

INVESTMENTNEWS 2017 ADVISER COMPENSATION & STAFFING STUDY

As noted in the *InvestmentNews* 2017 Adviser Compensation & Staffing Study report:

The survey was conducted between April 11, 2017 and June 9, 2017. The data collected was analyzed and assessed by the teams at *InvestmentNews* Research and The Ensemble Practice. In total, qualified data was used from 353 firms who supplied detailed financial information for their organizations, including data on clients, assets under management, revenue, profit & loss statement, staffing, service structure and recruiting, as well as salary, compensation and other key demographic information about every member of their staff.

The data provided below was pulled from the *InvestmentNews* Adviser Research Dashboard and is a summary of eleven jobs in the Financial Adviser profession: Practicing Partner, Lead Adviser, Service Adviser, Support Adviser, Senior Portfolio Manager, Portfolio Manager, Senior Research Analyst, Research Analyst, Operations Manager/ Office Manager, Senior Client Services Administrator, Client Services Administrator. For each job, it includes the percentage of CFP® professionals, median total income and average years of experience. For comparison, the percentage of CFA, CPA and Series 7 designations are also included. The data provided in the table below encompasses practitioners in four firm types:

Solo: A firm with a single client-facing professional

Ensemble: A multi-professional firm with less than \$5 million in annual revenue

Enterprise Ensemble: A multi-professional firm with \$5 million to \$10 million in annual revenue

Super Ensemble: A multi-professional firm with \$10 million or more in annual revenue

Job	% CFP® Professionals	CFA	CPA	Series 7	Median Total Income	Average Years Experience
Practicing Partner	64%	15%	13%	18%	\$334,930	22
Lead Advisers	61%	9%	12%	36%	\$181,051	16.25
Service Advisers	59%	6%	8%	27%	\$100,000	10.25
Support Advisers	30%	3%	7%	20%	\$68,450	6.5
Senior Portfolio Managers	21%	56%	3%	23%	\$158,000	14.25
Portfolio Managers	27%	43%	5%	9%	\$128,312	11.75
Senior Research Analysts	15%	56%	5%	16%	\$138,000	11.75
Research Analysts	12%	23%	4%	15%	\$85,500	7.75
Operations Managers / Office Managers	7%	2%	3%	15%	\$79,438	13.5
Senior Client Services Administrators	4%	2%	1%	20%	\$68,450	11.25
Client Services Administrators	2%	1%	0%	8%	\$57,000	7.75