

# Wells Fargo Advisors Facts at a Glance

(data as of June 30, 2018)

## Executive Summary

Wells Fargo Advisors provides investment advice and guidance to clients through more than 14,200 Financial Advisors and referrals from nearly 4,800 Licensed Bankers in retail branches across the U.S. Wells Fargo Advisors administers \$1.6 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

9,282 Financial Advisors work in the traditional brokerage channel of Wells Fargo Advisors through Wells Fargo Clearing Services, LLC, with branch offices located in all 50 states and the District of Columbia. In addition, the firm's in-bank brokerage channel includes 3,427 Financial Advisors and 4,796 Licensed Bankers located in Wells Fargo bank branches. Licensed Bankers are employees of Wells Fargo Bank, N.A., and also registered representatives of Wells Fargo Clearing Services, LLC. The firm's Independent Brokerage Group operates out of Wells Fargo Advisors Financial Network, LLC, a separate broker/dealer and nonbank affiliate of Wells Fargo & Company. The clearing operations of Wells Fargo Clearing Services, LLC (which are conducted under the First Clearing trade name) provide operational, clearing, and related consulting services for the affiliated Wells Fargo retail brokerage business and approximately 70 unaffiliated brokerage firms.

Retail Client Assets	\$1.6 trillion
Registered Representatives	19,022
Financial Advisors	14,226
Licensed Bankers	4,796
Correspondent Clearing Firms	70

All data include Wells Fargo Clearing Services, LLC, (including its predecessor firms) and Wells Fargo Advisors Financial Network, LLC, as of June 30, 2018.

## Products and Services

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

## Quick Facts

### Industry Rank

- Third largest full-service provider of retail brokerage services in the U.S.\*
- Fifth largest wealth management provider<sup>†</sup> (*Barron's* 2017) *Broker/dealers under Wells Fargo & Company*
- Wells Fargo Clearing Services, LLC
- Wells Fargo Advisors Financial Network, 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 a trade name used by Wells Fargo Clearing Services, LLC and Wells Fargo Advisors Financial Network, LLC, Members SIPC, separate registered broker/dealers and nonbank affiliates of Wells Fargo & Company.

First Clearing is a trade name used by Wells Fargo Clearing Services, LLC, Member SIPC.

© 2016–2018 Wells Fargo Clearing Services, LLC. All rights reserved. CAR-0717-02675 IHA-6026804

0000584411 (Rev. 3/9, 1 ea)