

Table 1: Descriptive Statistics		
Age	Count	%
18–24	1	0.58%
25–34	16	9.30%
35–44	25	14.53%
45–54	30	17.44%
55–64	54	31.40%
65 and over	45	26.16%
N/A	1	0.58%
Education		
High school / some college	4	2.33%
College graduate	70	40.70%
Masters	89	51.74%
Ph.D.	9	5.23%
Gender		
Male	108	62.79%
Female	62	36.05%
Non-binary 3rd gender	1	0.58%
N/A	1	0.58%
Race/Ethnicity		
White	148	86.05%
Black	6	3.49%
Hispanic	3	1.74%
Asian	4	2.33%
Multiple listed	4	2.33%
N/A	7	4.07%
Role		
Client-facing adviser	152	88.37%
Administrative role	4	2.33%
Paraplanner	3	1.74%
Portfolio management	4	2.33%
Other	9	5.23%
Firm Type		
Broker–dealer or wirehouse	36	20.93%
RIA	109	63.37%
Trust company	2	1.16%
Other	23	13.37%
N/A	2	1.16%
Fee Structure		
Fee only	85	49.42%
Commission	6	3.49%
Hourly	2	1.16%
Mixed	77	44.77%
N/A	2	1.16%
N = 172		