



**For Immediate Release**

**Compensation For Elite Independent Advisors  
Approaches Parity With Top Wall Street Brokers**  
*Compensation Trends Signal Tipping Point in the  
Wealth Management Business, New White Paper Finds*

**San Francisco, June 5, 2012** – Falling Wall Street compensation and asset growth in the independent channel are reducing the opportunity cost for brokers to leave Wall Street, according to a new white paper from [Sanctuary Wealth Services](#).

In its latest market analysis, *Compensation Parity: Why Clients, Independents and Brokers All Win*, Sanctuary highlights the following key trends:

- Top Wall Street brokers and elite independent advisors are now earning close to the same compensation.
- Asset trends indicate that disillusioned clients are leaving Wall Street and are discovering the independent model in increasing numbers.
- Wall Street will be forced to reinvent itself again to return to pre-crisis profitability due to stringent new regulation and changing client preferences.

The paper also examines the difficulties of being a Wall Street broker. “Clients are smarter, savvier and more skeptical than ever. At the same time, the yet-to-be-invented products that will force brokers to reinvent themselves might not be accepted by clients this time around. Clients have already indicated their preference for an advice-centric business model, and brokers have begun to adjust their business to meet this need,” the paper said.

Jeff Spears, CEO of Sanctuary Wealth Services, said: “If a growing portion of a broker’s compensation is coming from wealth management fees, does it make sense to stay on Wall Street? There’s less flexibility, more hassles and the constant reminder you’re working for an institution that few hold in high regard. Our research shows that the value proposition of being an independent advisor has never been more compelling than it is today.”

To download the white paper or see Sanctuary’s entire Thought Leadership series, go to <http://www.sanctuaryws.com/company/company-whitepaper.php>.

**About Sanctuary Wealth Services**

Sanctuary Wealth Services is the champion of elite advisors and wealth management firms. Headquartered in San Francisco, Sanctuary provides breakaway advisors and established wealth management firms with a complete set of investment solutions, business support services and consulting expertise. Sanctuary was founded by a team of former Wall Street top producing brokers and wealth management executives and has a strategic investment from JMP Group (NYSE:JMP). For more information, call 415.291.2900 or visit [www.sanctuaryws.com](http://www.sanctuaryws.com).

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