



RAYMOND JAMES

FINANCIAL ADVISOR COMPENSATION GUIDE

A competitive wealth-building and benefits package designed to
recognize your talent and reward your professional growth

At Raymond James, advisors are at the heart of all we do. That's why we're continuously working to meet your unique needs and exceed your expectations.

Here, you'll find more than the capabilities to provide quality service for your clients – you'll find a competitive compensation and benefits package to match. One that prioritizes your needs and recognizes your talent and value as an advisor.

We combine a consistent, straightforward payout structure with comprehensive compensation and benefits, all designed with your independence and professional growth in mind. You'll enjoy extensive solutions, in-depth resources and full insurance options, and will be recognized for industry-related educational and professional designations. In addition, whereas other firms have withdrawn from the Protocol for Broker Recruiting, and some firms never joined, we proudly remain part of it – helping us retain your loyalty and trust by providing the compensation and support you deserve. As part of our advisor-centric culture, you'll also maintain full ownership of your book of business* – because we believe the client relationship is first and foremost with the advisor, not the firm.

Lastly, while these types of guides can often feel dense and ambiguous, you'll find clear information and a streamlined offering in the following pages.

I welcome you to learn more about our firm, the advisor-centric culture we foster and how we recognize our advisors' hard work and dedication through our competitive compensation and benefits package.

Sincerely,



A stylized, handwritten signature in black ink that reads "Tash".

Tash Elwyn
President and CEO
Raymond James & Associates

“As part of our advisor-centric culture, you'll also maintain full ownership of your book of business – because we believe the client relationship is first and foremost with the advisor, not the firm.”

*Certain qualifications apply



Clear, competitive compensation

COMPENSATION GRID

At Raymond James, we take pride in our straightforward, consistent payout grid, recognizing that quality financial advisors are our most important asset and critical to our success.

TRAILING 12 COMMISSIONS	PAYOUT PERCENTAGE ¹
\$5,000,000 and above	50.0%
\$3,500,000 to \$4,999,999	47.0%
\$2,500,000 to \$3,499,999	46.0%
\$1,500,000 to \$2,499,999	45.0%
\$1,000,000 to \$1,499,999	44.5%
\$800,000 to \$999,999	44.0%
\$600,000 to \$799,999	43.5%
\$500,000 to \$599,999	43.0%
\$400,000 to \$499,999	41.5%
\$350,000 to \$399,999	40.0%
\$300,000 to \$349,999	38.0%
\$250,000 to \$299,999	28.0%
\$200,000 to \$249,999	25.0%
Under \$200,000	20.0%

Effective September 25, 2017

LENDING

Advisors receive grid credit for multiple types of lending products.

TYPE	CREDIT TO ADVISOR	NET PAYOUT
Mortgages and HELOCs*	75 basis points of loan origination amount	Grid payout
Margin	15 basis points of average daily balances (undiscounted loans)	Grid payout
Securities-based lending	25 basis points of average daily balances (undiscounted loans)	Grid payout

*Property must be in a state approved for compensation. (States are subject to change due to evolving regulations.)

PAYOUT DETAILS

This payout schedule is applicable only to financial advisors with at least eight years of industry service. If industry service is less than eight years and the financial advisor is not a participant in the Raymond James Advisor Mastery Program, their payout will be the higher of grid or 40%.

Trailing 12-month production is measured at the end of each production quarter to determine your payout on the grid for the next quarter. Grid movements are not retroactive. There are no transaction charges deducted from gross commission prior to determining payout.

Financial advisor teams may be eligible for Team Payout, where qualifying² advisors will be paid at the grid rate of the highest-producing advisor on the team.

Regardless of production level, Investment Banking Referral Fees are paid at 70%.

Raymond James & Associates' payout policy for equity and fixed income transactions is as follows:

- Trades with a gross commission of \$100 or more receive full payout
 - Trades with a gross commission between \$75 and \$100 receive 25% payout
 - Trades with a gross commission below \$75 receive no payout
- Raymond James & Associates' payout policy for options transactions is as follows:
- Options trades with a gross commission of \$35 or more will receive full payout
 - Options trades with a gross commission below \$35 will receive no payout

Each month, you are paid commissions based on the transactions that traded in the prior production month. These commission payments are advances and are not earned by you until (1) the firm receives all funds due and payable in connection with the commissioned transaction(s) and (2) minimum holding periods set forth in the firm's policies are met. Additionally, wrap fees are credited to advisors monthly in advance and are not earned until the calendar month has completed. The firm reserves the right to recover any commissions or fees that are advanced to you.

¹As part of the grid commission formula, the guaranteed monthly salary/draw is applied against the grid commission amount such that the earned commission amount to which you are entitled equals the grid commission less the amount of the monthly salary/draw paid previously in the month. If the grid commission amount is less than the guaranteed minimum salary/draw for the month, your guaranteed salary/draw for the month will not be reduced. Instead, the resulting deficit from that month will be applied against future grid commissions that are in excess of the guaranteed monthly salary/draw in future months. In no event will you be paid less than the guaranteed minimum salary/draw in any month of employment. If you have a commission deficit upon termination of employment, you will not be required to repay that amount or any portion of previous guaranteed salary/draw payments.

²Eligible teams must have an executed team agreement and at least one club-level member (Leaders Club II or higher) who derives at least 25% of their production from the team. To qualify for Team Payout, team members must have at least \$300,000 in trailing 12-month production and derive at least 50% of their production from the team.



Wealth-building opportunities

At Raymond James, you will have the opportunity to help your financial future while you help your clients meet their financial goals.

RETENTION BONUS

If you achieve recognition club status of Leaders Club II or higher, you are eligible to participate in the firm's retention bonus program. This program is designed to reward our advisors' longevity and recognize their value to the firm, subject to a five-year cliff vesting period.

- You will receive RJF restricted stock units, ranging between 10% and 35% of your three-year average gross production, depending on your recognition club achievement level.
- Advisors are generally eligible to receive this bonus when upfront transition loans have been satisfied and when you achieve recognition club status.
- Retention bonus is granted every five years, subject to the qualifications listed above.
- Note that you may take part in the retention bonus program as it exists at the time of your achievement. Raymond James has discretion to change or terminate the retention bonus program.

In the event that a participant separates from service due to retirement, they will receive a pro-rata number of shares as outlined in their underlying grant agreement, subject to their compliance with the restrictive covenants and nonsolicitation provisions detailed in the underlying grant agreement.

LONG-TERM INCENTIVE PLAN (LTIP)

This deferred compensation plan is designed to help you build a secure financial future.

- Plan contributions have historically ranged from 2.30% to 5.25% depending on qualification levels.³
- A deferred bonus will be credited if you meet certain participation requirements as set forth annually (currently President's Club and Chairman's Council members).
- Each year's contribution cliff vests after five years. You'll have the option of receiving the contribution (and any earnings) or deferring the payment to a specified date in the future. Deferral election must be made by one year prior to original vest date.
- You can use the deferral feature for tax and financial planning purposes. The plan is funded through the company's investment in various professionally managed accounts directed by the firm and wrapped in corporate-owned life insurance. Your earnings rate is based on the underlying performance of the managed accounts.
- Account balances will continue to vest in the event of retirement when you successfully transfer your book of business to another advisor.⁴ Account balances vest immediately in the event of death or disability.

³New financial advisors enter the plan after completion of their first full fiscal year. The firm's fiscal year is October 1 through September 30. For example, if an advisor is hired April 15, 2022, their first full fiscal year will end on September 30, 2023. They will enter the plan on October 1, 2023, and be eligible for the first grant after September 30, 2024. The grant is based on fiscal year production.

⁴Retirees are subject to a noncompete provision.

401(K) PLAN

- Pretax or after-tax employee contributions through convenient payroll deductions
- Raymond James matches 75% of the first \$1,000 contributed annually and 25% of the next \$1,000 contributed, resulting in a total match of \$1,000 for the first \$2,000 annually, if employed on the last calendar day of the year
- Employee contributions are 100% vested at all times
- Five-year vesting of company match
- Eligible immediately; automatic enrollment at 3% after 30 days; can roll over immediately
- Contribution rate can be changed online at any time
- Quarterly statements available online
- Broad investment selection

PROFIT-SHARING PLAN (PSP)

- Annual discretionary Raymond James contribution, generally related to firmwide profitability
- Contributions allocated based primarily on qualified compensation, with a slight weighting for length of service
- Automatic enrollment on the first day of employment
- Balanced investment portfolio through the use of professional asset managers selected by the firm
- Quarterly/annual individual account statements available online
- Daily balance available online

EMPLOYEE STOCK OWNERSHIP PLAN (ESOP)

- Annual discretionary Raymond James contribution, generally related to firmwide profitability
- Contributions allocated based on qualified compensation
- Automatic enrollment on the first day of employment
- Invested in Raymond James stock – quarterly statements and balances available online

Vesting as follows for 401(k) plan, PSP and ESOP:

Plan years of service	Vested percentage
Less than one year	0%
One year	20%
Two years	40%
Three years	60%
Four years	80%
Five or more years	100%



EMPLOYEE STOCK PURCHASE PLAN (ESPP)

- Eligible after 90 days of employment
- Purchase price is 85% of RJF market price; 15% discount is not taxable until disposition of shares
- Quarterly purchase dates – March, June, September and December
- Purchase through payroll deduction or lump-sum remittance
- Annual purchases limited to the lesser of:
 - 1,000 shares
 - \$25,000 market value
- Shares subject to a one-year holding period requirement

REFERRAL REWARDS

Raymond James advisors and associates receive financial recognition for successfully spreading the word about financial advisor opportunities with any of our affiliation models. If you refer a qualifying advisor who joins Raymond James within 12 months of the initial referral date, you will receive 3% of that advisor's trailing 12-month production up to \$100,000.

Qualifications:

- Experience: Three-plus years as a Series 7-licensed financial advisor
- T12 production: \$300,000-plus
- Acceptable compliance record and credit history
- A reasonable mix of business compatible with the Raymond James Private Client Group from a traditional broker/dealer
- The referral must be cleared/accepted by Raymond James Financial

VOLUNTARY DEFERRED COMPENSATION PLAN

If you meet the eligibility requirements to participate, which requires your calendar year annual compensation to meet or exceed \$300,000, this plan allows you to enjoy income tax deferral on your contributions and their investment earnings until they are paid to you. The plan is flexible enough to meet your personal financial goals – whether they are to retire early, assist your children through college or simply increase your net worth. If you're looking for a way to reduce your current income taxes and take advantage of tax-favored investing, the Voluntary Deferred Compensation Plan is something to consider.

Here are a few of the plan highlights:

- You are able to defer
 - 5% – 75% of your base salary to be earned within the plan year
 - 5% – 75% of your cash bonuses to be earned within the plan year
 - 5% – 75% of your commissions to be earned within the plan year
- Unlike the 401(k) plan, there is no maximum to how much you are able to defer within each calendar year; however, a minimum deferral of \$15,000 is required.
- This plan allows you to significantly reduce your calendar year income taxes.
- You manage your own investments based on one or more benchmark funds from a menu of investment options.
- You can elect to have deferrals distributed as scheduled in-service withdrawals or upon termination.
 - The distribution may commence as early as one year after the end of the plan year in which the election is made.
 - The distribution can be made as a lump sum or annual installments.
- You are always 100% vested in your deferrals.



The power of longevity and compounding
Raymond James is here to support your financial wellness. These programs
are fully funded by company contributions.

PSP AND ESOP – FISCAL 2022 UPDATE							
	2022	2021	2020	2019	2018	5-Year Avg.	10-Year Avg.
Profit-Sharing Plan (PSP) Raymond James Contribution Plan Performance	4.80% (21.02%)	4.80% 19.36%	4.05% 10.39%	5.75% 4.48%	6.00% 7.81%	5.08% 3.26%	4.95% 6.38%
Employee Stock Ownership Plan (ESOP) Raymond James Contribution Plan Performance	1.75% 8.70%	1.75% 46.32%	1.50% -9.97%	2.00% 12.65%	2.00% 10.46%	1.85% 13.06%	1.88% 15.83%

Five-year average PSP contribution was 5.08% of qualified compensation. Five-year average ESOP contribution was 1.85% of qualified compensation. PSP/ESOP qualified compensation limited to \$290,000 in FY2022.

RAYMOND JAMES FINANCIAL, INC. – FINANCIAL HISTORY				
Month	Fiscal Year	Stock Price	Common Stock Outstanding	Market Capitalization (\$ billions)
September	2022	\$98.92	215	\$21.30
September	2021	\$92.28	206	\$19.00
September	2020	\$48.51	205	\$9.90
September	2019	\$54.97	207	\$11.40
September	2018	\$61.37	218	\$13.40

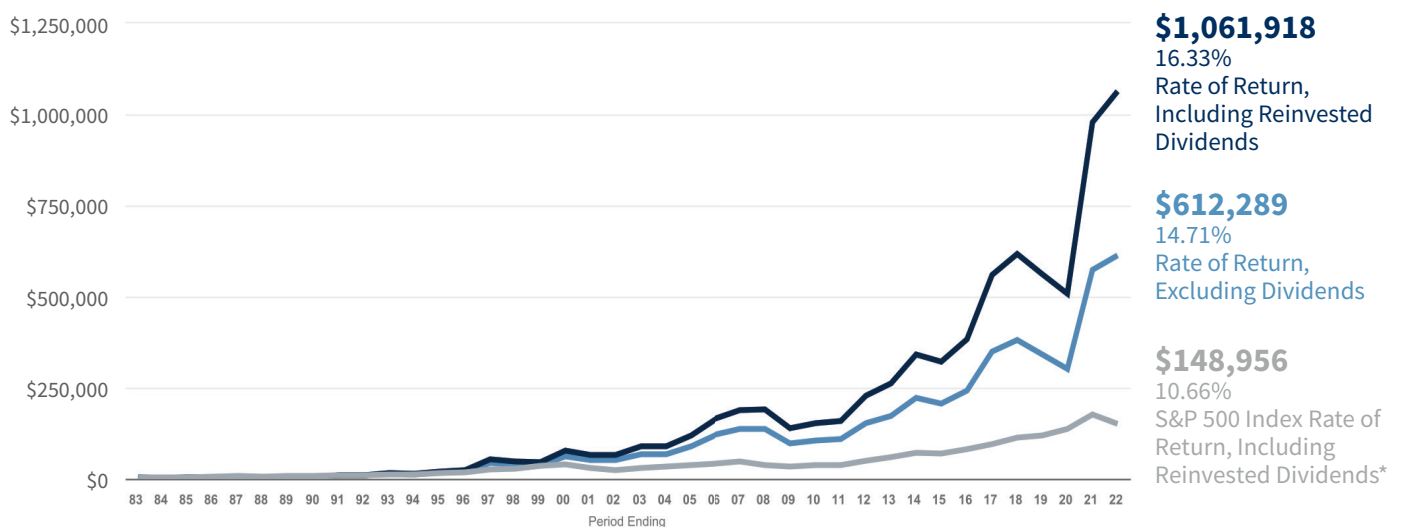
Price as of last trading day in September of each year.

Past performance is not indicative of future results.



200 shares of RJF stock purchased at initial offering

LONG-TERM COMMON STOCK PERFORMANCE AS OF SEPTEMBER 30, 2022



RELATIVE STOCK PERFORMANCE

Raymond James stock has consistently outperformed both the S&P 500 and our peer group. The accompanying graph tracks performance of 200 shares of Raymond James stock, including reinvestment of dividends, from July 1, 1983, to September 30, 2022.

Past performance is not indicative of future results.

*Performance of the S&P 500 was calculated by investing the equivalent amount needed to purchase 200 shares of RJF common stock on the IPO date of 7/1/1983, and then multiplying that amount by the close of the S&P 500 at the date of each fiscal year end between 1984-2022. Common stock dividends were reinvested quarterly.

Note: All share and per share information has been retroactively adjusted to reflect the September 21, 2021, 3-for-2 stock split.

This information is not intended as a solicitation or an offer to buy or sell any security referred to herein.

Your business at Raymond James & Associates

We want you to be confident that you have all of the information you need to make the best decision for you. Ask your manager what your benefits and compensation would look like at your current production level.

RAYMOND JAMES COMPENSATION AND BENEFIT PLAN EXAMPLES

Estimated Club Level	CC III	CC I	PC I
Gross production	3,300,000	2,100,000	1,300,000
Net production/earnings	1,518,000	945,000	578,500
GRID PAYOUT	46.0%	45.0%	44.5%
Profit-sharing ⁵	14,732	14,732	14,732
ESOP ⁶	5,220	5,220	5,220
401(k)	1,000	1,000	1,000
LTIP (based on club level)	156,750	78,750	29,900
Total Est. Benefits	177,702	99,702	50,852
Total Est. Annual Compensation	1,695,702	1,044,702	629,352
Total Est. Annual Compensation %	51.4%	49.7%	48.4%
Retention Bonus Calculation⁷			
Est. 3-year average T12 production	3,100,000	1,900,000	1,200,000
Retention bonus (every 5 years)	930,000	356,250	150,000
Total est. annual compensation including 20% of retention bonus ⁸	1,881,702	1,115,952	659,352
Total est. annual compensation % including retention bonus	57.0%	53.1%	50.7%
Production points (T12)	3,300,000	2,100,000	1,300,000
Total AUM (est. 60bps)	600,000,000	381,818,182	236,363,636
Asset points (2k points per \$1M AUM)	1,200,000	763,636	472,727
NNA 365	21,000,000	13,363,636	8,272,727
NNA points (20k points per \$1M NNA)	420,000	267,273	165,455
LOS points (10 years in industry)	25,000	25,000	25,000
CFA®	150,000	150,000	150,000
CFP®	150,000	150,000	150,000
CPA	100,000	100,000	100,000
Designation/Competency Points (Max at 350k)	350,000	350,000	350,000
Total Points	5,295,000	3,505,909	2,313,182

This summary contains only highlights of the Raymond James compensation plan and/or benefit plans. This summary includes benefit contributions that have been estimated based on historical contribution rates. The details, including qualification and vesting schedules of all plans, are included in the plan documents and/or grant certificates. This summary is only an example, and any claim to such compensation and/or benefits and the resolution of any conflict related to any compensation and/or benefit are determined by the plan documents and/or grant certificates. While the company expects to continue these plans, it reserves the right to amend or end any or all of the plans. Adjustments for trades with commission less than \$100 are not reflected in the figures above. For more information, please reference our payout grid.

⁵Based on five-year average contribution of 5.08%. Eligible compensation limited to \$290,000 in 2022.

⁶Based on five-year average contribution of 1.85%. Eligible compensation limited to \$290,000 in 2022.

⁷Retention bonus is awarded on a five-year cycle based on recognition club qualification after upfront loan has been repaid. See more info on page 5.

⁸For illustration purposes, one-fifth the retention bonus is being included in the estimated annual compensation number/percentage.



Professional development opportunities



PERSONAL BUSINESS DEVELOPMENT ACCOUNT (PBDA)

Raymond James recognizes the importance of managing relationships with current clients as well as developing relationships with prospective clients. Both of these require an investment of time and money. Building your practice may also require additional investments. With that in mind, we allow branch managers and all eligible financial advisors to participate in a PBDA program that is designed to positively impact the growth of your business by permitting you to earmark compensation for payment of your approved business expenditures.



PRACTICE INTELLIGENCE

Practice Intelligence is our award-winning practice management channel on RJnet. It serves as a central hub where you can find practice diagnostic tools, a model to help you build success strategies, and best-practice tools shared by our partner firms, successful peers and other leading industry experts. In addition, we offer quarterly campaigns that include customizable resources on key growth strategies that are important to you, such as working with centers of influence, increasing referrals and introductions from existing clients, marketing, business planning and more, so that you can elevate your practice to the next level.



BRANCH EDUCATION

Your branch professionals and service associates are a key partner in managing your client relationships and growing your practice. We have built a Branch Associate Development Center, which is a dedicated team focused on creating and supporting the educational and developmental opportunities to ensure our support teams are equipped with the resources they need to be most effective. In addition to support team tracks at the national and regional conferences, Raymond James offers educational programs and other conferences designed specifically for branch professionals and service associates.



SUCCESSION & ACQUISITION PLANNING

At Raymond James, you'll find the support to establish a succession or acquisition plan customized to your unique needs with a team of dedicated consultants guiding you each step of the way. The RetirementChoice program allows financial advisors to choose their own successors and sell their practices when they are ready to exit the business. With more payout options than any other firm, retiring advisors can elect to receive payment from their successor in a lump sum at retirement, receive continuing payments for up to five years or a combination of both. Prior to retirement, advisors have the option to explore the Advisor Emeritus offering, which provides an attractive structured pathway for a seller to transition their practice in a consulting role.

Looking to acquire, find a successor or partner with another advisor? Raymond James Practice Exchange, a cloud-based succession planning platform, helps match buyers, sellers and partners with succession opportunities. The site also includes catastrophic planning support, an interactive valuation tool and educational resources.



PROFESSIONAL GROWTH

We recognize that ongoing education is critical to long-term professional success. In fact, we're the only firm in the industry that considers professional designations and continuing education – along with production – in determining who is eligible for our recognition programs. Whether your area of expertise is financial planning, investment management, estate planning or insurance planning, Raymond James encourages you to further your professional development. Competency points can be earned on a variety of designations.



RAYMOND JAMES MY LEARNING

Since 1980, Raymond James My Learning has been developing, delivering and supporting courses to help you develop core skills and competencies that allow you to reach your full potential.



ANNUAL CONFERENCES

Various professional development conferences, including the annual Summer Development Conference and the annual Women's Symposium, allow qualified financial advisors to combine professional and personal educational sessions with a variety of peer networking opportunities.



COACHING AND BUSINESS CONSULTING

Sometimes advisors reach a plateau in their businesses and need more direct guidance on how to reach the next level. Our coaching team is available to offer a range of options, from short-term consulting to long-term, one-on-one coaching. Our gap analysis process helps you evaluate your business and develop a road map of best-practice recommendations to help you get started and keep on track. For advisors seeking a more prescriptive approach, we offer group coaching programs, several that are built in partnership with industry-leading coaches, such as Oechsli and Mindset. Finally, some advisors are interested in a practice makeover – a true transformation. That's where one-on-one,

personalized coaching can have a tremendous impact. All of these services are designed to help you get focused, take action and improve your practice.



DIVERSITY AND INCLUSION

Raymond James believes empowering advisors whose diversity reflects the world in which we live is vitally important, not only to our firm's success, but to the future of our profession. The Advisor Inclusion Networks support advisors and the communities they proudly represent, providing resources, strategies and a forum for sharing ideas designed to enhance their businesses.

The Advisor Inclusion Networks support the recruitment and development of the profession's best and brightest women, Black, veteran, and LGBT+ financial advisors through year-round networking opportunities, symposiums and educational programs. Members draw strength from shared experiences, transcend boundaries and lead change. We welcome advisors with a demonstrated commitment to serving these communities who are ready to pave the way for growth.



ADVISORCHOICE®

At Raymond James, we believe in putting you, our advisors, first – and that starts with giving you a choice. If you decide to partner with Raymond James, you will have the freedom and flexibility to run your practice as you see fit. Provided you meet certain requirements, your book of business is exactly that – yours. And as your business goals evolve, you also have the option to explore other business models. Should you make a change, you will be guided through an unbiased review of our other affiliation models after notifying your branch manager.





Rewards and recognition program

Raymond James believes in rewarding financial advisors for serving their clients beyond their production. So, when determining rewards and recognition, we also take into consideration client assets under management, net new assets, length of service, and industry-related designations and/or licenses they earn during their career.

Our recognition program awards points for production, assets, length of service and educational competencies, and combines them to determine your recognition club status. The point system is as follows⁹:

- Each qualifying dollar of production = 1 point
- \$1 million in assets under management = 2,000 points
- Every \$1 million in net new assets = 20,000 points

- Length of service: 2,500 points per year of Raymond James service
- Up to 350,000 competency points may be credited for various designations and licenses

Below are a few examples of competency points:

CREDENTIAL DESIGNATION	POINTS
CERTIFIED FINANCIAL PLANNER™ (CFP®) certification	150,000
Wealth Management Specialist™ (WMS™)	50,000
Chartered Retirement Plans Specialist™ (CRPS™)	25,000
Certified Divorce Financial Analyst® (CDFA®)	10,000

⁹All results are subject to management review.

Certified Financial Planner Board of Standards Inc. owns the certification marks CFP®, CERTIFIED FINANCIAL PLANNER™ and federally registered  in the U.S., which it awards to individuals who successfully complete CFP Board's initial and ongoing certification requirements.

By qualifying for a Raymond James recognition club, you will enjoy the perks of membership by visiting one or more destinations. And, each year, all club members and their families are invited to participate in our Summer Development Conference.

RECOGNITION CLUB LEVELS (FY 2023 QUALIFICATIONS)

			BENEFITS		
RECOGNITION LEVEL	MINIMUM PRODUCTION	% OF ADVISORS ¹⁰ (BASED ON TOTAL POINTS)	RETENTION BONUS ¹¹ (% OF 3-YR AVERAGE T12)	LTIP ¹² (% OF CURRENT T12)	REGISTRATION FEE CREDIT
Chairman's Council IV	\$2,500,000	1%	35%	5.25%	\$900
Chairman's Council III	\$2,000,000	1%	30%	4.75%	\$900
Chairman's Council II	\$1,500,000	3%	25%	4.25%	\$900
Chairman's Council I	\$1,250,000	5%	18.75%	3.75%	\$900
President's Club II	\$1,000,000	6%	15%	2.60%	\$600
President's Club I	\$800,000	9%	12.50%	2.30%	\$600
Leaders Club II	\$700,000	15%	10%	N/A	\$400
Leaders Club I	\$550,000	15%	N/A	N/A	\$400

Concierge services

Advisors qualifying for Chairman's Council are given the extra benefit of a concierge team in our home office that is dedicated to providing exemplary service for anything from general inquiries to special handling of transactions that require additional attention and care.

¹⁰Subject to minimum T12 requirement.

¹¹Retention bonus of RJF restricted stock units is granted every five years and is subject to eligibility (five-year cliff vesting). The bonus is awarded as a percentage of an advisor's three-year average production.

¹²New financial advisors enter the plan after completion of their first full fiscal year. The firm's fiscal year is October 1 through September 30. For example, if an advisor is hired April 15, 2022, their first full fiscal year will end September 30, 2023. They will enter the plan on October 1, 2023, and be eligible for the first grant after September 30, 2024. The grant is based on fiscal year production.

2023 Recognition Club Trips



2023 Chairman's Council Trip

Regent Seven Seas Alaskan Cruise
Sailing from Anchorage, Alaska, to Vancouver,
British Columbia, Canada
June 6 – 14, 2023



2023 President's Club Trip

Conrad Punta de Mita, Mexico
Resort is exclusive to Raymond James
April 19 – 23, 2023



2023 Summer Development Conference

Gaylord Texan Resort & Convention Center
Grapevine, Texas
July 11 – 16, 2023

See page 15 for qualifications.

THE RAYMOND JAMES

Financial Advisor Bill of Rights

You own your client base, including the right to sell it.*

You develop and operate your practice
with our assistance, not constraints.

You're free to work with your clients, without regard
to account size or asset levels, while respecting existing
Raymond James advisor-client relationships.

You have access to world-class resources and personalized
attention from a firm that puts the focus on you.

You can count on our financial strength to support
your business, even when the marketplace is challenging.

You benefit from the stability of our firm, a public company
traded on the New York Stock Exchange.

You are never influenced to do anything that's not
in your clients' best interests – no sales quotas,
account size restrictions or product pushes
designed to influence decisions.

You're entitled to enthusiastic support from
associates throughout the
Raymond James organization.

You will be fairly compensated, and can expect
a consistent pay schedule with straightforward,
transparent commission architecture and no
holdbacks on dealer allowances.

*Certain qualifications apply.

RAYMOND JAMES®

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