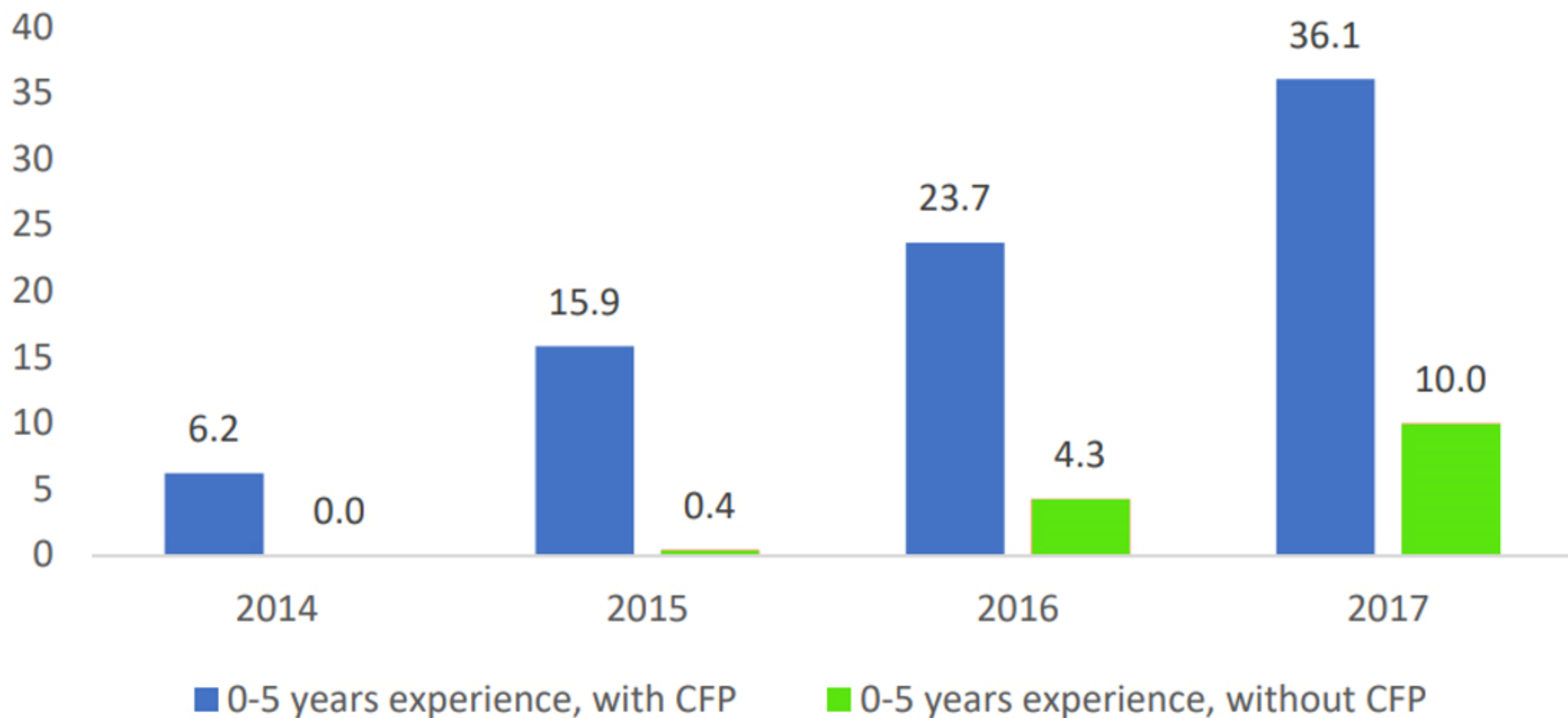


## Higher End Fees Increase with Experience



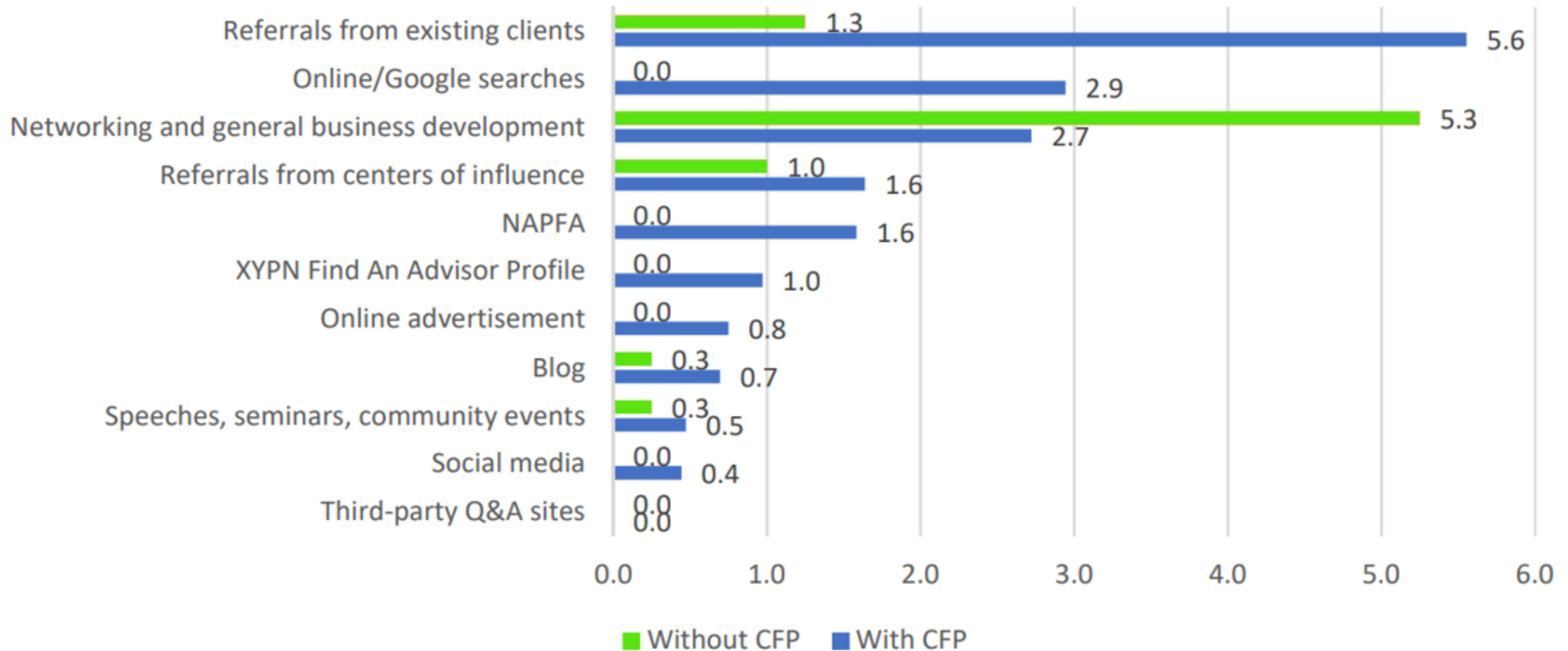
# Number of Clients by Year

## Advisors with 0-5 Years Experience

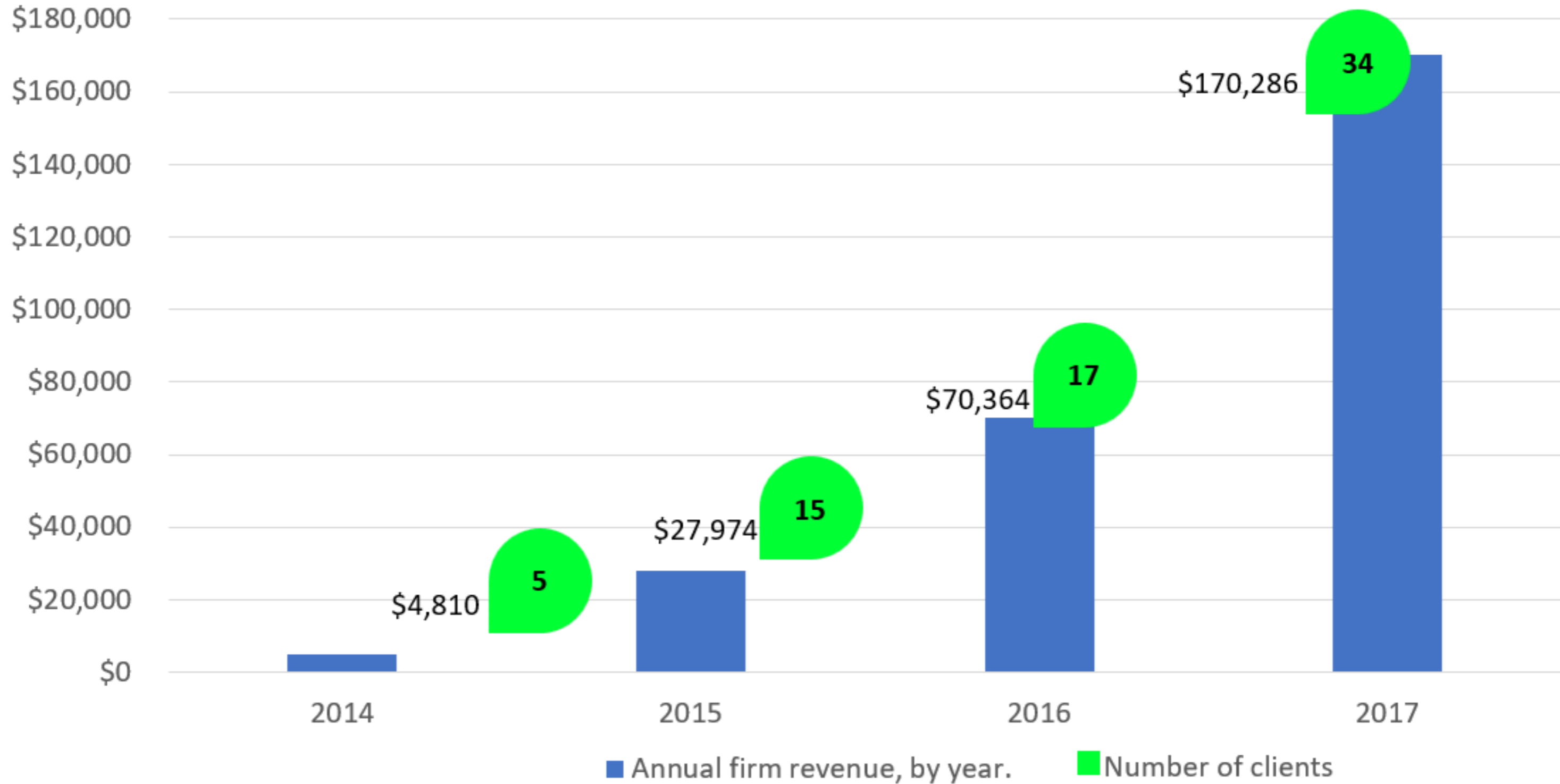


# Source of New Clients

## CFP vs Non CFP



# Annual firm revenue, by year.



## Revenues Rise with More Experience



Figure 22

## Fee Changes by Member Tenure with XYPN

