FINANCIAL SERVICES INSTITUTE

Making the Case for Independent Broker-Dealers and Financial Advisors

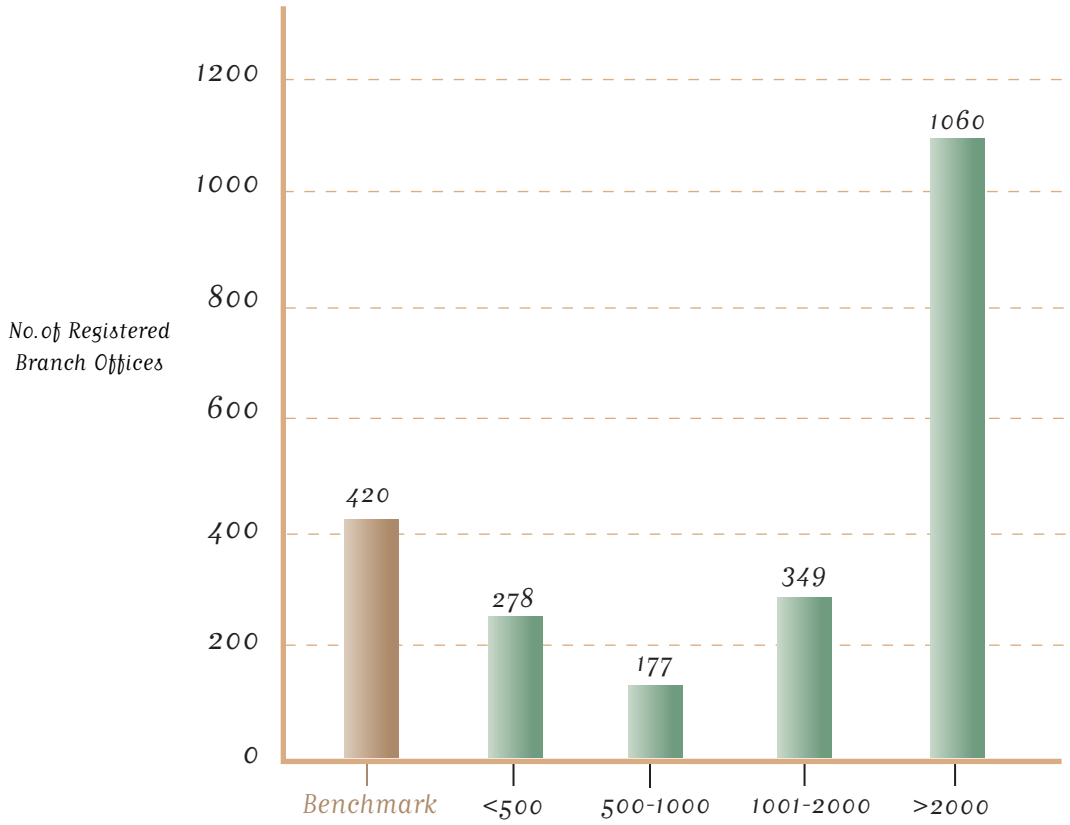
Exhibits

In 2005, the Financial Services Institute (FSI) commissioned research of its independent broker-dealer members in order to collect and analyze data on its members' business practices, to gauge their perceptions on the current regulatory environment, and to evaluate the impact of a rapidly changing regulatory climate on their businesses and the businesses of independent financial advisors that are affiliated with them. The research included an extensive survey, on a variety of topics, of 25 independent broker-dealers that are members of FSI, as well as in-depth interviews with CEOs or other senior executives of a dozen independent broker-dealers. The following selected charts with information from the survey are provided as further, more-detailed reference for key points made in the white paper. The survey was prepared and conducted by Cerulli Associates, a Boston-based strategic research and consulting firm specializing in the financial services industry.

January 2006

Exhibits

Registered Branch Offices by Size of Broker-Dealer

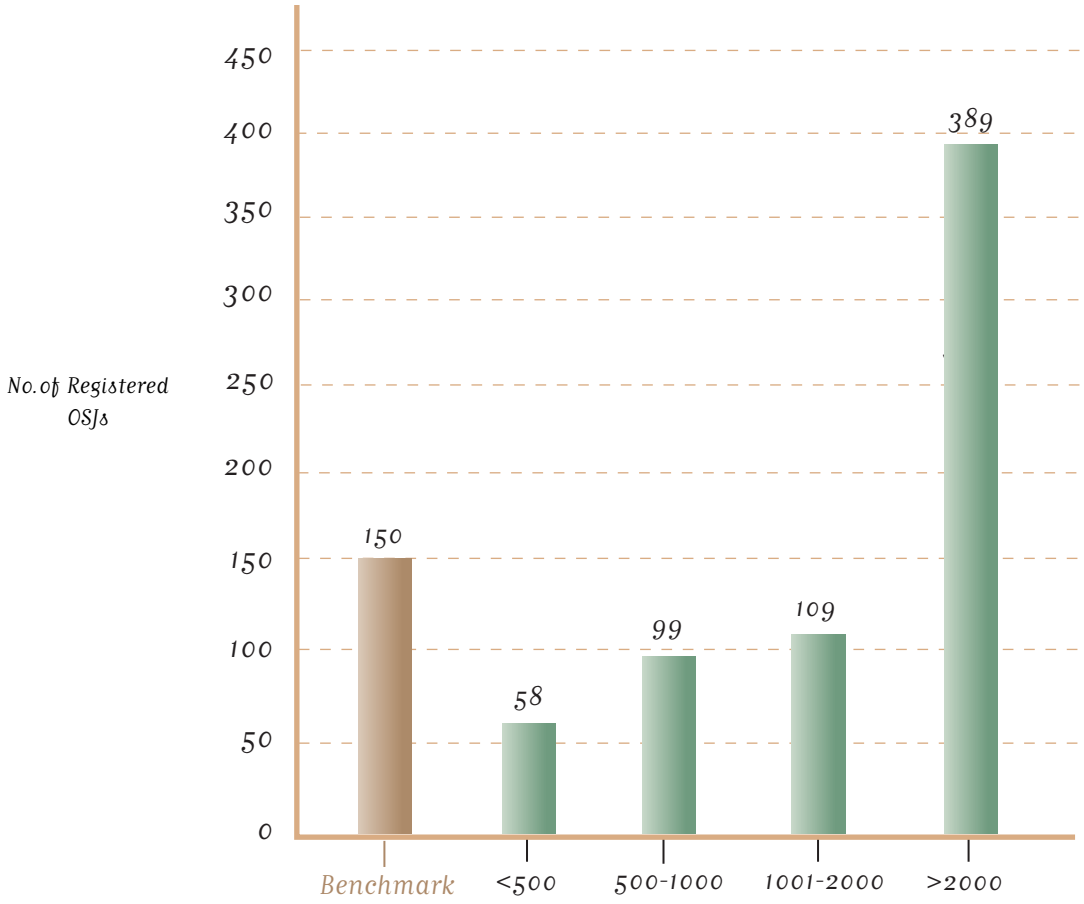


Broker-dealer size by number of affiliated financial advisors.

As of may 2005

Exhibits

Registered OSJs by Size of Broker-Dealer Firm

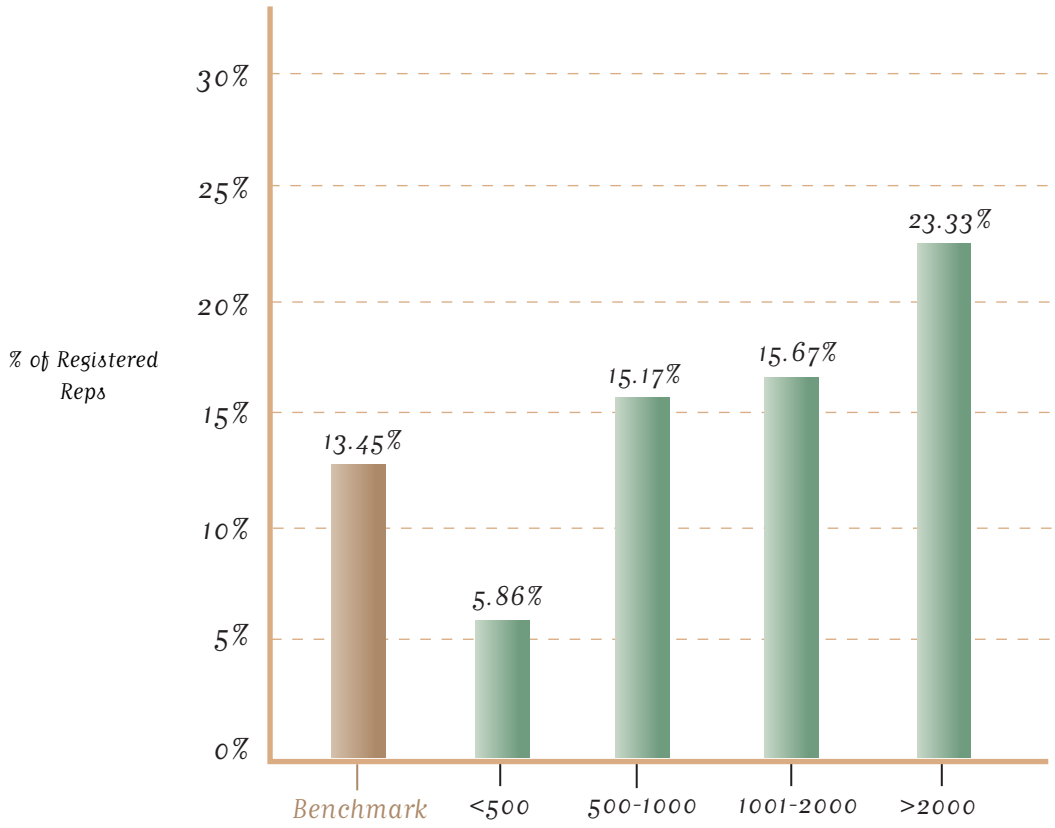


Broker-dealer size by number of affiliated financial advisors.

As of may 2005

Exhibits

Registered Reps that Generate at Least 50% of their Total Compensation from Investment Advisory Fees

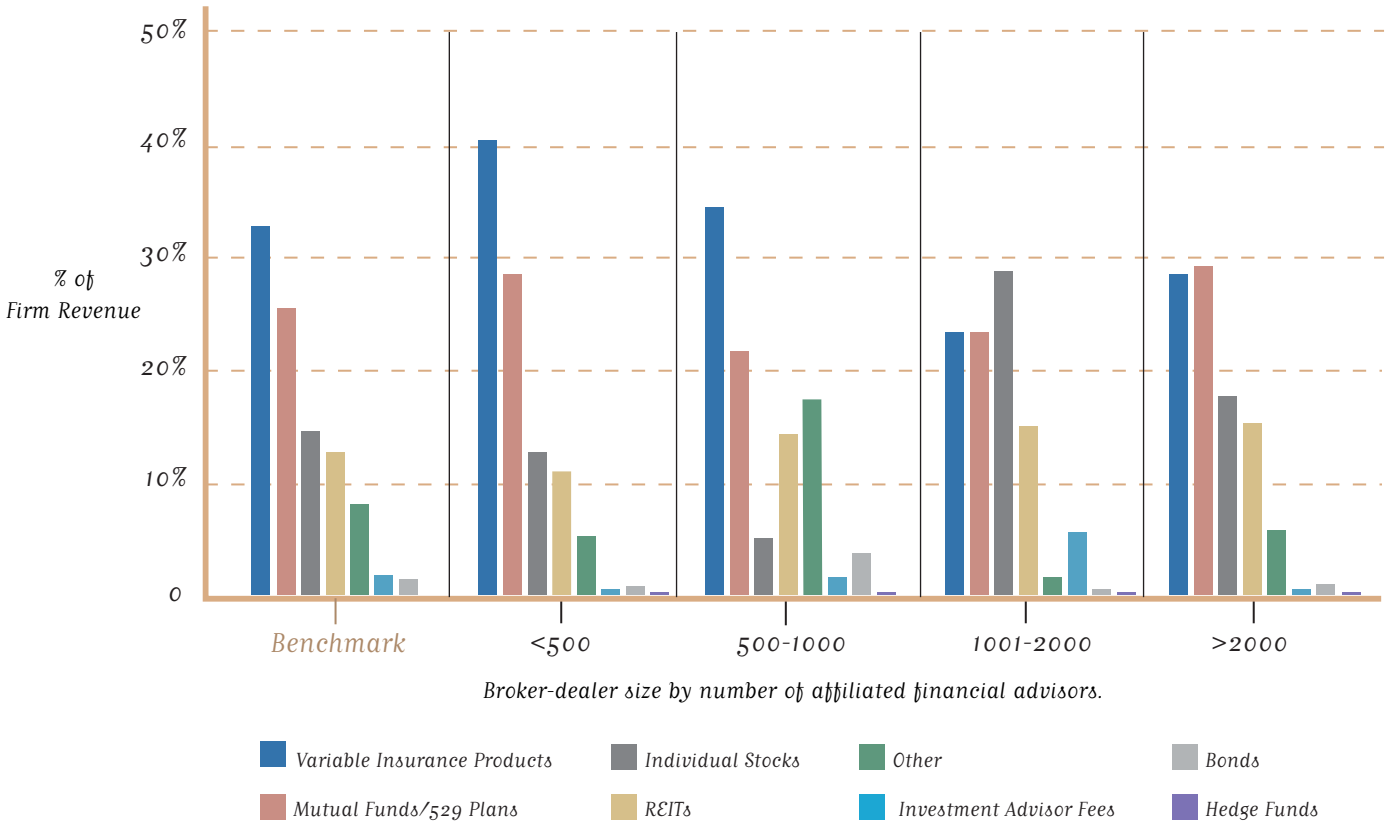


Broker-dealer size by number of affiliated financial advisors.

As of may 2005

Exhibits

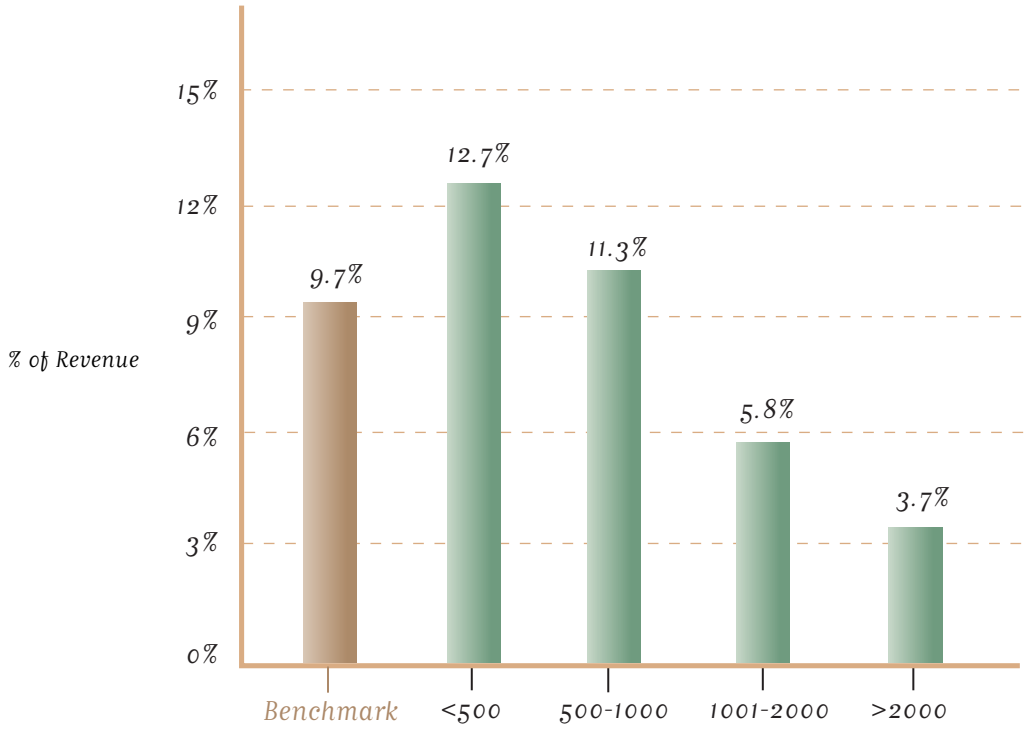
Overview of Firm Revenue by Product Type



As of may 2005

Exhibits

Revenue Supporting Compliance

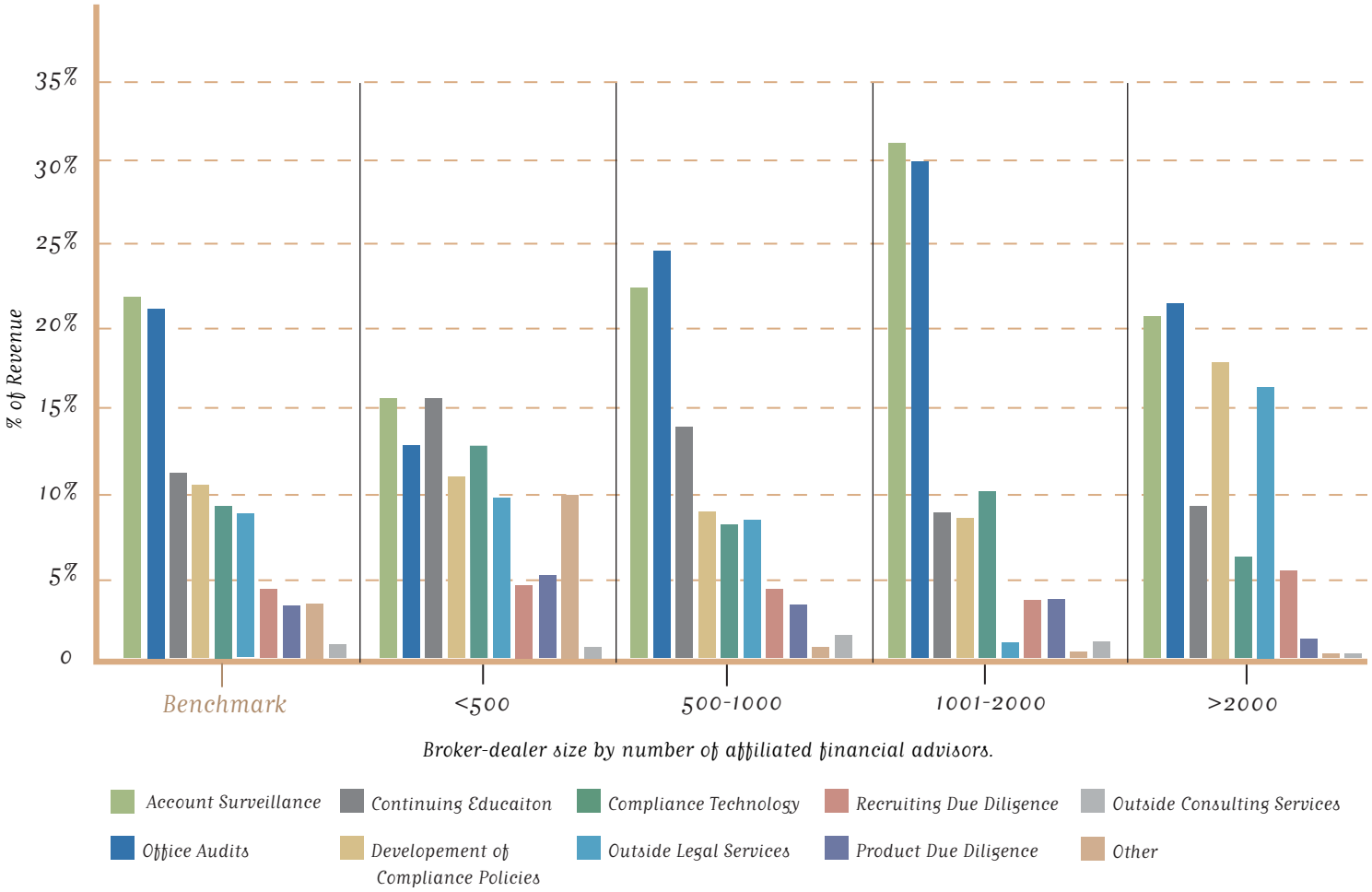


Broker-dealer size by number of affiliated financial advisors.

As of may 2005

Exhibits

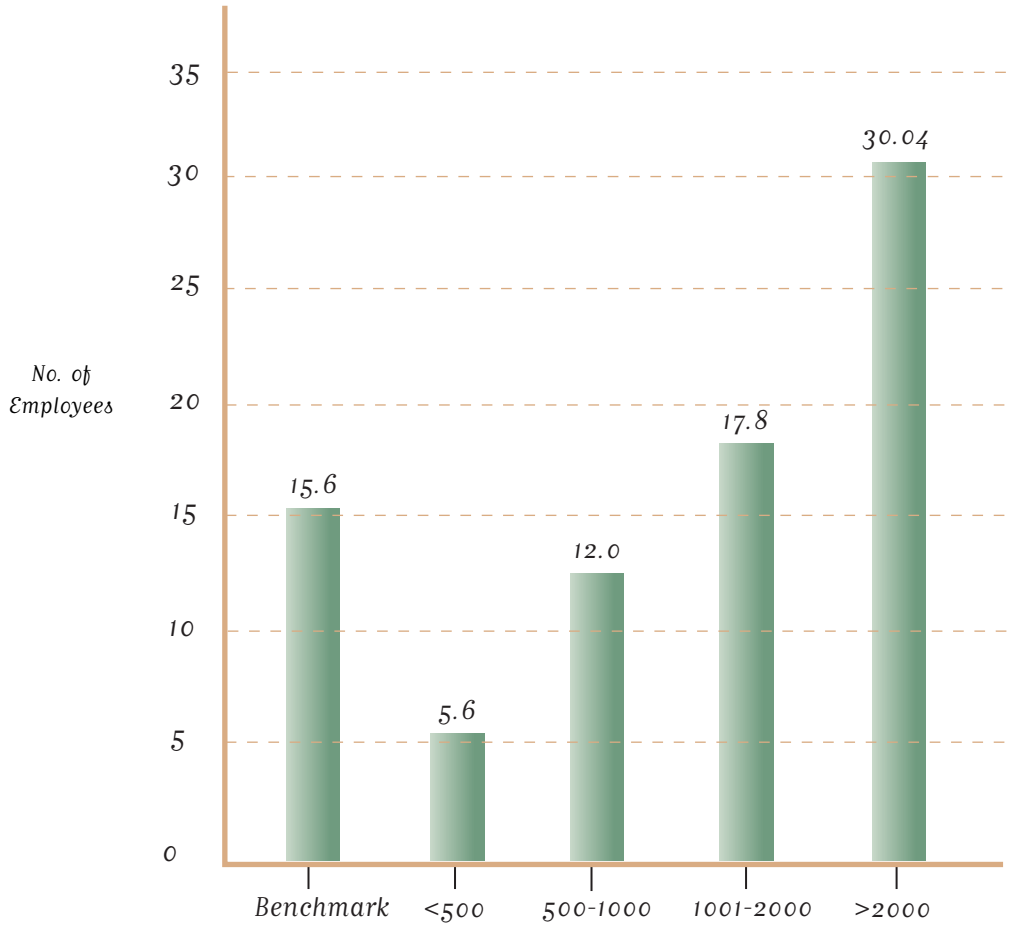
Revenue Supporting Compliance by Area



As of may 2005

Exhibits

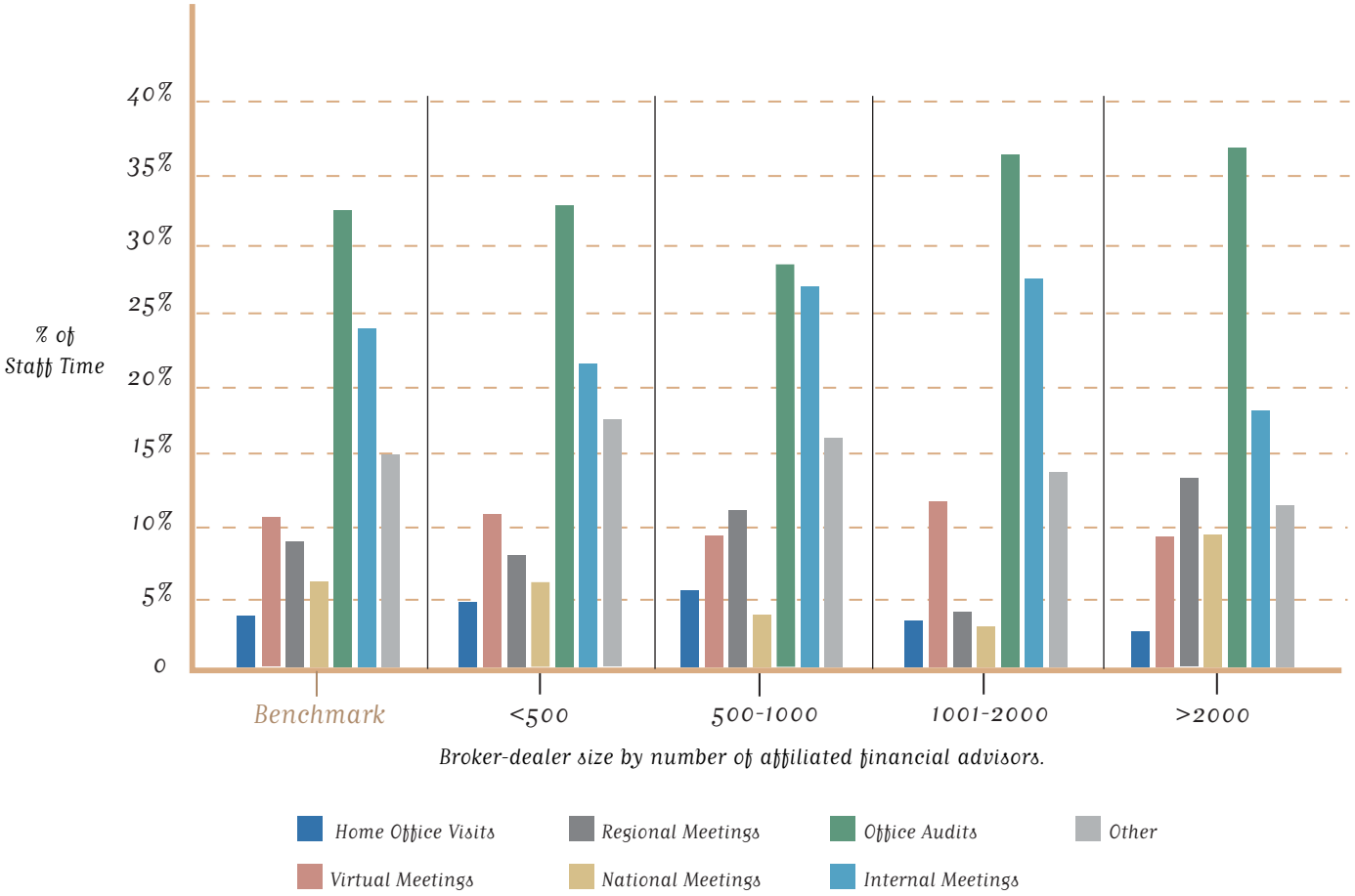
Employees Dedicated to Compliance



Broker-dealer size by number of affiliated financial advisors.

Exhibits

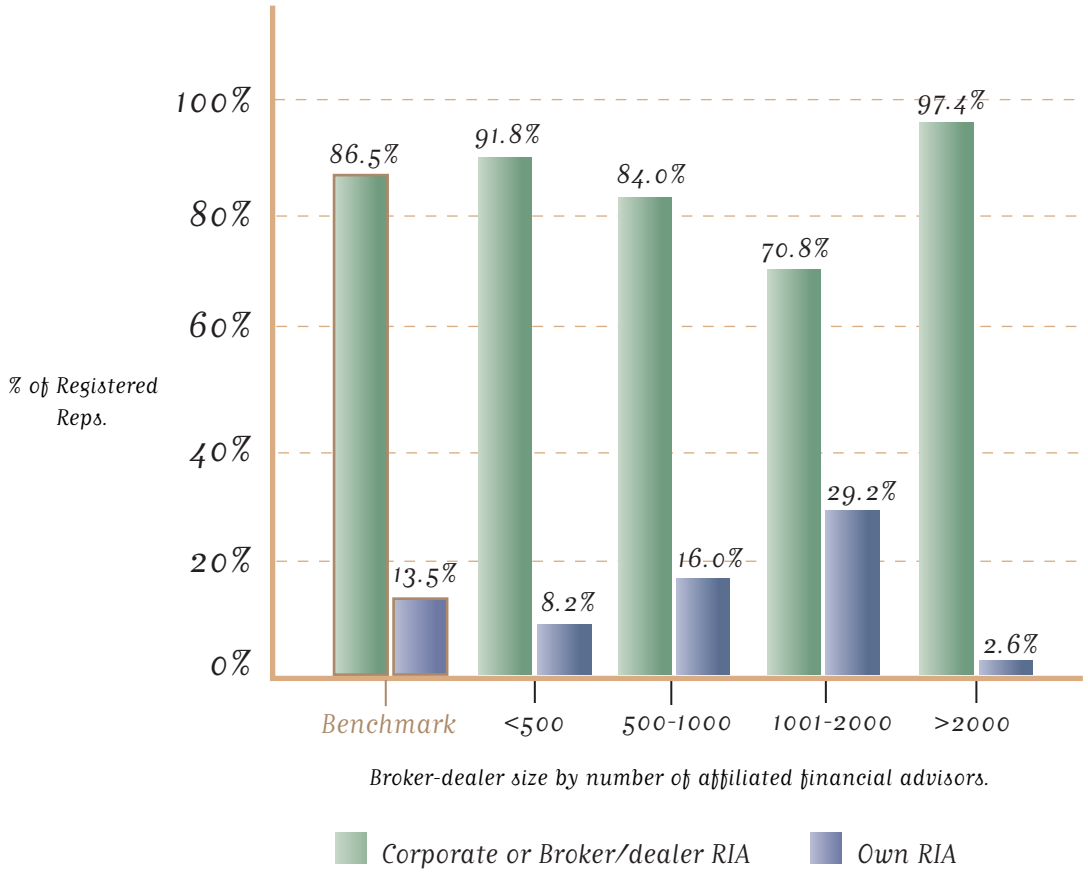
Compliance Staff Time by Activity



As of may 2005

Exhibits

Registered Representatives Conducting Business by Type



As of may 2005