



Is it really worth changing

brokerage firms

after you've spent years

building a book?



Y E S.

*If you'd like the freedom to run your business  
your way, in the best interest of your clients,*

*A.G. Edwards should be your home.*



**"I just love this place.**

**The no-pressure atmosphere in my branch allows me to conduct my business in the best interest of my clients. The people at our St. Louis Home Office will bend over backward to help you, and you have free**

Whatever happened to the traditional brokerage firm that kept its hands off the broker's business, treated its brokers with dignity and respect, and let the brokers manage the client relationship?

Today, with many brokerage firms putting their interests first, the clients' interests have taken a back seat. A.G. Edwards, however, remains committed to its "client-first" philosophy. In the 1960s, our top management outlined this philosophy that still continues to hold fast:

*"We are a customer-driven firm with no incentives that may conflict with the client's interest. We believe the most important relationship in our business is the bond of trust between the client and the financial consultant."*

**access to them at all levels without any corporate barriers. This is home."**

**Former  
Salomon Smith  
Barney Broker**

Do you share this philosophy? If so, we'd like to talk with you. If you have an above-average production record, a strong work ethic, high personal integrity and a clean compliance record, you can enjoy the freedom of an entrepreneur with the support of a great corporation.

## Let's Talk About Money

The best compensation plan is a simple one. At A.G. Edwards, there's no compensation mystery, complex formulas or other ways to confuse you. Our single-tiered compensation system has the same average payouts regardless of your production level. And it works for everybody.

We don't try to lure you over to us with front-end bonuses. Most brokers who've been through the front-end bonus route know it's not as good as it appears. In reality, it's a handcuff. Many brokers lock themselves in and end up paying the front-end bonus back in the form of higher product sales quotas or term employment contracts that, if broken, require prorated paybacks.

Brokers who keep switching firms for front money may be missing the bigger picture. Recently, one of our branch managers heard a broker with another large wirehouse say, "As much as I hate the firm I'm with, I can suffer through anything for big front money."

Our branch manager's response was "Just listen to yourself. Where are your values? If I had to work where I hated it, I know it would affect my productivity. When you're happy, you're productive, and happiness is key to a successful long-term career."

