



NEWS RELEASE

Cambridge Named 2014 Broker-Dealer of the Year

*Cambridge honored six out of last eight years for this highly coveted honor
Investment Advisor magazine's annual poll of Rep-Advisors' judging their Broker-Dealer*

David Nelson of NelsonCorp Wealth Management announced today his broker-dealer, Cambridge Investment Research, Inc. (Cambridge) was named by *Investment Advisor* magazine as '2014 Broker-Dealer of the Year in Division IV' – the division representing independent broker-dealers with over 1,000 producing advisors. The honor is based on the results of the annual poll conducted by the magazine in June of this year. Cambridge has earned this honor six of the last eight years, and was previously honored in 2013, 2012, 2010, 2008, and 2007 as Broker-Dealer of the Year in Division IV and in 2003 for Division III.

"Being named Broker-Dealer of the Year is important to us because it means hundreds of our advisors felt strongly enough about Cambridge to take the time and engage in this poll," said Eric Schwartz, Cambridge Chairman and CEO. "We are in the business of serving our advisors and the greatest reward in the service business is being complimented about your service and valued for your services. For this we are most appreciative and greatly humbled."

"Service, service, service – our service for our advisors is always foremost in our minds and actions," said Amy Webber, Cambridge President. "The Broker-Dealer of the Year honor is an honor and a measure of success we consider along with our own annual satisfaction survey and other meaningful industry polls. We continually raise our very high standards for service and we are thrilled we continue to earn high marks from our advisors."

Cambridge's honor is based on receiving high marks in all categories, and a composite score that was highest among its peers. Several thousand credentialed voters – representatives of independent broker-dealers – cast ballots, and those broker-dealers that gained the highest composite scores were awarded the honors in four different divisions based on their number of producing rep-advisors. The winning broker-dealers are profiled in *Investment Advisor's* September 2014 issue and online via *ThinkAdvisor*.

"We thank each and every advisor in our Cambridge family for this honor and vote of confidence. Each vote is important and tells us that we are giving independent advisors the commitment they deserve, and the leadership they need for their success as independent business owners," said Schwartz.

Registered Representative, Securities offered through Cambridge Investment Research, Inc., a Broker/Dealer, Member FINRA/SIPC.
Investment Advisor Representative, Cambridge Investment Research Advisors, Inc., a Registered Investment Advisor.
Cambridge and NelsonCorp Wealth Management are not affiliated.

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About Broker-Dealer of the Year

According to *ThinkAdvisor.com*, The rules for *Investment Advisor's* Broker-Dealers of the Year readers' poll remained the same in their 24th annual contest. Only producing representatives of the independent broker-dealers that appeared in their June 2014 Broker-Dealer Reference Guide were eligible to vote in online balloting on ThinkAdvisor.com from June 1, 2014 through July 1, 2014. Each voter was vetted by *Investment Advisor* editorial staff to ensure compliance with the "one person, one vote" principle and that each voter was, in fact, registered with FINRA as an independent contractor registered representative of the broker-dealer for which they voted. Those BDs that received the highest average rating from their own reps were deemed Broker-Dealers of the Year in four different divisions based on the number of reps. This ensured the BDs in each division competed against similar-sized rivals.

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