



IBD/RIA FACT SHEET



B/D (or RIA) name: Cambridge Investment Research, Inc.

Address: 1776 Pleasant Plain Rd. Fairfield, IA 52556

Phone: 888-423-4742

Business development contact: Kyle Selberg Senior Vice President, Business Development

Web link: <http://www.joincambridge.com/>

Number of back-office employees: 345

Number of financial advisors: 1604

Total client assets under management: \$32.7 Billion

Advisors' average length of service (in industry): 18 years

Total revenue for the latest fiscal year: \$249,557,304

Total revenue from commissions: \$105,924,505

Total revenue from fees: \$136,726,641

Average AUM per rep: \$20,486,371

Average payout per rep (percent): 91%

Average production per rep: \$136,166

Number of Dually Registered Reps: 1531 (number of Rep/Advisors that are registered with our Broker/Dealer, Cambridge Investment Research, Inc. and with Cambridge Investment Research Advisors, Inc. or their own RIA)

About the Company:

Cambridge Investment Research, Inc., member FINRA/SIPC, is an independent, privately owned Broker/Dealer with over 1,600 independent registered representatives. Cambridge provides innovative fee programs and a full menu of commission offerings to Rep/Advisors across the nation. An industry leader, Cambridge continues to maintain its small-firm culture while gaining industry prominence. www.joincambridge.com

You control the journey.

At Cambridge, we know you need to chart a course that works best for you – and your clients. You are the pilot, but we stand ready to offer guidance and choice. You have freedom from proprietary pressure or house rules. We supply you with innovative fee programs and a full menu of commission offerings. We can custom fit you with cutting edge technology that includes a single portal, multiple trades with one touch, a paperless office, and round-the-clock access to client documents and information. You can equip your practice with consultative compliance, business solutions, practice management, and marketing solutions.

Industry prominence has not changed our philosophy.

Nearly three decades ago we set out to partner with you – the independent Rep/Advisor – to offer what is best for you and your clients. We made choices dedicated to achieving mutual success in an innovative, friendly, and truly independent environment. Today we are a recognized industry leader. Integrity, commitment, flexibility, and kindness are still the foundation for innovative, cutting edge business practices. We believe in our unwavering values, commitment to independence, and guiding philosophy that you control the journey.

Contact us to chart your course.

Securities offered through Cambridge Investment Research, Inc., a Broker/Dealer, Member FINRA/SIPC and Investment Advisory Services offered through Cambridge Investment Research Advisors, Inc., a Registered Investment Adviser. Both are wholly-owned subsidiaries of Cambridge Investment Group, Inc.