

Table 1: Descriptive Statistics for Representatives that Completed the Survey			
	Broker-Dealer	Dual Registrant	Registered Investment Adviser
N	155	133	171
Age			
Younger than 35	6.5%	13.5%	10.5%
35–44	18.1%	19.5%	21.6%
45–54	29.7%	21.1%	25.7%
55–64	27.1%	25.6%	24.6%
65+	18.1%	19.5%	16.4%
Clients			
20 or Less	7.7%	3.8%	21.6%
21–50	7.7%	18.8%	24.0%
51–100	22.6%	21.8%	29.8%
101–200	29.0%	24.8%	11.1%
200+	29.7%	28.6%	12.9%
Years in Profession			
5 or Less	10.3%	15.0%	12.3%
6–10	19.4%	17.3%	12.9%
11–20	25.8%	23.3%	33.9%
21–30	28.4%	24.8%	28.1%
31+	16.1%	19.5%	12.9%
Assets Under Management			
Less than \$50 Million	34.2%	24.1%	33.3%
\$50–\$199 Million	51.6%	58.6%	42.7%
\$200 Million+	14.2%	17.3%	24.0%
Male	82.6%	84.2%	78.4%