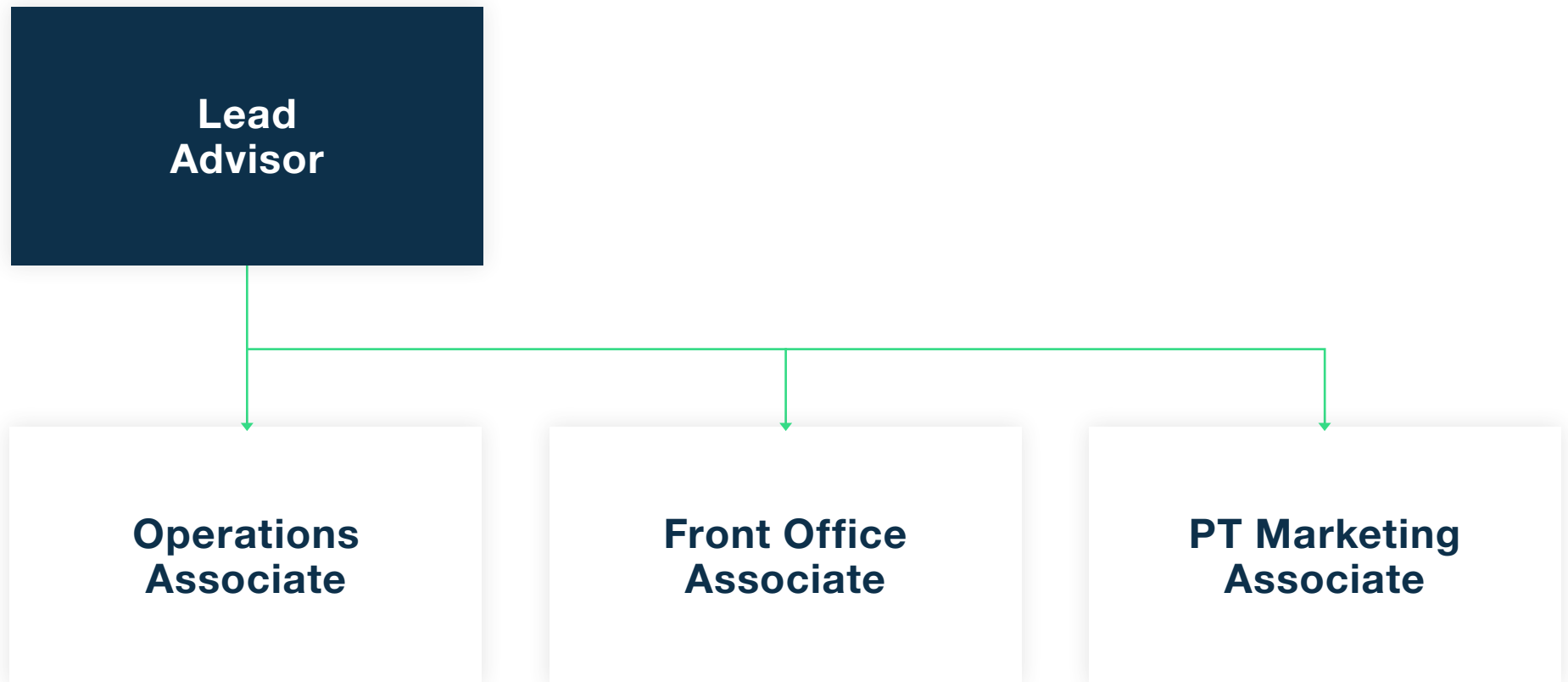


Sample Org Charts by Firm Size

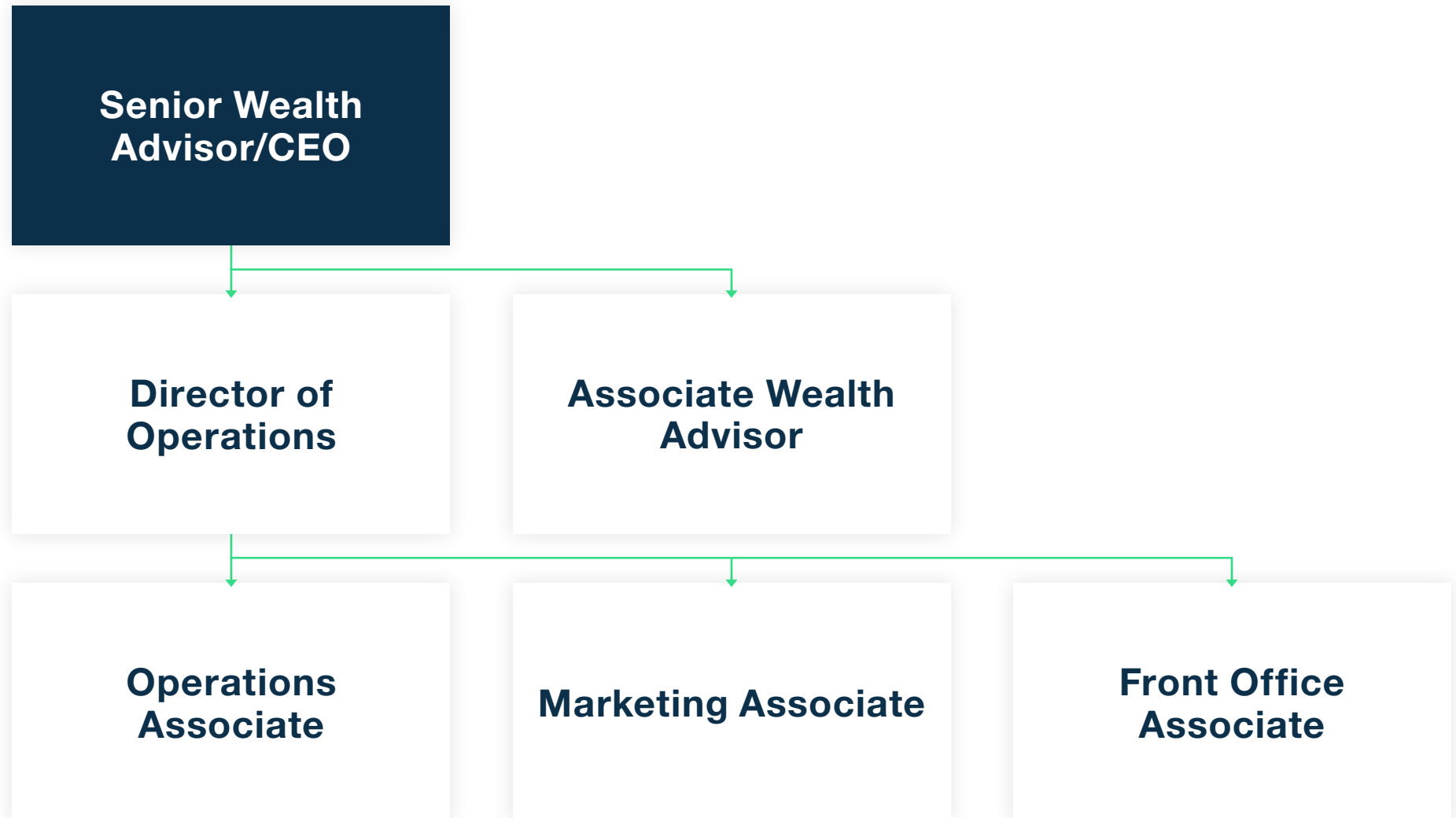
Use the sample organizational charts on the following pages as an example of common roles and organizational structures found in firms of various sizes.

- As your firm grows, roles evolve and positions tend to become more specialized.
- Successful firms come in various forms. Your firm's service model, functions you may choose to outsource, and growth strategies will all affect the needs of your firm.
- Specific roles needed and total number of full-time employees will vary by firm, even within a firm size category. Refer to the latest industry benchmarking studies for an average of how large your firm might be at various sizes, but know that there is often a broad range.
- Many firms choose to use a shared service team to support advisory teams. The structure of your firm's service and advice teams may affect other organizational structure decisions.

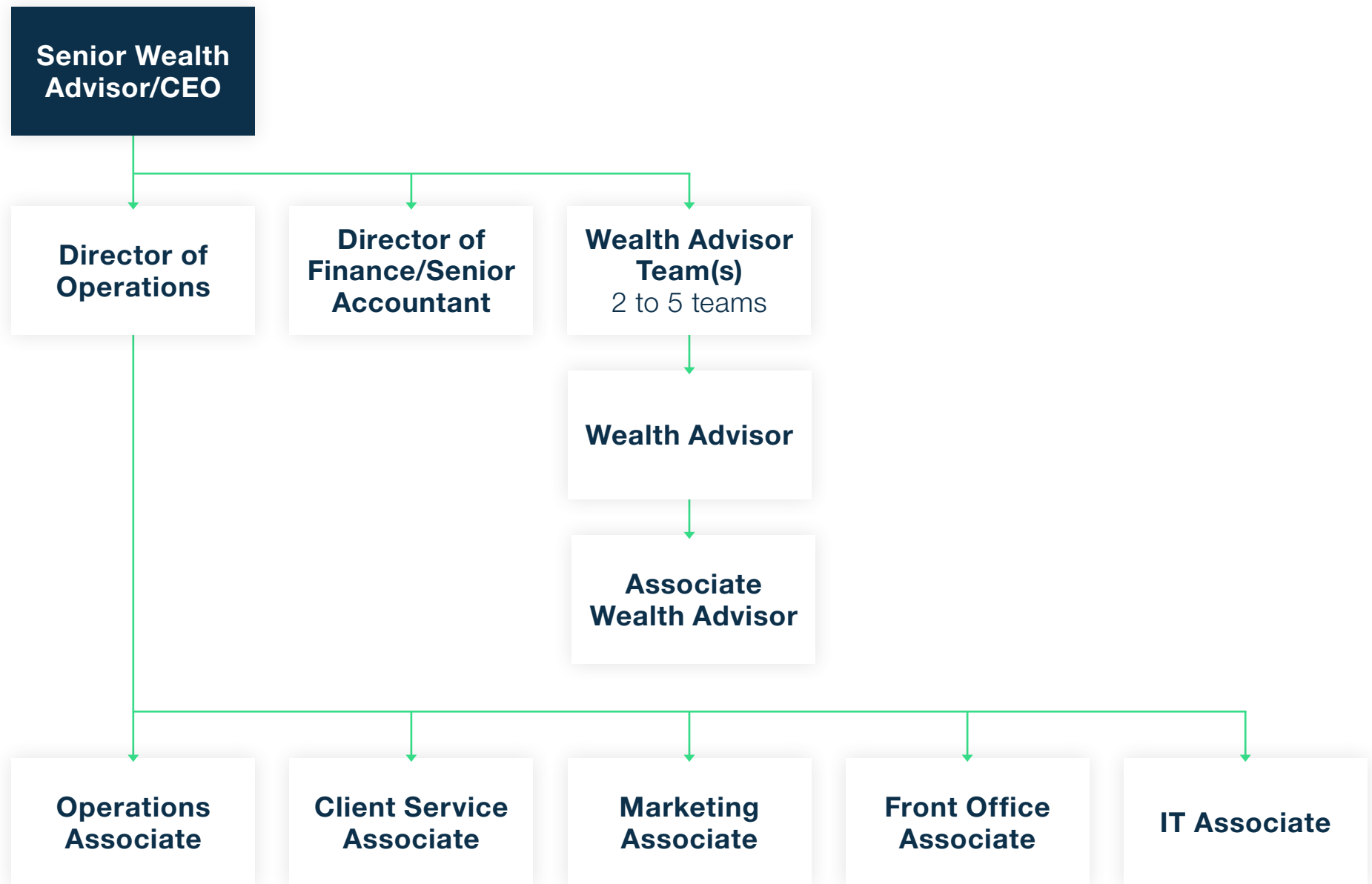
\$25M to \$100M AUM



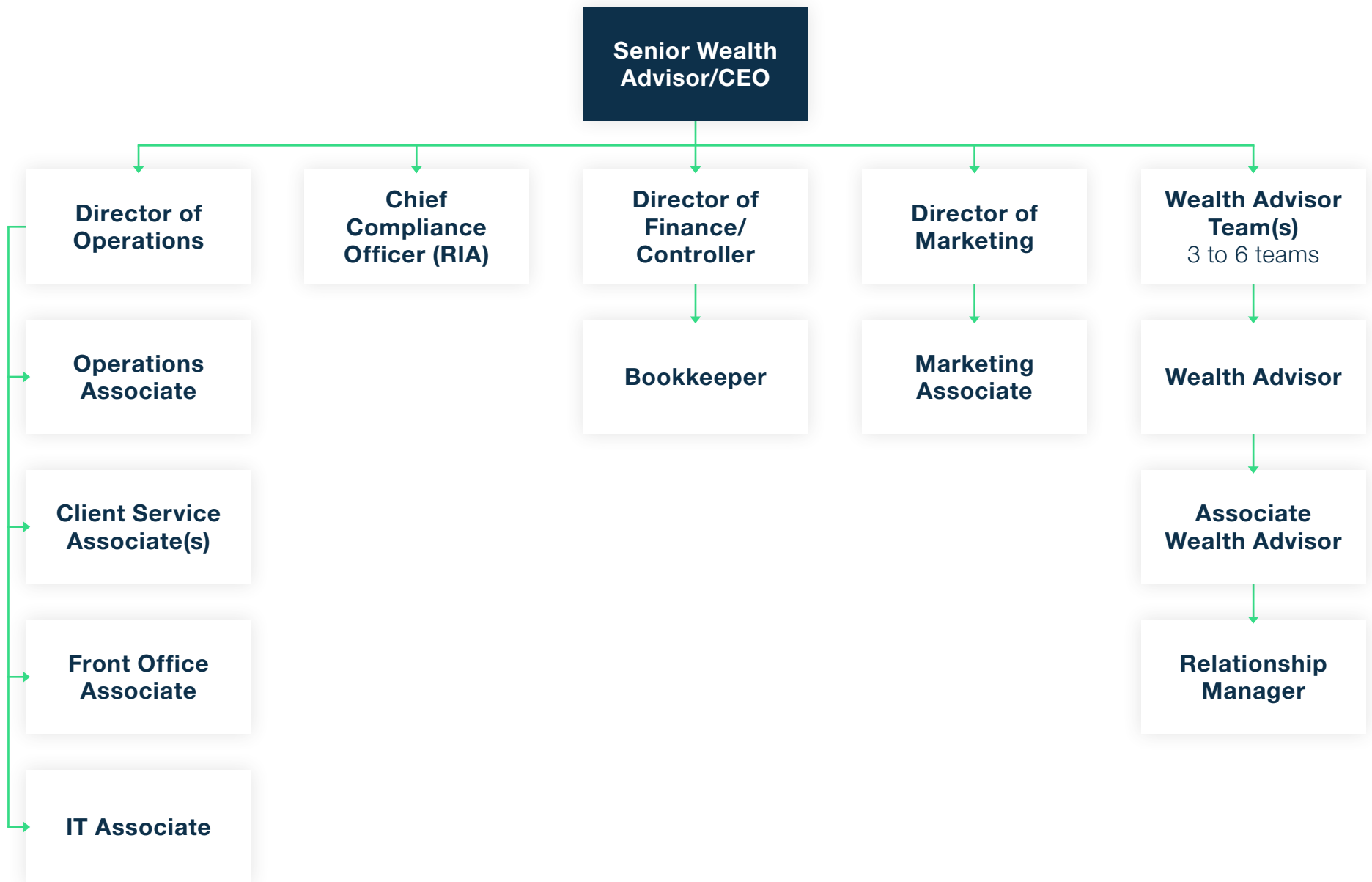
\$100M to \$250M AUM



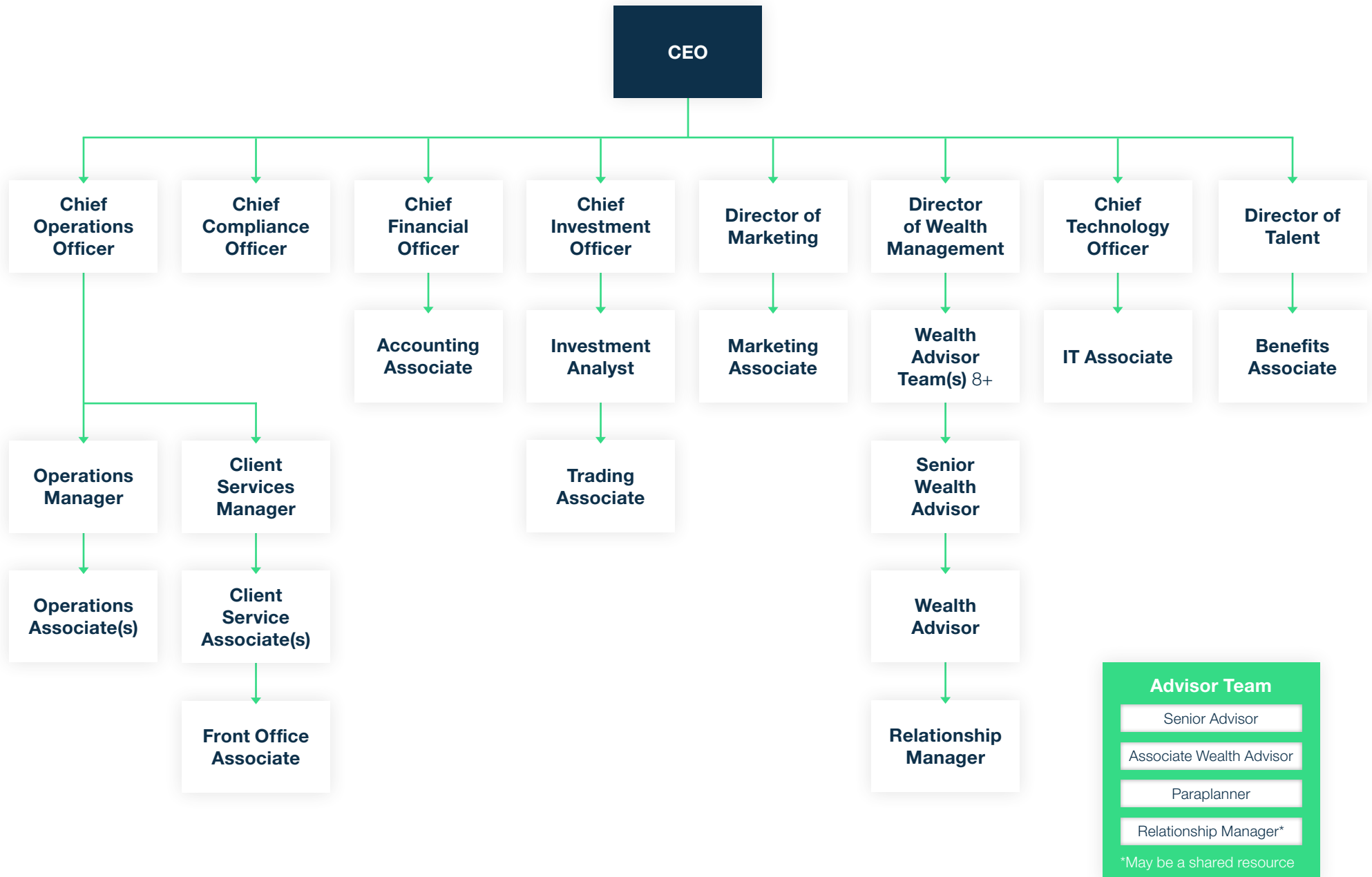
\$250M to \$500M AUM



\$500M to \$1B AUM



\$1B+ AUM



Advisor Team

- Senior Advisor
- Associate Wealth Advisor
- Paraplanner
- Relationship Manager*

*May be a shared resource