

# Wells Fargo Advisors Facts at a Glance

(data as of September 30, 2015)

## Executive Summary

Wells Fargo Advisors provides investment advice and guidance to clients through 14,988 Financial Advisors and referrals from 3,838 licensed bankers in retail stores across the U.S. Wells Fargo Advisors administers \$1.4 trillion in client assets.

## Areas of Distinction

- Unique structure and scale that combine the capabilities and best practices available through a large, national firm with a client focus more typical of smaller firms
- Dedicated to Financial Advisors and their relationships with clients
- Unprecedented choice and flexibility for Financial Advisors and their clients through distinct business channels supported by established products, services, and technology

## Multichannel Business Model

9,910 Financial Advisors work in the traditional brokerage channel of Wells Fargo Advisors, LLC, with branch offices located in all 50 states and the District of Columbia. In addition, the firm's in-bank brokerage channel includes 3,343 Financial Advisors and 3,838 licensed bankers located in Wells Fargo bank stores. Financial Advisors and licensed bankers are registered with Wells Fargo Advisors, LLC. The firm's Independent Brokerage Group includes Wells Fargo Advisors Financial Network, the firm's independent representative arm, and First Clearing Correspondent Services, which provides operational, clearing, and consultative services to thousands of financial professionals across the U.S.

## Products and Services

- Advisory Services
- Asset Management
- Brokerage Services
- Estate Planning Strategies
- Retirement Planning
- Portfolio Analysis and Monitoring

Retail Client Assets	\$1.4 trillion
Registered Representatives	18,826
Financial Advisors	14,988
Licensed Bankers	3,838
Correspondent Clearing Firms	76

Data is a combination of Wells Fargo Advisors, LLC, Wells Fargo Advisors Financial Network, LLC, and First Clearing, LLC.

## Quick Facts

### Industry Rank

- Third-largest full-service provider of retail brokerage services in the U.S.\*
- Third-largest provider of managed accounts† (as of June 30, 2015)

### Broker-Dealers under Wells Fargo & Company

- Wells Fargo Advisors, LLC
- Wells Fargo Advisors Financial Network, LLC
- First Clearing, LLC

## Website

[wellsfargoadvisors.com](http://wellsfargoadvisors.com)

\* Based on number of Financial Advisors

† Based on assets

**Investment and Insurance Products:** ► NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value

Wells Fargo Advisors is the trade name used by two separate registered broker-dealers and non-bank affiliates of Wells Fargo & Company: Wells Fargo Advisors, LLC, and Wells Fargo Advisors Financial Network, LLC (Members SIPC). First Clearing, LLC, (Member SIPC) is a separate broker-dealer of Wells Fargo & Company (First Clearing is a non-bank affiliate).  
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