

Membership Dashboard

Membership Summary

All data as of May 1, 2020 (unless otherwise noted). Data has been compiled from two primary sources—Discovery Data reporting on FPA members/firms and the FPA member database.

The data included in this dashboard reflects demographic segments for current FPA members and member firms, and is updated on a quarterly basis (all data in this report has been compiled as of May 1, 2020, with the exception of the overall membership and state breakdowns below). The information included in the Membership Summary section reflects the overall membership of FPA, including students and other non-FINRA-licensed and/or non-SEC registered members, unless otherwise noted.

Total Members: 21,220

Membership Breakdown

| | | | | | |
|----------------------------------|--------|-----|---------------------------|-----|------|
| CFP® Professional Members | 14,405 | 68% | Lifetime Members | 367 | 2% |
| Allied Professional Members | 3,160 | 15% | Corporate Comps | 366 | 2% |
| Full-time Student Members | 778 | 4% | Academic Members | 252 | 1% |
| CFP® Candidate Members | 707 | 3% | International Members | 91 | 0.4% |
| CFP® Certificant Student Members | 516 | 2% | Chapter Executives/ Other | 87 | 0.4% |
| Member Emeritus | 491 | 2% | | | |

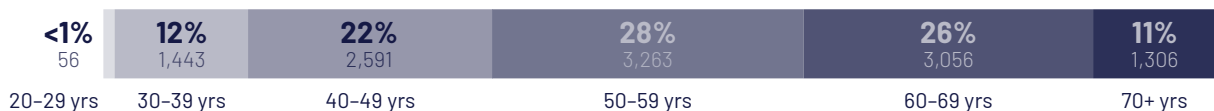
Experience Level

16,095 Reporting (Does not include students and non-advisers)

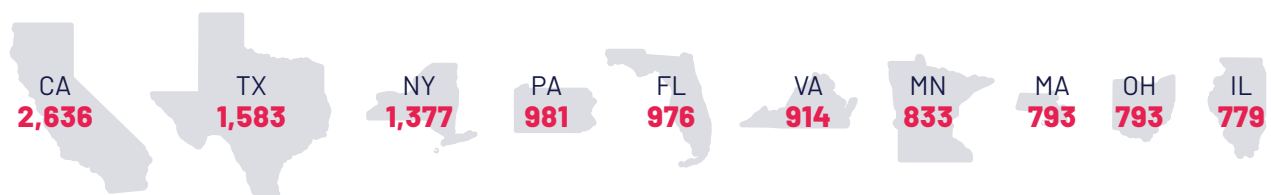


Age

11,715 Reporting (Does not include students and non-advisers)



Top 10 States for FPA Members



Membership Dashboard

Practitioner Summary

All data as of May 1, 2020 (unless otherwise noted). Data has been compiled from two primary sources—Discovery Data reporting on FPA members/firms and the FPA member database.

For the purposes of this report, the terms used below and throughout are defined as follows:

Financial Adviser: Members who are either currently registered with the SEC, licensed by FINRA or both.

Practitioner: Financial adviser members providing retail advisory services.

Total Financial Adviser Members: 16,097

Financial Adviser Breakdown—By Registration

| | | |
|---------------------|--------------|---------------------------------|
| SEC-Registered Only | 6,872 | 16 years Avg. Experience |
| FINRA-Licensed Only | 868 | 22 years Avg. Experience |
| Dually Registered | 8,357 | 23 years Avg. Experience |

Financial Advisers Offering Financial Planning

15,763

Holds CFP® or PFS® certification or RIA/Broker-Dealer offers Financial Planning or Wealth Management Services

Financial Adviser Breakdown—By Practitioner Type

| | |
|--|---------------|
| Total Number of Practitioner Members: (including CFP® certification holders and other registered representatives offering retail advisory services) | 11,042 |
| Practitioner Members Who Hold the CFP® Certification: | 9,037 |

Practitioner Information Grid

| | Financial Adviser | Practitioners | Average Age | Average Years of Experience | Offering Financial Planning | Offering Retirement Planning |
|-----------------------|-------------------|---------------|-------------|-----------------------------|-----------------------------|------------------------------|
| Total Active Advisers | 16,097 | 11,042 | 55 | 19 | 15,763 | 10,722 |
| SEC-Registered Only | 6,872 | 4,186 | 53 | 16 | 6,758 | 4,463 |
| FINRA-Licensed Only | 868 | 372 | 57 | 22 | 754 | 410 |
| Dually Registered | 8,357 | 6,484 | 56 | 23 | 8,251 | 5,849 |

Membership Dashboard

Firm Summary

All data as of May 1, 2020 (unless otherwise noted). Data has been compiled from two primary sources—Discovery Data reporting on FPA members/firms and the FPA member database.

The information included in the Firm Summary reflects demographics and other data for organizations with financial advisers who are active FPA members.

Total Number of Firms with FPA Members: 4,329

(Includes only financial adviser members)

Compensation Structure (of 4,329 firms)

| | Firms | % of Firms | Members | % of Members |
|-------------------------------|--------------|------------|--------------|--------------|
| Fee-Only | 3,713 | 86% | 6,663 | 41% |
| Commission-only | 294 | 7% | 2,699 | 17% |
| Fees and commissions (hybrid) | 322 | 7% | 6,735 | 42% |

FPA Group Membership Program

Total Number
of Groups

226

Individual Members
(Part of a Group Firm)

2,090

Average Number of
Members Per Group

10

Firms With Most Individual FPA Members

| Firm | Firm Type | Total Advisers | FPA Members | Number of Practitioners |
|--|-----------|----------------|--------------|-------------------------|
| Ameriprise Financial Services, Inc. | BD-RIA | 13,454 | 1,105 | 3,832 |
| LPL Financial LLC | BD-RIA | 20,647 | 931 | 4,036 |
| Commonwealth Financial Network | BD-RIA | 3,479 | 351 | 1,096 |
| Raymond James Financial Services, Inc. | BD ONLY | 6,528 | 336 | 1,583 |
| Cambridge Investment Research, Inc. | BD ONLY | 4,223 | 265 | 810 |
| Cetera Adviser Networks LLC | BD-RIA | 3,505 | 223 | 697 |
| Avantax Investment Services, Inc. | BD ONLY | 4,121 | 192 | 636 |