

Financial Planning

MAY 25, 2023

In May 2023, *Financial Planning* released the results of their annual compensation study, **Best Advisor Pay**, providing a ranking of both wirehouse and regional and national broker-dealer firms at four production levels. Below is a listing of these rankings, combining both types of firms, at each production level.

Best advisor pay for the \$2M producer

Edward Jones

BASE PAY
\$787,500
DEFERRED-YE
\$394,600

TOTAL
\$1,182,100

Raymond James & Associates

BASE PAY
\$900,000
DEFERRED-YE
\$215,000

TOTAL
\$1,115,000

Wells Fargo

BASE PAY
\$954,640
DEFERRED-YE
\$78,825

TOTAL
\$1,033,465

Stifel

BASE PAY
\$964,000
DEFERRED-YE
\$120,000

TOTAL
\$1,084,000

UBS

BASE PAY
\$867,000
DEFERRED-YE
\$153,000

TOTAL
\$1,020,000

Janney Montgomery Scott

BASE PAY
\$920,000
DEFERRED-YE
\$160,000

TOTAL
\$1,080,000

Merrill

BASE PAY
\$845,000
DEFERRED-YE
\$160,400

TOTAL
\$1,005,400

RBC Wealth Management

BASE PAY
\$960,000
DEFERRED-YE
\$110,000

TOTAL
\$1,070,000

Morgan Stanley

BASE PAY
\$867,300
DEFERRED-YE
\$112,700

TOTAL
\$980,000

Best advisor pay for the \$1M producer

Edward Jones

BASE PAY
\$393,750
DEFERRED-YE
\$155,700

TOTAL
\$549,450

Stifel

BASE PAY
\$464,000
DEFERRED-YE
\$50,000

TOTAL
\$514,000

UBS

BASE PAY
\$416,500
DEFERRED-YE
\$73,500

TOTAL
\$490,000

Janney Montgomery Scott

BASE PAY
\$445,000
DEFERRED-YE
\$60,000

TOTAL
\$505,000

Wells Fargo

BASE PAY
\$454,640
DEFERRED-YE
\$14,325

TOTAL
\$468,965

RBC Wealth Management

BASE PAY
\$460,000
DEFERRED-YE
\$41,800

TOTAL
\$501,800

Merrill

BASE PAY
\$400,000
DEFERRED-YE
\$65,000

TOTAL
\$465,000

Raymond James & Associates

BASE PAY
\$445,000
DEFERRED-YE
\$56,000

TOTAL
\$501,000

Morgan Stanley

BASE PAY
\$411,625
DEFERRED-YE
\$33,375

TOTAL
\$445,000

Best advisor pay for the \$600K producer

Edward Jones

BASE PAY
\$236,250
DEFERRED-YE
\$58,920

TOTAL
\$295,170

Stifel

BASE PAY
\$264,000
DEFERRED-YE
\$30,000

TOTAL
\$294,000

Merrill

BASE PAY
\$234,000
DEFERRED-YE
\$24,000

TOTAL
\$258,000

RBC Wealth Management

BASE PAY
\$258,000
DEFERRED-YE
\$9,900

TOTAL
\$267,900

Wells Fargo

BASE PAY
\$254,640
DEFERRED-YE
\$3,000

TOTAL
\$257,640

Janney Montgomery Scott

BASE PAY
\$264,000
DEFERRED-YE
\$0

TOTAL
\$264,000

Morgan Stanley

BASE PAY
\$236,550
DEFERRED-YE
\$12,450

TOTAL
\$249,000

Raymond James & Associates

BASE PAY
\$261,000
DEFERRED-YE
\$0

TOTAL
\$261,000

UBS

BASE PAY
\$216,000
DEFERRED-YE
\$24,000

TOTAL
\$240,000

Best advisor pay for the \$400K producer

Stifel

CASH GRID
\$164,000
DEFERRED-YE
\$20,000

TOTAL
\$184,000

Edward Jones

BASE PAY
\$157,500
DEFERRED-YE
\$10,400

TOTAL
\$167,900

Wells Fargo

BASE PAY
\$154,640
DEFERRED-YE
\$0

TOTAL
\$154,640

Raymond James & Associates

BASE PAY
\$166,000
DEFERRED-YE
\$0

TOTAL
\$166,000

Morgan Stanley

BASE PAY
\$138,960
DEFERRED-YE
\$5,040

TOTAL
\$144,000

Merrill

BASE PAY
\$148,000
DEFERRED-YE
\$14,000

TOTAL
\$162,000

UBS

BASE PAY
\$128,000
DEFERRED-YE
\$0

TOTAL
\$128,000

RBC Wealth Management

BASE PAY
\$156,000
DEFERRED-YE
\$0

TOTAL
\$156,000

Janney Montgomery Scott

BASE PAY
\$100,000
DEFERRED-YE
\$0

TOTAL
\$100,000

Important information:

Data provided by [Arizent](#) and analysis conducted by compensation consultant Andy Tasnady and his firm, [Tasnady & Associates](#). Data as of 12/31/22. Source: [Financial Planning](#) (published May 2023).

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