

Investment ADVISOR

THE VOICE OF INDEPENDENTS

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BEST IN THE BUSINESS

THE 2006 BROKER/DEALERS OF THE YEAR



THE READERS' CHOICES (LEFT TO RIGHT): **BRIAN MURPHY**, WOODBURY FINANCIAL; **RALPH DEVITO**, THE INVESTMENT CENTER;
GORDON D'ANGELO, NEXT FINANCIAL; **SCOTT YAMAMURA**, CONTEMPORARY FINANCIAL SOLUTIONS

PHOTOGRAPHY: BRIAN MURPHY, (TIM PEARSON); RALPH DEVITO, (EMILE WAMSTEKER);
GORDON D'ANGELO, (PAM FRANCIS); SCOTT YAMAMURA, (SCOTT WISEMAN)

Rules and Results

2006 WAS THE 16th year in which *Investment Advisor* has asked its readers who are representatives of independent broker/dealers to rate their own B/Ds. Those B/Ds who received the highest average rating from their reps were named Broker/Dealer of the Year in four divisions, based on the number of producing reps reported to *IA* as of April 2006 and published in the magazine's annual broker/dealer directory in the June issue. In addition, at least 10% of the reported number of producing reps must vote each year to make the broker/dealer eligible for the award. This year, all balloting was conducted online at www.investmentadvisor.com from June 1, 2006, through July 1; a total of 4,813 valid votes were cast. To make their ballots valid, voters were

required to insert their personal CRD number and their broker/dealer's CRD number. They also were required to provide a numerical rating to their broker/dealer in 14 separate categories—from compliance to trading to management to tech support—and give an overall numerical rating. Based on a total possible score per vote of 100, five points were awarded for each of the 14 distinct categories; the overall rating question was given a greater weighting, accounting for 30% of each vote's total.

To help ensure the validity of the process, *IA* staff checked the credentials electronically of more than 1,000 voters on the NASD BrokerCheck database, and followed that up by conducting 100 telephone calls of random voters to verify their identities and affiliations.

Good News/Bad News

WHILE NO ONE likes to finish second in any contest, when it comes to the Broker/Dealers of the Year contest, it's not only those who win the balloting that can feel good about themselves. The thousands of representatives who vote (and who this year needed to provide more information and devote more time to cast a valid ballot to begin with) overwhelmingly give their B/Ds positive ratings.

Here are the broker/dealers who finished first, second, and third in their respective divisions this year. Good luck to all in 2007.

Division I

First: Contemporary Financial Solutions
Second: **Independent Financial Group**
Third: Century Securities

Division II

First: The Investment Center, Inc.
Second: Brecek & Young Advisors, Inc.
Third: CFG/H.Beck, Inc.

Division III

First: NEXT Financial Group, Inc.
Second: Sigma Financial Corp.
Third: Cambridge Investment Research, Inc.

Division IV

First: Woodbury Financial Services
Second: Mutual Service Corp.
Third: Commonwealth Financial Network

