

Wells Fargo Advisors Facts at a Glance

(data as of March 31, 2014)

Executive Summary

Wells Fargo Advisors provides investment advice and guidance to clients through 15,146 Financial Advisors and 3,350 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 combines 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

10,350 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 employs 3,125 Financial Advisors and 3,350 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 27,000 financial professionals

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	18,496
Financial Advisors	15,146
Licensed Bankers	3,350
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 December 31, 2013)

Broker-Dealers under Wells Fargo & Company

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

Website

wellsfargoadvisors.com

*Based on number of Financial Advisors

**Based on assets

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