

LIMRA-EY Experienced Financial Professional Study

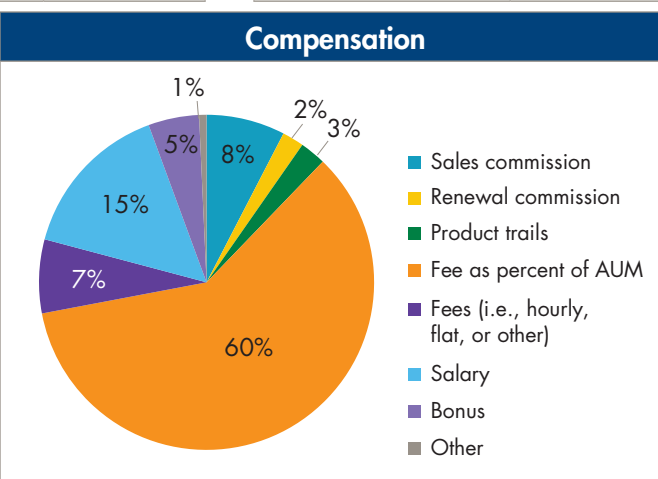
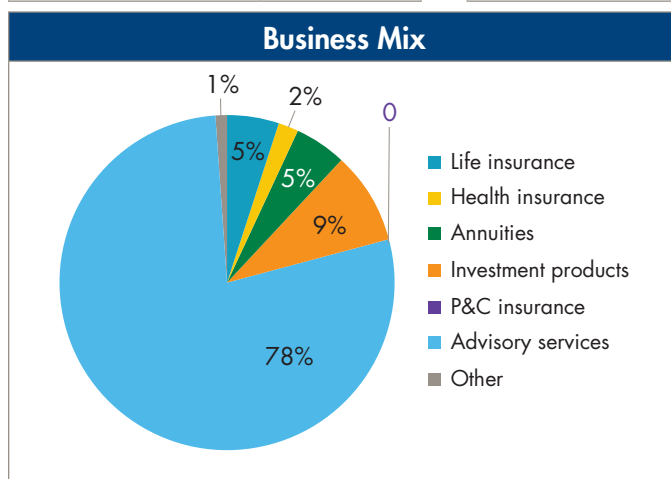
Key Metrics

REGISTERED INVESTMENT ADVISOR

Career Stage	
Early (3–9 years)	8%
Mid (10–24 years)	65%
Late (25+ years)	27%

Gross Income	
2019	\$299,994
2021	\$371,829
Growth ('19 to '21)	24%

Number of Clients	
2019	148
2021	175
Growth ('19 to '21)	19%

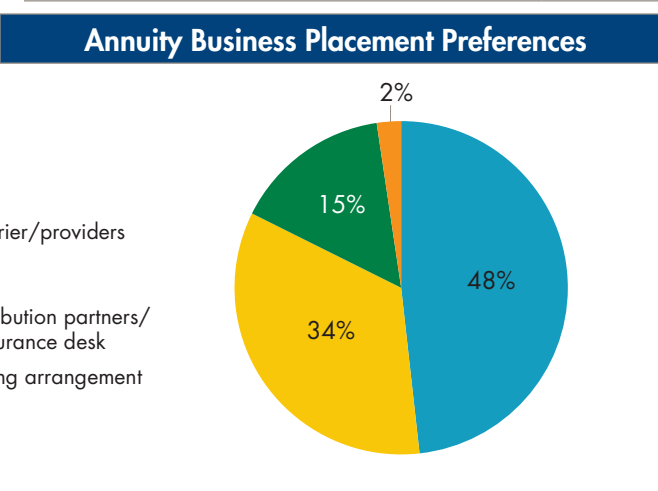
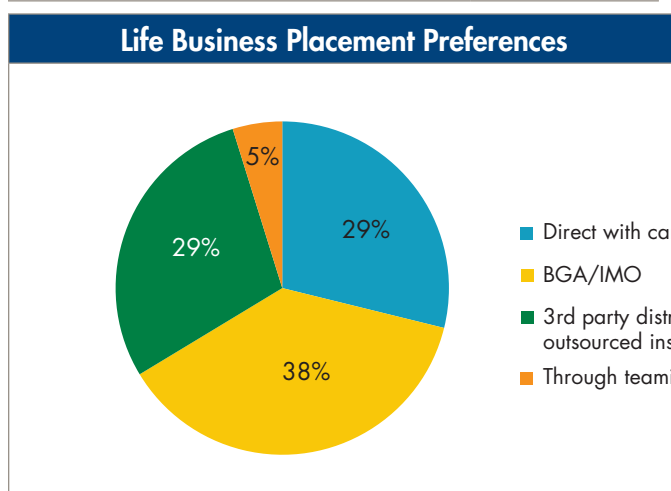


Life Policies

Policies Sold — 2019	13
Policies Sold — 2021	14
Growth ('19 to '21)	7%
Percent Adding Life Carrier	18%
Percent Dropping Life Carrier	12%
Number of Contracted Life Carriers	3
Largest Percent Placed with 1 Life Carrier	54%

Annuity Contracts

Contracts Sold — 2019	10
Contracts Sold — 2021	11
Growth ('19 to '21)	11%
Percent Adding Annuity Provider	18%
Percent Dropping Annuity Provider	11%
Number of Contracted Annuity Providers	3
Largest Percent Placed with 1 Annuity Provider	55%



About the Study

To explore the needs and perspectives of experienced financial professionals, EY and LIMRA collaborated to update the 2018 “Harnessing Growth: The Experienced Financial Advisor Study.” This year’s study, “Reimagining Growth: The LIMRA-EY Experienced Financial Professional Study,” surveyed over 900 experienced financial professionals from six common insurance, investment, and advisory practice models. Respondents had a minimum of three years of sales experience in the industry and met minimum income thresholds for their practice models.

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