



# GUARDIAN®

## **2006 Financial Representatives Salary, Incentive Compensation & Commissions**

**A study of Guardian's  
Financial Representatives compensation  
For the year ended December 31, 2006  
Show the following results<sup>1</sup>:**

- **The Guardian's TOP 10 Financial Representatives averaged \$1,268,921 in salary, incentive compensation and commissions**
- **The Guardian's TOP 25 Financial Representatives averaged \$950,957 in salary, incentive compensation and commissions**
- **The Guardian's TOP 50 Financial Representatives averaged \$769,606 in salary, incentive compensation and commissions**
- **The Guardian's TOP 100 Financial Representatives averaged \$598,747 in salary, incentive compensation and commissions**
- **The Guardian's TOP 500 Financial Representatives averaged \$291,152 in salary, incentive compensation and commissions**
- **The Guardian's TOP 1000 Financial Representatives averaged \$198,067 in salary, incentive compensation and commissions**

<sup>1</sup> The total number of Financial Representatives in the survey was 3,153.

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