC WEALTH MANAGEMENT

- **CASH GRID: \$168,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$168,000**

RAYMOND JAMES & ASSOCIATES

- **CASH GRID: \$166,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$166,000**

EDWARD JONES

- **CASH GRID: \$157,500**
- **AVG. OFFICE PROFIT: \$8,400**
- **TOTAL: \$165,900**

MERRILL LYNCH

- **CASH GRID: \$148,000**
- **AVG. OFFICE PROFIT: \$14,000**
- **TOTAL: \$162,000**

JANNEY MONTGOMERY SCOTT

- **CASH GRID: \$160,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$160,000**

WELLS FARGO

- **CASH GRID: \$155,480**
- **+ DEFERRED: \$1,000**
- **TOTAL: \$156,480**

MORGAN STANLEY

- **CASH GRID: \$138,960**
- **+ DEFERRED: \$5,040**
- **TOTAL: \$144,000**

UBS

- **CASH GRID: \$140,000**
- **+ DEFERRED: \$0**
- **TOTAL: \$140,000**

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