Table 1: Descriptive Statistics

Variable	Category	Count	%
Age	18–24	1	0.59%
	25–34	16	9.47%
	35–44	25	14.79%
	45–54	29	17.16%
	55–64	53	31.36%
	65 and over	45	26.63%
Education	High school graduate or some college	4	2.35%
	College graduate	71	41.76%
	Masters	86	50.59%
	Ph.D.	9	5.29%
Gender	Male	107	63.31%
	Female	61	36.09%
	Other	1	0.59%
Race/Ethnicity	White	147	88.55%
	Black	6	3.61%
	Hispanic	3	1.81%
	Asian	3	1.81%
	Other	3	1.81%
	N/A	4	2.41%
Years as Financial Adviser	<1	7	4.14%
	1–5	24	14.20%
	6–10	24	14.20%
	10 and over	114	67.46%
Certifications	CFP®	99	-
	Other	14	-
	N/A*	3	-
Role	Client-facing adviser	150	88.24%
	Administrative role	4	2.35%
	Compliance	0	0.00%
	Paraplanner	3	1.76%
	Portfolio management	4	2.35%
	Other	9	5.29%
Firm Type	Broker–dealer or wirehouse	35	20.83%
	Registered investment advisor (RIA)	108	64.29%
	Trust company	2	1.19%
	Other	23	13.69%
Fee Structure	Fee only	84	50.00%
	Commission	6	3.57%
	Hourly	2	1.19%
	Mixed	57	33.93%
	Other	19	11.31%

* Our survey did not have an option for no certification and these responses were left blank.