| Due Date |
| :--- | :--- |
| Need help or have questions? |
| Call 1-800-772-7851 |
| (8:30 a.m. - 5:00 p.m. ET, M-F) |

## GENERAL INSTRUCTIONS

Throughout this survey, any reference to "this firm" is referring to the EIN that is printed in the mailing address area or the new EIN that was provided as a response in 2. Any responses related to "this firm" should only include data for the EIN referenced.

- Any significant change in this firm's operations should be noted in 8
- For establishments sold or acquired during the quarter(s), report data only for the period the establishments were operated by this firm
- Estimates are acceptable if book figures are not available
-Enter "0" where applicable
- Report data on an accrual basis
- Dollars should be rounded to the nearest dollar
$\bullet$ If a figure is $\$ 1,030,280,456$ it should be reported as $\longrightarrow \square$


## Include:

- Data for all Services establishments (excluding data for Retail, Wholesale, Manufacturing, Mining, and Construction operations) operated by this firm
- Data for auxiliary facilities primarily engaged in supporting services to this firm's establishment(s) such as warehouses, garages, central administrative offices, and repair services


## (1) SURVEY COVERAGE

Did this firm provide the business activities described below?YesNo - Specify this firm's business activity

## FEDERAL EMPLOYER IDENTIFICATION NUMBER (EIN)

## Does this firm report payroll under EIN

YesNo - Enter current 9-digit EIN AND date payroll was first reported for this EIN

ORGANIZATIONAL CHANGE
A. Did this firm experience any acquisitions, sales, mergers, and/or divestitures in third or second quarter of 2012?
$\square$ YesNo - Go to 4
B. Which of the following organizational changes occurred in third or second quarter of 2012?

Check all that apply. If more than one organizational change occurred during the reporting period, explain in $8 \mathbf{8}$.


## REPORTING PERIOD

What time period is covered by the data provided in this report?Calendar quarterOther - Report beginning and ending dates

| Third Quarter |  |  |
| :---: | :---: | :---: |
| Beginning Date |  |  |
| Month | Day | Year |
|  |  |  |
| End Date |  |  |
| Month | Day | Year |
|  |  |  |
|  |  |  |


| Second Quarter |  |  |  |
| :---: | :---: | :---: | :---: |
| Beginning Date |  |  |  |
| Month | Day | Year |  |
|  |  |  |  |
|  | End Date |  |  |
| Month | Day | Year |  |
|  |  |  |  |
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## 5 SALES, RECEIPTS, OR REVENUE

Firms operating on a commission basis should report commissions, fees, and other operating revenue income, not gross billings or sales.

## INCLUDE

- Net realized gains as well as losses within specified area(s) of activity
- Earned interest
- Commissions and fees received from all sources, including fees earned for exchanging currencies, selling money orders, and cashing checks
- Net gains (losses) from the sale of real property owned by this establishment for investment, rent, or lease (NOT gross sales)
- Gross sales (NOTE net gains (losses)) of real property developed or buildings built by this establishment for sale
- Gross rents from real property leased by this establishment to others
- Total value of service contracts
- Amounts received for work subcontracted to others
- Revenue from services performed by domestic locations for foreign parent firms, subsidiaries, branches, etc.
-Rents from departments or concessions operated by other companies at this establishment
- Franchise sales, fees, and royalties
- Sale or licensing of rights to intellectual property protected by copyright or as industrial property (e.g., patents, trademarks)


## A. What was this firm's revenue in third

 and second quarters of 2012?| Third Quarter |  |  |  |  | Second Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ Bil. | Mil. | Thou. | Dol. | \$ Bil. | Mil. | Thou. | Dol. |  |
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## B. Does the revenue reported in 5A represent book figure(s) or estimate(s)?

Book figuresEstimates
## SOURCE OF REVENUE

Commissions - Defined as services related to trades in securities which include both brokerage services, where fees or commissions are received; and dealing or market making services, where a spread is earned from dealing in equity instruments, in derivatives contracts, and in debt instruments. Exclude trading on own account.

Brokering and dealing products - Defined to include equity instruments, such as common and preferred stocks, convertible bonds, warrants, etc.; derivative contracts; debt instruments, such as asset-backed securities and securities issued by government sponsored enterprise, collateralized mortgage obligations (CMO) and real estate mortgage income conduits (REMICs); and investment company securities, such as mutual funds or open-end funds, closed-end funds, unit investment trusts, fixed-income funds, equity funds, and balanced funds.
Individual - Refers to a person or household spending, investing, or saving their own money on their own behalf. All money managers in any form (such as fund managers or investment advisors) or investment funds should be treated as businesses.

## How much of the revenue reported in (5A

 was received from the following sources of revenue in third and second quarters of 2012?A. Fees and commissions from brokering and dealing products from individuals
B. Fees and commissions from brokering and dealing products from businesses and government
C. Financial planning and investment management services for individuals
D. Financial planning and investment management services for businesses and government
E. All other revenue
F. Verify Total

Sum of (6A-6E. Total must equal (5)A.

| Third Quarter |  |  |  | Second Quarter |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ Bil. | Mil. | Thou. | Dol. | \$ Bil. | Mil. | Thou. | Dol. |
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Not Applicable.
REMARKS - Please use this space to explain any significant quarter-to-quarter changes, to clarify responses, or indicate where data were estimated.

## CONTACT INFORMATION



Website

## THANK YOU

for completing your QUARTERLY SERVICES SURVEY.
We suggest you keep a copy for your records.
Public reporting burden for this collection of voluntary information is estimated to average 15 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to: Paperwork Project 06070907, U.S. Census Bureau, 4600 Silver Hill Road, AMSD-3K138, Washington, DC 20233. You may e-mail comments to Paperwork@census.gov; use "Paperwork Project 0607-0907" as the subject. PLEASE INCLUDE FORM NAME AND NUMBER IN ALL CORRESPONDENCE.
Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8 -digit number appears in the top right corner on the front of this form.

