

Membership Dashboard

Membership Summary

All data as of October 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 October 2020, with the exception of the Practitioner and Firm Summaries 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 or RIA-registered members, unless otherwise noted.

Total Members: 19,928

Membership Breakdown

CFP® Professional Members	13,135	66%
Allied Professional Members	2,692	14%
Aspiring Financial Planner Members	911	5%
Full-time Student Members	566	3%
CFP® Candidate Members	544	3%
Member Emeritus	471	2%
CFP® Certificant Student Members	404	2%

Lifetime Members	364	2%
Corporate Comps	319	2%
Academic Members	230	1%
New to the Profession Members	122	.6%
Chapter Executives/Other	86	.4%
International Members	84	.4%

The Full-time Student, CFP® Certificant Student and CFP® Candidate membership types have been consolidated into the Aspiring Financial Planner type. The Aspiring and New to the Profession Financial Planner types are currently only available to new members.

Experience Level

14,626 Reporting (Does not include students and non-advisers)

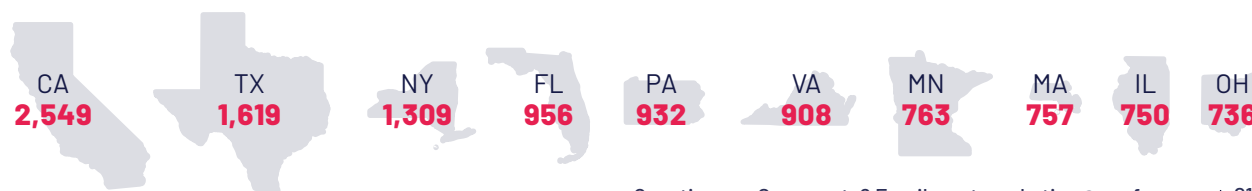


Age

11,628 Reporting (Does not include students and non-advisers)



Top 10 States for FPA Members



Membership Dashboard

Practitioner Summary

All data as of October 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 state RIA or SEC-registered, licensed by FINRA or both.

Practitioner: Financial adviser members providing retail advisory services.

Total Financial Adviser Members: 15,876

Financial Adviser Breakdown—By Registration

State RIA- or SEC-Registered Only	6,860	18 years Avg. Experience
FINRA-Licensed Only	819	23 years Avg. Experience
Dually Registered	8,197	23 years Avg. Experience

Financial Advisers Offering Financial Planning

15,549

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)	11,414
Practitioner Members Who Hold the CFP® Certification:	9,499

Practitioner Information Grid

	Financial Adviser	Practitioners	Average Age	Average Years of Experience	Offering Financial Planning	Offering Retirement Planning
Total Active Advisers	15,876	11,414	54	21	15,549	9,681
RIA- or SEC-Registered Only	6,860	4,448	52	18	6,758	3,774
FINRA-Licensed Only	819	351	55	23	709	363
Dually Registered	8,197	6,615	55	23	8,082	5,544

Membership Dashboard

Firm Summary

All data as of October 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: 4,311

(Includes only financial adviser members)

Compensation Structure (of 4,311 firms)

	Firms	% of Firms	Members	% of Members
Fee-Only	3,839	89%	9,514	60%
Commission-Only	287	7%	2,617	16%
Fees and commissions (hybrid)	185	4%	3,745	24%

FPA Group Membership Program

Total Number of Groups	230	Individual Members (Part of a Group Firm)	2,131	Average Number of Members Per Group	9
------------------------	------------	---	--------------	-------------------------------------	----------

Firms With Most Individual FPA Members

Firm	Total Advisers	FPA Members	Number of Practitioners
LPL Financial, LLC	21,208	946	4,237
Ameriprise Financial Services, LLC	13,545	1,088	3,869
Raymond James Financial Services, Inc.	6,580	329	1,620
Cambridge Investment Research, Inc.	4,432	269	854
Securities America, Inc.	3,858	200	698
Commonwealth Financial Network	3,518	36	1,101
Cetera Adviser Networks, LLC	3,314	205	644