

SPECIAL ADVERTISING SECTION

BARRON'S

TOP ADVISOR DIRECTORY

As of January 2, 2015

LETTER FROM THE EDITOR

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

Barron'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. 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

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)
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
	Wally Obermeyer	Obermeyer Asset Mgmt Aspen (970) 925-8747 / info@obermeyerwood.com www.obermeyerwood.com	•	•	•				897	2.5	5
	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	

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)
	Carl Zuckerberg	Relyea Zuckerberg Hanson Stamford	(203) 355-0888 / carlz@rzhadvisors.com www.rzhadvisors.com	•	•					\$614	\$6	\$15
	Donald DeWees Sr.	Wells Fargo Advisors Greenville	(800) 832-6669 / dana.edwards@wfadvisors.com	•	•	•	•		•	1,083	1.5	3.5
DELAWARE	Cynthia Hewitt	Merrill Lynch Wealth Mgmt Wilmington	(888) 436-5423 / cynthia_hewitt@ml.com www.fa.ml.com/hart_group	•	•	•				1,096	4	10
	Michael Koppenhaver	Merrill Lynch Wealth Mgmt Dover	(888) 766-4680 / Michael_S_Koppenhaver@ml.com www.fa.ml.com/koppenhaver_hawkins_associates	•	•	•	•	•		485	1	4
	Kimberlee Orth	Ameriprise Financial Wilmington	(302) 475-5105 / kimberlee.m.orth@ampf.com www.kimberleeorth.com	•	•	•			•	1,011	2.97	4.38
	Barry Haffner	UBS Financial Services Washington	(202) 585-5440 / barry.haffner@ubs.com financialservicesinc.ubs.com/fa/barryhaffner/	•	•	•				550	4	6
DISTRICT OF COLUMBIA	Michael Kirvan	Merrill Lynch Wealth Mgmt Washington	(202) 659-7349 / michael_kirvan@ml.com fa.ml.com/TheKirvanGroup	•	•	•				596	1.5	7.5
	Marvin McIntyre	Morgan Stanley Wealth Mgmt Washington	(202) 778-1381 / marvin.mcintyre@morganstanley.com www.morganstanleyfa.com/cwmg/	•	•	•	•	•	•	3,375	5	25
	James New	Credit Suisse Securities Washington	(202) 626-3377 / james.new@credit-suisse.com www.credit-suisse.com		•	•	•	•		300	5	15
	Christopher S. Sargent	Wells Fargo Advisors Washington	(202) 872-6570 / christopher.sargent@wfadvisors.com www.thesargentinvestmentgroup.wfadv.com	•	•	•	•			800	4	5
	William Slater III	Merrill Lynch PBIG Washington	(202) 659-7387 / william_slateriii@ml.com www.pwa.ml.com/SKFM	•	•	•				1,058	4	8
	David Stuart	Morgan Stanley Wealth Mgmt Washington	(202) 861-5028 / david.a.stuart@ms.com www.morganstanleyfa.com/stuart/	•	•	•				576	1.5	2.5
	Richard Altieri	Morgan Stanley Wealth Mgmt Boca Raton	(561) 393-1836 / Richard.Altieri@ms.com www.morganstanleyfa.com/thealtierigroup	•	•	•				1,207	5	20
	Brian Buetel	Merrill Lynch Wealth Mgmt Boca Raton	(561) 393-4532 / Brian_Buetel@ml.com www.fa.ml.com/BuetelRogge	•	•	•				481	1	3
	William S. Calabretta	Morgan Stanley Wealth Mgmt Boca Raton	(561) 393-1812 / William.S.Calabretta@ms.com	•	•	•				1,207	5	20
	Adam Carlin	Morgan Stanley Wealth Mgmt Coral Gables	(305) 476-3302 / adam.e.carlin@morganstanley.com www.morganstanleyfa.com/carlin/	•	•	•				1,884	10	18
	Louis Chiavacci	Merrill Lynch PBIG Coral Gables	(305) 774-0500 / louis_chiavacci@ml.com pwa.ml.com/ChiavacciTeam			•	•			2,675	35	75
	Thomas Cleary	UBS Financial Services Orlando	(407) 803-4670 / tom.cleary@ubs.com www.ubs.com/fa/tomcleary	•	•	•			•	1,010	3	5
FLORIDA	Aimee DeMariano Cogan	Morgan Stanley Wealth Mgmt Sarasota	(941) 363-8514 / aimee.cogan@morganstanley.com www.morganstanleyfa.com/bellwethergroup/		•	•	•	•		736	20	30
	Don d'Adesky	Morgan Stanley Wealth Mgmt Boca Raton	(561) 393-2027 / don.dadesky@morganstanley.com www.morganstanleyfa.com/theamericasgroup/	•	•	•				2,897	2.5	8
	Patrick Dwyer	Merrill Lynch PBIG Miami	(305) 577-6929 / patrick_dwyer@ml.com pwa.ml.com/dwyerassociates			•				2,105	15	50
	Bob Edwards	Wells Fargo Advisors Naples	(239) 254-2200 / robert.t.edwards@wfadvisors.com www.MoranEdwards.com	•	•	•	•		•	2,625	5	20
	David Fox	Morgan Stanley Wealth Mgmt Boca Raton	(561) 393-1516 / david.h.fox@morganstanley.com www.morganstanleyfa.com/foxteamsb/groupdetail.htm	•	•	•			•	1,600	4	10
	Neil A. Fox	Morgan Stanley Wealth Mgmt Boca Raton	(561) 393-1513 / neil.a.fox@morganstanley.com www.morganstanleyfa.com/foxteamsb/groupdetail.htm	•	•	•			•	1,600	4	10
	Ernie Garcia	Morgan Stanley Wealth Mgmt Sarasota	(941) 364-7405 / ernie.b.garcia@morganstanley.com www.morganstanleyfa.com/ernie_garcia	•	•	•				334	3	7.5
	Eric Glasband	Merrill Lynch Wealth Mgmt Boca Raton	(561) 361-3437 / eric.glasband@ml.com www.fa.ml.com/gs	•	•	•	•	•	•	491	2.8	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)
Janet Franco Gordon	Morgan Stanley Wealth Mgmt Coral Gables	(305) 476-3304 / janet.franco.gordon@ms.com www.morganstanleyfa.com/thegordongroup	•	•	•				\$700	\$5	\$10
William King	Merrill Lynch Wealth Mgmt Vero Beach	(212) 382-8515 / William_W_King@ml.com fa.ml.com/KingGroup		•	•	•	•	•	1,593	5	10
Clarke Lemons	WaterOak Advisors Winter Park	(407) 567-2956 / NewClient@wateroak.com www.wateroak.com	•	•	•	•		•	1,191	2.51	5.25
Michael McCain	Wells Fargo Advisors Naples	(239) 254-2206 / michael.mccain@wfadvisors.com home.wellsfargoadvisors.com/michael.mccain	•	•	•				1,084	5	8
Raymond McGovern	Merrill Lynch Wealth Mgmt Fort Walton Beach	(850) 864-6114 / raymond_mcgovern@ml.com www.fa.ml.com/mcgovern_group	•	•	•	•	•	•	551	2.25	5
William Merriam	Merrill Lynch Wealth Mgmt Jacksonville	(904) 218-5931 / william_h_merriam@ml.com www.fa.ml.com/bill_merriam	•	•	•	•	•	•	660	1.7	5
Mark Miller	Merrill Lynch Wealth Mgmt Boca Raton	(561) 416-4629 / mark_m_miller@ml.com fa.ml.com/mark_miller	•	•	•				633	0.8	3
Thomas Moran	Wells Fargo Advisors Naples	(239) 254-2200 / thomas.moran@wfadvisors.com www.MoranEdwards.com	•	•	•	•		•	2,625	5	20
Charles Mulfinger II	Graystone Consulting Tampa	(813) 227-2061 / charles.mulfinger.ii@msgraystone.com www.morganstanleygc.com/gctampa/	•	•	•			•	3,501	3.9	7
Michael Nickler	Morgan Stanley Wealth Mgmt West Palm Beach	(561) 822-4955 / michael.nickler@morganstanley.com www.morganstanley.com/fa/thenicklergroup	•	•	•				930	5	10
Scott Pinkerton	Wells Fargo Advisors Venice	(941) 408-8557 / scott.pinkerton@wfadvisors.com www.pinkertonwmg.com	•	•	•	•	•		608	2	4.5
Andrew Schultz	Morgan Stanley Wealth Mgmt Miami Beach	(305) 695-6116 / andrew.schultz@morganstanley.com www.morganstanleyfa.com/theschultzgroup		•	•				640	5	10
Mickey Silverman	Raymond James Boca Raton	(800) 327-1055 / mickey.silverman@raymondjames.com www.raymondjames.com/silvermangroup	•	•	•				1,150	5	30
Dustin Smith	UBS Financial Services Naples	(239) 254-7122 / Dustin.Smith@ubs.com www.ubs.com/team/smithwmg	•	•	•			•	240	1	5
Kurt Sylvia	UBS PWM Palm Beach	(561) 659-9526 / kurt.sylvia@ubs.com www.ubs.com/fa/kurtsylvia		•	•	•		•	1,420	20	45
Sal Tiano	J.P. Morgan Securities Palm Beach Gardens	(561) 694-5600 / sal.tiano@jpmorgan.com www.jpmorgansecurities.com/tianogroup		•	•				900	8	25
Marc Walters	Morgan Stanley Wealth Mgmt Tampa	(813) 227-2034 / marc.walters@morganstanley.com www.morganstanleyfa.com/thewaltersgroup	•	•	•				604	1.5	2
Robert Balentine	Balentine Atlanta	(404) 537-4800 / rbalentine@balentine.com www.balentine.com		•	•	•		•	1,884	9	25
Roger S. Green	Cetera Advisors LLC Duluth	(770) 931-1414 / roger.green@rogersgreen.com www.rogersgreen.com	•	•	•				360	0.32	0.55
Rod Westmoreland	Merrill Lynch PBIG Atlanta	(404) 264-2066 / rod_westmoreland@ml.com pwa.ml.com/westmorelandgroup		•	•				3,082	20	40
Raj Bhatia	Merrill Lynch PBIG Chicago	(312) 325-2676 / raj_bhatia@ml.com www.pwa.ml.com/bhatiagroup		•	•				1,382	15	20
Kyle Chudom	Morgan Stanley Wealth Mgmt Oak Brook	(630) 573-9680 / kyle.chudom@ms.com www.chudomhayes.com	•	•	•				655	1	2.5
Patricia Cutilletta	Morgan Stanley Wealth Mgmt Chicago	(312) 648-3401 / patricia.g.cutilletta@morganstanley.com www.morganstanleyfa.com/cutillettagroup		•	•				525	7	10
Ted Davis	UBS Financial Services Oakbrook Terrace	(630) 572-4060 / ted.davis@ubs.com www.ubs.com/team/daviswmg	•	•	•				560	1.3	2
Brad DeHond	Morgan Stanley PWM Chicago	(312) 706-4517 / brad.dehond@morganstanley.com www.morganstanleypwa.com/mspwmchicago-mdm			•	•			2,153	30	40
William Easom	Morgan Stanley Wealth Mgmt Chicago	(312) 648-3471 / william.h.easom@ms.com www.morganstanleyfa.com/hoffmanneasomlannan	•	•	•				2,248	1.2	1.75

Directory of *Barron's*-Ranked Financial Advisors



	Name	Firm/City	Phone, E-Mail & Website	Net Worth			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+)						
ILLINOIS	Daniel Fries	Merrill Lynch Wealth Mgmt Chicago	(312) 696-2121 / daniel.fries@ml.com	•	•	•				\$655	\$1.8	\$3.5
	Steven Hefter	Wells Fargo Advisors Deerfield	(847) 405-7300 / steven.hefter@wellsfargoadvisors.com www.hlmcapital.com		•	•	•			4,050	10	30
	Sean Lannan	Morgan Stanley Wealth Mgmt Chicago	(312) 648-3471 / sean.k.lannan@morganstanley.com www.morganstanleyfa.com/hoffmanneasomlannan	•	•					2,248	1.2	1.75
	Scott Magnesen	Morgan Stanley Wealth Mgmt Oak Brook	(630) 573-9694 / scott.magnesen@morganstanley.com www.morganstanleyfa.com/thempwgroup/	•	•	•				2,085	1	3
	James Moriarity	Morgan Stanley PWM Chicago	(312) 706-4572 / james.moriarity@morganstanley.com www.morganstanleypwa.com/mspwmchicago-mdm			•	•			2,153	30	40
	James Oberheide	Morgan Stanley PWM Chicago	(312) 443-6090 / james.oberheide@morganstanleypwm.com www.morganstanleyfa.com/theoberheidegroup		•	•	•			1,495	35	50
	Sharon Oberlander	Merrill Lynch Wealth Mgmt Chicago	(312) 696-7620 / s_oberlander@ml.com www.fa.ml.com/oberlandergroup		•	•		•		961	3	12
	Maureen Raihle	Merrill Lynch PBIG Chicago	(312) 325-2635 / maureen_raihle@ml.com www.pbig.ml.com/pwa/pages/verbockel.aspx		•	•	•			4,819	35	65
	Thomas Rice	UBS Financial Services Northbrook	(847) 498-7777 / tom.rice@ubs.com www.ubs.com/team/tomrice	•	•	•				678	2	4.5
	David Sheppard	Merrill Lynch Wealth Mgmt Deer Park	(847) 550-7878 / David_N_Sheppard@ml.com fa.ml.com/SheppardGroup	•	•	•				489	3.5	5
	Joseph N. Silich	Morgan Stanley Wealth Mgmt Chicago	(312) 443-6200 / joseph.silich@morganstanley.com		•	•				779	7	11
	Ronald Stenger	Morgan Stanley Wealth Mgmt Oak Brook	(630) 573-9676 / ronald.stenger@morganstanley.com www.retirementnavigationprocess.com	•	•					458	1	3
Mark Thorndyke	Merrill Lynch Wealth Mgmt Chicago	(312) 696-7645 / mark_w_thorndyke@ml.com fa.ml.com/thorndyke_group	•	•	•				821	4	7	
John Ver Bockel	Merrill Lynch PBIG Chicago	(312) 325-2634 / john_verbockel@ml.com www.pbig.ml.com/pwa/pages/verbockel.aspx		•	•	•			4,819	35	65	
IND.	Thomas Buck	Merrill Lynch Wealth Mgmt Indianapolis	(800) 748-9794 / thomas_j_buck@ml.com www.fa.ml.com/thomas_j_buck	•	•	•		•		1,162	7	10
	Eric Payne	Merrill Lynch Wealth Mgmt Indianapolis	(317) 706-3160 / eric_payne@ml.com www.fa.ml.com/payne_mencias	•	•	•	•	•		1,530	3.5	7.5
IOWA	Tom Anderson	Morgan Stanley Wealth Mgmt Cedar Rapids	(319) 743-6074 / thomas.anderson@morganstanley.com www.ms.com/fa/theandersongroup	•	•	•				459	3	5
	Matthew Fryar	Wells Fargo Advisors Des Moines	(515) 245-3120 / matthew.r.fryar@wellsfargo.com		•	•	•			562	4	5
	Keith Swanson	Morgan Stanley PWM West Des Moines	(515) 224-5501 / keith.k.swanson@morganstanleypwm.com www.morganstanleypwa.com/swanson		•	•		•		604	5.5	15
KY.	Barry Barlow	Merrill Lynch Wealth Mgmt Louisville	(502) 329-5097 / barry_barlow@ml.com www.fa.ml.com/b_barlow	•	•	•	•			557	3	7
L.A.	James Spiro	Morgan Stanley Wealth Mgmt New Orleans	(504) 585-3973 / james.m.spiro@morganstanley.com www.morganstanleyfa.com/spirogroup	•	•	•				1,220	0.75	2
ME.	Jeremiah Burns	Morgan Stanley Wealth Mgmt Portland	(207) 871-7373 / jeremiah.burns@morganstanley.com www.morganstanley.com/fa/jeremiah.burns	•	•	•		•	•	450	7.5	10
MARYLAND	Larry Boggs	Wells Fargo Advisors Cumberland	(301) 724-2660 / larry.d.boggs@wfadvisors.com www.home.wellsfargoadvisors.com/larry.d.boggs	•	•	•				1,048	3	5
	Robert Collins	Wells Fargo Adv Fin Network Bethesda	(301) 915-9630 / Robert.Collins@wfafinet.com www.collinsinvestmentgroup.com	•	•	•				653	2.5	6
	Barry Garber	Deutsche Asset & Wealth Mgt Baltimore	(410) 895-3971 / barry.l.garber@db.com		•	•	•	•	•	2,100	15	25
	Tom Hill	Morgan Stanley Wealth Mgmt Easton	(410) 822-3400 / thomas.e.hill@ms.com www.morganstanleyfa.com/thehillgroup	•	•	•	•			980	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)
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	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@wfafinet.com www.jfratarcangeli.wfadv.com	•	•	•			•	431	8.5
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
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

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)
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
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
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@wfsadvisors.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
Jonathan Beukelman	UBS PWM Lincoln	(402) 328-2080 / jonathan.beukelman@ubs.com ubs.com/team/bggroup		•	•	•		•	869	5	15
Randy Garcia	Investment Counsel Las Vegas	(702) 871-8510 / randy@iccnv.com www.iccnv.com		•	•	•	•	•	821	4	9
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
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
Elliott Kugel	Merrill Lynch Wealth Mgmt Bridgewater	(908) 685-3252 / elliot_m_kugel@ml.com fa.ml.com/kugelbriegs	•	•	•				988	1.6	2.3
Joseph Lauricella	Merrill Lynch Wealth Mgmt Montvale	(800) 694-5340 / Joseph_Lauricella@ML.com www.fa.ml.com/joseph_lauricella		•	•	•	•		855	5	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)
NEW JERSEY	Mark Lichtenfeld	UBS PWM Florham Park	(973) 360-4369 / thesomersethillsgroup@ubs.com www.ubs.com/team/thesomersethillsgroup	•	•	•				\$1,610	\$5	\$10.5
	Gregory Makowski	CFS Investment Adv Svcs Totowa	(973) 826-8800 / greg@cfsias.com www.cfsias.com	•	•	•			•	700	2	5
	James Maltese	Merrill Lynch Wealth Mgmt Edison	(800) 288-3249 / james_p_maltese@ml.com www.fa.ml.com/maltesegroup	•	•	•				1,145	2	5
	Stewart Massey	Massey, Quick & Co., LLC Morristown	(973) 525-1000 / partners@masseyquick.com www.masseyquick.com		•	•	•	•		2,788	8.7	25
	Christine McGinley	UBS Financial Services Mt. Laurel	(856) 985-2046 / christine.mcginley@ubs.com www.ubs.com/team/gmggroup	•	•	•				643	3	8
	James McLaughlin	Raymond James Princeton	(609) 750-3000 / jim.m.mclaughlin@raymondjames.com www.raymondjames.com/princetonwealthadvisors/		•	•				967	3	10
	Edward McNamee	Morgan Stanley Wealth Mgmt Shrewsbury	(732) 389-8640 / edward.f.mcnamee@morganstanley.com www.morganstanleyfa.com/edward_mcnamee	•	•	•			•	1,689	2	3
	Neil McPeak	Wells Fargo Advisors Linwood	(800) 527-4960 / neil.mcpeak@wfadvisors.com www.mcpeakgroup.wfadv.com	•	•	•			•	750	1	5
	Harris Nydick	CFS Investment Adv Svcs Totowa	(973) 826-8800 / harris@cfsias.com www.cfsias.com	•	•	•			•	700	2	5
	Nicholas A. Pascarella	Cetera Advisors LLC Parsippany	(973) 428-3400 / nickp@npcofinancial.com www.npcofinancial.com	•	•	•				797	1	3.2
	Michael Pron	Merrill Lynch Wealth Mgmt Princeton	(609) 243-7940 / michael_j_pron@ml.com www.fa.ml.com/pronhurst	•	•	•				586	2	5
	Daniel Schwartz	UBS PWM Paramus	(201) 441-4963 / daniel.schwartz@ubs.com www.ubs.com/team/thealfagroup		•	•				1,121	10	20
	Todd Sherman	Morgan Stanley Wealth Mgmt Mount Laurel	(888) 651-0085 / Todd.Sherman@MorganStanley.com www.morganstanleyfa.com/shermansobin	•	•	•			•	500	3	4
	Gary Tantleff	UBS Financial Services Bedminster	(877) 269-1776 / gary.tantleff@ubs.com www.ubs.com/team/cuag		•	•				2,707	9	10
Mark Tobias	Morgan Stanley Wealth Mgmt New Brunswick	(732) 435-2225 / Mark.S.Tobias@morganstanley.com www.morganstanleyfa.com/thetobiasgroupsb	•	•	•				800	2.5	8	
N.M.	John Moore	Raymond James Albuquerque	(505) 881-5100 / info@johnmoore.com www.johnmoore.com	•	•	•				389	1.5	3
NEW YORK	Lewis Altfest	Altfest Personal Wealth Mgt New York	(212) 406-0850 / inquiry@altfest.com www.altfest.com	•	•	•				1,187	2	4
	Robert Cohen	UBS Financial Services Uniondale	(516) 745-1891 / robert.d.cohen@ubs.com	•	•	•			•	579	2	5
	Roger Coleman	Morgan Stanley Wealth Mgmt Garden City	(516) 227-5600 / roger.v.coleman@ms.com www.morganstanleyfa.com/colemangroup	•	•	•			•	22,630	25	50
	Nancy Cooley	Morgan Stanley PWM New York	(212) 315-6228 / nancy.cooley@morganstanleypwm.com www.morganstanleypwa.com/thecmfgroup	•	•	•			•	1,445	25	30
	Mark Donohue	Morgan Stanley Wealth Mgmt New York	(888) 270-0542 / mark.donohue1@morganstanley.com www.morganstanleyfa.com/donohue/	•	•	•	•		•	1,612	25	50
	Marc R. Fischer	Graystone Consulting Rochester	(585) 389-2271 / marc.r.fischer@msggraystone.com www.morganstanleyic.com/ftc	•	•	•	•	•	•	4,055	35	35
	Gregg S. Fisher	Gerstein Fisher New York	(212) 968-0707 / info@gersteinfisher.com gersteinfisher.com	•	•	•	•	•	•	2,797	1.4	3.2
	M. Keefe Gorman	Merrill Lynch Wealth Mgmt Ithaca	(800) 815-5796 / keefe_gorman@ml.com www.fa.ml.com/the_gorman_group	•	•	•			•	2,079	8	17
	Martin Halbfinger	UBS Financial Services New York	(212) 821-2010 / martin.halbfinger@ubs.com www.ubs.com/team/hmggroup		•	•	•		•	3,896	18	35
	Harvey Kadden	Morgan Stanley Wealth Mgmt New York	(212) 883-7777 / Harvey.Kadden@morganstanley.com www.morganstanleyfa.com/kpkgroup	•	•	•	•	•	•	2,400	5	25

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	Jonathan Kass	Merrill Lynch Wealth Mgmt New York	(800) 800-2280 / jonathan_e_kass@ml.com www.fa.ml.com/KF_Group		•	•				\$3,491	\$8	\$25
	Jason Katz	UBS Financial Services New York	(212) 713-9201 / jason.m.katz@ubs.com www.ubs.com/team/katz	•	•	•			•	1,648	5	15
	Gerard Klingman	Klingman & Associates, LLC New York	(212) 867-7647 / gklingman@klingmanria.com www.klingmanria.com		•	•				1,373	10	15
	Jonathan Kuttin	Ameriprise Financial Melville	(631) 770-0335 / jonathan.s.kuttin@ampf.com kuttin-metiswealthmanagement.com	•	•	•				1,553	0.95	3.9
	M. Robin Krasny	Morgan Stanley Wealth Mgmt New York	(888) 243-5316 / robin.krasny@ms.com www.morganstanleyfa.com/klwealthmanagementgroup/		•	•				1,120	7	15
	Christopher Mahoney	Merrill Lynch Wealth Mgmt West Nyack	(845) 348-6903 / Christopher_j_Mahoney@ml.com fa.ml.com/mahoney_group	•	•	•			•	2,411	3	5
	John Mirsepahi	Morgan Stanley Wealth Mgmt New York	(212) 492-6967 / john.mirsepahi@morganstanley.com www.morganstanleyfa.com/thejmggroup	•	•	•	•	•	•	2,060	2	5
	Deborah Montaperto	Morgan Stanley PWM New York	(212) 893-6465 / deborah.d.montaperto@ms.com www.morganstanleypwa.com/polwealthmanagementgroup/		•	•	•	•		6,309	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		•	•	•	•	•	1,461	9	15
	Craig Pastolove	Morgan Stanley Wealth Mgmt New York	(212) 296-1026 / craig.pastolove@morganstanley.com www.morganstanleyfa.com/excelsiorwealthmanagement/		•	•			•	1,351	4.5	10
	Geri Eisenman Pell	Ameriprise Financial Rye Brook	(914) 269-6732 / geri.e.pell@ampf.com geripell.com	•	•				•	1,017	1.5	3.5
	Lyon Polk	Morgan Stanley PWM New York	(212) 893-6400 / lyon.polk@morganstanleypwm.com www.morganstanleypwa.com/polwealthmanagementgroup		•	•	•	•		7,000	25	50
	Shawn Rubin	Morgan Stanley Wealth Mgmt New York	(212) 893-6322 / shawn.a.rubin@ms.com www.morganstanleyfa.com/theabacusgroup		•	•				1,406	5	10
	Frank J. Sabia	UBS Financial Services White Plains	(914) 287-6010 / frank.sabia@ubs.com www.ubs.com/fa/franksabia	•	•	•			•	2,233	7	20
	Richard Saperstein	Treasury Partners/Hightower New York	(917) 286-2777 / rsaperstein@treasurypartners.com www.treasurypartners.com			•			•	6,697	15	40
David Schwartz	FCE Group Great Neck	(516) 487-8220 / dhs@fcequities.com www.fcequities.com	•	•	•	•		•	930	3	3	
Evan Steinberg	Morgan Stanley Wealth Mgmt New York	(212) 893-7501 / evan.steinberg@ms.com		•	•	•			1,500	7	10	
Lori Van Dusen	LVW Advisors, LLC Pittsford	(585) 267-4900 / lvandusen@lvwadvisors.com www.lvwadvisors.com		•	•	•	•	•	4,187	50	75	
Ron Vinder	UBS Financial Services New York	(212) 333-8852 / ron.vinder@ubs.com financialservicesinc.ubs.com/fa/ronvinder/		•	•	•	•		3,800	25	100	
Todd Yannuzzi	Morgan Stanley Wealth Mgmt New York	(212) 296-1051 / todd.yannuzzi@ms.com www.morganstanleyfa.com/yannuzzi	•	•	•	•	•		2,204	10	20	
N. CAROLINA	Lee Bryan III	Deutsche Asset & Wealth Mgt Winston-Salem	(336) 727-4295 / lee.bryan@db.com		•	•	•	•	•	3,969	20	40
	Christopher Davis	Wells Fargo Advisors Davidson	(704) 655-7696 / chris.davis@wfadvisors.com www.davidsonwealthmgt.com	•	•					1,231	0.75	2.5
	Erick J. Ellsweig	Merrill Lynch Wealth Mgmt Greensboro	(336) 574-8271 / erick_ellsweig@ml.com fa.ml.com/kmandassociates		•	•				577	3	5
	Michael Lappin	UBS Financial Services Raleigh	(919) 785-3711 / michael.lappin@ubs.com ubs.com/team/eubankslappingroup	•	•	•				574	4.5	7
	Sam Rankin	UBS Financial Services Charlotte	(704) 362-8282 / mason.rankin@ubs.com ubs.com/team/rankin	•	•	•	•	•		900	1	5
	Stephen Thomas	Linden Thomas & Company Charlotte	(704) 554-8150 www.LindenThomas.com	•	•	•	•	•	•	1,007	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)	
OHIO	Randy Carver	Raymond James Mentor	(440) 974-0808 / randy.carver@raymondjames.com www.carverfinancialservices.com	•	•	•				\$889	\$0.8	\$1.5	
	Charles Dankworth	UBS Financial Services New Albany	(614) 939-2202 / charles.dankworth@ubs.com www.ubs.com/team/thedankworthgroup		•	•				961	5	10	
	Joseph Evelo	Merrill Lynch PBIG Cincinnati	(513) 579-3882 / joseph_evelo@ml.com pwa.ml.com/evelosingersullivan		•	•				2,182	15	25	
	Craig Findley	UBS Financial Services Sylvania	(419) 318-5500 / craig.findley@ubs.com ubs.com/findleywisewealthmanagement	•	•	•	•	•	•	1,600	2.5	5	
	Thomas Haught	Sequoia Financial Adv Akron	(330) 375-9480 / info@sequoia-financial.com www.sequoia-financial.com	•	•	•			•	1,499	1	3.5	
	Kevin Myeroff	NCA Financial Planners Cleveland	(440) 473-1115 / kmyeroff@ncafinancial.com ncafinancial.com	•	•	•		•	•	1,107	1.5	2.5	
ORE. OKLA.	Daniel Roe	Budros Ruhlin & Roe Columbus	(614) 481-6900 / daniel.roe@b-r-r.com www.b-r-r.com	•	•	•				1,809	3.5	4.5	
	Chris Meyers	UBS Financial Services Oklahoma City	(405) 302-1930 / christopher.k.meyers@ubs.com ubs.com/team/meyerswealth	•	•	•	•	•	•	370	2	10	
PENNSYLVANIA	Charlene Carter	Raymond James Eugene	(541) 683-2900 / charlene@carterandcarter.com www.carterandcarter.com	•	•	•				271	1.5	2	
	Robert Boland	RBC Wealth Mgmt Philadelphia	(215) 557-1702 / robert.boland@rbc.com www.bolandinvestmentgroup.com	•	•	•			•	943	6.9	20	
	Patricia C Brennan	Key Financial Inc West Chester	(610) 429-9050 / pbrennan@keyfinancialinc.com www.keyfinancialinc.com	•	•	•				467	1.5	2.5	
	William H. Brown, Jr.	Merrill Lynch Wealth Mgmt Sewickley	(800) 291-4403 / william_brownjr@ml.com www.fa.ml.com/brownhurray	•	•	•				851	2	5	
	Joseph Flotteron	Merrill Lynch Wealth Mgmt Yardley	(800) 477-4675 / joseph_flotteron@ml.com fa.ml.com/the_flotteron_group	•	•	•			•	381	1.5	5	
	Barbara Hudock	Hudock Moyer Wealth Res Williamsport	(866) 855-0569 / Bhudock@hudockmoyer.com www.hudockmoyer.com	•	•	•		•	•	494	3	5	
	James Meredith	Hefren-Tillotson, Inc. Pittsburgh	(412) 633-1574 / meredithgroup@hefren.com www.hefren.com	•	•	•				1,454	1.5	4	
	John J. Parker, Sr.	Wells Fargo Advisors Philadelphia	(215) 564-8487 / john.j.parker@wfadvisors.com home.wellsfargoadvisors.com/john.j.parker	•	•	•			•	1,430	1.5	5	
	Herman Rij	Quadrant Private Wealth Bethlehem	(610) 849-2741 / hrij@quadrantprivatewealth.com www.quadrantprivatewealth.com	•	•	•				795	8	10	
	Eric Salmansohn	Morgan Stanley Wealth Mgmt Philadelphia	(215) 854-6272 / eric.salmansohn@morganstanley.com www.linkedin.com/in/ericsalmansohn/	•	•	•	•			1,188	3	10	
R.I.	John Solis-Cohen	Wells Fargo Advisors Jenkintown	(215) 572-4276 / john.solis-cohen@wfadvisors.com home.wellsfargoadvisors.com/john.solis-cohen	•	•	•				800	3	5	
	Samuel Spanos	Merrill Lynch Wealth Mgmt Beaver	(800) 813-5191 / samuel_spanos@ml.com www.fa.ml.com/spanosgroup	•	•	•			•	516	0.75	2	
	D. Scott Wisman	Merrill Lynch Wealth Mgmt Exton	(610) 594-1186 / scott_wisman@ml.com fa.ml.com/wisman_willisgroup	•	•	•				801	2.5	4	
	Malcolm A. Makin	Raymond James Westerly	(401) 596-2800 / mmakin@ppgadvisors.com ppgadvisors.com	•	•	•		•	•	838	1.5	3.5	
	Matthew A. Young	Richard C. Young & Co., Ltd. Newport	(888) 456-5444 / info@younginvestments.com www.younginvestments.com	•	•	•				1,022	1.84	5	
	S.C.	Derrick Sullivan	Morgan Stanley Wealth Mgmt Charleston	(843) 727-7771 / derrick.a.sullivan@morganstanley.com	•	•	•	•	•	•	615	4	50
		S.D.	David Olson	Merrill Lynch Wealth Mgmt Sioux Falls	(605) 335-0515 / david_r_olson@ml.com www.fa.ml.com/david_r_olson	•	•	•			•	452	1.5
	Gordon Wollman		Raymond James Sioux Falls	(877) 352-9490 / cfs@gordonwollman.com www.gordonwollman.com	•	•	•				227	1	2

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

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)
WASHINGTON	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
	Andrew Burish	UBS Financial Services Madison	(608) 831-4282 / andrew.burish@ubs.com www.ubs.com/team/burishgroup	•	•	•			•	2,577	2	3
WIS.	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.