

SPECIAL ADVERTISING SECTION

BARRON'S

TOP ADVISOR DIRECTORY

Updated as of Sept. 21, 2016

LETTER FROM THE EDITOR

What It Takes To Be A “*Barron's* Advisor”

Barron's began ranking financial advisors in 2004 with the goal of shining a spotlight on the best people in the business. Many stories had been written in the press over the years about bad financial advisors and the trouble they caused investors. But those stories held little benefit for our readers. What our readers wanted to know is this: Who are the truly great financial advisors and what are they telling their clients?

That's the question we've tried to answer with our advisor rankings.

From the outset, the rankings have been a remarkable success. It is now accepted in the industry that the advisors ranked by *Barron's* represent the top 1% of their profession. In fact, it's become a badge of honor to be called a “*Barron's* advisor,” a phrase that's cropped up informally to describe the folks who make our lists. We began in 2004 with our first ranking of the nation's top 100 advisors, working with a small firm called the Winner's Circle, which we acquired in 2008. We published our first list of the Top 100 Women Advisors in 2006. A year after that, we published a list of the Top 100 Independent Advisors, meaning the best advisors not affiliated with the big full-service firms like Merrill Lynch, Morgan Stanley, Wells Fargo, or UBS.

One problem with all of these lists: They were dominated by advisors in New York, California, Florida, and a few other places where America's wealth is concentrated. We knew that we were missing great advisors in South Carolina, Alaska, Wyoming, and other states with smaller amounts of wealth.

Advisors pay a fee to be listed in this section, but their participation has no bearing on their place in our rankings, nor does it guarantee that they will be ranked in future years.

Our solution: the Top 1,000 state-by-state ranking, which we first published in 2009 and which we expanded to 1,200 spots in 2014. This list grants each state a minimum of six spots and allows proportionately more spots for states with greater assets.

All of our advisor rankings are based on hard numbers: an advisor's assets under management and annual revenue generated, as well as length of time in the business, client retention, and philanthropic work. Critically important, we carefully check the regulatory record of each advisor we rank.

Every year, readers ask us how to get in touch with specific advisors who are ranked in *Barron's*. This special advertising section, published 10 times a year, is an effort to make that easier. This section allows *Barron's*-ranked advisors—and only *Barron's*-ranked advisors—to publish their phone numbers, email addresses, and Website addresses. A link to this special advertising section can be found at the top of any page on our Website: Barrons.com. Advisors pay a fee to be listed in this section, but their participation has no bearing on their place in our rankings, nor does it guarantee that they will be ranked in future years. In our advisor rankings, as in all *Barron's* journalism, the readers' interests must come first and not be subordinated to any commercial considerations.

We want to thank all *Barron's*-ranked advisors and their firms for helping us make our rankings successful. We also want to thank these advisors for setting the highest standards for their profession and for sharing their investing insights on a regular basis with *Barron's* readers.



EDITOR AND PRESIDENT Edwin A. Finn Jr.

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1-10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
ALA.	Mark Mantooth	Merrill Lynch Wealth Mgmt Huntsville	(256) 650-2441 / mark_mantooth@ml.com fa.ml.com/mantooth_pols	•	•	•			•	\$933	\$2	\$35
	Robert Runkle	Merrill Lynch Wealth Mgmt Montgomery	(334) 409-5810 / robert_runkle@ml.com fa.ml.com/robert_runkle		•	•	•		•	890	2.5	3.75
ARIZONA	Robert Bancroft	Morgan Stanley PWM Scottsdale	(480) 624-5714 / robert.bancroft@morganstanleypwm.com www.morganstanleypwa.com/bbg	•	•	•				890	15	25
	Allan Flader	RBC Wealth Mgmt Phoenix	(602) 381-5388 / allan.flader@rbc.com www.fladergroup.com	•	•	•				601	2.5	5
	Scott Christopher Gale	Merrill Lynch Wealth Mgmt Scottsdale	(480) 607-8765 / schris_gale@ml.com www.fa.ml.com/sg_group	•	•	•	•		•	780	5	10
	James Marten	Merrill Lynch Wealth Mgmt Phoenix	(602) 954-5016 / james_marten@ml.com www.ml.com	•	•	•	•	•		1,105	3	5
	Ruth Transue	Wells Fargo Advisors Tucson	(520) 529-5932 / transuer@wellsfargo.com www.ruthtransue.wfadv.com		•	•				650	2	3
	Trevor Wilde	Wilde Wealth Mgmt Group Scottsdale	(480) 361-6203 / info@wildewealth.com www.wildewealth.com	•	•					373	0.72	1.325
	Anouchka Balog	Morgan Stanley Wealth Mgmt Laguna Niguel	(949) 365-5306 / anouchka.m.balog@morganstanley.com www.morganstanleyfa.com/balog	•	•	•				543	5	10
CALIFORNIA	Jim Berliner	Westmount Asset Mgmt Los Angeles	(310) 556-2502 / jberliner@westmount.com www.westmount.com	•	•	•	•	•	•	2,393	2.75	8
	Fred Fern	Churchill Mgmt Group Los Angeles	(323) 937-7110 / fredafern@churchillmanagement.com www.churchillmanagement.com	•	•	•	•		•	3,953	0.75	3
	Rob Francais	Aspiriant Los Angeles	(310) 806-4000 / cdoder@aspiriant.com www.aspiriant.com		•	•	•			8,917	9	25
	Robert Gallo	Merrill Lynch Wealth Mgmt Walnut Creek	(925) 945-4823 / robert_f_gallo@ml.com fa.ml.com/gallo_group	•	•	•				1,489	0.75	2.5
	Eric Gray	Merrill Lynch - PBIG Los Angeles	(310) 407-3979 / eric_gray@ml.com pwa.ml.com/grayteam		•	•	•			11,000	50	80
	Philippe Hartl	Merrill Lynch PBIG Century City	(310) 407-3984 / philippe_hartl@ml.com www.pwa.ml.com/hartl_team		•	•	•			2,397	30	80
	Brian Holmes	Signature Estate & Inv Adv Los Angeles	(310) 712-2326 / bholmes@seia.com www.seia.com		•	•	•		•	5,490	8	21
	Peter Huffman	Merrill Lynch Wealth Mgmt La Jolla	(858) 456-3624 / peter_huffman@ml.com fa.ml.com/huffman_group	•	•	•	•	•		667	5	15
	Dana Jackson	Morgan Stanley PWM Menlo Park	(650) 234-5902 / dana.jackson@morganstanleypwm.com www.morganstanleypwa.com/jacksoncapitalgroup		•	•	•			21,685	30	45
	Richard Jones	Merrill Lynch PBIG Los Angeles	(310) 407-4925 / richardb_jones@ml.com www.pwa.ml.com/jzktc_group			•	•	•		13,654	50	75
	Steve Levine	UBS PWM Los Angeles	(310) 734-3919 / steve.levine@ubs.com www.ubs.com/team/lw		•	•	•		•	4,500	15	50
	John McNamee	Merrill Lynch PBIG Los Angeles	(310) 407-4824 / john_mcnamee@ml.com www.pwa.ml.com/mcnameewhite		•	•	•		•	5,405	40	75
	Lon Morton	Morton Capital Mgmt Calabasas	(818) 591-6205 / clientservices@mortoncapital.com www.mortoncapital.com	•	•	•			•	1,602	2.7	8
	Laila Pence	Pence Wealth Mgmt Newport Beach	(800) 731-3623 / anne.godfrey@lpl.com www.pencewealthmanagement.com	•	•	•				1,477	2	5
	Spuds Powell	Kayne Anderson Rudnick Los Angeles	(310) 282-7945 / spowell@kayne.com www.kayne.com		•	•	•		•	9,149	7	15
	Joseph Schirripa	UBS Financial Services Beverly Hills	(310) 281-3810 / joseph.schirripa@ubs.com www.ubs.com/team/schirripagroup	•	•	•			•	1,537	3	10
	Alan Whitman	Morgan Stanley Wealth Mgmt Pasadena	(626) 405-9313 / alan.whitman@morganstanley.com www.morganstanleyfa.com/wr	•	•	•				2,497	5	15
	Dale Yahnke	Dowling & Yahnke San Diego	(858) 509-9500 / dale.yahnke@dywealth.com www.dywealth.com		•	•	•			3,223	3	20

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1 -10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
CA.	Cheryl Young	Morgan Stanley Wealth Mgmt Los Gatos	(408) 358-0976 / cheryl.young@morganstanley.com www.morganstanleyfa.com/youngandassociates	•	•	•				\$1,133	\$8	\$15
	Michael Yoshikami	Destination Wealth Mgmt Walnut Creek	(925) 935-2900 / michael@destinationwm.com www.destinationwm.com	•	•	•				1,700	2	8
	Sean Yu	Morgan Stanley Wealth Mgmt Pasadena	(626) 405-9393 / sean.yu@morganstanley.com www.morganstanleyfa.com/theseanyugroup	•	•	•				500	5	15
COLORADO	Mark R. Brown	Brown & Tedstrom, Inc. Denver	(303) 863-7231 / mbrown@brown-tedstrom.com www.brown-tedstrom.com		•	•				941	6.5	12.5
	Shawn Fowler	Morgan Stanley PWM Denver	(303) 446-3306 / shawn.fowler@morganstanleypwm.com www.morganstanleypwa.com/shawnfowlermaxwellbull		•	•			•	2,885	31	61
	Carl Hoover	Merrill Lynch PBIG Denver	(720) 941-2033 / carl_hoover@ml.com pwa.ml.com/thehtteam		•	•				2,492	12	15
	Joseph Janiczek	Janiczek Wealth Management Greenwood Village	(303) 721-7000 / jjaniczek@janiczek.com www.janiczek.com	•	•	•				435	2.5	7
	Wally Obermeyer	Obermeyer Wood Inv Counsel Aspen	(970) 925-8747 / info@obermeyerwood.com www.obermeyerwood.com	•	•	•				1,570	3	10
	Mark J. Smith	Raymond James Greenwood Village	(303) 768-0007 / mark.smith@raymondjames.com www.mj-smith.com	•	•					821	1.6	2.1
	Scott Thisted	Merrill Lynch PBIG Denver	(720) 941-2033 / scott_thisted@ml.com pwa.ml.com/thehtteam		•	•				2,492	12	15
	Peter Chieco	Morgan Stanley WM Greenwich	(203) 625-4897 / peter.chieco@morganstanley.com www.morganstanleyfa.com/thesoundshoregroup	•	•	•	•		•	1,199	5	15
CONNECTICUT	Jeff Erdmann	Merrill Lynch PBIG Greenwich	(203) 861-5902 / jeff_erdmann@ml.com pwa.ml.com/erdmannngroup			•				5,550	36.7	50
	Michael Freeburg	Greenwich Wealth Mgmt Greenwich	(203) 618-0103 / information@greenwichwealth.com www.greenwichwealth.com		•	•				1,360	10	25
	David E. Goodwin	Merrill Lynch Wealth Mgmt Hartford	(860) 728-3622 / david_goodwin@ml.com www.fa.ml.com/goodwin_group	•	•	•	•			508	6	10
	William Greco	UBS Financial Services Hartford	(860) 727-1515 / william.greco@ubs.com financialservicesinc.ubs.com/team/grecogroup	•	•	•				4,724	9	12
	Terence Markey	Morgan Stanley PWM Greenwich	(203) 625-4884 / terry.markey@morganstanleypwm.com www.morganstanleypwa.com/fmmsgroup		•	•			•	6,896	30	60
	Charles Noble III	Janney Montgomery Scott New Haven	(203) 784-7401 / noblegroup@janney.com noblewealthadvisors.com	•	•	•			•	709	4	8
	Harold Trischman	Morgan Stanley Wealth Mgmt Greenwich	(203) 625-4824 / harold.j.trischman@morganstanley.com www.morganstanleyfa.com/trischmangroup	•	•	•	•	•		1,750	4	9
	John Adams Vaccaro	Westport Resources Westport	(203) 226-0222 / wrmssupport@westportresources.com www.westportresources.com	•	•	•			•	1,193	3.5	10
	Joan M. Valenti	LPL Financial Services Farmington	(860) 677-7790 / joan.valenti@valentiwealthmanagement.com www.valentiwealthmanagement.com	•	•	•			•	425	2	2
	Carl Zuckerberg	Relyea Zuckerberg Hanson Stamford	(203) 355-0888 / carlz@rzhadvisors.com www.rzhadvisors.com		•	•				637	5.5	15
DELAWARE	Donald DeWees	Wells Fargo Advisors Greenville	(800) 832-6669 / dana.edwards@wfadvisors.com www.deweescig.com	•	•	•	•		•	976	1.5	3.5
	Cynthia Hewitt	Merrill Lynch Wealth Mgmt Wilmington	(302) 571-5524 / cynthia_hewitt@ml.com www.fa.ml.com/hart_group	•	•	•				1,167	5	11
	Michael Koppenhaver	Merrill Lynch Wealth Mgmt Dover	(888) 766-4680 / michael_s_koppenhaver@ml.com www.fa.ml.com/koppenhaver_hawkins_associates	•	•	•	•	•	•	555	1.5	4.5
	Kimberlee Orth	Ameriprise Financial Wilmington	(302) 475-5105 / kimberlee.m.orth@ampf.com kimberleeorth.com	•	•	•				1,412	3.94	10.13
D.C.	Michael Freiman	Morgan Stanley Wealth Mgmt Washington	(202) 778-1382 / michael.j.freiman@morganstanley.com www.teamfreiman.com	•	•					1,105	0.9	2.5
	Paul Goree III	Merrill Lynch Wealth Mgmt Washington	(202) 659-6198 / paul_goreeiii@ml.com fa.ml.com/groupag	•	•	•				1,104	4.2	7

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1 -10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
D.C.	Michael Kirvan	Merrill Lynch Wealth Mgmt Washington	(202) 659-7349 / michael_kirvan@ml.com fa.ml.com/thekirvangroup	•	•	•				\$692	\$2	\$7.5
	Neil Kishter	Merrill Lynch PBIG Washington	(202) 659-5033 / neil.kishter@ml.com www.fa.ml.com/neil.kishter		•	•				464	5	20
	Marvin McIntyre	Morgan Stanley PWM Washington	(202) 778-1381 / marvin.mcintyre@morganstanleypwm.com www.morganstanleypwa.com/cwmg	•	•	•	•		•	3,748	5	25
	Christopher S. Sargent	Wells Fargo Advisors Washington	(202) 872-6570 / christopher.sargent@wellsfargoadvisors.com www.thesargentinvestmentgroup.wfadv.com	•	•	•	•			850	3	5
	William Slater III	Merrill Lynch PBIG Washington	(202) 659-7387 / william_slateriii@ml.com www.pwa.ml.com/SKFM		•	•				1,190	10	20
	David Stuart	Morgan Stanley Wealth Mgmt Washington	(202) 861-5028 / david.a.stuart@morganstanley.com www.morganstanleyfa.com/stuart	•	•	•				746	1.75	3
	John M. Williams	Morgan Stanley PWM Washington	(202) 862-2876 / john.m.williams@morganstanleypwm.com www.morganstanleypwa.com/williams_group		•	•	•	•		4,018	20	35
FLORIDA	Peter Bermont	Raymond James Coral Gables	(305) 446-6600 / peter.bermont@raymondjames.com bermontadvisory.com		•	•	•	•		1,250	10	21
	Stephen Bloch	Morgan Stanley Wealth Mgmt Aventura	(305) 937-7175 / stephen.bloch@ms.com www.morganstanleyfa.com/blochgroup	•	•	•			•	4,450	3	5
	Ken Burke	Merrill Lynch Wealth Mgmt Heathrow	(407) 333-8313 / kenneth_burke@ml.com fa.ml.com/bcg	•	•	•				962	10	14
	Jeff Camarda	Camarda Wealth Advisory Grp Fleming Island	(888) 226-2732 / j@camarda.com www.camarda.com	•	•	•				230	1	1
	Adam Carlin	Morgan Stanley PWM Coral Gables	(305) 476-3302 / adam.e.carlin@morganstanleypwm.com www.morganstanleyfa.com/carlin		•	•				2,201	16	25
	Damion Carufe	J.P. Morgan Securities Palm Beach Gardens	(561) 694-5688 / damion.carufe@jpmorgan.com	•	•	•				625	5	10
	Louis Chiavacci	Merrill Lynch - PBIG Coral Gables	(888) 655-6847 / louis_chiavacci@ml.com pwa.ml.com/chiavacciteam			•	•			3,321	35	75
	Thomas J. Cleary	UBS Financial Services Orlando	(407) 803-4670 / tom.cleary@ubs.com www.ubs.com/fa/tomcleary	•	•	•	•		•	1,130	3	5
	Aimee de Mariano Cogan	Morgan Stanley Wealth Mgmt Sarasota	(941) 363-8514 / aimee.cogan@morganstanley.com www.morganstanleyfa.com/bellwethergroup		•	•	•	•		698	10	20
	Bob Edwards	Wells Fargo Advisors Naples	(239) 254-2200 / robert.t.edwards@wfadvisors.com www.moranedwards.com	•	•	•	•		•	3,000	5	25
	Nelson Faro	Morgan Stanley Wealth Mgmt Aventura	(305) 937-7139 / nelson.faro@morganstanley.com www.morganstanleyfa.com/thefarogroup	•	•	•			•	2,650	5	6
	Neil A. Fox	Morgan Stanley Wealth Mgmt Boca Raton	(561) 393-1513 / neil.a.fox@morganstanley.com morganstanleyfa.com/foxteamsb	•	•	•			•	3,000	4	10
	David Fox	Morgan Stanley Wealth Mgmt Boca Raton	(561) 393-1516 / david.h.fox@morganstanley.com morganstanleyfa.com/foxteamsb	•	•	•			•	3,000	4	10
	Eric Glasband	Merrill Lynch Wealth Mgmt Boca Raton	(561) 361-3437 / eric.glasband@ml.com www.fa.ml.com/gs	•	•	•	•	•	•	958	3.88	10
	Todd Hoffman	Morgan Stanley Wealth Mgmt Clearwater	(727) 441-6111 / todd.hoffman@morganstanley.com www.morganstanleyfa.com/todd.hoffman		•	•	•			325	2.25	3.75
	Keith Jacoby	Wells Fargo Advisors Naples	(239) 254-2220 / keith.jacoby@wfadvisors.com www.jacobynealon.com	•	•	•				594	5	7
	William King	Merrill Lynch Wealth Mgmt Vero Beach	(772) 231-9037 / william_w_king@ml.com		•	•	•	•	•	1,478	4	10
	Clarke Lemons	WaterOak Advisors Winter Park	(407) 567-2956 / newclient@wateroak.com www.wateroak.com	•	•	•	•			1,477	3	7.5
	Michael McCain	Wells Fargo Advisors Naples	(239) 254-2206 / michael.mccain@wfadvisors.com wellsfargoadvisors.com/michael.mccain	•	•	•				1,045	6	12
	William Merriam	Merrill Lynch Wealth Mgmt Jacksonville	(904) 218-5931 / william_h_merriam@ml.com www.fa.ml.com/bill_merriam	•	•	•	•	•	•	784	2	5

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1 -10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
FLORIDA	Mark Miller	Merrill Lynch Wealth Mgmt Boca Raton	(561) 416-4629 / mark_m_miller@ml.com fa.ml.com/mark_miller	•	•	•				\$708	\$4	\$10
	Todd Moll	Provenance Wealth Adv Fort Lauderdale	(954) 712-8892 / tmoll@provwealth.com www.provwealth.com		•	•			•	1,900	5	9
	Thomas Moran	Wells Fargo Advisors Naples	(239) 254-2200 / thomas.moran@wfadvisors.com www.moranedwards.com	•	•	•	•		•	3,000	5	25
	Charles Mulfinger, II	Graystone Consulting Tampa	(813) 227-2061 / charles.mulfinger.ii@msgraystone.com www.morganstanleygc.com/gctampa	•	•	•			•	5,614	5.75	8
	Michael Nickler	Morgan Stanley Wealth Mgmt West Palm Beach	(561) 822-4955 / michael.nickler@morganstanley.com www.morganstanley.com/fa/thenicklergroup	•	•	•				1,025	5	10
	Scott Pinkerton	Wells Fargo Advisors Venice	(941) 408-8557 / scott.pinkerton@wfadvisors.com www.pinkertonwmg.com	•	•	•	•	•		739	5	8
	Adam Rosenfeld	Merrill Lynch Wealth Mgmt Miami	(305) 577-6903 / adam.rosenfeld@ml.com www.fa.ml.com/rosenfeldgroup		•	•				695	15	100
	Andrew B. Schultz	Morgan Stanley Wealth Mgmt Miami Beach	(305) 695-6116 / andrew.schultz@morganstanley.com www.morganstanleyfa.com/theschultzgroup		•	•				1,100	7.5	20
	Mickey Silverman	Raymond James Boca Raton	(561) 997-9100 / mickey.silverman@raymondjames.com www.raymondjames.com/silvermangroup	•	•	•	•		•	1,150	5	35
	Sal Tiano	J.P. Morgan Securities Palm Beach Gardens	(561) 694-5600 / sal.tiano@jpmorgan.com www.jpmorgansecurities.com/tianogroup		•	•				1,275	10	25
GEORGIA	Marc Walters	Morgan Stanley Wealth Mgmt Tampa	(813) 227-2034 / marc.walters@morganstanley.com www.morganstanleyfa.com/thewaltersgroup	•	•	•				735	1.8	2.4
	Robert Balentine	Balentine Atlanta	(404) 537-4800 / rbalentine@balentine.com www.balentine.com		•	•		•	•	2,373	16	25
	Roger S. Green	Cetera Advisors Duluth	(770) 931-1414 / roger.green@rogersgreen.com www.rogersgreen.com	•	•					372	0.35	0.6
	James Hansberger	Morgan Stanley PWM Atlanta	(404) 264-4269 / james.c.hansberger@morganstanleypwm.com www.morganstanleyfa.com/hansberger&merlin		•	•	•			2,650	15	50
	Michael Hines	CPC Advisors/Raymond James Atlanta	(404) 892-1995 / mhines@cpccadvisors.com www.cpcadvisors.com	•	•				•	544	2	3.5
ILLINOIS	Rod Westmoreland	Merrill Lynch PBIG Atlanta	(404) 264-2066 / rod_westmoreland@ml.com pwa.ml.com/westmorelandgroup		•	•				3,660	30	60
	Raj Bhatia	Merrill Lynch - PBIG Chicago	(312) 325-2676 / raj_bhatia@ml.com www.pwa.ml.com/bhatiagroup		•	•	•	•		1,452	15	25
	Kyle Chudom	Morgan Stanley Wealth Mgmt Oak Brook	(630) 573-9680 / kyle.chudom@ms.com chudomhayes.com	•	•	•				674	1	3
	Patricia Cutilletta	Morgan Stanley Wealth Mgmt Chicago	(312) 648-3401 / patricia.g.cutilletta@morganstanley.com www.morganstanleyfa.com/cutillettagroup		•	•				625	7	10
	Brad DeHond	Morgan Stanley PWM Chicago	(312) 706-4517 / brad.dehond@morganstanley.com www.morganstanleypwa.com/mspwmchicago-mdm			•	•			2,200	30	45
	Daniel Fries	Merrill Lynch Wealth Mgmt Chicago	(312) 696-2121 / daniel.fries@ml.com	•	•	•				577	2.5	4.5
	Steven Hefter	Wells Fargo Advisors Highland Park	(847) 563-3400 / steven.hefter@wellsfargoadvisors.com www.hlmcapital.com		•	•				5,000	10	30
	Tom Kilborn	Merrill Lynch Wealth Mgmt Northbrook	(847) 564-7201 / tom_kilborn@ml.com www.fa.ml.com/kilborngroup	•	•	•				787	4	6
	Rod Loewenthal	Merrill Lynch Wealth Mgmt Northbrook	(847) 564-7170 / rod_loewenthal@ml.com www.fa.ml.com/theloewenthalgroup	•	•	•				745	4	6
	Scott Magnesen	Morgan Stanley Wealth Mgmt Oak Brook	(630) 573-9694 / scott.magnesen@morganstanley.com www.morganstanleyfa.com/thempwgroup/	•	•	•				2,502	1.5	5
	Stewart Mather	Mather Group Chicago	(630) 537-1080 / s.mather@themathergroup.com www.themathergroup.com	•	•					704	1.5	2
	James M. Moriarity	Morgan Stanley PWM Chicago	(312) 706-4572 / james.moriarity@morganstanley.com www.morganstanleypwa.com/mspwmchicago-mdm			•	•			2,200	30	45

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1 -10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
ILLINOIS	James Oberheide	Morgan Stanley PWM Chicago	(312) 443-6090 / james.oberheide@morganstanleypwm.com www.morganstanleyfa.com/theoberheidegroup			•	•			\$2,560	\$50	\$75
	Sharon Oberlander	Merrill Lynch Wealth Mgmt Chicago	(312) 696-7620 / s_oberlander@ml.com www.fa.ml.com/oberlandergroup		•	•				1,064	5	12
	Steven Porter	Merrill Lynch Wealth Mgmt Northbrook	(847) 564-7213 / steven_k_porter@ml.com fa.ml.com/steven_k_porter	•	•	•				546	1.8	3.2
	Maureen Raihle	Merrill Lynch PBIG Chicago	(312) 325-2635 / maureen_raihle@ml.com pwa.ml.com/vrgroup		•	•				5,654	30	50
	Kathleen Roeser	Morgan Stanley Wealth Mgmt Chicago	(312) 443-6500 / kathy.roeser@ms.com www.morganstanleyfa.com/theroesergroup		•	•	•		•	910	8	15
	David Sheppard	Merrill Lynch Wealth Mgmt Deer Park	(847) 550-7878 / david_n_sheppard@ml.com fa.ml.com/sheppardgroup		•	•				557	4.25	6
	Joseph Silich	Morgan Stanley Wealth Mgmt Chicago	(312) 443-6200 / joseph.silich@morganstanley.com		•	•				901	7	12
	Paul Tashima	UBS Financial Services Chicago	(800) 372-1993 / paul.tashima@ubs.com www.ubs.com/team/corporatecashmanagement			•	•	•	•	24,665	77	250
	Mark Thorndyke	Merrill Lynch Wealth Mgmt Chicago	(312) 696-7645 / mark_w_thorndyke@ml.com www.fa.ml.com/thorndyke_group	•	•	•				1,054	3.5	7
	John Ver Bockel	Merrill Lynch PBIG Chicago	(312) 325-2634 / john_verbockel@ml.com pwa.ml.com/vrgroup		•	•				5,654	30	50
	David Wright	Merrill Lynch PBIG Chicago	(312) 325-2620 / dave_wright@ml.com www.pwa.ml.com/wrighthudakzabel		•	•	•			2,073	25	35
IOWA	Timothy Finucan	Edward Jones Webster City	(515) 832-4155 / timothy.finucan@edwardjones.com edwardjones.com	•	•	•				429	0.75	1.5
	Matthew Fryar	Wells Fargo Advisors Des Moines	(515) 245-3120 / matthew.r.fryar@wellsfargo.com		•	•	•			640	5	7
	Keith Swanson	Morgan Stanley PWM West Des Moines	(515) 224-5501 / keith.k.swanson@morganstanleypwm.com www.morganstanleypwa.com/swanson		•	•			•	851	7	15
KAN.	Robert Moore	Merrill Lynch Wealth Mgmt Wichita	(316) 631-3507 / bob_moore@ml.com fa.ml.com/bob_moore	•	•	•				1,003	4	5
KY.	Barry Barlow	Merrill Lynch Wealth Mgmt Louisville	(502) 329-5097 / barry_barlow@ml.com www.fa.ml.com/b_barlow	•	•	•	•			626	3	7.5
LA.	Charles Simmons	Ameriprise Financial Metairie	(504) 779-7790 / charles.l.simmons@ampf.com www.ameripriseadvisors.com/charles.l.simmons	•	•	•			•	1,735	0.75	1.8
	James Spiro	Morgan Stanley Wealth Mgmt New Orleans	(504) 585-3973 / james.m.spiro@morganstanley.com www.morganstanleyfa.com/spirogroup	•	•	•				1,520	1	4
ME.	Jeremiah S. Burns, Jr.	Morgan Stanley Wealth Mgmt Portland	(207) 871-7373 / jeremiah.burns@morganstanley.com www.morganstanley.com/fa/jeremiah.burns	•	•	•		•	•	465	7.5	10
	Todd Doolan	Morgan Stanley Wealth Mgmt Portland	(207) 771-0812 / todd.h.doolan@ms.com www.morganstanleyfa.com/todd.h.doolan	•	•	•			•	385	1.6	3
MARYLAND	Larry Boggs	Wells Fargo Advisors Cumberland	(301) 724-2660 / larry.d.boggs@wfsadvisors.com home.wellsfargoadvisors.com/larry.d.boggs	•	•	•				1,122	3	5
	Robert Collins	Collins Investment Group Bethesda	(301) 915-9630 / robert.collins@wfafinet.com collinsinvestmentgroup.com	•	•	•				753	3	6
	Barry Garber	Deutsche Bank Alex. Brown Baltimore	(410) 895-3971 / barry.l.garber@db.com deutschewealth.com/americas/index_us.ht		•	•	•	•	•	2,350	15	25
	Jim Holzapfel	Wells Fargo Advisors Hagerstown	(844) 894-5706 / james.holzapfel@wellsfargoadvisors.com www.holzapfelinvestmentgroup.com	•	•	•	•		•	743	1.5	3.5
	Brian Kroneberger, Jr.	RBC Wealth Mgmt Hunt Valley	(410) 316-5454 / brian.kroneberger@rbc.com www.thedkhgroup.com		•	•			•	1,400	3	5
	John Lynch	Lynch Group/Raymond James Fulton	(888) 465-8424 / john.lynch@lynchretirementgroup.com lynchretirementgroup.com	•	•					496	0.79	5
	William Morgan III	Ameriprise Financial Ellicott City	(410) 418-9800 / william.a.morgan@ampf.com williamamorgan.com	•	•	•				868	0.9	2.25

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1 -10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
MD.	William Orr	Merrill Lynch PBIG Frederick	(800) 595-4197 / william_orr@ml.com www.pwa.ml.com/theorgroup	•	•	•	•			\$613	\$10	\$15
	Kent Pearce	Merrill Lynch Wealth Mgmt Towson	(410) 321-4340 / kent_pearce@ml.com www.fa.ml.com/pearce_group		•	•	•			1,190	7	20
	E. Geoffrey Sella	SPC Financial, Inc. Rockville	(301) 770-6800 / jsella@spcfinancial.com www.spcfincial.com	•	•					637	0.66	1
	Richard Wagener	Wagener-Lee/Raymond James Columbia	(443) 276-9595 / rick@wagenerlee.com www.wagenerlee.com	•	•	•			•	707	1.6	3.5
MASSACHUSETTS	James Atwood	Merrill Lynch PBIG Boston	(800) 765-6194 / james_atwood@ml.com pwa.ml.com/theatwoodgroup		•	•				4,351	45	75
	Marcella Behman	Merrill Lynch PBIG Boston	(617) 946-8060 / marcie_behman@ml.com pwa.ml.com/behmansmith		•	•				1,386	25	50
	Debra Brede	D.K. Brede Investment Mgmt Needham	(781) 444-9367 / dkb@bredeinvestment.com www.bredeinvestment.com		•	•				772	2	3.5
	Jamie Fagan	J.P. Morgan Securities Boston	(617) 654-2000 / jamie.fagan@jpmorgan.com www.jpmorgansecurities.com/faganboshart		•	•	•		•	1,400	11	25
	Timothy Grimes	Grimes Westborough	(508) 366-3883 / tim@grimesco.com www.grimesco.com	•	•	•				2,001	3.5	7
	Susan Kaplan	Kaplan Financial Svcs/LPL Newton	(617) 527-1557 / susan.kaplan@lpl.com www.kaplan-financial.com		•	•	•			1,550	3.75	10
	Stephen Kelliher	Morgan Stanley Wealth Mgmt Norwell	(781) 681-4933 / stephen.kelliher@morganstanley.com www.kellihercorbettgroup.com	•	•	•	•	•	•	2,700	5.5	10
	Victor Livingstone	Morgan Stanley PWM Boston	(617) 478-6500 / victor.livingstone@morganstanleypwm.com www.morganstanley.com			•	•	•	•	3,971	25	100
	Mary Mullin	Merrill Lynch Wealth Mgmt Boston	(617) 946-4018 / mary_mullin@ml.com www.fa.ml.com/mullinberiau		•	•				1,270	5	15
	Peter Noonan	J.P. Morgan Securities Boston	(617) 654-2318 / peter.noonan@jpmorgan.com www.jpmorgansecurities.com/peternoonan	•	•	•				1,515	15	100
	Raju Pathak	Morgan Stanley Wealth Mgmt Boston	(617) 589-3373 / raju.pathak@ms.com www.morganstanleyfa.com/pathakgroup	•	•	•			•	1,419	8	20
	Peter Princi	Graystone Consulting Boston	(617) 589-3229 / peter.b.princi@msgraystone.com www.morganstanleyfa.com/theprincigroup		•	•	•	•	•	4,460	7.5	15
	Raj Sharma	Merrill Lynch - PBIG Boston	(800) 926-5579 / raj_sharma@ml.com www.pwa.ml.com/sharma_group		•	•	•	•	•	6,325	10	15
	Brian S. Strachan	Morgan Stanley PWM Boston	(617) 570-9240 / brian.s.strachan@morganstanleypwm.com www.morganstanleypwa.com/thestrachanroupsb		•	•	•			1,269	10	20
	Mark Winthrop	Winthrop Wealth Mgmt Westborough	(508) 836-5500 / mark.winthrop@winthropwealth.com www.winthropwealth.com	•	•	•			•	1,385	3	8
MICHIGAN	David Boor	UBS Financial Services Farmington Hills	(877) 951-1200 / david.boor@ubs.com www.ubs.com/team/theblsgroup	•	•	•	•			850	6	10.5
	Jeffrey Fratarcangeli	Wells Fargo Advisors FiNet Birmingham	(248) 385-5055 / jeffrey.fratarcangeli@wfafinet.com www.fratarcangeliwealthmanagement.com	•	•	•			•	600	5	15
	David Kudla	Mainstay Capital Management Grand Blanc	(866) 444-6246 / mainstay@mainstaycapital.com www.mainstaycapital.com	•	•	•			•	2,006	0.5	4
	John Kulhavi	Merrill Lynch Wealth Mgmt Farmington Hills	(888) 273-1093 / kulhaviteam@ml.com www.fa.ml.com/kulhavi		•	•	•		•	1,575	1	5
	Scott Schropp	Merrill Lynch PBIG Saginaw	(866) 260-6235 / scott_schropp@ml.com pwa.ml.com/the_iles_group		•	•	•	•		538	5	20
	Jon Vigi	UBS PWM Birmingham	(855) 654-8444 / jon.vigi@ubs.com www.ubs.com/team/vigiprivatewealth		•	•	•		•	690	20	40
	Charles Zhang	Zhang Financial/LPL Portage	(269) 385-5888 / charles.zhang@zhangfinancial.com www.zhangfinancial.com	•	•	•	•			2,141	2	3

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1 -10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
MINN.	Royal Jaros	Ameriprise Financial Apple Valley	(952) 431-6410 / royal.w.jaros@ampf.com jarosandassociates.com	•	•	•				\$681	\$0.75	\$1.5
	Ross Levin	Accredited Investors Edina	(952) 841-2222 / ross@accredited.com accredited.com	•	•	•				1,372	3.53	6.6
	Bennett Marks	Marks Group Wealth Mgmt Minnetonka	(952) 582-6100 / info@marksgroup.com www.marksgroup.com	•	•	•	•		•	696	2	5
MISS.	Michael Dowell	Morgan Stanley Wealth Mgmt Jackson	(601) 321-7724 / dowellgroup@morganstanley.com www.morganstanleyfa.com/dowellgroupsb	•	•	•	•	•	•	1,135	2	5
MISSOURI	Diane Compardo	Moneta Group Investment Adv Clayton	(314) 244-3222 / dcompardo@monetagroup.com www.monetagroup.com/compardo/		•	•				810	15	20
	Robert Millner	Morgan Stanley Wealth Mgmt St. Louis	(314) 889-9868 / robert.millner@morganstanley.com www.morganstanleyfa.com/themillnergrou	•	•	•				610	2	5
	Michael Moeller	Wells Fargo Advisors Chesterfield	(800) 866-2801 / mike.moeller@wfadvisors.com www.themoellergroup.net	•	•	•	•	•	•	1,175	2	3
	Kathleen Youngerman	Morgan Stanley PWM Chesterfield	(314) 889-4862 / kathleen.l.youngerman@morganstanleypwm.com www.morganstanleyfa.com/harmonyfamilyoffice	•	•	•	•		•	515	20	20
NEB.	Jason Dworak	UBS Financial Services Lincoln	(402) 328-2077 / jason.dworak@ubs.com www.ubs.com/team/dworakgroup		•	•				825	5	15
NEV.	Deborah Danielson	Danielson Financial Group Las Vegas	(702) 734-7000 / deborah@danielsonfinancialgroup.com www.danielsonfinancialgroup.com	•	•	•				501	2	5
	Randy Garcia	Investment Counsel Las Vegas	(702) 871-8510 / randy@iccnv.com www.iccnv.com		•	•	•	•	•	880	5	15
N.H.	John Habig	Morgan Stanley Wealth Mgmt Portsmouth	(603) 422-8901 / john.f.habig@morganstanley.com www.morganstanleyfa.com/habig	•	•	•	•			353	1	2.5
NEW JERSEY	James Barry	Merrill Lynch Wealth Mgmt Princeton	(609) 243-7976 / jim_barry@ml.com fa.ml.com/barry_team	•	•	•		•	•	1,143	2	7
	Bruce G. Barth	Merrill Lynch Wealth Mgmt Newark	(973) 621-3322 / bruce_g_barth@ml.com www.fa.ml.com/barthgroup	•	•	•	•	•	•	1,005	1.5	4
	Francis Bitterly	Morgan Stanley Wealth Mgmt Red Bank	(732) 224-3754 / francis.g.bitterly@ms.com www.morganstanleyfa.com/francisbitterly	•	•	•				500	2.5	5
	Jack Burke	Merrill Lynch Wealth Mgmt Florham Park	(973) 410-2409 / john_j_burke@ml.com www.fa.ml.com/the_harbor_group	•	•	•				2,513	6	15
	Christopher Cook	Merrill Lynch Wealth Mgmt Florham Park	(973) 301-7790 / c_cook@ml.com www.fa.ml.com/gcca	•	•	•				1,765	7	15
	Mark Cortazzo	MACRO Consulting Group Parsippany	(973) 451-9400 / info@macroconsultinggroup.com www.macroconsultinggroup.com	•	•	•				950	2.5	6.5
	Mary Deatherage	Morgan Stanley PWM Little Falls	(973) 890-3015 / mary.m.deatherage@morganstanleypwm.com www.morganstanleyfa.com/thedeatheragegroup	•	•	•				2,300	10	15
	Mark Fendrick	UBS Financial Services Mt. Laurel	(856) 985-2070 / mark.fendrick@ubs.com www.ubs.com/team/fendrickgroup	•	•	•				632	3.5	5
	Bruce Gsell	Merrill Lynch Wealth Mgmt Edison	(800) 677-9405 / bruce_gsell@ml.com fa.ml.com/gsellgroup	•	•	•			•	6,833	25	20
	John Hudspeth	Merrill Lynch Wealth Mgmt Mt. Laurel	(800) 521-9399 / john_r_hudspeth@ml.com fa.ml.com/brownehudspeth	•	•	•				717	2	4
	Elliott Kugel	Merrill Lynch Wealth Mgmt Bridgewater	(908) 685-3252 / elliott_m_kugel@ml.com fc.ml.com/kugelbriegs	•	•	•				1,111	1.8	3.2
	Joseph Lauricella	Merrill Lynch Wealth Mgmt Montvale	(800) 694-5340 / joseph_lauricella@ml.com www.fa.ml.com/joseph_lauricella		•	•	•	•		743	10	30
	Mark Lichtenfeld	UBS PWM Florham Park	(973) 360-4369 / mark.lichtenfeld@ubs.com www.ubs.com/team/thesomersetillsgroup	•	•	•	•		•	1,300	7	11
	Gregory Makowski	CFS Investment Adv Svcs Totowa	(973) 826-8800 / greg@cfsias.com www.cfsias.com	•	•	•			•	850	2	5
	James Maltese	Merrill Lynch Wealth Mgmt Edison	(800) 288-3249 / james_p_maltese@ml.com www.fa.ml.com/maltesegroup	•	•	•				1,394	3	5

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1 -10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
NEW JERSEY	Joseph Matina	UBS PWM Short Hills	(877) 452-4344 / joseph.matina@ubs.com www.ubs.com/team/matinagroup		•	•				\$900	\$10	\$10
	Neil McPeak	Wells Fargo Advisors Linwood	(800) 527-4960 / neil.mcpeak@wfsadvisors.com www.mcpeakgroup.wfsadv.com	•	•	•			•	886	1	5
	Harris Nydick	CFS Investment Adv Svcs Totowa	(973) 826-8800 / harris@cfsias.com www.cfsias.com	•	•	•			•	850	2	5
	Nicholas A. Pascarella	Nicholas Pascarella & Co. Parsippany	(973) 428-3400 / npc@npcofinancial.com www.npcofinancial.com	•	•	•				905	1.5	3.6
	Stephen Pollard	Merrill Lynch Wealth Mgmt Princeton	(609) 806-2532 / stephen_pollard@ml.com fa.ml.com/pollard_team	•	•	•				767	5	10
	Michael Pron	Merrill Lynch Wealth Mgmt Princeton	(609) 243-7940 / michael_j_pron@ml.com www.fa.ml.com/pronhurst	•	•	•				582	2	5
	Michael J. Ricca	Morgan Stanley Wealth Mgmt Florham Park	(973) 236-3530 / michael.j.ricca@morganstanley.com www.morganstanleyfa.com/ricca_weinerman	•	•	•				3,800	10	15
	Frank Seminara	Morgan Stanley PWM Florham Park	(973) 236-3634 / frank.seminara@morganstanleypwm.com www.morganstanleypwa.com/theseinaragroup		•	•				1,208	5	20
	Mark Tobias	Morgan Stanley Wealth Mgmt New Brunswick	(732) 435-2225 / mark.s.tobias@morganstanley.com www.morganstanleyfa.com/mark_tobias	•	•	•				900	4	9
	David Weinerman	Morgan Stanley Wealth Mgmt Florham Park	(973) 236-3529 / david.s.weinerman@morganstanley.com www.morganstanleyfa.com/ricca_weinerman	•	•	•				3,800	10	15
N.M.	John Moore	J. Moore/Raymond James Albuquerque	(888) 815-5100 / info@johnmoore.com johnmoore.com	•	•	•				424	1.8	3.5
NEW YORK	Lewis Altfest	Altfest Personal Wealth Mgmt New York	(212) 406-0850 / inquiry@altfest.com www.altfest.com	•	•	•				1,127	2	4
	Charles Balducci	Merrill Lynch Wealth Mgmt New York	(212) 338-6105 / charles_balducci@ml.com www.fa.ml.com/the_snyder_balducci_group		•	•	•	•	•	2,471	10	20
	Neil Canell	Morgan Stanley Wealth Mgmt New York	(212) 551-7242 / neil.canell@ms.com www.morganstanleyfa.com/canell	•	•	•			•	3,100	15	25
	Jay Canell	Morgan Stanley Wealth Mgmt New York	(212) 551-7232 / jay.canell@ms.com www.morganstanleyfa.com/canell	•	•	•			•	3,100	15	25
	Robert A. Clarfeld	Clarfeld Financial Advisors Tarrytown	(212) 956-9494 / wealth@clarfeld.com www.clarfeld.com		•	•	•			6,593	20	80
	Lee DeLorenzo	United Asset Strategies Garden City	(516) 222-0021 / leed@unitedasset.com www.unitedasset.com	•	•	•			•	708	1	5
	Marc Fischer	Graystone Consulting Rochester	(585) 389-2271 / marc.r.fischer@msgraystone.com www.morganstanleyic/ftc		•	•	•	•	•	4,500	50	50
	Gregg S. Fisher	Gerstein Fisher New York	(212) 968-0707 / info@gersteinfisher.com www.gersteinfisher.com	•	•	•	•	•	•	3,207	1.52	4.08
	Steven Grill	Deutsche Bank Alex. Brown New York	(212) 454-7402 / steven.grill@db.com deutschewealth.com/americas/index_us.html		•	•				24,500	10	25
	Bill Grous	Deutsche Bank Alex. Brown New York	(212) 454-7401 / bill.grous@db.com deutschewealth.com/americas/index_us.html		•	•				24,500	10	25
	Martin Halbfinger	UBS Financial Services New York	(212) 821-2010 / martin.halbfinger@ubs.com www.ubs.com/team/halbfingergroup		•	•	•		•	3,434	20	35
	Harvey Kadden	Morgan Stanley PWM New York	(212) 883-7777 / harvey.kadden@morganstanleypwm.com www.morganstanleyfa.com/kpkgroup	•	•	•			•	1,900	5	25
	Jonathan Kass	Merrill Lynch Wealth Mgmt New York	(800) 800-2280 / jonathan_e_kass@ml.com www.fa.ml.com/kf_group		•	•				4,825	10	25
	Jason Katz	UBS Financial Services New York	(212) 713-9201 / jason.m.katz@ubs.com www.ubs.com/team/katz	•	•	•			•	1,646	7	20
	Gerard Klingman	Klingman & Associates, LLC New York	(212) 867-7647 / gklingman@klingmanria.com www.klingmanria.com		•	•				1,600	10	15
	Robin Krasny	Morgan Stanley Wealth Mgmt New York	(888) 243-5316 / robin.krasny@ms.com www.morganstanleyfa.com/klwealthmanagementgroup		•	•	•	•		1,387	7.5	17.5

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1 -10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
NEW YORK	Joshua Malkin	Morgan Stanley PWM New York	(212) 893-6530 / joshua.d.malkin@morganstanleypwm.com www.morganstanleypwa.com/themalkingroup		•	•	•	•	•	\$1,500	\$10	\$25
	Ira Mark	RBC Wealth Mgmt New York	(212) 703-6033 / ira.mark@rbc.com www.rbcwmfa.com/themarkberggroup	•	•	•				2,750	10	25
	W. Corby May	Merrill Lynch Wealth Mgmt Garden City	(516) 877-8290 / wcorby_may@ml.com www.fa.ml.com/mayparksmalfettone	•	•	•				1,424	7	17
	Deborah Montaperto	Morgan Stanley PWM New York	(212) 893-6465 / deborah.d.montaperto@morganstanleypwm.com www.morganstanleypwa.com/polkwalthmanagementgroup		•	•	•	•		10,436	25	50
	Daniel O'Connell	Merrill Lynch Wealth Mgmt Garden City	(516) 877-8316 / daniel_o'connell@ml.com fa.ml.com/daniel_o_connell		•	•	•	•		2,073	12	22
	Craig Pastolove	Morgan Stanley Wealth Mgmt New York	(212) 296-1026 / craig.pastolove@morganstanley.com www.morganstanleyfa.com/excelsiorwealthmanagement		•	•			•	1,450	4.5	10
	Lyon Polk	Morgan Stanley PWM New York	(212) 893-6400 / lyon.polk@morganstanleypwm.com www.morganstanleypwa.com/polkwalthmanagementgroup		•	•	•	•		10,267	25	50
	Michael Poppo	UBS Financial Services New York	(212) 626-8721 / michael.poppo@ubs.com financialservicesinc.ubs.com/team/thepoppogroup/		•	•	•	•		1,260	8	12
	Shawn Rubin	Morgan Stanley Wealth Mgmt New York	(212) 893-6322 / shawn.a.rubin@ms.com www.morganstanleyfa.com/theabacusgroup		•	•				1,750	5	20
	Frank J. Sabia	UBS Financial Services White Plains	(914) 287-6010 / frank.sabia@ubs.com www.ubs.com/fa/franksabia	•	•	•			•	2,638	5	15
	Richard Saperstein	Treasury Partners/HighTower New York	(917) 286-2777 / rsaperstein@treasurypartners.com www.treasurypartners.com		•	•		•		8,409	15	40
	Theodore Serure	J.P. Morgan Securities New York	(212) 272-6448 / ted.serure@jpmorgan.com	•	•	•			•	1,400	10	50
	Michael Siden	Morgan Stanley Wealth Mgmt New York	(212) 296-1044 / michael.siden@morganstanley.com www.morganstanleyfa.com/sidengroup	•	•	•	•		•	870	17	45
	Todd Silaika	Merrill Lynch Wealth Mgmt Clifton Park	(518) 383-8948 / todd_silaika@ml.com www.fa.ml.com/siricamac	•	•	•				971	2	3.5
	Eric S. Snyder	Merrill Lynch Wealth Mgmt New York	(212) 338-6106 / eric_snyder@ml.com www.fa.ml.com/the_snyder_balducci_group		•	•	•	•	•	2,471	10	20
	Evan Steinberg	Morgan Stanley PWM New York	(212) 893-7501 / evan.steinberg@morganstanleypwm.com www.morganstanleypwa.com/sfgroup		•	•	•		•	2,500	10	15
N. CAROLINA	Lori Van Dusen	LVW Advisors Pittsford	(585) 267-4900 / lvandusen@lvwadvisors.com www.lvwadvisors.com	•	•	•	•	•	•	4,521	50	75
	Jordan Waxman	HighTower New York	(212) 286-1170 / jwaxman@hightoweradvisors.com www.hswadvisors.com		•	•				1,980	25	50
	Todd Yannuzzi	Morgan Stanley Wealth Mgmt New York	(212) 296-1051 / todd.yannuzzi@morganstanley.com www.morganstanleyfa.com/fifthavenuegroup	•	•	•	•	•		2,409	10	20
	Mike Bell	Edward Jones Hickory	(828) 328-8111 / mike.bell@edwardjones.com www.edwardjones.com	•	•	•				306	0.64	1
	Christopher Davis	Wells Fargo Advisors Davidson	(704) 655-7696 / chris.davis@wellsfargoadvisors.com www.davidsonwealthmgt.com	•	•					1,572	0.75	2.75
	Gary Gaulden	Ameriprise Financial Durham	(919) 361-9898 / gary.l.gaulden@ampf.com www.gauldenandassociates.com	•	•	•				402	1	2
	Stephen Thomas	Linden Thomas/Wells FiNet Charlotte	(704) 554-8150 / info@lindenthomas.com lindenthomas.com	•	•	•	•	•	•	1,177	3	7
	Rick Buoncore	MAI Capital Management Cleveland	(216) 920-4900 / rbuoncore@mai.capital www.mai.capital	•	•	•				3,865	10	25
OHIO	Randy Carver	Raymond James Mentor	(440) 974-0808 / randy.carver@raymondjames.com www.carverfinancialservices.com	•	•				•	1,020	1	1.5
	Charles Dankworth	UBS Financial Services New Albany	(614) 939-2202 / charles.dankworth@ubs.com www.ubs.com/team/thedankworthgroup		•	•	•			975	10	30
	Brian Edwards	Morgan Stanley Wealth Mgmt Columbus	(614) 473-2401 / brian.j.edwards@morganstanley.com www.morganstanleyfa.com/theedwardsgroupsb	•	•					850	3	10

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1 -10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
OHIO	Craig Findley	UBS Financial Services Sylvania	(419) 318-5500 / craig.findley@ubs.com www.ubs.com/findleywisewealthmanagement	•	•	•			•	\$1,848	\$5	\$10
	Thomas Haught	Sequoia Financial Group Akrón	(216) 774-1246 / thaught@sequoia-financial.com www.sequoia-financial.com	•	•	•				1,651	1.75	4.5
	Tad Lawrence	UBS Financial Services Cincinnati	(513) 792-2139 / john.lawrenceiii@ubs.com ubs.com/team/lawrenceburchenal		•	•			•	5,362	5	20
	Kevin Myeroff	NCA Financial Planners Cleveland	(440) 473-1115 / kmyeroff@ncafinancial.com www.ncafinancial.com	•	•	•		•	•	1,231	1.5	3
	Valerie Newell	RiverPoint Capital Management Cincinnati	(513) 421-3100 / newell@riverpointcm.com riverpointcm.com	•	•	•				2,218	4	8
	Daniel Roe	Budros, Ruhlin & Roe Columbus	(614) 481-6900 / daniel.roe@b-r-r.com www.b-r-r.com	•	•	•				2,000	3.5	4.5
	David Singer	Merrill Lynch PBIG Cincinnati	(513) 579-3889 / david_singer@ml.com pwa.ml.com/evelosingersullivan		•	•				2,307	10	20
	Linnell Sullivan	Merrill Lynch Wealth Mgmt Cincinnati	(513) 579-3890 / linnell_sullivan@ml.com pwa.ml.com/evelosingersullivan		•	•				1,276	6	15
	Dean D. Trindle	Morgan Stanley Wealth Mgmt Cincinnati	(513) 852-4469 / twm.pm@ms.com www.morganstanleyfa.com/trindlewealthmanagement	•	•	•				528	1	5
	Kenneth Wise	UBS Financial Services Sylvania	(419) 318-5500 / kenneth.wise@ubs.com www.ubs.com/findleywisewealthmanagement	•	•	•			•	1,848	5	10
ORE.	Charlene Carter	Carter & Carter Eugene	(541) 683-2900 / charlene@carterandcarter.com www.carterandcarter.com	•	•	•				300	1.5	2
	Judith McGee	Raymond James Portland	(503) 597-2222 / judith@mcgeewm.com www.mcgeewm.com	•	•				•	423	1.5	3
PENNSYLVANIA	Joseph P. Biondo	Biondo Investment Advisors Milford	(570) 296-5525 / kwagner@thebiondogroup.com www.thebiondogroup.com	•	•				•	417	0.71	1
	Robert Boland	RBC Wealth Mgmt Philadelphia	(215) 557-1702 / robert.boland@rbc.com www.bolandinvestmentgroup.com	•	•	•			•	974	5	20
	Patricia C. Brennan	Key Financial West Chester	(610) 429-9050 / pbrennan@keyfinancialinc.com www.keyfinancialinc.com	•	•					624	1.8	3
	William H. Brown, Jr.	Merrill Lynch Wealth Mgmt Sewickley	(412) 749-7912 / william_brownjr@ml.com www.fa.ml.com/thebrownhurrayplantzgroup	•	•	•				1,010	2	5
	Anthony DiValerio	Morgan Stanley PWM West Conshohocken	(610) 260-7049 / anthony.divalerio@morganstanleypwm.com www.morganstanleypwm.com/frontstreetgroup		•	•	•			1,200	30	75
	Joshua Gross	Mill Creek Capital Advisors Conshohocken	(610) 941-7714 / jgross@millcreekcap.com www.millcreekcap.com		•	•	•	•	•	4,050	15	25
	Gregory Hayes	Merrill Lynch Wealth Mgmt Yardley	(267) 757-1409 / greg_hayes@ml.com fa.ml.com/gregory_hayes	•	•	•	•		•	693	2	4
	Barbara Hudock	Hudock Capital Group, LLC Williamsport	(570) 326-9500 / bhudock@hudockcapital.com www.hudockcapital.com		•	•			•	506	3	5
	J. Douglas Moran	Merrill Lynch Wealth Mgmt Wayne	(610) 687-7925 / jdouglas_moran@ml.com fa.ml.com/jdm	•	•	•				576	3.5	4.5
	John J. Parker, Sr.	Wells Fargo Advisors Philadelphia	(215) 564-8487 / john.j.parker@wfadvisors.com home.wellsfargoadvisors.com/john.j.parker	•	•	•				1,530	3	5
	Eric Salmansohn	Morgan Stanley Wealth Mgmt Philadelphia	(215) 854-6272 / eric.salmansohn@morganstanley.com www.morganstanleyfa.com/libertywealthmanagementgroup		•	•	•			1,417	3	10
	John Solis-Cohen	Wells Fargo Advisors Jenkintown	(215) 572-4276 / john.solis-cohen@wellsfargoadvisors.com	•	•	•				884	3	5
	D. Scott Wisman	Merrill Lynch Wealth Mgmt Exton	(610) 594-1186 / scott_wisman@ml.com fa.ml.com/wisman_willisgroup	•	•	•				811	2.5	4
R.I.	Edythe De Marco	Merrill Lynch Wealth Mgmt Providence	(401) 863-8619 / edythe_demarco@ml.com fa.ml.com/demarco_group	•	•	•			•	507	3	4
	Malcolm Makin	Raymond James Westerly	(401) 596-2800 / mmakin@ppgadvisors.com ppgadvisors.com	•	•	•		•		1,056	1.5	3

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1-10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
R.I.	Matthew Young	Richard C. Young & Co. Newport	(888) 456-5444 / info@younginvestments.com www.younginvestments.com	•	•	•				\$969	\$1.83	\$5
S.D.	Gordon Wollman	Raymond James Sioux Falls	(605) 357-8553 / cfs@gordonwollman.com www.cornerstonefinancialsolutions.net	•	•	•				260	0.8	1.7
TENN.	Christi Edwards	Morgan Stanley Wealth Mgmt Nashville	(615) 298-6554 / christi.edwards@morganstanley.com fa.morganstanleyindividual.com/christi.edwards	•	•	•				694	4	7
	Eric Klindt	Merrill Lynch PBIG Nashville	(615) 747-5625 / eklindt@ml.com www.pwa.ml.com/klindtcole		•	•	•	•		935	15	30
	Mitzi Michaelson	Merrill Lynch Wealth Mgmt Brentwood	(615) 750-1057 / mitzi_c_michaelson@ml.com www.fa.ml.com/wallace_michaelson	•	•	•				343	1.13	3
TEXAS	Bradley Bruce	Merrill Lynch Wealth Mgmt Fort Worth	(817) 759-8305 / bradley_bruce@ml.com fa.ml.com/brucegroup		•	•				664	5	9
	Phil Dodson	Merrill Lynch PBIG Houston	(713) 632-8369 / phil_dodson@ml.com pwa.ml.com/tactical_associates		•	•				2,539	25	50
	Carl "Triple" Fuhrmann III	Merrill Lynch Wealth Mgmt San Antonio	(210) 805-2981 / carl_fuhrmanniii@ml.com www.fa.ml.com/fuhrmann_hayne	•	•	•			•	720	1	5
	Ira Kravitz	UBS Financial Services Plano	(469) 440-0547 / ira.kravitz@ubs.com financialservicesinc.ubs.com/team/kravitzgroup/		•	•				570	4.5	6
	John Merrill	Tanglewood Wealth Mgmt Houston	(713) 840-8880 / jmerrill@tanglewoodwealth.com www.tanglewoodwealth.com	•	•	•				810	2.5	5
	Marie A. Moore	Morgan Stanley Wealth Mgmt Dallas	(214) 696-7175 / marie.a.moore@ms.com www.morganstanleyfa.com/themooregroup/	•	•	•				359	5	15
	Darrell Pennington	Ameriprise Financial Houston	(713) 332-4422 / darrell.r.pennington@ampf.com www.penningtonwealth.com	•	•					770	1.5	2.5
	Richard Piatas	Merrill Lynch Wealth Mgmt Dallas	(972) 386-1349 / richard.piatas@ml.com fa.ml.com/richard.piatas		•	•				3,385	10	25
	R. Scot Smith	Morgan Stanley Wealth Mgmt Dallas	(214) 696-7064 / scot.smith@morganstanley.com www.morganstanley.com/fa/scotsmith	•	•	•	•			475	2	3
VIRGINIA	Scott Tiras	Ameriprise Financial Houston	(713) 332-4400 / scott.b.tiras@ampf.com tiraswealth.com	•	•	•				1,997	2	3.5
	Tim Stotz	Morgan Stanley Wealth Mgmt Burlington	(802) 863-7709 / timothy.stotz@morganstanley.com www.morganstanleyfa.com/thestotzgroup	•	•	•	•	•	•	776	2.5	4
	Garret Alcaraz	Wells Fargo Advisors Virginia Beach	(757) 431-6375 / gary.alcaraz@wfadvisors.com www.alcarazfisherjustiswmg.wfadv.com	•	•	•	•	•	•	1,454	1.5	3.5
	Stephan Cassaday	Cassaday McLean	(703) 506-8200 / steve@cassaday.com www.cassaday.com	•	•	•				1,620	1.5	2
	Tristan Caudron	Wells Fargo Advisors Alexandria	(703) 739-4548 / tristan.caudron@wfadvisors.com www.speckcaudron.com	•	•	•	•	•	•	1,630	1.5	3
	Barry Glassman	Glassman Wealth Services Vienna	(703) 534-4444 / barryg@glassmanwealth.com www.glassmanwealth.com	•	•	•				814	7	10
	Michael Joyce	JoycePayne Partners Richmond	(804) 358-2702 / mjoyce@joycepaynepartners.com www.joycepaynepartners.com	•	•	•				640	2.5	3
	Soo Kim	Ameriprise Financial Vienna	(703) 226-2300 / soo.m.kim@ampf.com www.ameripriseadvisors.com/soo.m.kim	•	•					1,100	0.85	1.8
	Jeff LeClair	Wells Fargo Advisors McLean	(703) 760-5717 / jeff.leclair@wellsfargo.com www.leclairlemlihapproach.com	•	•	•	•	•	•	1,240	5	20
	Joseph W. Montgomery	Wells Fargo Advisors Williamsburg	(757) 220-1782 / joe.montgomery@wellsfargoadvisors.com www.osg.wfadv.com		•	•	•	•	•	15,313	7	15
	Paul Pagnato	HighTower/Pagnato Karp Reston	(703) 468-2700 / pk@pagnatokarp.com www.pagnatokarp.com		•	•	•			2,431	25	40
	Gregory S. Smith	Baird Reston	(571) 203-1600 / gssmith@rwbaird.com www.thewiseinvestorgroup.com	•	•	•				2,101	1	3
	Ryan Sprowls	Wells Fargo Advisors Alexandria	(703) 739-1439 / ryan.sprows@wellsfargoadvisors.com sdkwealth.com	•	•	•	•	•	•	1,025	1.5	3

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Retail (Up to \$1 mil)	High Net Worth (\$1 -10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
VA.	Greg Sullivan	SBSB McLean	(703) 734-9300 / greg.sullivan@sbsblc.com sbsblc.com		•	•	•		•	\$2,950	\$5	\$10
	Eric Wightman	Baird Reston	(571) 203-1600 / ewightman@rwbaird.com www.thewiseinvestorgroup.com	•	•	•				2,101	1	3
WASHINGTON	Lawrence Hood	Pacific Portfolio Seattle	(206) 623-6641 / information@pacific-portfolio.com www.pacific-portfolio.com	•	•	•	•		•	2,648	10.4	17.15
	Randall Linde	Ameriprise Financial Renton	(800) 563-1636 / randall.s.linde@ampf.com www.agpwealthadvisors.com	•	•	•				1,733	0.75	1.5
	Michael Matthews	UBS Financial Services Bellevue	(425) 451-2350 / m.matthews@ubs.com www.ubs.com/fa/mmatthews	•	•	•				680	5	8
	Thomas Reveley	Merrill Lynch Wealth Mgmt Seattle	(206) 855-4455 / thomas_reveley@ml.com	•	•	•	•		•	1,157	7	8
	Erin Scannell	Ameriprise Financial Mercer Island	(425) 709-2345 / erin.j.scannell@ampf.com www.heritage-wealth.com	•	•	•			•	1,724	1.5	5
W.VA.	David Miller	RBC Wealth Mgmt Huntington	(800) 505-2030 / david.j.miller@rbc.com www.themillerinvestmentgroup.com	•	•	•				261	0.28	0.75
WIS.	Walter Meanwell	Wells Fargo Advisors Madison	(608) 824-6509 / walter.meanwell@wellsfargoadvisors.com home.wellsfargoadvisors.com/meanwell	•	•	•	•	•		462	0.75	0.95
	David Spano	Annex Wealth Mgmt Elm Grove	(262) 786-6363 / dspano@annexwealth.com www.annexwealth.com	•	•					801	0.25	0.5

This directory features advisors whom *Barron's* has ranked in one of its four annual financial advisor rankings. Ranked advisors who wish to appear in this section should contact Rob Walkley at 609-520-7184 or robert.walkley@dowjones.com. Advisors who wish to apply for a ranking should contact Matt Barthel at 212-416-2709 or matthew.barthel@dowjones.com.