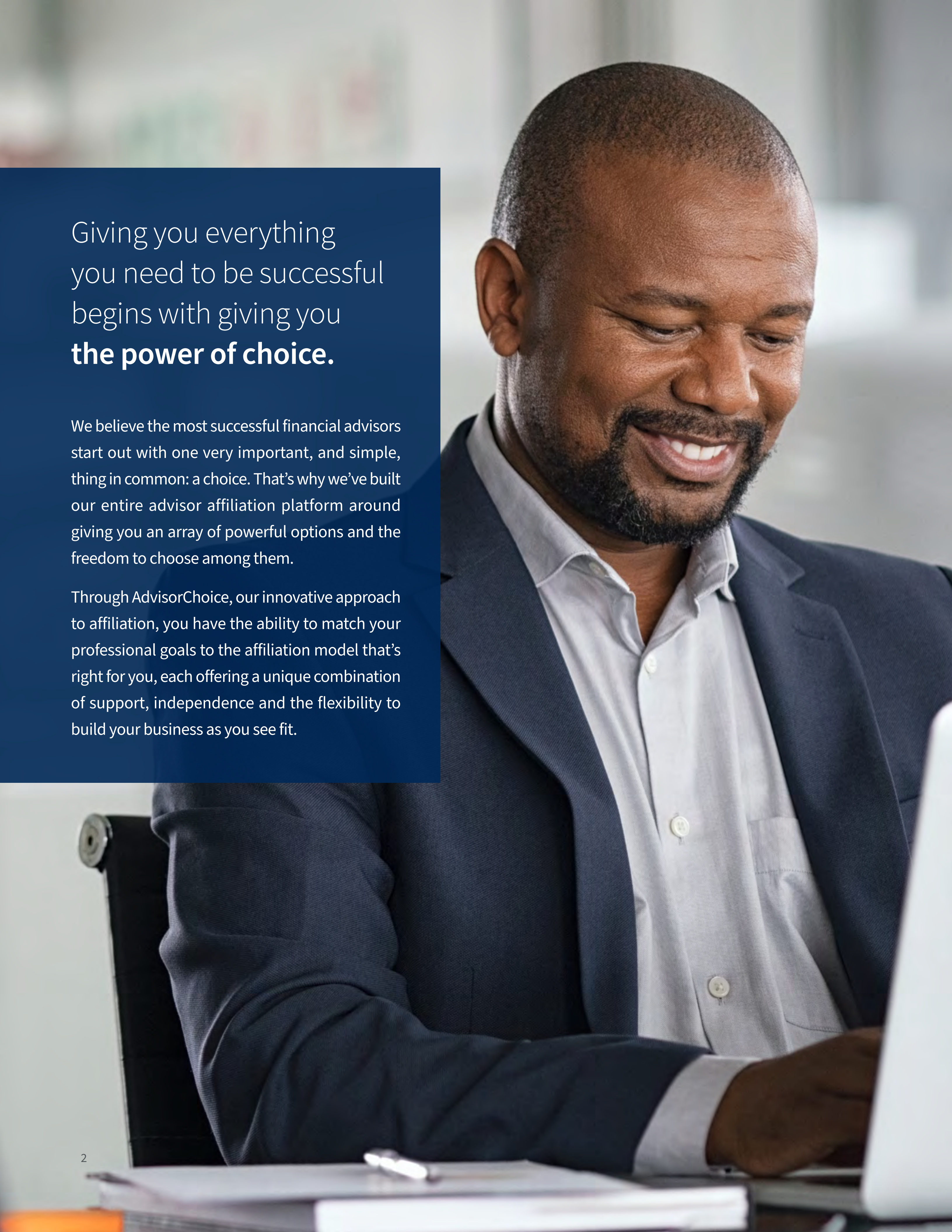
THE POWER OF CHOICE

It's your business. AdvisorChoice® lets you run it on your terms.

RAYMOND JAMES



Giving you everything you need to be successful begins with giving you **the power of choice.**

We believe the most successful financial advisors start out with one very important, and simple, thing in common: a choice. That's why we've built our entire advisor affiliation platform around giving you an array of powerful options and the freedom to choose among them.

Through AdvisorChoice, our innovative approach to affiliation, you have the ability to match your professional goals to the affiliation model that's right for you, each offering a unique combination of support, independence and the flexibility to build your business as you see fit.

For all affiliations

Regardless of the affiliation model you select, by choosing Raymond James, you are gaining access to all of these resources and more.

WEALTH SOLUTIONS

Managing substantial wealth often requires specialized capabilities and expertise. The Wealth Solutions team offers just that, helping you compete for and service high-net-worth clientele. Our professionals cater to the planning and wealth management needs of exceptional clients – working as your partner, not your competition.

TECHNOLOGY

Through Advisor Access, a comprehensive web-based solution, you'll have access to our integrated financial planning platform, performance reporting, CRM, high-quality research, an institutional-level trading system and more, all available on the go through our Advisor Mobile app. Additionally, Client Access gives your clients web and mobile access to their accounts, providing account overviews, document storage, mobile check deposit, account aggregation and more.

MARKETING

Two things you'll find at Raymond James that you won't find at other firms – the freedom to create a unique brand for your practice and a team to help you build it. Our in-house creative agency will take time to understand your business. And you'll have your own account manager to help you every step of the way, including building your own marketing plan.

PRACTICE MANAGEMENT

The Raymond James PCG Education & Practice Management department focuses on providing you with the best available tools and resources to help manage your practice effectively and accelerate business growth – all while ensuring you have the flexibility and support to grow on your terms.

SUCCESSION PLANNING

We pride ourselves on a tight-knit culture that offers the personalized support you'll need to expand your practice as your goals evolve and, eventually, pass it on as you see fit. When you're ready to grow, we'll help you through each stage of acquiring another practice or book of business. And when you're ready to retire, we'll help you establish a business succession plan – building long-term value that will help you maximize the rewards of your years of hard work.

Employee affiliation options (W2 models)

Work with a firm, but for yourself

You prefer a traditional setup that allows you to prioritize your clients. But that doesn't mean you have to run a traditional business. Our innovative employee approach offers the freedom you've always wanted – along with the resources, services and support you expect from an established financial firm.

	EMPLOYEE ADVISOR	ADVISOR SELECT
OVERVIEW	Own your book of business and work in a branch setting where service, technology and operations associates support you locally – along with all the resources of the home office serving you.	Enjoy the freedom and flexibility of running your own office with full access to comprehensive administrative and technology support – and a full array of corporate benefits.
FIT	Enjoy a full-service branch setting, but with more flexibility and control than you will find in any other traditional partnership. Build your own brand or leverage the Raymond James brand while benefiting from the support of your local team, branch and operations managers – so you can focus your attention on your clients and growing your business.	Harness the complete support of the Raymond James platform and resources – with enhanced flexibility. Control your location, staffing and expenses. We'll take care of the rest.
PAYOUT OPTIONS	Receive up to a 50% payout, with your specific percentage depending on your production.	Receive 70% to 80% gross payout. Your specific percentage will depend on your production (no ticket charges), and your net payout will depend on your branch expenses.
SUPPORT STAFF	Leverage your support team, including branch professionals, additional staff, etc., which will be determined by your branch manager and corporate guidelines with assistance from Raymond James Human Resources.	Hire and manage your own support team with the assistance and guidance of Raymond James Human Resources.
LOCATION	Partner with us to locate available office space if we don't have an existing branch office in your market.	Determine your own location and select your office space.
EMPLOYEE BENEFITS	Enjoy a full array of competitive employee benefits offerings. Refer to our compensation guide for additional details.	

Independent & institutional affiliation options (W2 or 1099 models)

Find the right partnership **for you**

Raymond James offers several ways to run your business, both independently and institutionally. Build the practice that you want with as much – or as little – support from us as you need.

	INDEPENDENT CONTRACTOR	BANK AND CREDIT UNION
OVERVIEW	Enjoy all the benefits of independently owning your practice, including the freedom to do things your way. Gain access to a full range of investment products and our integrated technology and wealth management platforms – along with the support of Raymond James – to build your business on your own terms.	Grow your business through Raymond James in partnership with a highly reputable local financial institution. By affiliating with the Financial Institutions Division, you'll have cutting-edge technology, flexibility and support to take your practice to new heights.
FIT	For the entrepreneurial-minded, enjoy running your practice as a true business owner while leveraging the support and expertise of your regional team. You'll oversee your location, benefits and staff as well as overhead expenses.	Fuel your growth by leveraging the history and reputation of a community institution partnered with the extensive resources, product platform, forward-looking technology and dedicated support at Raymond James.
PAYOUT OPTIONS	Receive an 81% to 90% payout, with your specific percentage depending on each branch's total trailing 12-month production.	Get the support you need during your transition by receiving a competitive compensation package from the financial institution in partnership with Raymond James.
SUPPORT STAFF	Hire and manage your own support team – branch professionals, additional staff, etc.	Leverage the support of a robust, local financial institution including marketing, technology, planning and sales support.
LOCATION	Determine your location and select your office space.	Work with your bank or credit union to determine your location and office space, which may include multiple locations around you in support of your growth.
EMPLOYEE BENEFITS	Create your own benefits package.	Enjoy a full array of competitive employee benefits provided by your institution.

Learn more at raymondjames.com/advisorchoice.

Fee-only affiliation options (investment advisor representatives)

Run your fee-only practice without the burden of administrative and operational hurdles

Our fee-based options offer advisors access to the breadth of resources of a global wealth management firm while maintaining the independence of their business.

	CORPORATE RIA	RIA & CUSTODY SERVICES
OVERVIEW	Enjoy the support and resources of Raymond James in a format refined for fee-only practices, allowing you to operate as investment advisor representatives (IARs) under Raymond James' established corporate RIA. Enjoy turnkey services – including cutting-edge technology, wealth management platforms and services built around the way you do business.	Gain the personalized attention you need by plugging into an independent registered investment advisor (RIA) or independent broker/dealer (IBD) affiliated with Raymond James. Enjoy turnkey services – including cutting-edge technology, wealth management platforms and services built around the way you do business.
FIT	As an IAR of Raymond James' Corporate RIA, you can run your fee-only practice without the administrative and operational burdens of running your own RIA. In this model, the corporate RIA will also be responsible for supervision and compliance associated with their accounts.	As an advisor joining an IBD or RIA, your firm will create their own business model and work with you to establish the relationship (W2 and/or 1099), production minimums, compliance rules and product mix.
PAYOUT OPTIONS	Receive an 81% to 90% payout, with your specific percentage depending on each office's annual advisory revenue.	Work with your broker/dealer or RIA to determine compensation.
SUPPORT STAFF	Hire and manage your own support team – branch professionals, additional staff, etc.	
LOCATION	Determine your location and select your office space.	
EMPLOYEE BENEFITS	Create your own benefits package.	

Your business at Raymond James

We want you to be comfortable that you have all the information you need to make the best decision for you and your clients. Talk to your recruiter about a customized pro forma for your practice, where you can visualize how your business will look at Raymond James, or compare it to other firms you may be considering as part of your due diligence process.

Your business is a reflection of you. **So is ours**.

At Raymond James, we believe diversity and, more importantly, inclusion bring together vibrant cultures, enviable talent and innovative viewpoints, fostering an environment where everyone feels respected and everyone can prosper. To us, that's something to celebrate and encourage. And it's why we created our Advisor Inclusion Networks – to help advisors like you not just reach your potential, but exceed it.

Advisor Inclusion Networks

Women Financial Advisors Network

Pride Financial Advisors Network

Black Financial Advisors Network

Veteran Financial Advisors Network

Women Financial Advisors Network

Nearing its third decade, the Women Financial Advisors Network is more than 1,300 advisors strong. It is an active group dedicated to supporting women advisors in the development of their businesses and careers. In addition to the annual Women's Symposium, the network offers regional and local gatherings where advisors can learn from one another as well as leverage management resources and coaching programs.

Pride Financial Advisors Network

A collaboration between LGBT+ advisors and allies, the Pride Financial Advisors Network is committed to supporting its community while developing professionally and putting clients first. The network seeks to equip advisors with the information they need to serve the distinct financial planning needs of the LGBT+ community, which includes estate planning, family planning and charitable giving.

Black Financial Advisors Network

Approaching its second decade, the Black Financial Advisors Network brings together the brightest Black professionals in financial services. It is a focused group of advisors dedicated to improving the lives of their clients and their communities. Its outreach efforts seek to recognize and expand the numbers of talented young Black people in all aspects of financial services.

Veteran Financial Advisors Network

The Veteran Financial Advisors Network is dedicated to helping armed services veterans and military family members succeed in a rewarding career that plays to their strengths. For those who served, the experiences that shaped their lives will forever connect them to a strong community no matter where they are.

RAYMOND JAMES®

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