

Financial Planning APRIL 17, 2026

Financial Planning released the results of their annual compensation study, **Best Advisor Pay**, providing a ranking of both wirehouse and regional and national broker-dealer firms at four production levels. Below is a listing of these rankings, combining both types of firms, at each production level.

Best advisor pay for the \$2M producer

Edward Jones

BASE PAY \$787,500	TOTAL \$1,185,300
AVG. OFFICE PROFIT* \$397,800	

Raymond James & Associates

BASE PAY \$900,000	TOTAL \$1,115,000
DEFERRED \$215,000	

Wells Fargo

BASE PAY 954,640	TOTAL \$1,033,465
DEFERRED \$78,825	

Janney Montgomery Scott

BASE PAY \$920,000	TOTAL \$1,080,000
DEFERRED \$160,000	

UBS

BASE PAY \$890,950	TOTAL \$1,030,000
DEFERRED \$139,050	

STIFEL

BASE PAY \$955,000	TOTAL \$1,075,000
DEFERRED \$120,000	

Merrill

BASE PAY \$845,000	TOTAL \$1,005,400
DEFERRED \$160,400	

RBC Wealth Management

BASE PAY \$960,000	TOTAL \$1,070,000
DEFERRED \$110,000	

Morgan Stanley

BASE PAY \$912,000	TOTAL \$960,000
DEFERRED \$48,000	

*Office profit bonus in lieu of deferred comp; individual results vary.

Best advisor pay for the \$1M producer

Edward Jones

BASE PAY \$393,750	TOTAL \$549,450
AVG. OFFICE PROFIT* \$155,700	

Stifel

BASE PAY \$455,000	TOTAL \$505,000
DEFERRED \$50,000	

Wells Fargo

BASE PAY \$454,640	TOTAL \$468,965
DEFERRED \$14,325	

RBC Wealth Management

BASE PAY \$460,000	TOTAL \$501,800
DEFERRED \$41,800	

Merrill

BASE PAY \$400,000	TOTAL \$465,000
DEFERRED \$65,000	

Raymond James & Associates

BASE PAY \$445,000	TOTAL \$501,000
DEFERRED \$56,000	

Janney Montgomery Scott

BASE PAY \$440,000	TOTAL \$460,000
DEFERRED \$20,000	

UBS

BASE PAY \$440,550	TOTAL \$495,000
DEFERRED \$54,450	

Morgan Stanley

BASE PAY \$425,700	TOTAL \$440,000
DEFERRED \$14,300	

Best advisor pay for the \$600K producer

Edward Jones

BASE PAY \$236,250	TOTAL \$292,530
AVG. OFFICE PROFIT* \$56,280	

Stifel

BASE PAY \$255,000	TOTAL \$285,000
DEFERRED \$30,000	

RBC Wealth Management

BASE PAY \$252,000	TOTAL 252,000
DEFERRED \$0	

Raymond James & Associates

BASE PAY \$261,000	TOTAL \$261,000
DEFERRED \$0	

Morgan Stanley

BASE PAY \$242,775	TOTAL \$249,000
DEFERRED \$6,225	

Merrill

BASE PAY \$234,000	TOTAL \$258,000
DEFERRED \$24,000	

Janney Montgomery Scott

BASE PAY \$240,000	TOTAL \$240,000
DEFERRED \$0	

Wells Fargo

BASE PAY \$254,640	TOTAL \$257,640
DEFERRED \$3,000	

UBS

BASE PAY \$194,400	TOTAL \$216,000
DEFERRED \$21,600	

*Office profit bonus in lieu of deferred comp; individual results vary.

Best advisor pay for the \$400K producer

Stifel

BASE PAY
\$155,000
DEFERRED
\$20,000

TOTAL
\$175,000

Edward Jones

BASE PAY
\$157,500
AVG. OFFICE PROFIT*
\$10,000

TOTAL
\$167,500

RBC Wealth Management

BASE PAY
\$136,000
DEFERRED
\$0

TOTAL
\$136,000

Raymond James & Associates

BASE PAY
\$166,000
DEFERRED
\$0

TOTAL
\$166,000

Morgan Stanley

BASE PAY
\$134,300
DEFERRED
\$1,700

TOTAL
\$136,000

Merrill

BASE PAY
\$148,000
DEFERRED
\$14,000

TOTAL
\$162,000

UBS

BASE PAY
\$104,400
DEFERRED
\$11,600

TOTAL
\$116,000

Wells Fargo

BASE PAY
\$154,640
DEFERRED
\$0

TOTAL
\$154,640

Janney Montgomery Scott

BASE PAY
\$80,000
DEFERRED
\$0

TOTAL
\$80,000

Important information:

Data provided by [Arizent](#) and analysis conducted by compensation consultant Andy Tasnady and his firm, [Tasnady & Associates](#). Data as of 12/31/2025. Source: [Financial Planning](#) (published April 2026).

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