

November Productivity Report

	October 2014	November 2014
Total Revenue (including recurring) of average broker working in bank environment	\$39,199	\$32,888
Transactional productivity of average broker working in bank environment	\$14,566	\$12,230
Sales productivity of average platform licensed banker	\$988	\$921

Source: Bank Insurance and Securities Research Association (BISRA) Monthly Bank Investment Services Monitor, November 2014