

SPECIAL ADVERTISING SECTION

# BARRON'S

# TOP ADVISOR DIRECTORY

LETTER FROM THE EDITOR

## What It Takes To Be A “Barron’s Advisor”

**B**arron's began ranking financial advisors 11 years ago 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 over the past decade.

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 1000 state-by-state ranking, which we first published in 2009. This list granted each state a minimum of six spots and allows proportionately more spots for states with greater assets. This year we expanded the ranking to 1200 advisors.

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](http://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)
ALABAMA	Mark Mantooth	Merrill Lynch Wealth Mgmt Huntsville	(256) 650-2441 / mark_mantooth@ml.com	•	•	•			•	\$840	\$1.75	\$3.5
	Brad Osborne	Merrill Lynch Birmingham	(205) 298-7402 / brad_osborne@ml.com www.pwa.ml.com/osborneandassociates		•	•	•		•	1,935	15	25
	Jordan Plaster	Merrill Lynch Wealth Mgmt Tuscaloosa	(205) 759-9534 / james_plasterjr@ml.com www.fa.ml.com/james_plasterjr	•	•	•				254	1.5	5
	Robert Runkle	Merrill Lynch Wealth Mgmt Montgomery	(334) 409-5810 / robert_runkle@ml.com fa.ml.com/Robert_Runkle		•	•	•		•	1,085	2.5	3.25
	Laurie Russell	Merrill Lynch Wealth Mgmt Montgomery	(334) 409-5815 / laurie_russell@ml.com	•	•	•				306	0.65	7
ARIZONA	Robert Bancroft	Morgan Stanley PWM Scottsdale	(866) 577-0640 / robert.bancroft@morganstanleypwm.com www.morganstanleyfa.com/bbg/	•	•	•				625	10	15
	Leah Hoffman	Robert W. Baird Phoenix	(602) 224-4960 / lhoffman@rwbaird.com www.hoffmanandhock.com	•	•	•			•	576	3.15	5
	Michael Hudak	Merrill Lynch PBIG Phoenix	(602) 954-5961 / michael_hudak@ml.com pwa.ml.com/wrighthudakgroup		•	•	•		•	1,910	10	20
	James Marten	Merrill Lynch Wealth Mgmt Phoenix	(602) 954-5034 / james_marten@ml.com fa.ml.com/MartenGroup	•	•	•	•	•		1,055	3	5
	Rick Nunley	Merrill Lynch Wealth Mgmt Scottsdale	(480) 607-8795 / rick.nunley@ml.com fa.ml.com/thenunleygroup	•	•	•				251	1.75	3.5
	David Stahle	Merrill Lynch Wealth Mgmt Mesa	(480) 898-6612 / david_stahle@ml.com	•	•	•	•	•	•	1,304	5	5
	Ruth Transue	Wells Fargo Advisors Tucson	(520) 529-5932 / transuer@wellsfargo.com www.ruthtransue.wfadv.com	•	•	•				650	2	4
ARK.	Joey Small	Ameriprise Financial Little Rock	(501) 975-7968 / joseph.a.small@ampf.com smallandassociatesfinancial.com	•	•					400	0.75	1
CALIFORNIA	Emily Bach	Morgan Stanley Wealth Mgmt Orinda	(925) 253-5322 / emily.bach@morganstanley.com www.morganstanleyfa.com/thebachgroup/	•	•	•				955	3	5
	David Bahnsen	Morgan Stanley Wealth Mgmt Newport Beach	(949) 760-2482 / David.Bahnsen@MorganStanley.com www.TheBahnsenGroup.com	•	•	•			•	640	4	10
	Anouchka Balog	Morgan Stanley Wealth Mgmt Laguna Niguel	(949) 365-5306 / anouchka.m.balog@morganstanley.com www.morganstanleyfa.com/balog/	•	•	•				551	4	10
	Andrew Basch	Morgan Stanley PWM Los Angeles	(310) 443-0538 / andrew.b.basch@morganstanleypwm.com www.morganstanleypwa.com/thewingfieldgroup	•	•	•	•		•	2,200	5	20
	Laura Belo	UBS Financial Svcs San Francisco	(415) 576-3832 / laura.belo@ubs.com www.ubs.com/team/baywm	•	•	•				742	3	6
	Jim Berliner	Westmount Asset Mgmt Los Angeles	(310) 556-2502 / jberliner@westmount.com www.westmount.com	•	•	•				1,953	2.5	7
	Fred Fern	Churchill Management Group Los Angeles	(323) 937-7110 / FredAFern@churchillmanagement.com www.churchillmanagement.com	•	•				•	3,478	0.75	1.5
	Robert Gallo	Merrill Lynch Wealth Mgmt Walnut Creek	(925) 945-4823 / robert_f_gallo@ml.com fa.ml.com/gallo_group	•	•	•				1,397	0.75	2.5
	Barry Garapedian	Morgan Stanley Wealth Mgmt Westlake Village	(805) 494-0214 / barry.garapedian@morganstanley.com www.morganstanleyfa.com/gh/	•	•					630	1	5
	Eric Gray	Merrill Lynch PBIG Los Angeles	(310) 407-3979 / eric_gray@ml.com pwa.ml.com/grayteam			•				4,870	50	75
	Brian Holmes	Signature Estate & Inv Adv Los Angeles	(310) 712-2326 / bholmes@seia.com www.seia.com		•	•	•		•	3,425	5	15
	Michael Maher	Merrill Lynch Wealth Mgmt Carlsbad	(760) 930-3170 / michael_maher@ml.com fa.ml.com/team_maher	•	•	•	•			1,444	4	7.5
	J. Dorian McKelvy	Morgan Stanley PWM Menlo Park	(650) 234-5130 / dorian.mckelvy@ms.com www.morganstanleyfa.com/mckelvygroup/	•	•	•	•			8,000	7.5	15

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CALIFORNIA	John McNamee	Merrill Lynch PBIG Los Angeles	(310) 407-4824 / john_mcnamee@ml.com www.pwa.ml.com/mcnameewhite		•	•	•		•	\$4,924	\$30	\$40
	Lon Morton	Morton Capital Management Calabasas	(818) 591-6200 / lmorton@mortoncapital.com www.mortoncapital.com		•	•				1,433	4	8
	Fane Opperman	Wells Fargo Advisors San Jose	(408) 423-5040 / fane.opperman@wfadvisors.com www.wfadvisors.com/fane.opperman	•	•	•				849	4	5
	Laila Pence	Pence Wealth Mgmt Newport Beach	(800) 731-3623 / anne.godfrey@lpl.com www.pencewealthmanagement.com	•	•	•				1,074	2	5
	Spuds Powell	Kayne Anderson Rudnick Los Angeles	(310) 282-7945 / spowell@kayne.com www.kayne.com		•	•	•	•	•	9,133	5	10
	Paul Taghibagi	SEIA Los Angeles	(310) 712-2334 / pt@seia.com www.seia.com	•	•	•	•		•	4,213	3	10
	Emily Van Hoorickx	UBS Financial Services San Jose	(408) 286-5500 / emily.vanhoorickx@ubs.com www.ubs.com/team/svig	•	•	•				4,280	2	7
	Steve Weber	Morgan Stanley PWM Los Angeles	(310) 788-2195 / s.weber@morganstanley.com www.morganstanleypwa.com/weberchanggroup/	•	•	•	•			3,500	40	100
	Alan Whitman	Morgan Stanley Wealth Mgmt Pasadena	(626) 405-9313 / alan.whitman@morganstanley.com www.morganstanleyfa.com/wr	•	•	•				2,245	5	15
	Dale Yahnke	Dowling & Yahnke, LLC San Diego	(858) 509-9500 / dale.yahnke@dywealth.com www.dywealth.com		•	•			•	2,690	2.88	15
Cheryl Young	Morgan Stanley Wealth Mgmt Los Gatos	(408) 358-0976 / cheryl.young@morganstanley.com www.morganstanleyfa.com/youngandassociates	•	•	•				846	5	10	
COLORADO	Mark R. Brown	Brown & Tedstrom Wealth Mgmt Denver	(303) 863-7231 / mbrown@brown-tedstrom.com www.brown-tedstrom.com		•	•				517	5	12.5
	Melissa Corrado-Harrison	Merrill Lynch PBIG Denver	(303) 446-5617 / melissa_harrison@ml.com pwa.ml.com/corradoharrison		•	•				1,573	25	50
	Shawn Fowler	Morgan Stanley PWM Denver	(303) 446-3306 / shawn.fowler@morganstanleypwm.com		•	•			•	2,200	27	54
	Joseph Janiczek	Janiczek & Company, Ltd. Greenwood Village	(303) 721-7000 / cwegner@janiczek.com www.janiczek.com		•	•				375	2.5	6
	Mark Smith	M.J. Smith & Associates Greenwood Village	(303) 768-0007 / mark.smith@raymondjames.com www.mj-smith.com	•	•					724	1.6	2.1
CONNECTICUT	Harrison "Cal" Buxton	UBS Financial Services New London	(800) 504-6020 / cal.buxton@ubs.com www.ubs.com/team/humphreygroup	•	•	•				2,132	1.5	3
	Jeff Erdmann	Merrill Lynch PBIG Greenwich	(203) 861-5902 / jeff_erdmann@ml.com pwa.ml.com/erdmanngroup		•	•	•	•		5,435	25	45
	Michael Freeburg	Greenwich Wealth Mgmt Greenwich	(203) 618-0103 / info@greenwichwealth.com greenwichwealth.com		•	•				1,560	10	25
	Dana Hanson	Relyea Zuckerberg Hanson Stamford	(203) 355-0884 / danah@rzhadvisors.com www.rzhadvisors.com		•	•				630	6	19
	Thomas Lips	UBS Financial Services Hartford	(860) 275-8060 / thomas.lips@ubs.com www.ubs.com/team/LRP		•	•		•	•	1,055	5	10
	John W. Rafal	Essex Financial Svcs Essex	(860) 767-4300 / John.Rafal@EssexFinancialServices.com www.essexfinancialservices.com	•	•	•	•	•	•	3,680	5.5	12
	Harold Trischman	Morgan Stanley Wealth Mgmt Greenwich	(203) 625-4824 / harold.j.trischman@morganstanley.com www.morganstanleyfa.com/trischmangroup	•	•	•	•	•		1,240	4	9
	John Adams Vaccaro	Westport Resources Westport	(203) 226-0222 / cdelaura@westportresources.com www.westportresources.com	•	•	•			•	1,276	3	10
	Ronald Weiner	RDM Financial Group Westport	(203) 255-0222 / rdm@rdmfinancial.com www.rdmfinancialgroup.com	•	•	•			•	644	3	10

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<b>Carl Zuckerberg</b>	Relyea Zuckerberg Hanson Stamford	<b>(203) 355-0888 / carlz@rzhadvisors.com</b> www.rzhadvisors.com	•	•	•				\$614	\$6	\$15
<b>Donald DeWees Sr.</b>	Wells Fargo Advisors Greenville	<b>(800) 832-6669 / dana.edwards@wfadvisors.com</b>	•	•	•	•		•	1,083	1.5	3.5
<b>Cynthia Hewitt</b>	Merrill Lynch Wealth Mgmt Wilmington	<b>(888) 436-5423 / cynthia_hewitt@ml.com</b> www.fa.ml.com/hart_group	•	•	•				1,096	4	10
<b>Michael Koppenhaver</b>	Merrill Lynch Wealth Mgmt Dover	<b>(888) 766-4680 / Michael_S_Koppenhaver@ml.com</b> www.fa.ml.com/koppenhaver_hawkins_associates	•	•	•	•	•		485	1	4
<b>Kimberlee Orth</b>	Ameriprise Financial Wilmington	<b>(302) 475-5105 / kimberlee.m.orth@ampf.com</b> www.kimberleeorth.com	•	•	•			•	1,011	2.97	4.38
<b>Barry Haffner</b>	UBS Financial Services Washington	<b>(202) 585-5440 / barry.haffner@ubs.com</b> financialservicesinc.ubs.com/fa/barryhaffner/	•	•	•				550	4	6
<b>Michael Kirvan</b>	Merrill Lynch Wealth Mgmt Washington	<b>(202) 659-7349 / michael_kirvan@ml.com</b> fa.ml.com/TheKirvanGroup	•	•	•				596	1.5	7.5
<b>Marvin McIntyre</b>	Morgan Stanley Wealth Mgmt Washington	<b>(202) 778-1381 / marvin.mcintyre@morganstanley.com</b> www.morganstanleyfa.com/cwmg/	•	•	•	•	•	•	3,375	5	25
<b>James New</b>	Credit Suisse Securities Washington	<b>(202) 626-3377 / james.new@credit-suisse.com</b> www.credit-suisse.com	•	•	•	•	•		300	5	15
<b>Christopher S. Sargent</b>	Wells Fargo Advisors Washington	<b>(202) 872-6570 / christopher.sargent@wfadvisors.com</b> www.thesargentinvestmentgroup.wfadv.com	•	•	•	•			800	4	5
<b>William Slater III</b>	Merrill Lynch PBIG Washington	<b>(202) 659-7387 / william_slateriii@ml.com</b> www.pwa.ml.com/SKFM	•	•	•				1,058	4	8
<b>David Stuart</b>	Morgan Stanley Wealth Mgmt Washington	<b>(202) 861-5028 / david.a.stuart@ms.com</b> www.morganstanleyfa.com/stuart/	•	•	•				576	1.5	2.5
<b>Richard Altieri</b>	Morgan Stanley Wealth Mgmt Boca Raton	<b>(561) 393-1836 / Richard.Altieri@ms.com</b> www.morganstanleyfa.com/thealtierigroup	•	•	•				1,207	5	20
<b>Brian Buetel</b>	Merrill Lynch Wealth Mgmt Boca Raton	<b>(561) 393-4532 / Brian_Buetel@ml.com</b> www.fa.ml.com/BuetelRogge	•	•	•				481	1	3
<b>William S. Calabretta</b>	Morgan Stanley Wealth Mgmt Boca Raton	<b>(561) 393-1812 / William.S.Calabretta@ms.com</b>	•	•	•				1,207	5	20
<b>Adam Carlin</b>	Morgan Stanley Wealth Mgmt Coral Gables	<b>(305) 476-3302 / adam.e.carlin@morganstanley.com</b> www.morganstanleyfa.com/carlin/	•	•	•				1,884	10	18
<b>Louis Chiavacci</b>	Merrill Lynch PBIG Coral Gables	<b>(305) 774-0500 / louis_chiavacci@ml.com</b> pwa.ml.com/ChiavacciTeam	•	•	•	•			2,675	35	75
<b>Thomas Cleary</b>	UBS Financial Services Orlando	<b>(407) 803-4670 / tom.cleary@ubs.com</b> www.ubs.com/fa/tomcleary	•	•	•			•	1,010	3	5
<b>Aimee DeMariano Cogan</b>	Morgan Stanley Wealth Mgmt Sarasota	<b>(941) 363-8514 / aimee.cogan@morganstanley.com</b> www.morganstanleyfa.com/bellwethergroup/	•	•	•	•	•		736	20	30
<b>Don d'Adesky</b>	Morgan Stanley Wealth Mgmt Boca Raton	<b>(561) 393-2027 / don.dadesky@morganstanley.com</b> www.morganstanleyfa.com/theamericasgroup/	•	•	•				2,897	2.5	8
<b>Patrick Dwyer</b>	Merrill Lynch PBIG Miami	<b>(305) 577-6929 / patrick_dwyer@ml.com</b> pwa.ml.com/dwyerassociates	•	•	•				2,105	15	50
<b>Bob Edwards</b>	Wells Fargo Advisors Naples	<b>(239) 254-2200 / robert.t.edwards@wfadvisors.com</b> www.MoranEdwards.com	•	•	•	•		•	2,625	5	20
<b>David Fox</b>	Morgan Stanley Wealth Mgmt Boca Raton	<b>(561) 393-1516 / david.h.fox@morganstanley.com</b> www.morganstanleyfa.com/foxteamsb/groupdetail.htm	•	•	•			•	1,600	4	10
<b>Neil A. Fox</b>	Morgan Stanley Wealth Mgmt Boca Raton	<b>(561) 393-1513 / neil.a.fox@morganstanley.com</b> www.morganstanleyfa.com/foxteamsb/groupdetail.htm	•	•	•			•	1,600	4	10
<b>Ernie Garcia</b>	Morgan Stanley Wealth Mgmt Sarasota	<b>(941) 364-7405 / ernie.b.garcia@morganstanley.com</b> www.morganstanleyfa.com/ernie_garcia	•	•	•				334	3	7.5
<b>Eric Glasband</b>	Merrill Lynch Wealth Mgmt Boca Raton	<b>(561) 361-3437 / eric.glasband@ml.com</b> www.fa.ml.com/gs	•	•	•	•	•	•	491	2.8	10

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<b>Janet Franco Gordon</b>	Morgan Stanley Wealth Mgmt Coral Gables	<b>(305) 476-3304 / janet.franco.gordon@ms.com</b> www.morganstanleyfa.com/thegordongroup	•	•	•				\$700	\$5	\$10
<b>William King</b>	Merrill Lynch Wealth Mgmt Vero Beach	<b>(212) 382-8515 / William_W_King@ml.com</b> fa.ml.com/KingGroup		•	•	•	•	•	1,593	5	10
<b>Clarke Lemons</b>	WaterOak Advisors Winter Park	<b>(407) 567-2956 / NewClient@wateroak.com</b> www.wateroak.com	•	•	•	•		•	1,191	2.51	5.25
<b>Michael McCain</b>	Wells Fargo Advisors Naples	<b>(239) 254-2206 / michael.mccain@wfadvisors.com</b> home.wellsfargoadvisors.com/michael.mccain	•	•	•				1,084	5	8
<b>Raymond McGovern</b>	Merrill Lynch Wealth Mgmt Fort Walton Beach	<b>(850) 864-6114 / raymond_mcgovern@ml.com</b> www.fa.ml.com/mcgovern_group	•	•	•	•	•	•	551	2.25	5
<b>William Merriam</b>	Merrill Lynch Wealth Mgmt Jacksonville	<b>(904) 218-5931 / william_h_merriam@ml.com</b> www.fa.ml.com/bill_merriam	•	•	•	•	•	•	660	1.7	5
<b>Mark Miller</b>	Merrill Lynch Wealth Mgmt Boca Raton	<b>(561) 416-4629 / mark_m_miller@ml.com</b> fa.ml.com/mark_miller	•	•	•				633	0.8	3
<b>Thomas Moran</b>	Wells Fargo Advisors Naples	<b>(239) 254-2200 / thomas.moran@wfadvisors.com</b> www.MoranEdwards.com	•	•	•	•		•	2,625	5	20
<b>Charles Mulfinger II</b>	Graystone Consulting Tampa	<b>(813) 227-2061 / charles.mulfinger.ii@msggraystone.com</b> www.morganstanleygc.com/gctampa/	•	•	•			•	3,501	3.9	7
<b>Michael Nickler</b>	Morgan Stanley Wealth Mgmt West Palm Beach	<b>(561) 822-4955 / michael.nickler@morganstanley.com</b> www.morganstanley.com/fa/thenicklergroup	•	•	•				930	5	10
<b>Scott Pinkerton</b>	Wells Fargo Advisors Venice	<b>(941) 408-8557 / scott.pinkerton@wfadvisors.com</b> www.pinkertonwmg.com	•	•	•	•	•		608	2	4.5
<b>Andrew Schultz</b>	Morgan Stanley Wealth Mgmt Miami Beach	<b>(305) 695-6116 / andrew.schultz@morganstanley.com</b> www.morganstanleyfa.com/theschultzgroup		•	•				640	5	10
<b>Mickey Silverman</b>	Raymond James Boca Raton	<b>(800) 327-1055 / mickey.silverman@raymondjames.com</b> www.raymondjames.com/silvermangroup	•	•	•				1,150	5	30
<b>Dustin Smith</b>	UBS Financial Services Naples	<b>(239) 254-7122 / Dustin.Smith@ubs.com</b> www.ubs.com/team/smithwmg	•	•	•			•	240	1	5
<b>Kurt Sylvia</b>	UBS PWM Palm Beach	<b>(561) 659-9526 / kurt.sylvia@ubs.com</b> www.ubs.com/fa/kurtsylvia		•	•	•		•	1,420	20	45
<b>Sal Tiano</b>	J.P. Morgan Securities Palm Beach Gardens	<b>(561) 694-5600 / sal.tiano@jpmorgan.com</b> www.jpmorgansecurities.com/tianogroup		•	•				900	8	25
<b>Marc Walters</b>	Morgan Stanley Wealth Mgmt Tampa	<b>(813) 227-2034 / marc.walters@morganstanley.com</b> www.morganstanleyfa.com/thewaltersgroup	•	•	•				604	1.5	2
<b>Roger S. Green</b>	Cetera Advisors LLC Duluth	<b>(770) 931-1414 / roger.green@rogersgreen.com</b> www.rogersgreen.com	•	•	•				360	0.32	0.55
<b>Rod Westmoreland</b>	Merrill Lynch PBIG Atlanta	<b>(404) 264-2066 / rod_westmoreland@ml.com</b> pwa.ml.com/westmorelandgroup		•	•				3,082	20	40
<b>Raj Bhatia</b>	Merrill Lynch PBIG Chicago	<b>(312) 325-2676 / raj_bhatia@ml.com</b> www.pwa.ml.com/bhatiagroup		•	•				1,382	15	20
<b>Kyle Chudom</b>	Morgan Stanley Wealth Mgmt Oak Brook	<b>(630) 573-9680 / kyle.chudom@ms.com</b> www.chudomhayes.com	•	•	•				655	1	2.5
<b>Patricia Cutilletta</b>	Morgan Stanley Wealth Mgmt Chicago	<b>(312) 648-3401 / patricia.g.cutilletta@morganstanley.com</b> www.morganstanleyfa.com/cutillettagroup		•	•				525	7	10
<b>Ted Davis</b>	UBS Financial Services Oakbrook Terrace	<b>(630) 572-4060 / ted.davis@ubs.com</b> www.ubs.com/team/daviswmg	•	•	•				560	1.3	2
<b>Brad DeHond</b>	Morgan Stanley PWM Chicago	<b>(312) 706-4517 / brad.dehond@morganstanley.com</b> www.morganstanleypwa.com/mspwmchicago-mdm			•	•			2,153	30	40
<b>William Easom</b>	Morgan Stanley Wealth Mgmt Chicago	<b>(312) 648-3471 / william.h.easom@ms.com</b> www.morganstanleyfa.com/hoffmanneasomlannan	•	•	•				2,248	1.2	1.75
<b>Daniel Fries</b>	Merrill Lynch Wealth Mgmt Chicago	<b>(312) 696-2121 / daniel.fries@ml.com</b>	•	•	•				655	1.8	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)
<b>Steven Hefter</b>	Wells Fargo Advisors Deerfield	(847) 405-7300 / <a href="mailto:steven.hefter@wellsfargoadvisors.com">steven.hefter@wellsfargoadvisors.com</a> <a href="http://www.hlmcapital.com">www.hlmcapital.com</a>	•	•	•				\$4,050	\$10	\$30
<b>Sean Lannan</b>	Morgan Stanley Wealth Mgmt Chicago	(312) 648-3471 / <a href="mailto:sean.k.lannan@morganstanley.com">sean.k.lannan@morganstanley.com</a> <a href="http://www.morganstanleyfa.com/hoffmanneasomlannan">www.morganstanleyfa.com/hoffmanneasomlannan</a>	•	•					2,248	1.2	1.75
<b>Scott Magnesen</b>	Morgan Stanley Wealth Mgmt Oak Brook	(630) 573-9694 / <a href="mailto:scott.magnesen@morganstanley.com">scott.magnesen@morganstanley.com</a> <a href="http://www.morganstanleyfa.com/thempwgroup/">www.morganstanleyfa.com/thempwgroup/</a>	•	•	•				2,085	1	3
<b>James Moriarity</b>	Morgan Stanley PWM Chicago	(312) 706-4572 / <a href="mailto:james.moriarity@morganstanley.com">james.moriarity@morganstanley.com</a> <a href="http://www.morganstanleypwa.com/mspwmchicago-mdm">www.morganstanleypwa.com/mspwmchicago-mdm</a>			•	•			2,153	30	40
<b>James Oberheide</b>	Morgan Stanley PWM Chicago	(312) 443-6090 / <a href="mailto:james.oberheide@morganstanleypwm.com">james.oberheide@morganstanleypwm.com</a> <a href="http://www.morganstanleyfa.com/theoberheidegroup">www.morganstanleyfa.com/theoberheidegroup</a>		•	•	•			1,495	35	50
<b>Sharon Oberlander</b>	Merrill Lynch Wealth Mgmt Chicago	(312) 696-7620 / <a href="mailto:s_oberlander@ml.com">s_oberlander@ml.com</a> <a href="http://www.fa.ml.com/oberlandergroup">www.fa.ml.com/oberlandergroup</a>		•	•		•		961	3	12
<b>Maureen Raihle</b>	Merrill Lynch PBIG Chicago	(312) 325-2635 / <a href="mailto:maureen_raihle@ml.com">maureen_raihle@ml.com</a> <a href="http://www.pbig.ml.com/pwa/pages/verbockel.aspx">www.pbig.ml.com/pwa/pages/verbockel.aspx</a>		•	•	•			4,819	35	65
<b>Thomas Rice</b>	UBS Financial Services Northbrook	(847) 498-7777 / <a href="mailto:tom.rice@ubs.com">tom.rice@ubs.com</a> <a href="http://www.ubs.com/team/tomrice">www.ubs.com/team/tomrice</a>	•	•	•				678	2	4.5
<b>David Sheppard</b>	Merrill Lynch Wealth Mgmt Deer Park	(847) 550-7878 / <a href="mailto:David_N_Sheppard@ml.com">David_N_Sheppard@ml.com</a> <a href="http://fa.ml.com/SheppardGroup">fa.ml.com/SheppardGroup</a>	•	•	•				489	3.5	5
<b>Joseph N. Silich</b>	Morgan Stanley Wealth Mgmt Chicago	(312) 443-6200 / <a href="mailto:joseph.silich@morganstanley.com">joseph.silich@morganstanley.com</a>		•	•				779	7	11
<b>Ronald Stenger</b>	Morgan Stanley Wealth Mgmt Oak Brook	(630) 573-9676 / <a href="mailto:ronald.stenger@morganstanley.com">ronald.stenger@morganstanley.com</a> <a href="http://www.retirementnavigationprocess.com">www.retirementnavigationprocess.com</a>	•	•					458	1	3
<b>Mark Thorndyke</b>	Merrill Lynch Wealth Mgmt Chicago	(312) 696-7645 / <a href="mailto:mark_w_thorndyke@ml.com">mark_w_thorndyke@ml.com</a> <a href="http://fa.ml.com/thorndyke_group">fa.ml.com/thorndyke_group</a>	•	•	•				821	4	7
<b>John Ver Bockel</b>	Merrill Lynch PBIG Chicago	(312) 325-2634 / <a href="mailto:john_verbockel@ml.com">john_verbockel@ml.com</a> <a href="http://www.pbig.ml.com/pwa/pages/verbockel.aspx">www.pbig.ml.com/pwa/pages/verbockel.aspx</a>		•	•	•			4,819	35	65
<b>Thomas Buck</b>	Merrill Lynch Wealth Mgmt Indianapolis	(800) 748-9794 / <a href="mailto:thomas_j_buck@ml.com">thomas_j_buck@ml.com</a> <a href="http://www.fa.ml.com/thomas_j_buck">www.fa.ml.com/thomas_j_buck</a>	•	•	•		•		1,162	7	10
<b>Eric Payne</b>	Merrill Lynch Wealth Mgmt Indianapolis	(317) 706-3160 / <a href="mailto:eric_payne@ml.com">eric_payne@ml.com</a> <a href="http://www.fa.ml.com/payne_mencias">www.fa.ml.com/payne_mencias</a>	•	•	•	•	•		1,530	3.5	7.5
<b>Tom Anderson</b>	Morgan Stanley Wealth Mgmt Cedar Rapids	(319) 743-6074 / <a href="mailto:thomas.anderson@morganstanley.com">thomas.anderson@morganstanley.com</a> <a href="http://www.ms.com/fa/theandersongroup">www.ms.com/fa/theandersongroup</a>	•	•	•				459	3	5
<b>Matthew Fryar</b>	Wells Fargo Advisors Des Moines	(515) 245-3120 / <a href="mailto:matthew.r.fryar@wellsfargo.com">matthew.r.fryar@wellsfargo.com</a>		•	•	•			562	4	5
<b>Keith Swanson</b>	Morgan Stanley PWM West Des Moines	(515) 224-5501 / <a href="mailto:keith.k.swanson@morganstanleypwm.com">keith.k.swanson@morganstanleypwm.com</a> <a href="http://www.morganstanleypwa.com/swanson">www.morganstanleypwa.com/swanson</a>		•	•		•		604	5.5	15
<b>Barry Barlow</b>	Merrill Lynch Wealth Mgmt Louisville	(502) 329-5097 / <a href="mailto:barry_barlow@ml.com">barry_barlow@ml.com</a> <a href="http://www.fa.ml.com/b_barlow">www.fa.ml.com/b_barlow</a>	•	•	•	•			557	3	7
<b>James Spiro</b>	Morgan Stanley Wealth Mgmt New Orleans	(504) 585-3973 / <a href="mailto:james.m.spiro@morganstanley.com">james.m.spiro@morganstanley.com</a> <a href="http://www.morganstanleyfa.com/spirogroup">www.morganstanleyfa.com/spirogroup</a>	•	•	•				1,220	0.75	2
<b>Jeremiah Burns</b>	Morgan Stanley Wealth Mgmt Portland	(207) 871-7373 / <a href="mailto:jeremiah.burns@morganstanley.com">jeremiah.burns@morganstanley.com</a> <a href="http://www.morganstanley.com/fa/jeremiah.burns">www.morganstanley.com/fa/jeremiah.burns</a>	•	•	•		•	•	450	7.5	10
<b>Larry Boggs</b>	Wells Fargo Advisors Cumberland	(301) 724-2660 / <a href="mailto:larry.d.boggs@wfadvisors.com">larry.d.boggs@wfadvisors.com</a> <a href="http://www.home.wellsfargoadvisors.com/larry.d.boggs">www.home.wellsfargoadvisors.com/larry.d.boggs</a>	•	•	•				1,048	3	5
<b>Robert Collins</b>	Wells Fargo Adv Fin Network Bethesda	(301) 915-9630 / <a href="mailto:Robert.Collins@wfafinet.com">Robert.Collins@wfafinet.com</a> <a href="http://www.collinsinvestmentgroup.com">www.collinsinvestmentgroup.com</a>	•	•	•				653	2.5	6
<b>Barry Garber</b>	Deutsche Asset & Wealth Mgt Baltimore	(410) 895-3971 / <a href="mailto:barry.l.garber@db.com">barry.l.garber@db.com</a>		•	•	•	•	•	2,100	15	25
<b>Tom Hill</b>	Morgan Stanley Wealth Mgmt Easton	(410) 822-3400 / <a href="mailto:thomas.e.hill@ms.com">thomas.e.hill@ms.com</a> <a href="http://www.morganstanleyfa.com/thehillgroup">www.morganstanleyfa.com/thehillgroup</a>	•	•	•	•			980	3	10

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MARYLAND	Jim Holzapfel	Wells Fargo Advisors Hagerstown	(800) 388-1248 / James.Holzapfel@WFAdivisors.com Home.WellsFargoAdvisors.com/James.Holzapfel	•	•	•	•	•	•	\$681	\$1.5	\$3.5
	Brian Kroneberger Jr.	RBC Wealth Mgmt Hunt Valley	(410) 316-5454 / brian.kroneberger@rbc.com www.thedkhgroup.com		•	•			•	1,173	2.5	4
	John Lynch	Raymond James Fulton	(888) 465-8424 / john.lynch@lynchretirementgroup.com www.lynchretirementgroup.com	•	•					493	1.5	5
	James Meek	Graystone Consulting Baltimore	(410) 736-5367 / james.k.meek@msggraystone.com www.morganstanleygc.com/jkmeekgroup/		•	•	•	•	•	1,274	12.66	18
	Kent Pearce	Merrill Lynch Wealth Mgmt Towson	(410) 321-4340 / kent_pearce@ml.com fa.ml.com/kent_pearce		•	•	•	•	•	1,059	7	20
	E. Geoffrey Sella	Raymond James/SPC Financial Rockville	(301) 770-6800 / jsella@spcfinancial.com www.spcfinancial.com	•	•					565	0.74	0.96
MASSACHUSETTS	David Zier	Convergent Wealth Adv Potomac	(301) 770-6300 / Doug.Wolford@convergentwealth.com www.convergentwealth.com		•	•				10,945	26	67
	James Atwood	Merrill Lynch PBIG Boston	(617) 946-4211 / james_atwood@ml.com pwa.ml.com/TheAtwoodGroup		•	•				3,282	35	50
	Debra Brede	D.K. Brede Investment Mgmt Needham	(781) 444-9367 / dkb@bredeinvestment.com www.bredeinvestment.com	•	•	•			•	753	2	3.5
	Ross Dolgoff	J.P. Morgan Securities Boston	(617) 654-2253 / ross.dolgoff@jpmorgan.com		•	•		•	•	2,900	5	7.5
	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 / advisors@grimesco.com www.grimesco.com	•	•	•				1,674	3.5	7
	Susan Kaplan	Kaplan Financial Services Newton	(617) 527-1557 / susan.kaplan@lpl.com www.kaplan-financial.com		•	•	•			1,500	3.5	10
	Stephen Kelliher	Morgan Stanley Wealth Mgmt Norwell	(877) 535-4437 / stephen.kelliher@ms.com www.KelliherCorbettGroup.com	•	•	•	•	•	•	2,200	5	10
	Victor Livingstone	Morgan Stanley PWM Boston	(617) 478-6500 / Victor.Livingstone@morganstanleypwm.com www.morganstanley.com		•	•	•	•		3,244	50	100
	Peter Noonan	J.P. Morgan Securities Boston	(617) 654-2318 / peter.noonan@jpmorgan.com		•	•				1,671	19	100
	James Odorczuk	J.P. Morgan Securities Boston	(617) 654-2252 / james.odorczuk@jpmorgan.com		•	•			•	2,900	5	7.5
	Raju Pathak	Morgan Stanley Wealth Mgmt Boston	(617) 589-3373 / raju.pathak@morganstanley.com www.morganstanleyfa.com/pathakgroup	•	•	•			•	1,181	5	15
	Peter Princi	Morgan Stanley Wealth Mgmt Boston	(617) 589-3229 / peter.b.princi@ms.com www.morganstanleyfa.com/theprincigroup		•	•	•	•	•	2,720	5	15
	Raj Sharma	Merrill Lynch PBIG Boston	(617) 946-8030 / raj_sharma@ml.com pwa.ml.com/sharma_group		•	•	•		•	6,899	10	15
	Brian Strachan	Morgan Stanley PWM Boston	(617) 570-9240 / Brian.S.Strachan@morganstanleypwm.com www.morganstanleyfa.com/thestrachangroups		•	•	•			1,600	10	20
MICHIGAN	Jeffrey Fratarcangeli	Wells Fargo Advisors Bloomfield Hills	(248) 385-5050 / Jeffrey.Fratarcangeli@wfaifinet.com www.jfratarcangeli.wfadv.com	•	•	•			•	431	8.5	26
	Don B. Gill Jr.	Morgan Stanley Wealth Mgmt Birmingham	(855) 258-1787 / don.gill@morganstanley.com www.morganstanleyfa.com/thegillgroup/	•	•	•				709	2.5	4
	Douglas Iles	Merrill Lynch PBIG Saginaw	(888) 835-3192 / douglas_iles@ml.com pwa.ml.com/the_iles_group	•	•	•	•	•		554	5	20
	David Kudla	Mainstay Capital Mgmt Grand Blanc	(866) 444-6246 / mainstay@mainstaycapital.com www.mainstaycapital.com	•	•	•				1,853	0.5	4



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MICHIGAN	John G. Kulhavi	Merrill Lynch Wealth Mgmt Farmington Hills	(248) 737-6222 / john_kulhavi@ml.com www.fa.ml.com/kulhavi		•	•	•		•	\$1,166	\$5	\$20
	Leon LaBrecque	LJPR Troy	(248) 641-7400 / leon.labrecque@ljpr.com ljpr.com	•	•				•	638	0.45	1.2
	Gary Ran	Telemus Capital, LLC Southfield	(248) 827-0519 / telemus@telemuscapital.com www.telemuscapital.com	•	•	•			•	2,450	7	18
	Leo Stevenson	Merrill Lynch Wealth Mgmt Wyandotte	(734) 324-3826 / leo_stevenson@ml.com fa.ml.com/wyandottegroup	•	•	•			•	383	0.68	1.5
	Charles Zhang	Zhang Financial Portage	(888) 777-0126 / charles.zhang@zhangfinancial.com www.zhangfinancial.com	•	•	•	•			1,837	3	5
MINN.	Aaron M. Howe	RBC Wealth Mgmt Wayzata	(952) 476-0555 / bigwatergroup@rbc.com www.bigwatergroup.com	•	•	•				449	2	8
	Bennett Marks	Marks Group Wealth Mgmt Minnetonka	(952) 582-6100 / ben.marks@marksgroup.com www.marksgroup.com	•	•	•	•		•	526	2	5
MISSOURI	Kurt Jaeger	Morgan Stanley Wealth Mgmt St. Louis	(314) 982-0410 / kurt.a.jaeger@ms.com www.morganstanleyfa.com/thejaegergroup	•	•	•				700	0.75	1
	Robert Millner	Morgan Stanley Wealth Mgmt St. Louis	(314) 889-9868 / robert.millner@morganstanley.com www.morganstanley.com/fa/themillnergroup	•	•	•				610	2	5
	Michael Moeller	Wells Fargo Advisors Chesterfield	(800) 866-2801 / mike.moeller@wfadvisors.com www.themoellergroup.net	•	•	•	•	•		850	2	3
	Robert Wamhoff	Wamhoff Fin Planning & Acct St. Charles	(636) 573-1212 / taxman@wamhoff.com www.wamhoff.com	•	•					366	0.4	0.6
NEB.	Jonathan Beukelman	UBS PWM Lincoln	(402) 328-2080 / jonathan.beukelman@ubs.com ubs.com/team/bggroup		•	•	•		•	869	5	15
NEV.	Randy Garcia	Investment Counsel Las Vegas	(702) 871-8510 / randy@iccnv.com www.iccnv.com		•	•	•	•	•	821	4	9
N.H.	Robert Bonfiglio	Ameriprise Financial Bedford	(603) 606-4255 / robert.a.bonfiglio@ampf.com www.bobbonfiglio.com	•	•					214	0.5	1.5
	John F. Habig	Morgan Stanley Wealth Mgmt Portsmouth	(603) 422-8901 / john.f.habig@morganstanley.com www.morganstanleyfa.com/habig	•	•	•	•			339	1	2.5
	P. Kevin O'Brien	Wells Fargo Advisors Portsmouth	(603) 334-4032 / kevin.obrien@wellsfargoadvisors.com www.obrienwmg.com	•	•	•				244	0.5	0.5
NEW JERSEY	James Barry	Merrill Lynch Wealth Mgmt Princeton	(609) 243-7976 / jim_barry@ml.com fa.ml.com/BARRY_TEAM	•	•	•		•	•	2,967	2.5	7.5
	Bruce G. Barth	Merrill Lynch Wealth Mgmt Newark	(973) 621-3324 / Bruce_G_Barth@ml.com www.fa.ml.com/BarthWolfCollinsGroup	•	•	•	•	•	•	1,700	1.5	4
	Francis Bitterly	Morgan Stanley Wealth Mgmt Red Bank	(732) 224-3754 / francis.g.bitterly@morganstanley.com www.morganstanleyfa.com/francisbitterly	•	•	•				450	2.5	5
	Jack Burke	Merrill Lynch Wealth Mgmt Florham Park	(973) 410-2309 / john_j_burke@ml.com www.fa.ml.com/the_harbor_group	•	•	•				1,977	5.5	10
	Anthony Coniglio	Morgan Stanley Wealth Mgmt Morganville	(732) 617-4101 / anthony.coniglio@morganstanley.com www.morganstanley.com/fa/anthony.coniglio	•	•	•				1,220	3	20
	Mark Cortazzo	MACRO Consulting Group Parsippany	(973) 451-9400 / info@macroconsultinggroup.com www.macroconsultinggroup.com	•	•	•				805	2.5	6.5
	Mary Deatherage	Morgan Stanley PWM Little Falls	(973) 890-3015 / mary.m.deatherage@morganstanleypwm.com www.morganstanleyfa.com/mary_deatherage		•	•	•		•	2,000	10	20
	Mark Fendrick	UBS Financial Services Mt. Laurel	(856) 985-2070 / mark.fendrick@ubs.com www.ubs.com/team/fendrickgroup	•	•	•				522	2.5	4
	Bruce Gsell	Merrill Lynch Wealth Mgmt Edison	(800) 677-9405 / bruce_gsell@ml.com fa.ml.com/gsellgroup	•	•	•			•	5,591	25	20
	Rick Kirkinis	UBS Financial Services Florham Park	(973) 360-4210 / thesomersethillsgroup@ubs.com www.ubs.com/team/thesomersethillsgroup	•	•	•	•			1,610	5	10

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				(Up to \$1 mil)	(\$1-10 mil)	(\$10 mil+)						
NEW JERSEY	<b>Elliott Kugel</b>	Merrill Lynch Wealth Mgmt Bridgewater	(908) 685-3252 / <a href="mailto:elliott_m_kugel@ml.com">elliott_m_kugel@ml.com</a> fa.ml.com/kugelbriegs	•	•	•				\$988	\$1.6	\$2.3
	<b>Joseph Lauricella</b>	Merrill Lynch Wealth Mgmt Montvale	(800) 694-5340 / <a href="mailto:Joseph_Lauricella@ML.com">Joseph_Lauricella@ML.com</a> www.fa.ml.com/joseph_lauricella		•	•	•	•		855	5	25
	<b>Mark Lichtenfeld</b>	UBS PWM Florham Park	(973) 360-4369 / <a href="mailto:thesomersethillsgroup@ubs.com">thesomersethillsgroup@ubs.com</a> www.ubs.com/team/thesomersethillsgroup	•	•	•				1,610	5	10.5
	<b>Gregory Makowski</b>	CFS Investment Adv Svcs Totowa	(973) 826-8800 / <a href="mailto:greg@cfsias.com">greg@cfsias.com</a> www.cfsias.com	•	•	•			•	700	2	5
	<b>James Maltese</b>	Merrill Lynch Wealth Mgmt Edison	(800) 288-3249 / <a href="mailto:james_p_maltese@ml.com">james_p_maltese@ml.com</a> www.fa.ml.com/maltesegroup	•	•	•				1,145	2	5
	<b>Stewart Massey</b>	Massey, Quick & Co., LLC Morristown	(973) 525-1000 / <a href="mailto:partners@masseyquick.com">partners@masseyquick.com</a> www.masseyquick.com		•	•	•	•		2,788	8.7	25
	<b>Christine McGinley</b>	UBS Financial Services Mt. Laurel	(856) 985-2046 / <a href="mailto:christine.mcginley@ubs.com">christine.mcginley@ubs.com</a> www.ubs.com/team/gmgroup	•	•	•				643	3	8
	<b>James McLaughlin</b>	Raymond James Princeton	(609) 750-3000 / <a href="mailto:jim.m.mclaughlin@raymondjames.com">jim.m.mclaughlin@raymondjames.com</a> www.raymondjames.com/princetonwealthadvisors/		•	•				967	3	10
	<b>Edward McNamee</b>	Morgan Stanley Wealth Mgmt Shrewsbury	(732) 389-8640 / <a href="mailto:edward.f.mcnamee@morganstanley.com">edward.f.mcnamee@morganstanley.com</a> www.morganstanleyfa.com/edward_mcnamee	•	•	•			•	1,689	2	3
	<b>Neil McPeak</b>	Wells Fargo Advisors Linwood	(800) 527-4960 / <a href="mailto:neil.mcpeak@wfadvisors.com">neil.mcpeak@wfadvisors.com</a> www.mcpeakgroup.wfadv.com	•	•	•			•	750	1	5
	<b>Harris Nydick</b>	CFS Investment Adv Svcs Totowa	(973) 826-8800 / <a href="mailto:harris@cfsias.com">harris@cfsias.com</a> www.cfsias.com	•	•	•			•	700	2	5
	<b>Nicholas A. Pascarella</b>	Cetera Advisors LLC Parsippany	(973) 428-3400 / <a href="mailto:nickp@npcofinancial.com">nickp@npcofinancial.com</a> www.npcofinancial.com	•	•	•				797	1	3.2
	<b>Michael Pron</b>	Merrill Lynch Wealth Mgmt Princeton	(609) 243-7940 / <a href="mailto:michael_j_pron@ml.com">michael_j_pron@ml.com</a> www.fa.ml.com/pronhurst	•	•	•				586	2	5
	<b>Daniel Schwartz</b>	UBS PWM Paramus	(201) 441-4963 / <a href="mailto:daniel.schwartz@ubs.com">daniel.schwartz@ubs.com</a> www.ubs.com/team/thealfagroup		•	•				1,121	10	20
	<b>Todd Sherman</b>	Morgan Stanley Wealth Mgmt Mount Laurel	(888) 651-0085 / <a href="mailto:Todd.Sherman@MorganStanley.com">Todd.Sherman@MorganStanley.com</a> www.morganstanleyfa.com/shermansobin	•	•	•			•	500	3	4
<b>Gary Tantleff</b>	UBS Financial Services Bedminster	(877) 269-1776 / <a href="mailto:gary.tantleff@ubs.com">gary.tantleff@ubs.com</a> www.ubs.com/team/cuag		•	•				2,707	9	10	
<b>Mark Tobias</b>	Morgan Stanley Wealth Mgmt New Brunswick	(732) 435-2225 / <a href="mailto:Mark.S.Tobias@morganstanley.com">Mark.S.Tobias@morganstanley.com</a> www.morganstanleyfa.com/thetobiasgroupsb	•	•	•				800	2.5	8	
N.M.	<b>John Moore</b>	Raymond James Albuquerque	(505) 881-5100 / <a href="mailto:info@johnmoore.com">info@johnmoore.com</a> www.johnmoore.com	•	•	•				389	1.5	3
NEW YORK	<b>Lewis Altfest</b>	Altfest Personal Wealth Mgt New York	(212) 406-0850 / <a href="mailto:inquiry@altfest.com">inquiry@altfest.com</a> www.altfest.com	•	•	•				1,187	2	4
	<b>Robert Cohen</b>	UBS Financial Services Uniondale	(516) 745-1891 / <a href="mailto:robert.d.cohen@ubs.com">robert.d.cohen@ubs.com</a>	•	•	•			•	579	2	5
	<b>Roger Coleman</b>	Morgan Stanley Wealth Mgmt Garden City	(516) 227-5600 / <a href="mailto:roger.v.coleman@ms.com">roger.v.coleman@ms.com</a> www.morganstanleyfa.com/colemangroup	•	•	•			•	22,630	25	50
	<b>Nancy Cooley</b>	Morgan Stanley PWM New York	(212) 315-6228 / <a href="mailto:nancy.cooley@morganstanleypwm.com">nancy.cooley@morganstanleypwm.com</a> www.morganstanleypwa.com/thecmfgroup	•	•	•			•	1,445	25	30
	<b>Mark Donohue</b>	Morgan Stanley Wealth Mgmt New York	(888) 270-0542 / <a href="mailto:mark.donohue1@morganstanley.com">mark.donohue1@morganstanley.com</a> www.morganstanleyfa.com/donohue/	•	•	•	•		•	1,612	25	50
	<b>Marc R. Fischer</b>	Graystone Consulting Rochester	(585) 389-2271 / <a href="mailto:marc.r.fischer@msggraystone.com">marc.r.fischer@msggraystone.com</a> www.morganstanleyic.com/ftc	•	•	•	•	•	•	4,055	35	35
	<b>Gregg S. Fisher</b>	Gerstein Fisher New York	(212) 968-0707 / <a href="mailto:info@gersteinfisher.com">info@gersteinfisher.com</a> gersteinfisher.com	•	•	•	•	•	•	2,797	1.4	3.2
<b>M. Keefe Gorman</b>	Merrill Lynch Wealth Mgmt Ithaca	(800) 815-5796 / <a href="mailto:keefe_gorman@ml.com">keefe_gorman@ml.com</a> www.fa.ml.com/the_gorman_group	•	•	•			•	2,079	8	17	

# Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm / City	Phone, E-Mail & Website	Assets			Foundations	Endowments	Institutional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
				Retail (Up to \$1 mil)	High Net Worth (\$1-10 mil)	Ultra-High Net Worth (\$10 mil+)						
NEW YORK	<b>Martin Halbfinger</b>	UBS Financial Services New York	(212) 821-2010 / martin.halbfinger@ubs.com www.ubs.com/team/hmgroup		•	•	•		•	\$3,896	\$18	\$35
	<b>Harvey Kadden</b>	Morgan Stanley Wealth Mgmt New York	(212) 883-7777 / Harvey.Kadden@morganstanley.com www.morganstanleyfa.com/kpkgroup	•	•	•	•	•	•	2,400	5	25
	<b>Jonathan Kass</b>	Merrill Lynch Wealth Mgmt New York	(800) 800-2280 / jonathan_e_kass@ml.com www.fa.ml.com/KF_Group		•	•				3,491	8	25
	<b>Jason Katz</b>	UBS Financial Services New York	(212) 713-9201 / jason.m.katz@ubs.com www.ubs.com/team/katz	•	•	•			•	1,648	5	15
	<b>Gerard Klingman</b>	Klingman & Associates, LLC New York	(212) 867-7647 / gklingman@klingmanria.com www.klingmanria.com		•	•				1,373	10	15
	<b>Jonathan Kuttin</b>	Ameriprise Financial Melville	(631) 770-0335 / jonathan.s.kuttin@ampf.com kuttin-metiswealthmanagement.com	•	•	•				1,553	0.95	3.9
	<b>M. Robin Krasny</b>	Morgan Stanley Wealth Mgmt New York	(888) 243-5316 / robin.krasny@ms.com www.morganstanleyfa.com/klwealthmanagementgroup/		•	•				1,120	7	15
	<b>Christopher Mahoney</b>	Merrill Lynch Wealth Mgmt West Nyack	(845) 348-6903 / Christopher_j_Mahoney@ml.com fa.ml.com/mahoney_group	•	•	•			•	2,411	3	5
	<b>John Mirsepahi</b>	Morgan Stanley Wealth Mgmt New York	(212) 492-6967 / john.mirsepahi@morganstanley.com www.morganstanleyfa.com/thejmggroup	•	•	•	•	•	•	2,060	2	5
	<b>Deborah Montaperto</b>	Morgan Stanley PWM New York	(212) 893-6465 / deborah.d.montaperto@ms.com www.morganstanleypwa.com/polwealthmanagementgroup/		•	•	•	•	•	6,309	25	50
	<b>Daniel O'Connell</b>	Merrill Lynch Wealth Mgmt Garden City	(516) 877-8316 / daniel_o'connell@ml.com fa.ml.com/daniel_o_connell		•	•	•	•	•	1,461	9	15
	<b>Craig Pastolove</b>	Morgan Stanley Wealth Mgmt New York	(212) 296-1026 / craig.pastolove@morganstanley.com www.morganstanleyfa.com/excelsiorwealthmanagement/		•	•			•	1,351	4.5	10
	<b>Geri Eisenman Pell</b>	Ameriprise Financial Rye Brook	(914) 269-6732 / geri.e.pell@ampf.com geripell.com	•	•				•	1,017	1.5	3.5
	<b>Lyon Polk</b>	Morgan Stanley PWM New York	(212) 893-6400 / lyon.polk@morganstanleypwm.com www.morganstanleypwa.com/polwealthmanagementgroup		•	•	•	•		7,000	25	50
	<b>Shawn Rubin</b>	Morgan Stanley Wealth Mgmt New York	(212) 893-6322 / shawn.a.rubin@ms.com www.morganstanleyfa.com/theabacusgroup		•	•				1,406	5	10
	<b>Frank J. Sabia</b>	UBS Financial Services White Plains	(914) 287-6010 / frank.sabia@ubs.com www.ubs.com/fa/franksabia	•	•	•			•	2,233	7	20
	<b>Richard Saperstein</b>	Treasury Partners/Hightower New York	(917) 286-2777 / rsaperstein@treasurypartners.com www.treasurypartners.com			•		•		6,697	15	40
	<b>David Schwartz</b>	FCE Group Great Neck	(516) 487-8220 / dhs@fcequities.com www.fcequities.com	•	•	•	•		•	930	3	3
<b>Evan Steinberg</b>	Morgan Stanley Wealth Mgmt New York	(212) 893-7501 / evan.steinberg@ms.com		•	•	•			1,500	7	10	
<b>Lori Van Dusen</b>	LVW Advisors, LLC Pittsford	(585) 267-4900 / lvandusen@lvwadvisors.com www.lvwadvisors.com		•	•	•	•	•	4,187	50	75	
<b>Ron Vinder</b>	UBS Financial Services New York	(212) 333-8852 / ron.vinder@ubs.com financialservicesinc.ubs.com/fa/ronvinder/		•	•	•	•		3,800	25	100	
<b>Todd Yannuzzi</b>	Morgan Stanley Wealth Mgmt New York	(212) 296-1051 / todd.yannuzzi@ms.com www.morganstanleyfa.com/yannuzzi	•	•	•	•	•		2,204	10	20	
N. CAROLINA	<b>Lee Bryan III</b>	Deutsche Asset & Wealth Mgt Winston-Salem	(336) 727-4295 / lee.bryan@db.com		•	•	•	•	•	3,969	20	40
	<b>Christopher Davis</b>	Wells Fargo Advisors Davidson	(704) 655-7696 / chris.davis@wfadvisors.com www.davidsonwealthmgt.com	•	•					1,231	0.75	2.5
	<b>Erick J. Ellsweig</b>	Merrill Lynch Wealth Mgmt Greensboro	(336) 574-8271 / erick_ellsweig@ml.com fa.ml.com/kmandassociates		•	•				577	3	5
	<b>Michael Lappin</b>	UBS Financial Services Raleigh	(919) 785-3711 / michael.lappin@ubs.com ubs.com/team/eubankslappingroup	•	•	•				574	4.5	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)
	<b>Sam Rankin</b>	UBS Financial Services Charlotte	(704) 362-8282 / <a href="mailto:mason.rankin@ubs.com">mason.rankin@ubs.com</a> ubs.com/team/rankin	•	•	•	•	•		\$900	\$1	\$5
	<b>Stephen Thomas</b>	Linden Thomas & Company Charlotte	(704) 554-8150 www.LindenThomas.com	•	•	•	•	•	•	1,007	3	5
	<b>Randy Carver</b>	Raymond James Mentor	(440) 974-0808 / <a href="mailto:randy.carver@raymondjames.com">randy.carver@raymondjames.com</a> www.carverfinancialservices.com	•	•	•				889	0.8	1.5
	<b>Charles Dankworth</b>	UBS Financial Services New Albany	(614) 939-2202 / <a href="mailto:charles.dankworth@ubs.com">charles.dankworth@ubs.com</a> www.ubs.com/team/thedankworthgroup		•	•				961	5	10
	<b>Joseph Evelo</b>	Merrill Lynch PBIG Cincinnati	(513) 579-3882 / <a href="mailto:joseph_evelo@ml.com">joseph_evelo@ml.com</a> pwa.ml.com/evelosingersullivan		•	•				2,182	15	25
OHIO	<b>Craig Findley</b>	UBS Financial Services Sylvania	(419) 318-5500 / <a href="mailto:craig.findley@ubs.com">craig.findley@ubs.com</a> ubs.com/findleywisewealthmanagement	•	•	•	•	•	•	1,600	2.5	5
	<b>Thomas Haught</b>	Sequoia Financial Adv Akron	(330) 375-9480 / <a href="mailto:info@sequoia-financial.com">info@sequoia-financial.com</a> www.sequoia-financial.com	•	•	•			•	1,499	1	3.5
	<b>Kevin Myeroff</b>	NCA Financial Planners Cleveland	(440) 473-1115 / <a href="mailto:kmyeroff@ncafinancial.com">kmyeroff@ncafinancial.com</a> ncafinancial.com	•	•	•		•	•	1,107	1.5	2.5
	<b>Daniel Roe</b>	Budros Ruhlín & Roe Columbus	(614) 481-6900 / <a href="mailto:daniel.roe@b-r-r.com">daniel.roe@b-r-r.com</a> www.b-r-r.com	•	•	•				1,809	3.5	4.5
ORE., OKLA.	<b>Chris Meyers</b>	UBS Financial Services Oklahoma City	(405) 302-1930 / <a href="mailto:christopher.k.meyers@ubs.com">christopher.k.meyers@ubs.com</a> ubs.com/team/meyerswealth	•	•	•	•	•	•	370	2	10
	<b>Charlene Carter</b>	Raymond James Eugene	(541) 683-2900 / <a href="mailto:charlene@carterandcarter.com">charlene@carterandcarter.com</a> www.carterandcarter.com	•	•	•				271	1.5	2
	<b>Robert Boland</b>	RBC Wealth Mgmt Philadelphia	(215) 557-1702 / <a href="mailto:robert.boland@rbc.com">robert.boland@rbc.com</a> www.bolandinvestmentgroup.com	•	•	•			•	943	6.9	20
	<b>Patricia C Brennan</b>	Key Financial Inc West Chester	(610) 429-9050 / <a href="mailto:pbrennan@keyfinancialinc.com">pbrennan@keyfinancialinc.com</a> www.keyfinancialinc.com	•	•					467	1.5	2.5
	<b>William H. Brown, Jr.</b>	Merrill Lynch Wealth Mgmt Sewickley	(800) 291-4403 / <a href="mailto:william_brownjr@ml.com">william_brownjr@ml.com</a> www.fa.ml.com/brownhurray	•	•	•				851	2	5
	<b>Joseph Flotteron</b>	Merrill Lynch Wealth Mgmt Yardley	(800) 477-4675 / <a href="mailto:joseph_flotteron@ml.com">joseph_flotteron@ml.com</a> fa.ml.com/the_flotteron_group	•	•	•			•	381	1.5	5
	<b>Barbara Hudock</b>	Hudock Moyer Wealth Res Williamsport	(866) 855-0569 / <a href="mailto:Bhudock@hudockmoyer.com">Bhudock@hudockmoyer.com</a> www.hudockmoyer.com	•	•			•	•	494	3	5
	<b>James Meredith</b>	Hefren-Tillotson, Inc. Pittsburgh	(412) 633-1574 / <a href="mailto:meredithgroup@hefren.com">meredithgroup@hefren.com</a> www.hefren.com	•	•	•				1,454	1.5	4
	<b>John J. Parker, Sr.</b>	Wells Fargo Advisors Philadelphia	(215) 564-8487 / <a href="mailto:john.j.parker@wfsadvisors.com">john.j.parker@wfsadvisors.com</a> home.wellsfargoadvisors.com/john.j.parker	•	•				•	1,430	1.5	5
	<b>Herman Rij</b>	Quadrant Private Wealth Bethlehem	(610) 849-2741 / <a href="mailto:hrij@quadrantprivatewealth.com">hrij@quadrantprivatewealth.com</a> www.quadrantprivatewealth.com	•	•	•				795	8	10
	<b>Eric Salmansohn</b>	Morgan Stanley Wealth Mgmt Philadelphia	(215) 854-6272 / <a href="mailto:eric.salmansohn@morganstanley.com">eric.salmansohn@morganstanley.com</a> www.linkedin.com/in/ericsalmansohn/	•	•	•	•			1,188	3	10
	<b>John Solis-Cohen</b>	Wells Fargo Advisors Jenkintown	(215) 572-4276 / <a href="mailto:john.solis-cohen@wfsadvisors.com">john.solis-cohen@wfsadvisors.com</a> home.wellsfargoadvisors.com/john.solis-cohen	•	•	•				800	3	5
	<b>Samuel Spanos</b>	Merrill Lynch Wealth Mgmt Beaver	(800) 813-5191 / <a href="mailto:samuel_spanos@ml.com">samuel_spanos@ml.com</a> www.fa.ml.com/spanosgroup	•	•				•	516	0.75	2
	<b>D. Scott Wisman</b>	Merrill Lynch Wealth Mgmt Exton	(610) 594-1186 / <a href="mailto:scott_wisman@ml.com">scott_wisman@ml.com</a> fa.ml.com/wisman_willisgroup	•	•	•				801	2.5	4
	<b>Malcolm A. Makin</b>	Raymond James Westerly	(401) 596-2800 / <a href="mailto:mmakin@ppgadvisors.com">mmakin@ppgadvisors.com</a> ppgadvisors.com	•	•	•		•	•	838	1.5	3.5
	<b>Matthew A. Young</b>	Richard C. Young & Co., Ltd. Newport	(888) 456-5444 / <a href="mailto:info@younginvestments.com">info@younginvestments.com</a> www.younginvestments.com	•	•	•				1,022	1.84	5
S.C.	<b>Derrick Sullivan</b>	Morgan Stanley Wealth Mgmt Charleston	(843) 727-7771 / <a href="mailto:derrick.a.sullivan@morganstanley.com">derrick.a.sullivan@morganstanley.com</a>	•	•	•	•	•	•	615	4	50

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	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)
S.D.	<b>David Olson</b>	Merrill Lynch Wealth Mgmt Sioux Falls	<b>(605) 335-0515 / david_r_olson@ml.com</b> www.fa.ml.com/david_r_olson	•	•	•			•	\$452	\$1.5	\$5
	<b>Gordon Wollman</b>	Raymond James Sioux Falls	<b>(877) 352-9490 / cfs@gordonwollman.com</b> www.gordonwollman.com	•	•	•				227	1	2
TENN.	<b>Christi Edwards</b>	Morgan Stanley Wealth Mgmt Nashville	<b>(615) 298-6554 / christi.edwards@ms.com</b> www.morganstanleyfa.com/christi.edwards/	•	•					577	3	8
	<b>Samuel H. Oakley</b>	SunTrust Investment Svcs Nashville	<b>(615) 279-0252 / sam.oakley@suntrust.com</b> www.suntrust.com/PeopleFinder/sam.oakley	•	•					478	0.8	1.75
	<b>Tim Roberson</b>	Merrill Lynch Wealth Mgmt Franklin	<b>(615) 778-7610 / tim_roberson@ml.com</b> fa.ml.com/robersonthompson		•	•				846	4.34	5
TEXAS	<b>James Coffee</b>	Merrill Lynch Wealth Mgmt Houston	<b>(713) 658-1386 / james_coffeejr@ml.com</b> www.fa.ml.com/james_coffeejr	•	•	•				2,885	5	7
	<b>John Merrill</b>	Tanglewood Wealth Mgmt Houston	<b>(713) 840-8880</b> www.tanglewoodwealth.com	•	•	•				806	2.5	5
	<b>Lewis Metzger</b>	Morgan Stanley Wealth Mgmt Houston	<b>(713) 968-3001 / Lewis.Metzger@morganstanley.com</b> www.morganstanleyfa.com/themetzgergroup/	•	•	•				1,135	3.5	5
	<b>Marie Moore</b>	Morgan Stanley Wealth Mgmt Dallas	<b>(214) 696-7175 / marie.a.moore@ms.com</b> www.morganstanleyfa.com/themooregroup	•	•	•				350	5	15
	<b>Darrell Pennington</b>	Ameriprise Financial Houston	<b>(713) 332-4422 / Darrell.R.Pennington@ampf.com</b> PenningtonWealthManagement.com	•	•					2,473	1.5	2.5
	<b>Richard Piatas</b>	Merrill Lynch Wealth Mgmt Dallas	<b>(972) 386-1349 / richard.piatas@ml.com</b> www.fa.ml.com/richard.piatas	•	•	•	•			1,901	10	20
VT.	<b>Scott Tiras</b>	Ameriprise Financial Houston	<b>(713) 332-4400 / scott.b.tiras@ampf.com</b> www.tiraswealth.com	•	•	•				2,473	2	3.5
	<b>Tim Stotz</b>	Morgan Stanley Wealth Mgmt Burlington	<b>(802) 863-7709 / timothy.stotz@morganstanley.com</b> www.morganstanleyfa.com/thestotzgroup	•	•	•	•	•	•	557	2	3
	<b>Garret Alcaraz</b>	Wells Fargo Advisors Virginia Beach	<b>(757) 431-6375 / gary.alcaraz@wfadvisors.com</b> www.amwgroup.wfadv.com	•	•	•	•	•	•	1,400	1	5
	<b>Stephan Cassaday</b>	Cassaday & Co. McLean	<b>(703) 506-8200 / steve@cassaday.com</b> www.cassaday.com	•	•	•				1,316	1.3	2
	<b>Lee Corey</b>	Morgan Stanley Wealth Mgmt Alexandria	<b>(703) 535-8375 / lee.corey@morganstanley.com</b> www.morganstanleyfa.com/thecoreygroup	•	•	•	•		•	457	1.75	5.76
	<b>Scott George</b>	Mason Investment Adv Svcs Reston	<b>(703) 716-6000 / sgeorge@masoncompanies.com</b> www.masoncompanies.com		•	•	•			3,807	5.5	10
	<b>Barry Glassman</b>	Glassman Wealth Svcs McLean	<b>(703) 534-4444 / lisa@glassmanwealth.com</b> www.glassmanwealth.com	•	•	•				674	6	8
	<b>Jeff LeClair</b>	Wells Fargo Advisors McLean	<b>(706) 760-5717 / jeff.leclair@wellsfargo.com</b> www.leclairlemlihapproach.com	•	•	•	•	•	•	1,325	5	20
	<b>Joseph Montgomery</b>	Wells Fargo Advisors Williamsburg	<b>(888) 465-8422 / joe.montgomery@wellsfargo.com</b> www.osg.wfadv.com		•	•	•	•	•	15,408	7	15
	<b>Paul Pagnato</b>	HighTower Reston	<b>(703) 468-2700 / PK@HighTowerAdvisors.com</b> www.HighTowerAdvisors.com/Pagnato-Karp-Group		•	•	•			2,101	25	40
VIRGINIA	<b>Dalal Salomon</b>	Wells Fargo Adv Fin Network Richmond	<b>(877) 977-2635 / info@salomonludwin.com</b> www.salomonludwin.com	•	•					675	3	4
	<b>Gregory Smith</b>	Robert W. Baird Reston	<b>(571) 203-1600 / gssmith@rwbaird.com</b> www.thewiseinvestorgroup.com	•	•	•				2,112	2	4
	<b>David Speck</b>	Wells Fargo Advisors Alexandria	<b>(703) 739-4548 / david.speck@wfadvisors.com</b> www.speckcaudron.com	•	•	•	•	•	•	1,445	1.4	2.5
	<b>Greg Sullivan</b>	SBSB McLean	<b>(703) 734-9322 / greg.sullivan@sbsbinc.com</b> www.sbsbinc.com	•	•	•	•		•	2,560	5	10

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WASHINGTON	Michael Ernst	Morgan Stanley Wealth Mgmt Bellevue	(425) 453-5833 / michael.j.ernst@morganstanley.com www.morganstanleyfa.com/northwestcapitalgroupsb	•	•	•				\$1,150	\$1	\$5
	James Ferguson	Morgan Stanley Wealth Mgmt Bellevue	(425) 451-1510 / james.b.ferguson@morganstanley.com www.morganstanleyfa.com/gateway/	•	•	•				1,248	12	28
	Lawrence Hood	Pacific Portfolio Seattle	(800) 249-6426 / larry@pacific-portfolio.com www.pacific-portfolio.com	•	•	•	•		•	2,664	10	20
	Randall Linde	Ameriprise Financial Renton	(800) 563-1636 / randall.s.linde@ampf.com www.agpwealthadvisors.com	•	•					1,220	0.5	1.2
	Michael Matthews	UBS Financial Services Bellevue	(425) 451-2350 / m.matthews@ubs.com www.ubs.com/fa/mmatthews	•	•	•				530	3	4
	Erik Morgan	Freestone Capital Mgmt Seattle	(206) 398-2006 / erik@freestonecapital.com www.freestonecapital.com	•	•	•				2,640	6	10
	Erin Scannell	Ameriprise Financial Mercer Island	(425) 709-2345 / erin.j.scannell@ampf.com www.ameripriseadvisors.com/erin.j.scannell/	•	•	•			•	650	1.5	3
W.VA.	Kathleen Weber	Morgan Stanley Wealth Mgmt Bellevue	(425) 451-3320 / kathleen.l.weber@morganstanley.com www.morganstanleyfa.com/weber	•	•	•				685	5	8
	Fred Scheeren	Wells Fargo Advisors Wheeling	(304) 234-6032 / fred.scheeren@wfadvisors.com www.wfadvisors.com/fred.scheeren	•	•	•			•	495	0.9	3
WIS.	Andrew Burish	UBS Financial Services Madison	(608) 831-4282 / andrew.burish@ubs.com www.ubs.com/team/burishgroup	•	•	•			•	2,577	2	3
	Thomas Parks	Graystone Consulting Milwaukee	(414) 226-3157 / thomas.w.parks@msgraystone.com www.msgraystone.com/tomparks				•	•	•	5,253	85	85
WYO.	Christopher Walton	Morgan Stanley Wealth Mgmt Sheridan	(307) 673-7905 / Christopher.Walton@MorganStanley.com www.morganstanleyfa.com/christopher.walton	•	•	•				213	5	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.**