

# Wells Fargo Advisors Facts at a Glance

(data as of December 31, 2019)

## Executive Summary

Wells Fargo Advisors provides investment advice and guidance to clients through more than 13,500 Financial Advisors and referrals from more than 5,000 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

8,659 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 3,348 Financial Advisors and 5,471 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 non-bank 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 59 unaffiliated brokerage firms.

Retail Client Assets	\$1.6 trillion
Registered Representatives	18,983
Financial Advisors	13,512
Licensed Bankers	5,471
Correspondent Clearing Firms	59

All data include Wells Fargo Clearing Services, LLC, (including its predecessor firms) and Wells Fargo Advisors Financial Network, LLC, as of December 31, 2019.

## 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.\*

### 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

**Investment and Insurance Products: ► NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value**