

New Account and Contribution Activity			
Quarter	Q1 2018	Q2 2018	Q3 2018
Number of New Accounts			
Advisor	10,364	10,544	10,811
Direct	3,182	2,897	3,056
New Accounts Dollars			
Advisor	\$ 19,980,799.00	\$ 22,593,733.00	\$ 30,067,812.00
Direct	\$ 4,747,851.00	\$ 5,037,419.00	\$ 4,693,763.00
Gross Sales			
Advisor	\$ 82,106,432.00	\$ 67,966,631.00	\$ 70,125,410.00
Direct	\$ 35,232,069.00	\$ 27,701,473.00	\$ 24,492,524.00

New Account and Contribution Activity			
Quarter	Q4 2018	Q1 2019	Q2 2019
Number of New Accounts			
Advisor	20,969	2,429	2,125
Direct	2,880	978	763
New Accounts Dollars			
Advisor	\$ 27,209,437.00	\$ 8,626,817.00	\$ 8,099,349.00
Direct	\$ 8,132,175.00	\$ 1,565,487.00	\$ 1,105,638.00
Gross Sales			
Advisor	\$ 72,841,039.00	\$254,562,218	\$103,672,245
Direct	\$ 31,489,098.00	\$32,864,563	\$28,345,142

New Account and Contribution Activity			
Quarter	Q3 2019	Q4 2019	Q1 2020
Number of New Accounts			
Advisor	2,087	2,118	2,620
Direct	834	1,081	1,151
New Accounts Dollars			
Advisor	\$ 10,038,540.00	\$ 9,699,220.00	\$ 10,946,679.00
Direct	\$ 1,041,471.00	\$ 2,220,382.00	\$ 2,177,131.00
Gross Sales			
Advisor	\$102,059,572	\$111,853,663	\$119,634,044
Direct	\$24,970,205	\$31,473,694	\$34,708,409

New Account and Contribution Activity			
Quarter	Q2 2020	Q3 2020	Q4 2020
Number of New Accounts			
Advisor	1,847	2,501	2,300
Direct	937	999	1,227
New Accounts Dollars			
Advisor	\$5,733,724	\$7,239,485	\$7,943,225
Direct	\$1,407,951	\$979,519	\$2,285,266
Gross Sales			
Advisor	\$95,166,968	\$103,185,667	\$112,287,502
Direct	\$26,824,238	\$26,159,912	\$33,335,555

New Account and Contribution Activity			
Quarter	Q1 2021	Q2 2021	Q3 2021
Number of New Accounts			
Advisor	2,454	2,094	2,174
Direct	1,485	1,107	1,480
New Accounts Dollars			
Advisor	\$7,423,514.79	\$8,730,621	\$7,522,410.35
Direct	\$2,248,861.62	\$2,367,516	\$2,534,097.48
Gross Sales			
Advisor	\$122,658,683.50	\$117,947,523	\$114,450,772.65
Direct	\$38,007,690.81	\$31,085,233	\$31,477,525.41

New Account and Contribution Activity			
Quarter	Q4 2021	Q1 2022	Q2 2022
Number of New Accounts			
Advisor	2,381	2,815	2,113
Direct	2,554	2,074	1,615
New Accounts Dollars			
Advisor	\$9,692,843.77	\$9,356,293.85	\$11,111,003.34
Direct	\$4,623,955.65	\$4,408,015.14	\$3,639,706.38
Gross Sales			
Advisor	\$138,662,423.22	\$139,561,270.88	\$183,673,081.94
Direct	\$39,961,272.71	\$44,068,535.58	\$33,906,011.15

New Account and Contribution Activity			
Quarter	Q3 2022	Q4 2022	Q1 2023
Number of New Accounts			
Advisor	1,784	1,847	3,921
Direct	1,616	2,179	2,211
New Accounts Dollars			
Advisor	\$5,822,570.62	\$7,305,213.12	\$ 14,679,990.48
Direct	\$2,078,489.46	\$5,207,520.60	\$ 8,586,805.31
Gross Sales			
Advisor	\$73,047,401.14	\$79,282,356.51	\$ 93,404,143.00
Direct	\$28,536,636.19	\$39,988,067.48	\$ 38,913,925.00

New Account and Contribution Activity		
Quarter	Q2 2023	Q3 2023
Number of New Accounts		
Advisor	1,861	1,831
Direct	2,046	2,707
New Accounts Dollars		
Advisor	\$ 6,957,334.95	\$ 6,547,617.55
Direct	\$ 3,110,273.45	\$ 3,040,475.26
Gross Sales		
Advisor	\$ 67,557,401.00	\$ 68,484,436.00
Direct	\$ 33,709,003.00	\$ 33,595,042.00