

BARRON'S

FEBRUARY 23, 2015



**AMERICA'S
TOP 1,200
FINANCIAL
ADVISORS**

Top 1,200 Financial Advisors

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net Worth (\$10m+)	Founda- tions	Endow- ments	Institu- tional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
ALABAMA													
1	1	Robert Runkle	Merrill Lynch Wealth Mgmt	Montgomery		•	•	•		•	\$1,183	\$2.5	\$3.75
2	5	Mark Mantooth	Merrill Lynch Wealth Mgmt	Huntsville	•	•	•			•	857	1.75	35
3	2	Tony Smith	UBS Financial Svcs	Birmingham		•	•				2706	50	100
4	3	Tommy Jackson	Merrill Lynch Wealth Mgmt	Birmingham	•	•	•				556	1	1.5
5	4	Jeff Roberts	Ameriprise Financial	Birmingham	•	•	•				405	0.39	1
6	6	Jerry Duncan	UBS Financial Svcs	Birmingham		•	•				2706	50	100
7	N	Michael Mullis	Securities America	Vestavia Hills	•	•	•			•	395	0.95	2.5
8	8	Al J. Desforges	Merrill Lynch Wealth Mgmt	Birmingham	•	•	•				417	1.3	1.7
8	10	Michael Warr	Morgan Stanley Wealth Mgmt	Tuscaloosa	•	•	•			•	796	2.5	4
10	11	Jordan Plaster	Merrill Lynch Wealth Mgmt	Tuscaloosa	•	•	•				306	1.5	5
11	N	Todd Thornell Sr.	Merrill Lynch Wealth Mgmt	Dothan	•	•	•			•	372	1.5	4
12	N	Palmer Whiting	Merrill Lynch Wealth Mgmt	Mobile	•	•	•			•	361	1.5	5
ALASKA													
1	1	Wayne Pichon	Wells Fargo Advisors	Anchorage	•	•	•	•		•	\$1,213	\$3.2	\$5
1	1	Margaret Price	Wells Fargo Advisors	Anchorage	•	•	•	•		•	1213	3.2	5
3	4	Ken Jones	Merrill Lynch Wealth Mgmt	Anchorage	•	•	•				324	1.75	7
4	5	Tom Konop	Morgan Stanley Wealth Mgmt	Anchorage	•	•	•				242	1.25	2
5	N	Christopher Jay	Merrill Lynch Wealth Mgmt	Anchorage	•	•	•				324	2.5	5
6	6	Jeff Leonard	Raymond James	Anchorage	•	•	•				450	2	2.75
ARIZONA													
1	1	Allan Flader	RBC Wealth Mgmt	Phoenix	•	•	•				\$606	\$2.5	\$5
2	N	Scott Horn	TFO Phoenix	Phoenix		•	•				1311	12	25
3	4	David Stahle	Merrill Lynch Wealth Mgmt	Mesa	•	•	•	•	•		1417	2	5
4	18	Alan Gendler	Merrill Lynch Wealth Mgmt	Scottsdale	•	•	•				546	1	0.4
5	3	Robert Bancroft	Morgan Stanley PWM	Scottsdale	•	•	•				692	15	20
6	7	Glenn Pahnke	RBC Wealth Mgmt	Phoenix	•	•	•	•			425	2.5	5
7	15	Kent Hughes	Merrill Lynch Wealth Mgmt	Phoenix	•	•	•				554	1	1
8	2	Michael Hudak	Merrill Lynch PBIG	Phoenix		•	•	•		•	2036	10	20
8	N	Steven Schultz	UBS Financial Svcs	Phoenix	•	•	•				374	2	4
10	8	Jeff Korte	Merrill Lynch Wealth Mgmt	Scottsdale	•	•	•				422	1.5	3
11	6	James Marten	Merrill Lynch Wealth Mgmt	Phoenix	•	•	•	•	•		1146	3	5
12	8	Shawn Olson	Morgan Stanley Wealth Mgmt	Scottsdale	•	•	•			•	550	5	8
13	13	Ruth Transue	Wells Fargo Advisors	Tucson	•	•	•				650	2	4
14	14	Trevor Wilde	Wilde Wealth Mgmt Group	Scottsdale	•	•	•				328	0.65	1.25
15	21	Renee Hanson	Ameriprise Financial	Phoenix	•	•	•				329	1.25	3.5
16	11	Mark Feldman	Miller Russell Associates	Phoenix	•	•	•	•	•	•	2276	2	4.9

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17	10	Laura Ladrigan Cobb	Morgan Stanley Wealth Mgmt	Scottsdale	•	•	•				350	1	5
18	12	Trent Longnecker	Merrill Lynch Wealth Mgmt	Phoenix	•	•	•	•			391	1	2
18	27	Brian Carlin	Merrill Lynch Wealth Mgmt	Phoenix	•	•	•			•	731	2.5	10
20	24	Brian Friedman	Merrill Lynch Wealth Mgmt	Phoenix	•	•	•				620	4.5	12
21	22	Theodore J. Crowley II	Morgan Stanley Wealth Mgmt	Scottsdale	•	•	•				425	10	50
22	16	Rick Nunley	Merrill Lynch Wealth Mgmt	Scottsdale	•	•	•				343	1.75	3.5
23	30	Christopher Downs	Merrill Lynch Wealth Mgmt	Mesa	•	•	•			•	511	1.4	1.6
24	N	Jacob Duffy	Baird	Scottsdale	•	•	•				307	1	2
25	29	Susan Bailey	UBS Financial Svcs	Scottsdale	•	•	•				549	1	2.5
26	N	Jane Larriva Rojas	Morgan Stanley Wealth Mgmt	Tucson	•	•	•				335	1.3	4
27	N	Michael Bell	UBS Financial Svcs	Phoenix	•	•	•				570	2.5	5
28	26	James Wood	Merrill Lynch Wealth Mgmt	Tucson	•	•	•				424	1	3
29	N	Anthony Bebbington	UBS Financial Svcs	Phoenix	•	•	•			•	204	1	3
30	N	Kirk Kaprelian	Ameriprise Financial	Scottsdale	•	•	•			•	325	1.25	1.5

ARKANSAS

1	N	Don McDonald	Merrill Lynch Wealth Mgmt	Fort Smith	•	•	•			•	\$1,652	\$1	\$3
2	1	Joseph Small	Ameriprise Financial	Little Rock	•	•	•				453	0.75	1.25
3	2	Allen Hamra	Edward Jones	Stuttgart	•	•	•				462	0.64	0.75
4	4	Hardy Winburn V	UBS Financial Svcs	Little Rock	•	•	•			•	409	3.3	5
5	5	Robby Bader	Merrill Lynch Wealth Mgmt	Rogers	•	•	•				349	3	5
6	6	Edward Prewitt	Wells Fargo Advisors	Fayetteville	•	•	•			•	342	1.25	3

CALIFORNIA

1	4	Gregory Vaughan	Morgan Stanley PWM	Menlo Park		•	•	•	•		\$14,645	\$75	\$150
2	1	Mark T. Curtis	Graystone Consulting	Palo Alto		•	•	•		•	43000	5	30
3	2	Andy Chase	Morgan Stanley PWM	Menlo Park	•	•	•			•	14212	5	50
4	3	Jon Goldstein	Constellation Wealth Adv	Menlo Park		•	•	•			6550	50	75
5	6	Spuds Powell	Kayne Anderson Rudnick	Los Angeles		•	•	•		•	8853	5	10
6	N	Shannon Eusey	Beacon Pointe Advisors	Newport Beach	•	•	•	•	•		7000	8	15
7	20	Karen McDonald	Morgan Stanley Wealth Mgmt	Palo Alto	•	•	•			•	28000	3	10
8	27	Eric Gray	Merrill Lynch PBIG	Los Angeles		•	•	•			7356	50	80
9	14	Mark Douglass	Morgan Stanley PWM	Menlo Park		•	•	•	•		14645	75	150
10	8	Richard Jones	Merrill Lynch PBIG	Los Angeles		•	•	•	•		13888	50	75
11	9	Reza Zafari	Merrill Lynch PBIG	Los Angeles		•	•	•	•		13888	50	75
12	5	Drew Zager	Morgan Stanley PWM	Los Angeles		•	•	•			8826	80	150
13	11	David Hou	First Republic Investment	Los Angeles		•	•	•	•		10946	15	25
14	7	J. Dorian McKelvy	Morgan Stanley Wealth Mgmt	Menlo Park	•	•	•	•			7400	7.5	15
15	N	Robert Skinner	First Republic Investment	Menlo Park		•	•	•	•		10946	15	25
16	10	Steve Levine	UBS PWM	Los Angeles		•	•	•		•	4666	15	40
17	17	Alan Whitman	Morgan Stanley Wealth Mgmt	Pasadena	•	•	•				2440	5	15
18	15	Jeffrey Colin	Baker Street Advisors	San Francisco		•	•	•			5660	20	30
19	16	Lance Marcus	Merrill Lynch Wealth Mgmt	Pasadena	•	•	•	•			3970	5	10
20	31	Dana Jackson	Graystone Consulting	Menlo Park		•	•	•			14212	25	45

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21	13	Troy Griep	Morgan Stanley PWM	San Francisco		•	•	•	•		7272	30	50
22	N	Drew Freides	UBS PWM	Los Angeles			•	•	•		3350	35	50
23	N	Richard McWhorter	Merrill Lynch PBIG	Century City		•	•				1474	38	110
24	24	Laila Pence	Pence Wealth Mgmt	Newport Beach	•	•	•				1253	2	5
25	50	Lon Morton	Morton Capital Mgmt	Calabasas		•	•				1443	4	8
26	30	Dale Yahnke	Dowling & Yahnke	San Diego		•	•			•	2822	2.8	15
27	19	Greg Fullmer	UBS PWM	Los Angeles		•	•	•			1670	25	50
28	25	Mark Schulten	Wells Fargo Advisors	Long Beach	•	•	•	•	•	•	1436	2.5	7
29	23	Roger A. Carter	Merrill Lynch PBIG	San Francisco	•	•	•	•			3710	50	50
30	33	Dagny Maidman	Credit Suisse Securities	San Francisco	•	•	•				1572	25	50
31	43	Rich Hogan	Merrill Lynch PBIG	San Francisco		•	•	•			26155	25	50
32	28	Elaine Meyers	Credit Suisse Securities	San Francisco		•	•				1930	45	100
33	22	Richard Blosser	UBS PWM	Los Angeles		•	•	•		•	2311	30	30
34	37	James McCabe	Wells Fargo Advisors	Beverly Hills		•	•	•			1700	5	10
35	N	David Wright	Sierra Group	Santa Monica	•	•				•	2220	2	5
36	34	Steve Weber	Morgan Stanley PWM	Los Angeles	•	•	•	•			4000	50	75
37	48	Philippe Hartl	Merrill Lynch PBIG	Century City		•	•	•			2005	30	80
38	38	John McNamee	Merrill Lynch PBIG	Los Angeles		•	•	•		•	5635	40	75
39	67	Roger Stephens	UBS Financial Svcs	Los Angeles			•		•	•	7088	5	20
40	N	Dan Murphy	Morgan Stanley Wealth Mgmt	Menlo Park	•	•	•			•	3822	75	150
41	54	Brian Sharpes	UBS Financial SVC5	Walnut Creek		•	•	•			2576	20	30
42	45	Garrett Bland	J.P. Morgan Securities	Los Angeles	•	•	•	•			1877	20	40
43	35	Rich Petit	Morgan Stanley PWM	Menlo Park	•	•	•				5015	25	35
44	N	Tripp Taylor	Neuberger Berman	San Francisco		•	•	•		•	932	2.77	4.59
45	52	Pamela Rosenau	HighTower	Los Angeles	•	•	•				1045	7	25
46	56	Shane Brisbin	Morgan Stanley PWM	San Francisco		•	•				3200	25	50
47	64	Stephen Winston	Morgan Stanley Wealth Mgmt	Los Angeles		•	•	•	•		1948	5.6	10
48	N	Doug Allison	Beacon Pointe Advisors	Newport Beach	•	•	•	•	•		7000	9.6	18
49	40	Tim Emanuels	Morgan Stanley PWM	San Francisco	•	•	•				5015	25	35
50	44	Brian Firing	Wells Fargo Advisors	Beverly Hills		•	•				1420	19	40
51	N	Michael Starratt	Merrill Lynch PBIG	Los Angeles			•	•		•	13364	200	200
52	51	Robert Gallo	Merrill Lynch Wealth Mgmt	Walnut Creek	•	•	•				1392	0.75	2.5
53	58	Leonard Brisco Jr.	Merrill Lynch PBIG	Los Angeles		•	•	•	•	•	2192	30	40
54	50	Debbie Jorgensen	Merrill Lynch Wealth Mgmt	San Francisco		•	•	•	•	•	1208	30	65
55	53	Emily Van Hoorickx	UBS Financial Svcs	San Jose	•	•	•				4766	5	10
56	N	Kelly Lawson	Presidio Group	San Francisco		•	•	•			4306	28	50
57	90	John M. Krambeer	Camden Capital	El Segundo		•	•				1359	15	30
58	N	Robert Daly	J.P. Morgan Securities	Los Angeles	•	•	•	•			950	15	20
59	73	Karl Wolfslau	Morgan Stanley Wealth Mgmt	Long Beach	•	•					900	0.8	2.5
60	99	Alan Solorsh	J.P. Morgan Securities	Los Angeles	•	•	•			•	2000	5	10
61	63	Robert Inbody	Morgan Stanley Wealth Mgmt	La Jolla	•	•	•				4330	5	8
62	47	Francis X. Malone	Morgan Stanley PWM	Los Angeles		•	•				3100	25	50
63	57	David Moyne	Merrill Lynch PBIG	San Francisco			•				6167	100	250
64	36	Jonathan Harris	Morgan Stanley PWM	San Francisco			•	•		•	3300	30	60

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65	75	Micah Scheinberg	Deutsche Asset & Wealth Mgmt	Los Angeles			.				1400	27	40
66	N	Jim Berliner	Westmount Asset Mgmt	Los Angeles	.	.	.				1960	2.5	7
67	N	David La Placa	Deutsche Asset & Wealth Mgmt	San Francisco	.	.	.	.			3250	15	150
68	102	Daniel Rothenberg	UBS Financial Svcs	Los Angeles	.	.		.	.		7088	25	100
69	72	Jesse Bromberg	Morgan Stanley Wealth Mgmt	San Francisco		.	.			.	1290	5	10
70	62	Michael Destabelle	Merrill Lynch PBIG	San Francisco			.			.	6167	100	250
71	18	Debra Wetherby	Wetherby Asset Mgmt	San Francisco		.	.				3623	10	15
72	N	Roger Wacker	Credit Suisse Securities	Los Angeles		.	.				1500	30	50
73	N	David James	UBS Financial Svcs	Los Angeles		.	.				800	10	20
74	86	Mike Abrams	Wells Fargo Advisors	Palo Alto		.	.				1350	15	25
75	49	Sam Schoner	First Republic Investment Mgmt	San Francisco	.	.	.	.	.	.	1270	1.5	10
76	77	Michael Kanigher	UBS PWM	Los Angeles		.	.				3350	35	50
77	59	George Papadoyannis	Ameriprise Financial	San Mateo	.	.					3700	2	6
78	61	Gary Fournier	J.P. Morgan Securities	Los Angeles	.	.	.				1013	10	25
79	74	Mike Fitzhugh	Aspirant	San Francisco		.	.				8226	9	25
80	69	Justin McNichols	Osborne Partners Capital Mgmt	San Francisco	.	.	.			.	1537	2.5	10
81	88	David Waitrovich	Merrill Lynch PBIG	San Francisco		.	.				1973	30	40
82	41	Patrick McClain	Hanson McClain Advisors	Sacramento	.	.				.	2047	0.5	1
83	42	Scott T. Hanson	Hanson McClain Advisors	Sacramento	.	.				.	2047	0.5	1
84	101	Ash Chopra	Merrill Lynch PBIG	San Francisco	.	.					2999	35	65
85	110	Andrew Basch	Morgan Stanley PWM	Los Angeles	.	.			.		2510	5	20
86	91	Brian Parker	EP Wealth Advisors	Torrance	.	.	.			.	1778	1.5	5
87	N	Brett Grimes	Morgan Stanley Wealth Mgmt	Santa Barbara	.	.	.				5013	10	20
88	88	Eric Miller	Credit Suisse Securities	Los Angeles	.	.	.	.			2900	50	75
89	83	Sean Yu	Morgan Stanley Wealth Mgmt	Pasadena	.	.	.				580	5	15
90	65	Richard Palmer	Morgan Stanley PWM	San Francisco		.	.	.	.		7272	30	50
91	79	Glen Strauss	Wells Fargo Advisors	Los Angeles	.	.	.				1010	2	15
92	50	Kerrick Bubb	LPL Financial Svcs	Redlands	.	.					590	0.5	1.2
93	92	Philip Walters	Wells Fargo Advisors	Beverly Hills	.	.	.			.	3659	10	50
94	N	Sonny Kothari	Merrill Lynch Wealth Mgmt	Brea	.	.	.				923	2.97	5
95	78	Thomas Myers	Brownson, Rehms & Foxworth	Menlo Park		.	.	.			9765	25	40
96	98	David Bahnsen	Morgan Stanley Wealth Mgmt	Newport Beach	.	.	.	.		.	725	4	10
97	112	John Shadden	Morgan Stanley PWM	Long Beach	.	.	.	.	.		1857	8	25
98	N	Michael Genovese	Genovese Burford & Brothers	Sacramento	.	.	.			.	2414	0.85	2.5
99	46	Michael van den Akker	Baker Street Advisors	San Francisco		.	.	.			5660	20	30
100	103	Greg Zanolli	Wells Fargo Advisors	Roseville	.	.	.		.		1650	5	10
101	N	Brian Werdesheim	Oppenheimer	Los Angeles		.	.	.		.	1738	15	25
102	89	Patrick Severo	RBC Wealth Mgmt	Beverly Hills		.	.	.	.	.	1350	10	25
103	116	James Marchetti	Merrill Lynch Wealth Mgmt	San Francisco	.	.	.				765	3.5	8
104	N	Jeffrey Werdesheim	Oppenheimer	Los Angeles	.	.	.			.	1738	15	25
105	95	Dan Osborne	Merrill Lynch Wealth Mgmt	San Francisco		.	.				3771	12.5	30
105	86	Michael McGee	Morgan Stanley PWM	San Francisco		.	.				1550	15	30
107	109	Larry Palmer	Morgan Stanley Wealth Mgmt	Los Angeles	.	.	.				1087	10	25
108	N	Martin Miller	Ameriprise Financial	San Carlos	.	.	.				962	1.5	9.5

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109	84	Laura Ward	First Republic Investment Mgmt	San Francisco	•	•				•	1301	5	10
110	85	Bruce Brugler	Presidio Group	San Francisco		•	•	•			4306	28	50
111	114	Grant Lee	Morgan Stanley PWM	San Francisco	•	•					1300	15	25
112	100	Marie Benedetti	Merrill Lynch Wealth Mgmt	San Francisco	•	•	•	•			3621	5	25
113	96	David Jasper	UBS PWM	San Francisco		•	•	•			1645	50	50
114	N	Jack Wong	Morgan Stanley Wealth Mgmt	Mountain View		•	•			•	1200	5	10
115	96	Michael Evans	UBS PWM	San Francisco		•	•	•			1645	50	50
116	105	Cameron Beck	UBS Financial Svcs	Sacramento	•	•	•				430	2	3
117	N	Joseph Schirripa	UBS Financial Svcs	Beverly Hills	•	•	•			•	1503	2	10
118	93	James Greenfield	Morgan Stanley PWM	San Francisco		•	•	•			1650	20	30
119	N	Cheryl Young	Morgan Stanley Wealth Mgmt	Los Gatos	•	•	•				966	6	12
120	115	Dan Goldie	Dan Goldie Financial Svcs	Palo Alto	•	•	•				720	2.5	5

COLORADO

1	1	Shawn Fowler	Morgan Stanley PWM	Denver		•	•			•	\$2,630	\$29	\$59
2	2	Wally Obermeyer	Obermeyer Asset Mgmt	Aspen	•	•	•				927	2.5	5
3	3	Eric Koepf	Milestone Group	Denver		•	•				1785	10	20
4	8	Paul Kropatsch	Ameriprise Financial	Thornton	•	•					1390	0.42	1.3
5	4	Melissa Corrado-Harrison	Merrill Lynch PBIG	Denver		•	•				1805	25	50
6	5	Mark J. Smith	Raymond James	Greenwood Village	•	•					769	1.6	2.1
7	6	Carl Hoover	Merrill Lynch Wealth Mgmt	Denver		•	•				2447	12	15
8	12	Mark R. Brown	LPL Financial Svcs	Denver		•	•				888	7.5	13.3
9	9	Bruce Lang	Wells FiNet	Littleton	•	•	•	•	•	•	4138	5	7.5
10	7	Scott Thisted	Merrill Lynch Wealth Mgmt	Denver		•	•				2447	12	15
11	14	Brad Bickham	Sargent Bickham Lagudls	Boulder	•	•	•	•			946	2.3	3.5
12	10	Donna Di Ianni	Merrill Lynch Wealth Mgmt	Aspen	•	•	•				623	10	20
13	13	Frank M. Caccavallo	Wells Fargo Advisors	Boulder	•	•	•				800	1.8	8
14	16	Joseph Janiczek	Janiczek Wealth Mgmt	Greenwood Village	•	•	•				435	2.5	7
15	15	Perry Mattern	Wells Fargo Advisors	Denver	•	•	•				480	1.9	5
16	17	Terry Nugent	UBS Financial Svcs	Denver	•	•	•	•			608	3	20
17	N	Steve Booren	Prosperlon Financial Advisors	Greenwood Village	•	•					610	1.35	6
18	18	Jeff Nuttall	Wells Fargo Advisors	Denver	•	•	•	•	•		500	5	20

CONNECTICUT

1	1	Jeff Erdmann	Merrill Lynch PBIG	Greenwich		•	•	•	•		\$5,633	\$25	\$45
2	2	John W. Rafal	Essex Financial Svcs	Essex	•	•	•	•	•	•	3846	6	15
3	3	William Greco	UBS Financial Svcs	Hartford	•	•	•				4519	7	12
4	6	Rich Hassan	Deutsche Asset & Wealth Mgmt	Greenwich		•	•	•			6100	45	75
5	4	Kenneth Germann	Deutsche Asset & Wealth Mgmt	Greenwich		•	•	•			8300	28	45
6	5	Jim Fink	Deutsche Asset & Wealth Mgmt	Greenwich	•	•	•				8300	28	30
7	7	John Adams Vaccaro	Westport Resources	Westport	•	•	•			•	1281	3.97	10
8	8	Bryan Stepanian	Deutsche Asset & Wealth Mgmt	Greenwich		•	•				3100	25	100
8	8	Harold Trischman	Morgan Stanley Wealth Mgmt	Greenwich	•	•	•	•	•		1500	4	9
10	10	Thomas Vacheron	Merrill Lynch Wealth Mgmt	Fairfield	•	•	•				1152	5	15

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11	12	Ronald Weiner	RDM Financial Group	Westport	•	•	•				725	3.5	7
12	17	Dodd Koeckert	Merrill Lynch Wealth Mgmt	Stamford		•	•				1127	5	15
13	11	John Mahon	Morgan Stanley Wealth Mgmt	Greenwich	•	•	•	•	•		1525	10	15
14	13	Chip Pace	Deutsche Asset & Wealth Mgmt	Greenwich			•	•			7500	20	35
15	14	Anthony Fagella	Deutsche Asset & Wealth Mgmt	Greenwich			•	•			7500	20	35
16	26	Charles Noble III	Janney Montgomery Scott	New Haven	•	•	•			•	708	3.5	7.5
17	28	Thomas Paron	Compass Capital Mgmt	Southbury	•	•					600	0.75	1.5
18	18	Teresa Jacobsen	UBS Financial Svcs	Stamford		•	•	•	•	•	721	10	25
18	18	Carl Zuckerberg	Relyea Zuckerberg Hanson	Stamford		•	•				620	6	16
20	28	Ivan Dolgins	Merrill Lynch Wealth Mgmt	Stamford	•	•	•			•	1259	0.5	1
21	20	Thomas Lips	UBS Financial Svcs	Hartford	•	•	•				1133	5	10
22	25	Rob Giannetti	Merrill Lynch PBIG	Greenwich		•	•	•	•		5633	25	45
23	35	Peter Skaperdas	UBS Financial Svcs	Stamford		•	•	•	•		1642	20	25
24	22	Barry Coutant	Merrill Lynch Wealth Mgmt	Greenwich	•	•	•	•			914	4	8
25	30	Peter Neville	Morgan Stanley PWM	Hartford		•	•	•	•	•	1350	30	50
26	27	Andrew Kampf	Merrill Lynch Wealth Mgmt	New Haven	•	•	•	•	•	•	1699	3.5	10
27	23	Lawrence Haertel	UBS Financial Svcs	Greenwich	•	•	•				718	2.5	5
28	21	David E. Goodwin	Merrill Lynch Wealth Mgmt	Hartford	•	•	•	•			512	6	10
28	N	Peter Chieco	Morgan Stanley Wealth Mgmt	Greenwich	•	•	•	•		•	1202	5	15
30	31	Harrison "Cal" Buxton	UBS PWM	New London	•	•	•				2146	2	3
31	34	Michael Freeburg	Greenwich Wealth Mgmt	Greenwich		•	•				1697	10	25
32	33	Thomas Mantione	UBS PWM	Stamford		•	•				1108	15	25
33	N	Phil Fiore	UBS Financial Svcs	Stamford	•	•	•			•	8000	5	10
34	36	Robert Outtrim	Merrill Lynch Wealth Mgmt	New Haven	•	•	•			•	972	3	5
35	32	James Noonan	Merrill Lynch Wealth Mgmt	New London	•	•	•			•	385	2	5
36	N	Jim Iannazzo	Merrill Lynch Wealth Mgmt	Stamford	•	•	•				486	3	5

D.C

1	1	Marvin McIntyre	Morgan Stanley Wealth Mgmt	Washington	•	•	•	•	•	•	\$3,747	\$5	\$25
2	3	John M. Williams	Morgan Stanley PWM	Washington		•	•	•	•		3700	20	35
3	14	James New	Credit Suisse Securities	Washington		•	•	•	•		710	10	20
4	4	Michael O'Neill	Morgan Stanley PWM	Washington		•	•			•	1516	20	30
5	6	Tom Rietano	Merrill Lynch Wealth Mgmt	Washington	•	•	•	•			3577	4	8
6	7	Brett Anthony	Morgan Stanley Wealth Mgmt	Washington		•	•	•		•	3430	10	20
7	10	William Slater III	Merrill Lynch PBIG	Washington		•	•				1202	8.5	15
8	5	Christopher S. Sargent	Wells Fargo Advisors	Washington	•	•	•	•			875	3	5
8	12	Jim Wohlgemuth	Morgan Stanley PWM	Washington		•	•				633	15	25
10	8	Trevor Nelson	Merrill Lynch Wealth Mgmt	Washington		•	•			•	3577	4	8
11	17	Richard Harris	Deutsche Asset & Wealth Mgmt	Washington		•	•	•		•	2319	7	20
12	N	Paul Goree III	Merrill Lynch Wealth Mgmt	Washington	•	•	•				970	3.5	6
13	16	Keith Apton	UBS Financial Svcs	Washington		•	•				808	5	10
14	21	Todd Kingsley	Deutsche Asset & Wealth Mgmt	Washington		•	•	•		•	2319	7	20
15	20	HL Trip McLaughlin III	Morgan Stanley Wealth Mgmt	Washington		•	•	•		•	3430	10	20
16	15	Barry Haffner	UBS Financial Svcs	Washington		•	•				636	5	7

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
17	8	John Reim	Morgan Stanley PWM	Washington		•	•			•	817	10	20
18	18	Perry Trimble	Deutsche Asset & Wealth Mgmt	Washington			•	•		•	944	8	20
18	18	Michael Kirvan	Merrill Lynch Wealth Mgmt	Washington	•	•	•				637	1.6	7.5
20	22	David Stuart	Morgan Stanley Wealth Mgmt	Washington	•	•	•				651	1.75	3
21	N	Michael Freiman	Morgan Stanley Wealth Mgmt	Washington	•	•		•			964	0.87	2.5
22	N	Tripp Shreves	Wells Fargo Advisors	Washington	•	•	•	•	•	•	2100	3	7
23	N	Sandra Cunningham	UBS Financial Svcs	Washington		•	•			•	1,151	15	50
24	24	James (J.J.) King	Merrill Lynch PBIG	Washington		•	•				1202	8.5	15

DELAWARE

1	1	Cynthia Hewitt	Merrill Lynch Wealth Mgmt	Wilmington	•	•	•				\$1,221	4.5	10.5
2	2	Kimberlee Orth	Ameriprise Financial	Wilmington	•	•	•			•	1168	3.47	9.79
3	3	Donald DeWees Sr	Wells Fargo Advisors	Greenville	•	•	•	•		•	1126	1.5	3.5
4	6	Donald DeWees Jr	Wells Fargo Advisors	Greenville	•	•	•	•		•	1126	1.5	3.5
5	5	Thomas Weisenfels	Merrill Lynch Wealth Mgmt	Wilmington	•	•					365	1.3	2.3
6	4	Michael Koppenhaver	Merrill Lynch Wealth Mgmt	Dover	•	•	•	•	•		531	1.5	4.5

FLORIDA

1	5	Patrick Dwyer	Merrill Lynch PBIG	Miami			•				\$2,489	\$25	\$50
2	2	Thomas Moran	Wells Fargo Advisors	Naples	•	•	•	•		•	2875	5	20
3	4	Louis Chiavacci	Merrill Lynch PBIG	Coral Gables			•	•			2945	35	75
4	7	Clarke Lemons	WaterOak Advisors	Winter Park	•	•	•	•		•	1351	2.5	5
5	6	Adam Carlin	Morgan Stanley PWM	Coral Gables		•	•				1978	14	20
6	8	Don d'Adesky	Morgan Stanley Wealth Mgmt	Boca Raton	•	•	•				3116	3	10
7	10	William King	Merrill Lynch Wealth Mgmt	Vero Beach		•	•	•	•	•	1583	7	10
8	16	Charles Mulfinger II	Graystone Consulting	Tampa	•	•	•			•	4846	5.4	8
8	11	Sal Tiano	J.P. Morgan Securities	Palm Beach		•	•				1100	10	25
10	12	Michael Nickler	Morgan Stanley Wealth Mgmt	West Palm Beach	•	•	•				1058	5	10
11	8	Kurt Sylvia	UBS PWM	Palm Beach		•	•	•		•	1485	20	45
12	15	Christopher Aitken	Merrill Lynch PBIG	Ponte Vedra Beach		•	•	•			950	25	40
13	23	Andrew Schultz	Morgan Stanley Wealth Mgmt	Miami Beach		•	•				1050	7.5	10
14	18	George Dunn	Merrill Lynch Wealth Mgmt	Ponte Vedra Beach		•	•	•	•	•	1071	40	40
15	14	Peter Bermont	Raymond James	Coral Gables		•	•	•	•		1173	9	21
16	18	Bob Edwards	Wells Fargo Advisors	Naples	•	•	•	•		•	2875	5	20
17	21	Sean Fetterman	UBS Financial Svcs	Boca Raton		•	•				1879	17	27
18	13	Patrick Passarelle	Morgan Stanley Wealth Mgmt	Boca Raton	•	•	•	•	•		990	6	12
18	17	Barry Rubin	Merrill Lynch Wealth Mgmt	Delray Beach		•	•				858	3.85	8
20	25	Michael McCain	Wells Fargo Advisors	Naples	•	•	•				1129	5	10
21	24	Ken Burke	Merrill Lynch Wealth Mgmt	Heathrow	•	•	•				978	10	14
22	20	Ed Ventrice	BV Group I Oppenheimer	Boca Raton	•	•	•				1430	10	25
23	22	Michael Bober	BV Group I Oppenheimer	Boca Raton	•	•	•				1430	10	25
24	36	V. Raymond Ferrara	Provlse Mgmt Group	Clearwater	•	•	•	•		•	1138	1	3
25	N	Santiago Ulloa	WE Family Offices	Miami			•				3245	51.43	100
26	26	James Mahoney	UBS Financial Svcs	Palm Beach		•	•	•			585	15	25

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
27	31	Robert Doyle	Doyle Wealth Mgmt	St. Petersburg	•	•	•				557	0.45	1.17
28	30	Margaret Starnier	Raymond James	Coral Gables	•	•	•	•			612	4	6
28	N	Louise Armour	J.P. Morgan Securities	West Palm Beach		•	•	•			1556	13	17
30	37	Eric Glasband	Merrill Lynch Wealth Mgmt	Boca Raton	•	•	•	•	•	•	822	3.53	10
31	28	Joel Kasewitz	Credit Suisse Securities	West Palm Beach	•	•	•				721	5	10
32	N	John Elwaw	Morgan Stanley Wealth Mgmt	Miami	•	•	•				1100	5	25
33	33	John Thorsen	Raymond James	Orlando	•	•	•				497	1	2
34	28	Richard Altieri	Morgan Stanley Wealth Mgmt	Boca Raton	•	•	•				1291	5	20
35	N	Todd Moll	Raymond James	Fort Lauderdale		•	•			•	1400	4	8
36	32	William Merriam	Merrill Lynch Wealth Mgmt	Jacksonville	•	•	•	•	•	•	742	1.7	5
37	38	Mickey Silverman	Raymond James	Boca Raton	•	•	•	•			1150	5	30
38	35	Stephen Bloch	Morgan Stanley Wealth Mgmt	Aventura	•	•	•			•	4725	3	5
38	34	Steven Wagner	Merrill Lynch PBIG	Aventura		•	•	•			1394	25	50
40	41	Gregory Pollock	Merrill Lynch Wealth Mgmt	Viera	•	•	•				703	3	5
41	27	William S. Calabretta	Morgan Stanley Wealth Mgmt	Boca Raton	•	•	•				1291	5	20
42	43	Thomas Cleary	UBS Financial Svcs	Orlando	•	•	•	•		•	1100	3	5
43	N	Michael Barron	UBS Financial Svcs	Palm Beach	•	•	•				610	1.5	3
44	39	Matt Kilgroe	UBS Financial Svcs	St. Petersburg	•	•	•				842	5	10
45	40	Mark Elliott	Wells Fargo Advisors	Palm Beach	•	•	•	•		•	606	1.5	4
46	N	Hank Boyce	UBS Financial Svcs	Aventura		•	•				1615	24	30
47	46	Jared Kaplan	UBS Financial Svcs	Coral Gables		•	•			•	1610	25	50
48	47	Ghislain Gouraige	UBS Financial Svcs	Coral Gables		•	•			•	1610	25	50
49	75	Neil A. Fox	Morgan Stanley Wealth Mgmt	Boca Raton	•	•	•			•	2600	4	10
50	56	Steven Reznik	Raymond James	Tallahassee	•	•	•				364	2	3
51	45	Marc Walters	Morgan Stanley Wealth Mgmt	Tampa	•	•	•				679	1.7	2.3
52	42	Charles Ragland	Wells Fargo Advisors	West Palm Beach	•	•	•				550	2	4
53	54	Meg Green	Meg Green & Associates	Miami		•	•		•	•	1020	3	7.5
54	N	Jeff Camarda	Camarda Wealth Advisory Group	Fleming Island	•	•	•				241	1	3
55	51	Mark Miller	Merrill Lynch Wealth Mgmt	Boca Raton	•	•	•				709	2	5
56	N	J. Thomas Smith	UBS PWM	Palm Beach	•	•	•			•	770	10	15
57	58	Conrad Santiago	Ameriprise Financial	Orlando	•	•					491	0.35	1.5
58	53	Nadine Miller	Morgan Stanley Wealth Mgmt	Miami	•	•	•				442	1.19	5.85
59	N	Adam Rosenfeld	Merrill Lynch Wealth Mgmt	Miami		•	•				651	15	100
60	52	Gregory O'Hare	Merrill Lynch PBIG	Palm Beach		•	•			•	504	15	30
61	79	David Fox	Morgan Stanley Wealth Mgmt	Boca Raton	•	•	•			•	2600	4	10
62	61	Chris Garvin	UBS Financial Svcs	Fort Lauderdale	•	•	•				656	2	5
63	84	Nelson Faro	Morgan Stanley Wealth Mgmt	Aventura	•	•	•			•	4725	3	5
64	N	Thais Piotrowski	Ameriprise Financial	Boca Raton	•	•					726	0.6	1.2
65	50	Michael Denti	Merrill Lynch PBIG	Naples		•	•				3261	10	50
66	49	Aimee de Mariano Cogan	Morgan Stanley Wealth Mgmt	Sarasota		•	•	•	•		690	10	25
67	70	Daryn Pingleton	Merrill Lynch Wealth Mgmt	West Palm Beach	•	•	•				494	2.5	4
68	N	Michael Landsberg	Landsberg Bennett PWM	Punta Gorda	•	•	•				476	1.75	2
69	69	Michael Shapiro	Morgan Stanley Wealth Mgmt	Boca Raton	•	•	•				669	1.75	3
70	81	Michael Brener	Merrill Lynch Wealth Mgmt	Aventura		•	•				1067	6.25	9

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
71	65	Miguel Viyella	Wells Fargo Advisors	Miami		.	.			.	691	12	20
72	60	Jason Stephens	UBS Financial Svcs	Naples		.	.				615	7	10
73	83	Myron Stay man	Merrill Lynch Wealth Mgmt	Aventura		.	.				1067	6.25	9
74	N	Sam Moshe	Merrill Lynch Wealth Mgmt	Miami	.	.	.				457	5	15
75	N	Wann Robinson	Edward Jones	Invemess	.	.					558	0.43	0.43
76	59	A. Perry Chappell	Merrill Lynch Wealth Mgmt	Jacksonville	.	.	.				1253	5	10
77	71	Elbert Bledsoe	Merrill Lynch Wealth Mgmt	Jacksonville	.	.	.				834	3	5
78	77	Keith Jacoby	Wells Fargo Advisors	Naples	.	.	.				581	5	7
79	76	Jesus Romero	Merrill Lynch Wealth Mgmt	Aventura		.	.				453	5.46	5.46
80	73	Adam Fetterman	UBS Financial Svcs	Boca Raton		.	.				1879	17	27
81	80	Raymond McGovern	Merrill Lynch Wealth Mgmt	Fort Walton Beach	.	.	.	.	.	.	604	2.5	5
82	66	Richard Marcatos	UBS Financial Svcs	Clearwater	.	.	.				551	1.5	4
83	57	Edward Wojcik	Merrill Lynch Wealth Mgmt	Winter Park	.	.	.			.	751	3	3.5
84	N	Thomas Ruggie	Ruggie Wealth Mgmt	Tavares	.	.	.			.	556	1.1	2.5

GEORGIA

1	1	Rod Westmoreland	Merrill Lynch PBIG	Atlanta		.	.				\$3,573	\$30	\$45
2	5	James Hansberger	Morgan Stanley Wealth Mgmt	Atlanta	.	.	.				2.45	1.5	40
3	N	Robert Balentine	Balentine	Atlanta		.	.	.	.	.	1894	9	25
4	2	Brian Frank	Morgan Stanley Wealth Mgmt	Atlanta		.	.	.			1650	5	20
5	3	Keith Mericka	UBS PWM	Atlanta		.	.				2210	25	50
6	4	David Higgins	Merrill Lynch PBIG	Atlanta		.	.	.		.	3101	35	50
7	8	Buck Wiley III	Merrill Lynch PBIG	Atlanta		.	.	.	.		1366	20	25
8	7	Ron Hughes	Merrill Lynch PBIG	Atlanta		.	.				1122	42.5	47.5
9	10	Bert Ponder	Merrill Lynch PBIG	Atlanta		.	.	.	.		3101	30	35
10	6	Ronald Hart	Morgan Stanley Wealth Mgmt	Atlanta	.	.	.	.			2113	7.5	50
11	11	John Montgomery	UBS PWM	Atlanta		.	.	.			1000	20	40
12	N	Erik Bjerke	Merrill Lynch Wealth Mgmt	Atlanta	.	.	.	.	.	.	164919	10	25
13	N	Andy Berg	Homrich Berg	Atlanta	.	.	.				3858	3	7
14	22	Charles Doty	Asset Preservation Advisors	Atlanta	.	.	.				1956	2.4	15
15	18	Allen Wright	UBS Financial Svcs	Atlanta		.	.	.	.	.	2978	50	50
16	24	Van Price	UBS PWM	Atlanta		.	.	.		.	4330	20	50
17	N	David Mack	Merrill Lynch Wealth Mgmt	Atlanta	.	.	.	.	.	.	164919	10	25
18	17	Wes Moss	Capital Investment Advisors	Atlanta	.	.					1315	1.2	1.7
19	20	W. Earle Dodd III	UBS Financial Svcs	Atlanta		.	.	.	.	.	5600	300	300
20	13	Al Parker	Morgan Stanley PWM	Atlanta		.	.	.			1400	75	100
21	14	Cooper Pulliam	Morgan Stanley PWM	Atlanta		.	.	.			1400	75	100
22	21	Michael Hines	Raymond James	Atlanta	.	.	.			.	553	2	3.5
23	26	James E. Jowers Jr.	Merrill Lynch PBIG	Atlanta		.	.				2511	30	35
24	23	Graham Roberts	Morgan Stanley Wealth Mgmt	Atlanta	.	.	.			.	1365	5	10
25	25	Roger S. Green	Cetera Advisors	Duluth	.	.					387	0.35	0.6
26	12	Gene Henssler	Henesler Financial	Kennesaw	.	.				.	1565	1.05	1.84
27	N	Justin Ryan	UBS PWM	Atlanta		.	.	.			647	75	100
28	28	Timothy Dod	Credit Suisse Securities	Atlanta		.	.	.		.	1580	28	35

15	14	Name	Firm	City	Individ- uals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net Worth (\$10m+)	Founda- tions	Endow- ments	Institu- tional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
28	28	Craig Robson	Merrill Lynch Wealth Mgmt	Atlanta	.	.	.				1131	4.4	5
30	N	Harris Gignilliat	UBS Financial Svcs	Atlanta		.	.	.	.	.	2146	6.6	6.6

HAWAII

1	2	Alan Kodama	Ameriprise Financial	Honolulu	.						\$242	\$0.3	\$1.2
2	1	Christina Hom	Morgan Stanley Wealth Mgmt	Honolulu	.	.	.	.	.	.	1019	2	3.1
3	3	Peter Backus	Morgan Stanley Wealth Mgmt	Honolulu	.	.	.	.	.	.	1350	2	5
4	4	Kirk Taniguchi	Merrill Lynch Wealth Mgmt	Honolulu				.	.	.	3381	100	100
5	6	Jodi Neace Chang	UBS Financial Svcs	Honolulu	.	.					189	1	2
6	5	Robert Saracco	Merrill Lynch Wealth Mgmt	Honolulu	.	.			.		579	3	5

IDAHO

1	6	Dan Pinkerton	Pinkerton Retirement Specialists	Coeur d'Alene		.	.	.			\$505	\$1	\$3
2	5	Sandra Dalton	UBS Financial Svcs	Boise	.	.	.	.	.	.	350	3	10
3	2	Uwe Mark Ruttker	Merrill Lynch Wealth Mgmt	Boise	.	.	.				600	3.75	7.5
4	3	Dean Seibel	Edward Jones	Twin Falls	.	.		.			366	0.49	1
5	N	Andy Dodson	Edward Jones	Nampa	.	.	.				256	0.35	0.5
6	N	Mark Daly	Wells Fargo Advisors	Boise	.	.	.				317	2	4

ILLINOIS

1	1	Steven Hefter	Wells Fargo Advisors	Deerfield		.	.				\$4,700	\$10	\$30
2	2	Steven Weinstein	Altair Advisers	Chicago		.	.				4045	10	20
3	3	John Ver Bockel	Merrill Lynch PBIG	Chicago		.	.				5659	32	60
4	4	Scott Magnesen	Morgan Stanley Wealth Mgmt	Oak Brook	.	.	.				2402	1	3
5	6	Raj Bhatia	Merrill Lynch PBIG	Chicago		.	.	.	.		1.3	15	25
6	N	Brian Hahn	Neuberger Berman	Chicago		.	.				1277	20	50
7	7	Paul Tashima	UBS Financial Svcs	Chicago		.	.	.	.	.	23353	77	250
8	5	Maureen Raihle	Merrill Lynch PBIG	Chicago		.	.				5659	32	60
8	-	Michael Gallagher	Morgan Stanley Wealth Mgmt	Chicago	.	.	.		.		4290	3	5
10	21	Louis Paster	UBS Financial Svcs	Chicago		.	.	.	.	.	23353	77	250
11	11	James M. Moriarity	Morgan Stanley PWM	Chicago		.	.	.	.	.	2.2	30	50
12	N	James Mabie	William Blair	Chicago	.	.	.		.		1198	2.5	6
13	12	Richard Burrige Jr.	RMB Capital Mgmt	Chicago	.	.	.				4238	3	6
14	14	Frederick Paulman	RMB Capital Mgmt	Chicago	.	.	.				4238	3	6
15	13	Bruce Lee	Merrill Lynch PBIG	Chicago	.	.	.	.			1379	50	100
16	18	Jack Doerge	Morgan Stanley PWM	Chicago		.	.				1150	30	40
17	8	Ajay Desai	UBS PWM	Chicago		.	.				1500	20	50
18	17	Andrew Griffo	Morgan Stanley Wealth Mgmt	Chicago	.	.	.				3157	5	10
19	18	Sharon Oberlander	Merrill Lynch Wealth Mgmt	Chicago		.	.				1053	5	12
20	20	Matthew Dillig	HighTower	Chicago		.	.	.			1400	35	50
21	25	Tom Kilborn	Merrill Lynch Wealth Mgmt	Northbrook	.	.	.				779	3	5
22	N	Thomas Salvino	William Blair	Chicago	.	.	.	.	.	.	735	3.75	10
23	15	Mark Birringer	Morgan Stanley PWM	Chicago		.	.				5400	40	100
24	16	John Joyce	Morgan Stanley PWM	Chicago		.	.				5400	40	100

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25	24	Kyle Chudom	Morgan Stanley Wealth Mgmt	Oak Brook	•	•	•				690	1	2.5
26	N	Benjamin Klein	Merrill Lynch Wealth Mgmt	Northbrook	•	•	•				748	3	5
27	22	James Oberheide	Morgan Stanley PWM	Chicago		•	•	•			1824	35	75
28	37	Shawn Parker	Ameriprise Financial	Schaumburg	•	•	•				1220	0.9	3.25
29	53	Rod Loewenthal	Merrill Lynch Wealth Mgmt	Northbrook	•	•	•				739	4	6
30	26	Mark Thorndyke	Merrill Lynch Wealth Mgmt	Chicago	•	•	•				977	3.5	7
31	30	Jay Maltby	UBS PWM	Chicago		•	•				1165	6	10
32	34	David Wright	Merrill Lynch PBIG	Chicago		•	•	•	•		2036	25	35
33	27	F. Michael Covey III	UBS PWM	Chicago		•	•				2750	30	50
34	N	Mark Wiktor	UBS PWM	Chicago	•	•	•				2750	30	50
35	36	Scott Matzelle	Morgan Stanley PWM	Chicago		•	•				875	25	45
36	38	Ted Davis	UBS Financial Svcs	Oakbrook Terrace	•	•					655	1.4	2
37	32	Michael Schaffer	Wells Fargo Advisors	Lake Forest	•	•	•	•	•		1244	15	25
38	41	Joseph Kartheiser	Morgan Stanley Wealth Mgmt	Chicago		•	•				1220	5	15
39	N	David Tracy	Credit Suisse Securities	Chicago		•	•		•	•	2000	20	25
40	39	David Kinnear	Wells Fargo Advisors	Chicago		•	•				521	5	30
41	N	Jeff Moster	Credit Suisse Securities	Chicago		•	•				892	15	50
42	46	Russell McLean	Wells Fargo Advisors	Oak Brook	•	•	•				950	2.9	5.5
43	48	Brad DeHond	Morgan Stanley PWM	Chicago		•	•	•	•	•	2200	30	50
44	40	Michael Cohen	Morgan Stanley Wealth Mgmt	Chicago	•	•					1320	1	1.5
45	42	Brent Brodeski	Savant Capital Mgmt	Rockford	•	•	•			•	4035	1.25	3
46	54	David Sheppard	Merrill Lynch Wealth Mgmt	Deer Park		•	•				558	4.1	6
47	44	Robert Lanigan	Morgan Stanley PWM	Chicago			•				1654	50	100
48	N	Dan Hoffmann	Morgan Stanley Wealth Mgmt	Chicago	•	•					2454	1.75	2.5
49	45	Benjamin Leshem	Wells Fargo Advisors	Deerfield		•	•				4700	10	30
50	35	Mark Schwartz	UBS PWM	Chicago	•	•	•				844	5	15
51	49	Joseph Silich	Morgan Stanley Wealth Mgmt	Chicago		•	•				846	7	12
52	51	Maury Fertig	Relative Value Partners	Northbrook		•	•			•	972	3.6	18
53	55	Sean Lannan	Morgan Stanley Wealth Mgmt	Chicago	•	•					2454	1.75	2.25
54	60	Bruce Becker	Morgan Stanley Wealth Mgmt	Chicago		•	•		•	•	690	7.5	25
55	47	Ronald Stenger	Morgan Stanley Wealth Mgmt	Oak Brook	•	•					512	1.1	3
56	N	Kathleen Roeser	Morgan Stanley Wealth Mgmt	Chicago		•	•	•		•	803	6	8
57	N	David Wilkinson	Morgan Stanley PWM	Chicago		•	•				639	30	35
58	N	David Heide	Wells Fargo Advisors	Palos Heights	•	•					442	1	5
59	58	Thomas Rice	UBS Financial Svcs	Northbrook	•	•	•				703	2.5	4.5
60	59	Christopher Garrity	Merrill Lynch Wealth Mgmt	Northbrook	•	•	•				1271	3	5

INDIANA

1	1	Thomas Buck	Merrill Lynch Wealth Mgmt	Indianapolis	•	•	•			•	\$1,513	\$7	\$10
2	3	Martin Gregor	Merrill Lynch PBIG	Indianapolis			•	•	•	•	4356	30	60
3	5	Wm. Craig Dobbs	Graystone Consulting	Indianapolis			•			•	16645	134.24	275
4	4	John Cate	Merrill Lynch Wealth Mgmt	Indianapolis		•	•			•	6265	3	5
5	2	Eric Payne	Merrill Lynch Wealth Mgmt	Indianapolis	•	•	•	•	•		1718	3.5	7.5
6	11	John Perry	Morgan Stanley Wealth Mgmt	Indianapolis	•	•	•				945	10	25

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
7	6	Brian Cooke	Wells Fargo Advisors	Indianapolis	.	.	.	.	.	.	1500	2.25	5.5
8	7	Chris Cooke	Wells Fargo Advisors	Indianapolis	.	.	.	.	.	.	1500	2.25	5.5
9	9	Christopher Moore	Ameriprise Financial	Fort Wayne	.	.	.	.	.	.	831	1.7	2.6
10	12	Christopher Jacobs	Merrill Lynch PBIG	Indianapolis	.	.	.	.	.	.	4356	30	60
11	13	Adam Estes	Hilliard Lyons	Bloomington	.	.	.	.	.	.	840	0.55	2
12	18	Jonathan Klausner	Morgan Stanley Wealth Mgmt	Indianapolis	.	.	.	.	.	.	2783	4.5	8
13	8	Richard Searles	Merrill Lynch Wealth Mgmt	Indianapolis	.	.	.	.	.	.	887	7	7
14	N	John Duffy	Morgan Stanley Wealth Mgmt	Indianapolis	.	.	.	.	.	.	2783	4.5	8
15	14	Matthew Burton	Merrill Lynch Wealth Mgmt	Indianapolis	.	.	.	.	.	.	6265	3	5
16	10	Ron Mencias	Merrill Lynch Wealth Mgmt	Indianapolis	.	.	.	.	.	.	1718	3.5	7.5
17	16	Kevin McMullen	Merrill Lynch Wealth Mgmt	Indianapolis	.	.	.	.	.	.	429	1.56	1.76
18	17	Carleton Evans	Merrill Lynch Wealth Mgmt	Indianapolis	.	.	.	.	.	.	548	2.9	3.5

IOWA

1	1	Kevin Timmerman	Steele Capital Mgmt	Dubuque	.	.	.	.	.	.	\$1,497	\$0.75	\$2.5
2	3	Matthew Fryar	Wells Fargo Advisors	Des Moines	.	.	.	.	.	.	603	4	5
3	2	Keith Swanson	Morgan Stanley PWM	West Des Moines	.	.	.	.	.	.	655	7	15
4	5	Jeffrey Brandt	Ameriprise Financial	Fort dge	.	.	.	.	.	.	560	1	3.5
5	N	Timothy Finucan	Edward Jones	Webster City	.	.	.	.	.	.	429	1	15
6	6	James C. Spooner	UBS Financial Svcs	West Des Moines	.	.	.	.	.	.	1100	0.5	2

KANSAS

1	1	Peter Mallouk	Creative Planning	Leawood	.	.	.	.	.	.		\$1.5	\$5.2
2	6	Martin Bicknell	Mariner Holdings/Wealth Adv	Leawood	.	.	.	.	.	.	35042	4	20
3	3	Scott D. Ferguson	Morgan Stanley Wealth Mgmt	Leawood	.	.	.	.	.	.	540	4	7
4	3*	Tom Freeman	UBS Financial Svcs	Leawood	.	.	.	.	.	.	1140	4	15
5	5	Kent Donley	Edward Jones	Olathe	.	.	.	.	.	.	549	1.17	1.22
6	N	Richard Homuth	Merrill Lynch Wealth Mgmt	Leawood	.	.	.	.	.	.	762	6	8

KENTUCKY

1	1	Barry Barlow	Merrill Lynch Wealth Mgmt	Louisville	.	.	.	.	.	.	\$617	\$3	\$7.5
2	3	Mark Switow	UBS PWM	Louisville	.	.	.	.	.	.	551	5	25
3	2	Pete Mahurin	Hilliard Lyons	Bowling Green	.	.	.	.	.	.	1135	0.9	1
4	8	Travis Musgrave	Merrill Lynch Wealth Mgmt	Lexington	.	.	.	.	.	.	430	3	5
5	5	Jill Bradley	Wells Fargo Advisors	Louisville	.	.	.	.	.	.	401	15	3
6	9	Thomas Perrone	Morgan Stanley Wealth Mgmt	Louisville	.	.	.	.	.	.	595	0.77	1.35
7	6	Mark Lamkin	Lamkin Wealth Mgmt	Louisville	.	.	.	.	.	.	425	0.75	3
8	4	Mitch Settle	Hilliard Lyons	Owensboro	.	.	.	.	.	.	432	0.5	14
9	N	Douglas Kisker	Ameriprise Financial	Crestview Hills	.	.	.	.	.	.	353	15	2.5
10	10	Edmund Nasief Jr.	UBS Financial Svcs	Louisville	.	.	.	.	.	.	565	5	8
11	7	Scott Kelly	Merrill Lynch Wealth Mgmt	Louisville	.	.	.	.	.	.	1160	30	50
12	N	Dean M. Donohue	Ameriprise Financial	Louisville	.	.	.	.	.	.	420	15	2.5

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
LOUISIANA													
1	1	Edwin Rodriguez Jr.	Merrill Lynch Wealth Mgmt	New Orleans	.	.	.	.			\$2,935	\$15	\$20
2	N	Charles Simmons	Ameriprise Financial	Metairie	.	.	.			.	1576	0.75	18
3	2	Rob Bickham	UBS Financial Svcs	New Orleans/Houston		.	.	.	.	.	7380	75	75
4	3	James Spiro	Morgan Stanley Wealth Mgmt	New Orleans	.	.	.				1702	0.9	1
5	6	G. Andrew Ahrens	Ahrens Investment Partners	Lafayette	.	.	.			.	775	1.75	3
6	N	Curtis Eustis	Merrill Lynch Wealth Mgmt	New Orleans		.	.	.	.	.	1944	10	25
MAINE													
1	5	Jeremiah Burns	Morgan Stanley Wealth Mgmt	Portland	.	.	.		.	.	\$475	\$7.5	\$10
2	1	Robert C. Allen	UBS Financial Svcs	Bangor	.	.	.	.			474	1.25	1.75
3	2	Todd Doolan	Morgan Stanley Wealth Mgmt	Portland	.	.	.			.	335	1.75	3
4	4	Gibson Wilkes	HighTower	Portland	.	.					469	1	2
5	N	Eric Dexter	Wells Fargo Advisors	Portland	.	.				.	315	1.95	2.75
6	6	Benjamin H. Clark	UBS Financial Svcs	Portland	.	.	.			.	350	2	4.5
MARYLAND													
1	2**	Robert Scherer	Graystone Consulting	Potomac		.	.	.	.		\$6,200	\$25	\$25
2	3	Kent Pearce	Merrill Lynch Wealth Mgmt	Towson		.	.	.			1144	7	20
12	18	Jonathan Klausner	Morgan Stanley Wealth Mgmt	Indianapolis	.	.	.			.	2783	4.5	8
13	8	Richard Searles	Merrill Lynch Wealth Mgmt	Indianapolis	.	.	.	.	.	.	887	7	7
14	N	John Duffy	Morgan Stanley Wealth Mgmt	Indianapolis	.	.	.			.	2783	4.5	8
15	14	Matthew Burton	Merrill Lynch Wealth Mgmt	Indianapolis		.	.			.	6265	3	5
16	10	Ron Mencias	Merrill Lynch Wealth Mgmt	Indianapolis	.	.	.	.	.		1718	3.5	7.5
17	16	Kevin McMullen	Merrill Lynch Wealth Mgmt	Indianapolis	.	.					429	1.56	1.76
18	17	Carleton Evans	Merrill Lynch Wealth Mgmt	Indianapolis	.	.	.				548	2.9	3.5
IOWA													
1	1	Kevin Timmerman	Steele Capital Mgmt	Dubuque	.	.				.	\$1,497	\$0.75	\$2.5
2	3	Matthew Fryar	Wells Fargo Advisors	Des Moines		.	.	.			603	4	5
3	2	Keith Swanson	Morgan Stanley PWM	West Des Moines		.	.			.	655	7	15
4	5	Jeffrey Brandt	Ameriprise Financial	Fort dge	.	.					560	1	3.5
5	N	Timothy Finucan	Edward Jones	Webster City	.	.					429	1	15
6	6	James C. Spooner	UBS Financial Svcs	West Des Moines	.	.	.	.		.	1100	0.5	2
KANSAS													
1	1	Peter Mallouk	Creative Planning	Leawood	.	.	.				\$12,106	\$1.5	\$5.2
2	6	Martin Bicknell	Mariner Holdings/Wealth Adv	Leawood	.	.	.			.	35042	4	20
3	3	Scott D. Ferguson	Morgan Stanley Wealth Mgmt	Leawood		.	.				540	4	7
4	3*	Tom Freeman	UBS Financial Svcs	Leawood		.	.				1140	4	15
5	5	Kent Donley	Edward Jones	Olathe	.	.					549	1.17	1.22
6	N	Richard Homuth	Merrill Lynch Wealth Mgmt	Leawood		762	6	8

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KENTUCKY													
1	1	Barry Barlow	Merrill Lynch Wealth Mgmt	Louisville			\$617	\$3	\$7.5
2	3	Mark Switow	UBS PWM	Louisville		.	.				551	5	25
3	2	Pete Mahurin	Hilliard Lyons	Bowling Green	.	.	.			.	1135	0.9	1
4	8	Travis Musgrave	Merrill Lynch Wealth Mgmt	Lexington		.	.			.	430	3	5
5	5	Jill Bradley	Wells Fargo Advisors	Louisville	.	.	.				401	15	3
6	9	Thomas Perrone	Morgan Stanley Wealth Mgmt	Louisville	.	.			.	.	595	0.77	1.35
7	6	Mark Lamkin	Lamkin Wealth Mgmt	Louisville	.	.	.				425	0.75	3
8	4	Mitch Settle	Hilliard Lyons	Owensboro	.	.	.				432	0.5	14
9	N	Douglas Kisker	Ameriprise Financial	Crestview Hills	.	.	.				353	15	2.5
10	10	Edmund Nasief Jr.	UBS Financial Svcs	Louisville	.	.	.			.	565	5	8
11	7	Scott Kelly	Merrill Lynch Wealth Mgmt	Louisville	.	.		.		.	1160	30	50
12	N	Dean M. Donohue	Ameriprise Financial	Louisville	.	.				.	420	15	2.5
LOUISIANA													
1	1	Edwin Rodriguez Jr.	Merrill Lynch Wealth Mgmt	New Orleans	.	.	.	.			\$2,935	\$15	\$20
2	N	Charles Simmons	Ameriprise Financial	Metairie	.	.	.			.	1576	0.75	18
3	2	Rob Bickham	UBS Financial Svcs	New Orleans/ Houston		.	.	.	.	.	7380	75	75
4	3	James Spiro	Morgan Stanley Wealth Mgmt	New Orleans	.	.	.				1702	0.9	1
5	6	G. Andrew Ahrens	Ahrens Investment Partners	Lafayette	.	.	.			.	775	1.75	3
6	N	Curtis Eustis	Merrill Lynch Wealth Mgmt	New Orleans		.	.	.	.	.	1944	10	25
MAINE													
1	5	Jeremiah Burns	Morgan Stanley Wealth Mgmt	Portland	.	.	.		.	.	\$475	\$7.5	\$10
2	1	Robert C. Allen	UBS Financial Svcs	Bangor	.	.	.	.			474	1.25	1.75
3	2	Todd Doolan	Morgan Stanley Wealth Mgmt	Portland	.	.	.			.	335	1.75	3
4	4	Gibson Wilkes	HighTower	Portland	.	.					469	1	2
5	N	Eric Dexter	Wells Fargo Advisors	Portland	.	.				.	315	1.95	2.75
6	6	Benjamin H. Clark	UBS Financial Svcs	Portland	.	.	.			.	350	2	4.5
MARYLAND													
1	2**	Robert Scherer	Graystone Consulting	Potomac		.	.	.	.		\$6,200	\$25	\$25
2	3	Kent Pearce	Merrill Lynch Wealth Mgmt	Towson		.	.	.			1144	7	20
3	5	Leo Kelly	HighTower	Hunt Valley	.	.	.		.	.	1326	5	10
4	4	Greg Hurlbrink	Morgan Stanley Wealth Mgmt	Baltimore	.	.	.	.	.	.	1625	5.5	15
5	2	Barry Garber	Deutsche Asset & Wealth Mgmt	Baltimore		.	.	.	.	.	2300	15	25
6	6	Larry Boggs	Wells Fargo Advisors	Cumberland	.	.	.				1144	3	5
7	7	E. Geoffrey Sella	SPC Financial	Rockville	.	.					640	0.68	1
8	9	Joseph Jacques	Jacques Financial	Rockville	.	.			.		625	0.75	1.5
9	11	Neal Simon	Highline Wealth Mgmt	Rockville		.	.				1336	5.6	7
10	16	Peter Dunne	Merrill Lynch Wealth Mgmt	Bethesda		.	.	.	.	.	3921	40	40
11	18	Robert Collins	Collins Inv Group (Wells FiNet)	Bethesda	.	.	.				750	3	6
12	12	Gerald Scheinker	Janney Montgomery Scott	Baltimore	973	2.75	7.5

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13	14	James Meek	Graystone Consulting	Baltimore		1348	12.5	18
14	10	Tom Hill	Morgan Stanley Wealth Mgmt	Easton	.	.	.				1020	3	7
15	20	Michael Meredith	Merrill Lynch Wealth Mgmt	Baltimore	.	.	.				1015	3	5
16	17	John Lynch	Raymond James	Fulton	.	.	.				524	1.5	5
17	N	Gregory Baker	Merrill Lynch Wealth Mgmt	Bethesda	.	.	.				752	2	4
18	19	Ronald Fishbein	Morgan Stanley Wealth Mgmt	Rockville	.	.	.				763	2.5	4
19	21	Jim Holzapfel	Wells Fargo Advisors	Hagerstown	.	.	.	.		.	738	1.5	3.5
20	22	Jonathan Murray	UBS Financial Svcs	Hunt Valley	.	.	.				790	1.1	2.5
21	13	Ross Charkatz	Graystone Consulting	Potomac		.	.	.	.		6200	25	25
22	15	Brian Kroneberger Jr.	RBC Wealth Mgmt	Hunt Valley		.	.			.	1200	2.5	4
23	N	Ann Marie Etergino	RBC Wealth Mgmt	Chevy Chase	.	.	.	.		.	731	3.5	5
24	N	William Orr	Merrill Lynch PBIG	Frederick	.	.	.	.			590	10	15

MASSACHUSETTS

1	2	Greg Miller	Wellesley Investment Adv	Wellesley	.	.	.			.	\$2,396	\$2	\$5
2	3	Raj Sharma	Merrill Lynch PBIG	Boston		.	.	.	.	.	7169	10	15
3	1	James Atwood	Merrill Lynch PBIG	Boston		.	.				4361	45	75
4	8	Daniel Wiener	Adviser Investments	Newton	.	.	.				3261	0.46	0.23
5	5	Susan Kaplan	Kaplan Financial Svcs	Newton		.	.	.			1600	3.75	10
6	9	Peter Princi	Graystone Consulting	Boston		.	.			.	3570	7.5	15
7	7	Brian Strachan	Morgan Stanley PWM	Boston		.	.	.			2495	10	20
8	6	Timothy Grimes	Grimes	Westborough		.	.				2008	3.5	7
9	4	Richard F. Connolly	Morgan Stanley Wealth Mgmt	Boston	.	.	.	.	.	.	8500	15	25
10	10	William Sullivan	UBS PWM	Boston		.	.				1864	10	25
11	N	Michael Nathanson	Colony Group	Boston	.	.	.				3769	3	8
12	N	Robert Glovsky	Colony Group	Boston	.	.	.				3769	3	8
13	12	Victor Livingstone	Morgan Stanley PWM	Boston		.	.	.	.	.	3604	25	100
14	13	Thomas Bartholomew	Bartholomew	Worcester	.	.	.			.	1338	1.5	7
15	15	Andrew Zimmerman	Morgan Stanley Wealth Mgmt	Boston	.	.	.				2000	10	25
16	14	Chuck Bean	Heritage Financial Svcs	Westwood	.	.	.				925	5	8.5
17	29	Stephen Kelliher	Morgan Stanley Wealth Mgmt	Norwell	.	.	.	.	.	.	2700	5.5	10
18	20	Drew McMorrow	Ballentine Partners	Waltham		.	.				4978	54.2	54.2
19	19	Raju Pathak	Morgan Stanley Wealth Mgmt	Boston	.	.	.			.	1317	8	15
20	21	James Geraghty	Morgan Stanley PWM	Boston		.	.	.			1410	50	60
21	18	Peter Noonan	J.P. Morgan Securities	Boston	.	.	.				1432	16	100
22	24	Gary McGuirk	Merrill Lynch PBIG	Boston		.	.				1812	25	50
23	28	Paul McCauley	Merrill Lynch PBIG	Boston		.	.				1812	28	55
24	27	P Timothy Connolly	Credit Suisse Securities	Boston	.	.	.		.	.	1656	20	50
25	N	John Spooner	Morgan Stanley Wealth Mgmt	Boston	.	.	.				1600	1	5
26	16	James Odorczuk	J.P. Morgan Securities	Boston		.	.			.	2700	5	10
27	25	Devin Condron	Morgan Stanley PWM	Boston		.	.				1015	20	50
28	23	Ross Dolgoff	J.P. Morgan Securities	Boston		.	.			.	2700	5	10
29	N	Richard Miller	Ameriprise Financial	Wellesley	.	.	.				703	0.59	1.3
30	11	Brian Mulvey	UBS Financial Svcs	Boston		.	.				450	10	25

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MICHIGAN													
1	1	Charles Zhang	Zhang Financial	Portage			\$2,097	\$3	\$5
2	N	David Kudla	Mainstay Capital Mgmt	Grand Blanc	.	.	.				1880	0.5	4
3	2	Gary Ran	Tefemus Capital Partners	Southfield	.	.	.			.	2243	7	18
4	3	Robert Stulberg	Merrill Lynch Wealth Mgmt	Bloomfield Hills	.	.	.				2290	5	7
5	6	John Kulhavi	Merrill Lynch Wealth Mgmt	Farmington Hills		.	.	.		.	1191	5	20
6	4	Dana Locniskar	Merrill Lynch PBIG	Troy		.	.				1786	11	15
7	8	Douglas lies	Merrill Lynch PBIG	Saginaw		.	.	.	.		674	5	20
8	9	Kevin Van Dyke	Bloomfield Hills Financial	Bloomfield Hills	.	.	.			.	924	2	4
9	23	Keith Rawling	Morgan Stanley Wealth Mgmt	Troy	.	.	.				1300	6	10
10	11	Michael Holycross	Graystone Consulting	Birmingham			.	.	.	.	4145	40	40
11	10	Bruce Johnson	Wells FiNet	Holland	.	.	.	.	.	.	990	2.5	6
12	16	Thomas Pursel	Merrill Lynch PBIG	Troy		.	.		.	.	1101	20	30
13	N	Richard Bloom	Bloom Asset Mgmt	Farmington Hills	.	.	.				1167	0.6	1
14	N	David Brazen	Ameriprise Financial	Troy	.	.	.				931	1.5	3
15	12	Stephen Fox	Morgan Stanley Wealth Mgmt	Troy	.	.	.				1215	10	20
16	13	Marie Vanerian	Merrill Lynch Wealth Mgmt	Troy		.	.	.		.	2843	10	25
17	22	William Messner	Graystone Consulting	Birmingham	.	.	.	.	.	.	3440	10	20
18	19	Abraham Post	Merrill Lynch Wealth Mgmt	Troy			.			.	669	3	5
19	14	Thomas Jacobs	Morgan Stanley Wealth Mgmt	Bloomfield Hills	.	.	.	.		.	700	2	5
20	25	Frank Migliazzo	Merrill Lynch PBIG	Troy		.	.	.	.	.	1099	15	25
21	30	Leon LaBrecque	LJPR	Troy	.	.	.	.		.	693	0.8	1.5
22	28	Mark Wickard	Morgan Stanley Wealth Mgmt	East Lansing			.			.	3447	175	170
23	29	Leo Stevenson	Merrill Lynch Wealth Mgmt	Wyandotte	.	.	.			.	426	0.86	1.5
24	20	David Boor	UBS Financial Svcs	Farmington Hills	.	.	.	.			740	5	10
25	21	Melissa Spickler	Merrill Lynch Wealth Mgmt	Bloomfield Hills	.	.	.			.	939	2	5
26	26	Don Gill Jr.	Morgan Stanley Wealth Mgmt	Birmingham	.	.	.				725	2.5	4
27	24	Kevin Cusack	Oppenheimer	Grand Rapids	.	.	.	.	.	.	929	3	7.6
28	N	Jon Vigi	UBS PWM	Birmingham		.	.	.		.	650	15	25
29	N	Sherri Stephens	Raymond James	Flint	.	.	.				447	1.2	3
30	N	Edward Sui	UBS Financial Svcs	Troy	.	.	.			.	1167	1	3

MINNESOTA

1	2	Peter Eckerline	Merrill Lynch Wealth Mgmt	Wayzata	.	.	.				\$1,318	\$4	\$7
2	1	Richard S. Brown	JNBA Financial Advisors	Minneapolis	.	.	.				974	1.5	2
3	6	Ross Levin	Accredited Investors	Edina		.	.				1431	3.6	5
4	5	Brad Wheelock	RBC Wealth Mgmt	St. Cloud	.	.	.	.	.		1200	3	5
5	3	Bill Stevens	Stevens Foster Financial Adv	Bloomington	.	.	.				1285	3	5
6	4	Christina Boyd	Merrill Lynch Wealth Mgmt	Wayzata		.	.			.	1255	5	10
7	7	Tom Drees	Morgan Stanley Wealth Mgmt	Bloomington		.	.				660	8	15
8	11	Michael Swenson	Merrill Lynch PBIG	Wayzata		.	.	.	.		751	17	50
9	12	Mark Joern	Ameriprise Financial	Minneapolis	.	.	.				755	0.75	2.5
10	13	Theresa Ward	Merrill Lynch Wealth Mgmt	Bloomington	.	.	.	.			742	2.5	10

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
11	17	Bennett Marks	Marks Group Wealth Mgmt	Minnetonka	•	•	•	•	•	•	655	2	5
12	9	Charles Major	UBS Financial Svcs	Minneapolis		•	•				1240	7	25
13	8	Louis Close	UBS Financial Svcs	Minneapolis		•	•				1240	7	25
14	21	Aaron M. Howe	RBC Wealth Mgmt	Wayzata	•	•	•				479	2.5	8
15	16	Jeff Hockert	Wealth Enhancement Group	Plymouth	•	•					391	0.75	2.5
16	18	Bill Sukup	LPL Financial Svcs	Woodbury	•	•					375	0.65	1.25
17	14	Scott Kauls	Merrill Lynch Wealth Mgmt	Minneapolis	•	•	•		•		464	1.9	5.5
18	15	Barbara Bencini	Merrill Lynch Wealth Mgmt	Wayzata		•	•		•		1255	5	10
19	23	Robert Cass	Wells Fargo Advisors	Bloomington	•	•	•	•	•		1187	5	10
20	22	Todd Baker	Wells Fargo Advisors	Bloomington	•	•	•	•	•		1187	5	10
21	20	Margaret Webb	Wealth Enhancement Group	Burnsville	•	•					390	1	1.5
22	19	Robert Swiller	UBS Financial Svcs	Minneapolis	•	•		•	•		413	2	10
23	N	Mark Rethlake	UBS Financial Svcs	Minneapolis	•	•	•				471	2	10
24	N	John Breon	UBS Financial Svcs	Minneapolis		•	•				494	10	20

MISSISSIPPI

1	1	Michael Dowell	Morgan Stanley Wealth Mgmt	Jackson	•	•	•	•	•		\$1,198	\$2	\$5
2	2	Bill Rush Mosby	UBS Financial Svcs	Jackson	•	•	•			•	660	1.5	4
3	3	Arthur Finkelberg	Raymond James	Ridgeland	•	•	•			•	410	1.5	2
4	N	Lynn Phillips-Gaines	Raymond James	Starkville	•	•					200	0.85	1.2
5	5	Dudley Barnes	Raymond James	Clarksdale	•	•	•				464	1	4
6	6	Scott Hudson	Wells Fargo Advisors	Meridian	•	•	•	•			401	0.25	1

MISSOURI

1	1	Michael Jefferies	UBS Financial Svcs	Kansas City	•	•	•			•	\$2,097	\$1	\$3
2	2	Bud King	UBS Financial Svcs	St. Louis	•	•	•			•	1160	5	25
3	4	Michael Moeller	Wells Fargo Advisors	Chesterfield	•	•	•	•	•	•	1125	2	3
4	N	Seth Murray	Ameriprise Financial	Springfield	•	•					1089	0.43	2
5	11	James Feuerbacher	Merrill Lynch PBIG	St. Louis	•	•	•	•	•	•	3134	30	50
6	5	Gordon Hamilton III	Morgan Stanley Wealth Mgmt	Kansas City	•	•					1200	1	1.25
7	N	Ron Penney	Ameriprise Financial	Springfield	•	•					1089	0.43	2
8	8	Robert Millner	Morgan Stanley Wealth Mgmt	St. Louis	•	•	•				680	2	5
9	6	Stephen H. Wedel	Four Seasons Wealth Mgmt	St. Louis	•	•	•	•		•	474	3.5	4.5
10	7	Jim Hise	Merrill Lynch PBIG	Kansas city		•	•				933	15	15
11	17	Kathleen Youngerman	Morgan Stanley Wealth Mgmt	Clayton	•	•	•	•		•	515	20	50
12	14	James Moore	Wells Fargo Advisors	Clayton	•	•	•			•	500	2	3
13	13	Mark Wilkins	Merrill Lynch PBIG	Clayton		•	•				528	25	50
14	9	Carol L. Rogers	Rogers Wealth Mgmt	St. Louis	•	•	•			•	395	2.2	3
15	N	Steven Hughes	UBS Financial Svcs	Kansas City	•	•	•				766	1.5	3
16	18	Mark Slocomb	Merrill Lynch Wealth Mgmt	Clayton	•	•	•			•	883	2	7
17	15	David Neihart	Wells Fargo Advisors	Kansas City	•	•	•		•		401	0.35	1.3
18	16	Robert Wamhoff	Wamhoff Fin Planning & Acct	St. Charles	•	•					381	0.4	0.6

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
MONTANA													
1	1	James B. Stack	Stack Financial Mgmt	Whitefish	•	•	•				\$1,036	\$1.5	\$5
2	2	Craig Anderson	Merrill Lynch Wealth Mgmt	Billings	•	•	•	•		•	1519	3	6
3	4	William Royer	UBS Financial Svcs	Billings	•	•	•	•		•	871	2	5
4	3	John Hedge	Merrill Lynch Wealth Mgmt	Billings	•	•	•	•		•	1519	3	6
5	N	Todd Vralsted	UBS Financial Svcs	Billings	•	•	•	•		•	871	2	5
6	5	Scott Knutson	Wells Fargo Advisors	Helena	•	•	•			•	368	1.4	6
NEBRASKA													
1	1	Ron Carson	Carson Wealth Mgmt Group	Omaha	•	•	•				\$5,782	\$5	\$10
2	3	Jonathan Beukelman	UBS Financial Svcs	Lincoln		•	•	•		•	1089	8	15
3	5	Andrew Robinson	Morgan Stanley Wealth Mgmt	Omaha	•	•	•				1100	6	8
4	4	Jason Dworak	UBS PWM	Lincoln		•	•			•	825	5	15
5	2	Todd Feltz	Feltz WealthPLAN	Omaha		•	•	•		•	1158	1	3
6	N	Dale Christenson	UBS Financial Svcs	Omaha	•	•	•	•		•	796	2	3
NEVADA													
1	1	Randy Garcia	Investment Counsel	Las Vegas		•	•			•	\$907	\$5	\$11
2	3	Deborah Danielson	Danielson Financial Group	Las Vegas	•	•	•				510	2	5
3	4	John Badwick	Morgan Stanley Wealth Mgmt	Reno		•	•	•	•	•	450	3	10
4	5	Nadine Faulis	Merrill Lynch Wealth Mgmt	Las Vegas	•	•	•	•			502	4	20
5	N	Andy Ferguson	Merrill Lynch Wealth Mgmt	Las Vegas		•	•	•			329	5	15
6	6	James Laughton Jr.	Wells Fargo Advisors	Reno	•	•	•	•			575	1	2
NEW HAMPSHIRE													
1	5	Robert Bonfiglio	Ameriprise Financial	Bedford	•	•					\$343	\$0.75	\$2.5
2	1	John Habig	Morgan Stanley Wealth Mgmt	Portsmouth	•	•	•	•			364	1	2.5
3	4	Anthony Hartigan	Merrill Lynch Wealth Mgmt	Concord	•	•	•				309	0.7	1.5
4	N	Brian Doyle	Wells Fargo Advisors	Hanover	•	•	•	•	•		401	2	5
5	N	Rob Carrigg Jr.	Merrill Lynch Wealth Mgmt	Portsmouth	•	•	•				258	1	2
6	6	P. Kevin O'Brien	Wells Fargo Advisors	Portsmouth	•	•	•				281	0.5	0.5
NEW JERSEY													
1	6	Mark Lippman	Wells Fargo Advisors	Linwood	•	•	•			•	\$1,331	\$2.5	\$4
2	2	John Micera	RBC Wealth Mgmt	Florham Park	•	•	•				950	3	10
3	9	Mark Cereezze	Macro Consulting	Parsippany	•	•	•				985	2.5	6.5
4	7	Daniel Schwartz	UBS PWM	Paramus		•	•				1472	10	20
5	5	L. Marc Shegoski	UBS Financial Svcs	Princeton		•	•	•		•	11031	55	62
6	3	David Weinerman	Morgan Stanley Wealth Mgmt	Florham Park	•	•	•				3600	10	15
7	4	Michael Ricca	Morgan Stanley Wealth Mgmt	Florham Park	•	•	•				3600	10	15
8	N	Frank Loccisano	Morgan Stanley Wealth Mgmt	Sea Girt	•	•	•				1075	5	10
9	13	Mary Deatherage	Morgan Stanley PWM	Little Falls	•	•	•				2350	10	15
10	8	Frank Seminara	Morgan Stanley PWM	Florham Park		•	•				1150	5	20
11	18	James Maltese	Merrill Lynch Wealth Mgmt	Edison	•	•	•				1462	3	5

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
12	N	Michael Steiner	Regent Atlantic	Morristown	•	•	•				3049	3.2	4.5
13	11	Thomas Meyer	Meyer Capital Group	Marlton	•	•	•				763	1	2.5
14	1	Gary Tantleff	UBS Financial Svcs	Warren		•	•				2889	9.14	10
15	10	Nicholas A. Pascarella	Cetera Advisors	Parsippany	•	•					873	1	3.4
16	12	Bruce Pomerantz	Wells Fargo Advisors	Short Hills	•	•	•				1457	2.5	5
17	15	Anthony Coniglio	Morgan Stanley Wealth Mgmt	Morganville	•	•	•				1330	3.5	20
18	14	Christopher Cook	Merrill Lynch Wealth Mgmt	Florham Park	•	•	•				1835	5	10
19	22	Rick Kirkinis	UBS Financial Svcs	Florham Park	•	•	•	•			863	6	10
20	19	Elliott Kugel	Merrill Lynch Wealth Mgmt	Bridgewater	•	•	•				1095	1.7	3
21	30	Mark Fendrick	UBS Financial Svcs	Mt. Laurel	•	•	•				622	3	5
22	17	Mark Tobias	Morgan Stanley Wealth Mgmt	New Brunswick	•	•	•				850	3	8
23	N	Joseph Matina	UBS PWM	Short Hills		•	•				750	10	10
24	24	Bruce Gsell	Merrill Lynch Wealth Mgmt	Edison	•	•	•		•		6676	2	5
25	27	Neil McPeak	Wells Fargo Advisors	Linwood	•	•	•			•	886	1	5
26	16	Stewart Massey	Massey Quick	Morristown		•	•	•	•		2773	8.7	25
27	20	Patricia Bell	Merrill Lynch Wealth Mgmt	Short Hills	•	•	•			•	565	2	5
28	N	Larry Catena	Merrill Lynch PBIG	Florham Park		•	•	•	•		595	20	50
29	23	Mark Pollard	Merrill Lynch Wealth Mgmt	Princeton		•	•				1687	5	10
30	28	Jim Barry	Merrill Lynch Wealth Mgmt	Princeton	•	•	•			•	3342	2	7
31	41	Mark Lichtenfeld	UBS PWM	Florham Park	•	•	•			•	1710	5	10.5
32	21	Roy Williams	Prestige Wealth Mgmt Group	Flemington	•	•	•				814	1.5	2.5
33	29	John Parisi	Merrill Lynch Wealth Mgmt	Short Hills		•	•	•			548	8	15
34	37	Bruce G. Barth	Merrill Lynch Wealth Mgmt	Newark	•	•	•	•	•	•	784	1.5	4
35	35	Richard Udine	Morgan Stanley Wealth Mgmt	Mt. Laurel	•	•	•				770	3	4
36	34	Jack Burke	Merrill Lynch Wealth Mgmt	Florham Park	•	•	•				2176	6	15
37	38	Edward McNamee	Morgan Stanley Wealth Mgmt	Shrewsbury	•	•	•			•	1676	2	3
38	31	Joseph Lauricella	Merrill Lynch Wealth Mgmt	Montvale		•	•	•	•		833	10	30
39	46	David Finkel	Merrill Lynch Wealth Mgmt	Egg Harbor Twp		•	•			•	1024	4	7
40	40	Andrew Liss	Merrill Lynch Wealth Mgmt	Short Hills	•	•	•			•	701	3	6
41	N	John Hudspeth	Merrill Lynch Wealth Mgmt	Mount Laurel	•	•	•				702	2	4
42	42	Gregory Makowski	CFS Investment Adv Svcs	Totowa	•	•	•			•	810	2	5
43	44	Harris Nydick	CFS Investment Adv Svcs	Totowa	•	•	•			•	810	2	5
44	32	Todd Sherman	Morgan Stanley Wealth Mgmt	Mt. Laurel	•	•					500	3	3
45	39	Christine McGinley	UBS Financial Svcs	Mt. Laurel	•	•	•				642	3	8
46	33	James McLaughlin	Raymond James	Princeton		•	•				1050	3	10
47	N	John J. Murphy	Murphy Capital Mgmt	Gladstone	•	•	•	•	•	•	769	1.3	3
48	N	John Rasweiler	UBS Financial Svcs	Florham Park	•	•	•				2500	5	12

NEW MEXICO

1	1	John Moore	Raymond James	Albuquerque	•	•	•				\$447	\$1.8	\$3.5
2	N	C.B. "Pete" Edmonds	UBS Financial Svcs	Albuquerque	•	•				•	1146	10	15
3	3	John Vazquez	UBS Financial Svcs	Santa Fe	•	•	•				331	3	7
4	2	Michael Stevens	Merrill Lynch Wealth Mgmt	Albuquerque	•	•	•	•	•		441	2	3.5
5	4	Charles Reardon	Morgan Stanley Wealth Mgmt	Albuquerque	•	•	•				548	1	2
6	N	Steve Prickett	Merrill Lynch PBIG	Albuquerque		•	•	•	•		581	50	75

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
NEW YORK													
1	1	Brian Pfeifler	Morgan Stanley PWM	New York			•	•	•		\$9,300	\$75	\$100
2	3	Shelley Bergman	Morgan Stanley Wealth Mgmt	New York		•	•	•	•		5700	15	50
3	2	Roger Coleman	Morgan Stanley Wealth Mgmt	Garden City	•	•	•			•	27638	25	50
4	4	Richard Saperstein	HighTower	New York		•	•		•		7111	15	40
5	7	Lyon Polk	Morgan Stanley PWM	New York		•	•	•	•		8871	25	50
6	8	Ron Basu	Morgan Stanley PWM	New York		•	•	•		•	3000	25	100
7	5	Robert A. Clarfeld	Clarfeld Wealth Strategists	Tarrytown		•	•				5029	20	70
8	N	Seth Finkel	Neuberger Berman	New York		•	•			•	2403	3.2	5.28
9	13	Martin Halbfinger	UBS Financial Svcs	New York		•	•	•		•	3637	20	35
10	18	Gregg Fisher	Gerstein Fisher	New York	•	•	•	•	•	•	3251	1.55	3.9
11	16	Thomas J. Keegan	Merrill Lynch PBIG	New York		•	•			•	23383	37	47
12	10	Kevin Peters	Morgan Stanley Wealth Mgmt	Purchase		•	•			•	4650	17	40
13	14	Ron Vinder	UBS Financial Svcs	New York			•				4272	30	125
14	6	Robert Waldele	Merrill Lynch Wealth Mgmt	New York		•	•	•			4193	12	25
15	11	Gus Roessler	Morgan Stanley PWM	New York			•	•	•		2970	85	100
16	12	Paul Tramontano	Constellation Wealth Advisors	New York		•	•	•	•		6550	40	75
17	21	Michael Sawyer	Morgan Stanley PWM	New York		•	•				3600	40	80
18	17	Joshua Shoshan	Deutsche Asset & Wealth Mgmt	New York		•	•				3887	15	30
19	N	William Peterson	Neuberger Berman	New York		•	•			•	1749	2.42	16.26
20	9	Scott Wilson	Morgan Stanley PWM	New York	•	•	•	•	•		7000	20	40
21	22	John Olson	Merrill Lynch Wealth Mgmt	New York	•	•	•				2349	8	15
22	42	Lori Van Dusen	LVW Advisors	Pittsford		•	•	•	•	•	4425	50	75
23	26	John Barrett	Merrill Lynch Wealth Mgmt	New York		•	•	•	•	•	2065	31	60
24	23	Todd Perry	UBS Private Wealth Mgmt	New York		•	•				15770	30	50
25	31	Noel Weil	Merrill Lynch PBIG	New York		•	•				4786	15	30
26	N	Robert Stolar	Morgan Stanley PWM	New York			•	•			3000	100	70
27	24	Jeffrey Kobernick	UBS PWM	New York		•	•	•			6062	33	50
28	25	Robert J. Sechan II	UBS PWM	New York		•	•	•			6062	33	50
29	32	Jonathan Kass	Merrill Lynch Wealth Mgmt	New York		•	•				4414	8	25
30	27	Jonathan Kuttin	Ameriprise Financial	Melville	•	•	•				1995	0.95	3.9
31	43	Anthony Dertouzos	Credit Suisse Securities	New York		•	•	•			5051	20	50
32	29	David Bieber	Morgan Stanley PWM	New York	•	•	•	•		•	2580	15	25
33	30	Edward J. Nolan III	Merrill Lynch Wealth Mgmt	Albany		•	•	•	•		2651	24	39
34	35	Michael Brewster	Credit Suisse Securities	New York		•	•	•		•	1959	5	25
35	N	Scott Stackman	UBS PWM	New York		•	•	•	•		1700	50	100
36	33	Peter Svarre	Merrill Lynch Wealth Mgmt	New York		•	•				1641	12	30
37	41	Josh Gully	Morgan Stanley PWM	New York			•	•	•		12000	50	100
38	49	Leigh Cohen	Merrill Lynch PBIG	New York		•	•				4786	15	30
39	55	Steven Grill	Deutsche Asset & Wealth Mgmt	New York		•	•				21000	10	20
40	36	Michael Brabant	Jefferies & Company	New York		•	•	•			6425	25	100
41	56	Bill Grous	Deutsche Asset & Wealth Mgmt	New York		•	•				21000	10	25
42	51	Thomas Sullivan	Merrill Lynch Wealth Mgmt	Garden City	•	•	•				1873	4.5	8

15	14	Name	Firm	City	Individ- uals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net Worth (\$10m+)	Founda- tions	Endow- ments	Institu- tional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
43	37	Jason Katz	UBS Financial Svcs	New York	.	.	.			.	1550	7	17
44	47	M. Kenneth Witover	UBS PWM	New York		.	.				5077	50	75
45	34	Mark Donohue	Morgan Stanley Wealth Mgmt	New York	.	.	.	.		.	1856	20	40
46	46	Lewis Altfest	Altfest Personal Wealth Mgmt	New York	.	.	.				1187	2	4
47	50	Adam Rosenthal	UBS Financial Svcs	New York		.	.				5077	50	75
48	40	Michael Poppo	UBS Financial Svcs	New York		.	.	.	.		1210	8	12
49	N	Holly Newman Kroft	Neuberger Berman	New York		.	.			.	1089	2.7	5.73
50	38	Gerard Klingman	Raymond James	New York		.	.				1499	10	15
51	N	Virginia Guy	Neuberger Berman	New York		.	.			.	1.09	1.48	6.22
52	74	Christopher Mahoney	Merrill Lynch Wealth Mgmt	West Nyack	.	.	.			.	2736	3	5
53	48	Shawn Rubin	Morgan Stanley Wealth Mgmt	New York		.	.				1.5	5	10
54	61	Tony O'Callaghan	Credit Suisse Securities	New York	.	.	.	.	.	.	4945	10	25
55	78	Russell Rabito	UBS Financial Svcs	New York	.	.	.				3113	4.19	10
56	58	David Beyer	Morgan Stanley Wealth Mgmt	New York		.	.				2.2	7.5	20
57	54	Evan Steinberg	Morgan Stanley PWM	New York		.	.	.			1.5	7	10
58	64	Joseph Eisler	Morgan Stanley PWM	New York		.	.	.	.		2.9	30	70
59	72	Daniel O'Connell	Merrill Lynch Wealth Mgmt	Garden City		.	.	.	.		2436	9	15
60	71	Thomas Kazazes	Morgan Stanley PWM	New York		.	.	.		.	4528	40	150
61	66	Todd DiScala	Merrill Lynch Wealth Mgmt	New York	.	.	.	.	.	.	15927	10	25
62	68	Marc Fischer	Graystone Consulting	Rochester	.	.	.	.	.	.	4.3	35	35
63	68	James Ryan	Merrill Lynch PBIG	New York		.	.	.	.		9145	75	150
64	52	Todd Yannuzzi	Morgan Stanley Wealth Mgmt	New York	.	.	.	.	.		2326	10	20
65	60	Fotios Piniros	Morgan Stanley PWM	New York		.	.	.		.	5400	20	100
66	63	John Sargent	Morgan Stanley PWM	New York		.	.	.	.		2975	25	50
67	28	David Hollenbaugh	Merrill Lynch PBIG	New York		.	.	.			1946	50	70
68	86	Andrew P. Kraus	Merrill Lynch PBIG	New York		.	.			.	23383	37	47
69	84	Eric Osserman	Jefferies & Company	New York		.	.	.			6425	25	100
70	70	Gregory A. Hersch	UBS Financial Svcs	New York	.	.	.				2665	25	50
71	N	Theodore serure	J.P. Morgan Securities	New York	.	.	.			.	1.5	10	25
72	76	Terence Markey	Morgan Stanley PWM	New York		.	.		.	.	6400	30	60
73	113	Lawrence Liebers	Merrill Lynch Wealth Mgmt	New York	.	.	.			.	2308	13	25
74	62	David Magrone	Merrill Lynch PBIG	New York		.	.				1210	30	50
75	N	Anna Winderbaum	Credit Suisse Securities	New York		.	.	.			2568	15	40
76	N	Joseph Lerner	Credit Suisse Securities	New York		.	.	.			2568	15	40
77	73	Eugene Schatz	Morgan Stanley PWM	New York		.	.		.	.	6400	30	60
78	77	William Cafero	RCL Advisors	New York		.	.				1564	17.6	47
79	85	Louise Gunderson	UBS Financial Svcs	New York		.	.				663	7.5	18
80	N	Neil Canell	Morgan Stanley Wealth Mgmt	New York	.	.	.			.	3400	15	25
81	44	John Mirsepahi	Morgan Stanley Wealth Mgmt	New York	.	.	.	.	.	.	2.9	10	20
82	58	Richard Pluta	Merrill Lynch Wealth Mgmt	New York		.	.				531	5	15
83	N	Jay Canell	Morgan Stanley Wealth Mgmt	New York	.	.	.			.	3400	15	25
84	83	D. Andrew Hart	Morgan Stanley PWM	New York		.	.	.			5400	25	40
85	80	Frank Marzano	GM Advisory Group	Melville		658	6	20
86	N	Stanley Heilbronn	Merrill Lynch Wealth Mgmt	New York	.	.	.				4017	4.2	10

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87	67	Ben Sax	Merrill Lynch PBIG	New York			2833	25	40
88	N	Vishal Bakshi	Merrill Lynch PBIG	New York		.	.	.			940	74	100
89	84	Patrick (P.J.) Schwarz	Morgan Stanley PWM	New York		.	.				1535	20	50
80	117	Douglas Mellert	Merrill Lynch Wealth Mgmt	New York	.	.	.	.	.	.	15927	10	25
81	N	Michael Siden	Morgan Stanley Wealth Mgmt	New York	.	.	.	.		.	1165	17	45
82	N	Steve Condos	Morgan Stanley PWM	New York		.	.	.			3160	10	25
83	78	Jacqueline Willens	UBS Financial Svcs	New York	.	.	.				894	5	10
84	82	Chris Jewell	Credit Suisse Securities	New York	.	.	.	.	.	.	1.9	12	25
85	50	Peter Rukeyser	UBS PWM	New York			.	.	.		2.5	40	50
85	50	Alexander Williams	UBS Financial Svcs	New York			.	.	.		2.5	40	50
97	N	Peter Arbes	Neuberger Berman	New York		.	.	.		.	652	2.51	8
98	87	Eric Bodner	Merrill Lynch PBIG	New York		.	.	.	.		2833	25	40
98	75	Robert Perlman	Credit Suisse Securities	New York		.	.				1400	10	50
100	53	Harvey Kadden	Morgan Stanley PWM	New York	.	.	.			.	2175	5	25
101	102	George Bianco	Merrill Lynch Wealth Mgmt	New York	.	.	.	.	.		1382	4	20
102	98	Joseph Karas	Morgan Stanley PWM	New York		.	.	.			1120	20	40
103	97	Alyssa Maeder	Merrill Lynch PBIG	New York		.	.		.	.	5209	25	150
104	88	Joseph Gabriele	UBS Financial Svcs	New York	.	.	.				833	8	30
105	N	Arlene Adler	Neuberger Berman	New York		.	.			.	615	1.45	4.72
106	96	David Schwartz	FeE Group	Great Neck	.	.	.	.		.	1125	3	3
107	N	Stephen Ruvituso	Merrill Lynch PBIG	White Plains		.	.	.			1343	12	25
108	100	Jeffrey Gerson	Morgan Stanley Wealth Mgmt	New York		.	.				1500	8	15
109	115	Rich Abrams	UBS Financial Svcs	New York	.	.	.			.	817	1.76	7.5
110	106	W. Corby May	Merrill Lynch Wealth Mgmt	Garden City	.	.	.			.	1326	7	17
111	N	Nicole Primack Andres	Credit Suisse Securities	New York	.	.	.				1197	20	50
112	104	Glenn Arthurs	Morgan Stanley Wealth Mgmt	Buffalo	.	.	.	.			1863	3	5
113	91	Leonard Boccia	Wells Fargo Advisors	New York	.	.	.				733	3	20
114	98	William Einstein	UBS Financial Svcs	New York	.	.	.				1461	5	10
115	105	Craig Pastolove	Morgan Stanley Wealth Mgmt	New York		.	.			.	1411	4.5	10
116	45	Neal Fiore	Deutsche Bank Securities	New York	.	.	.	.	.		1450	400	400
117	120	Geri Pell	Ameriprise Financial	Rye Brook	.	.	.	.		.	1073	2.7	3.5
118	N	Richard Salvino	Merrill Lynch PBIG	New York		.	.		.	.	5209	25	150
119	108	Frank J. Sabia	UBS Financial Svcs	White Plains	.	.	.			.	2429	5	15
120	107	Michael Bapis	HighTower	New York	.	.	.	.		.	887	10	25

NORTH CAROLINA

1	2	R. Mitchell Wickham	Merrill Lynch PBIG	Charlotte		.	.	.			\$6,104	\$20	\$40
2	3	William Oliver	Wells Fargo Advisors	Charlotte		.	.			.	1013	10	15
3	1	Gregory Cash	Merrill Lynch PBIG	Charlotte		.	.	.			6104	20	40
4	4	Larry Carroll	Carroll Financial Associates	Charlotte	.	.	.		.		796	1.75	3
5	5	Stephen Thomas	Linden Thomas (Wells FiNet)	Charlotte	.	.	.	.	.	.	1158	3	5
6	8	Christopher Davis	Wells Fargo Advisors	Davidson	.	.	.				1489	0.75	2.75
7	8	Bruce W. Knott	Wells Fargo Advisors	Chapel Hill	.	.	.				614	5	5
8	10	W. Kel Normann	Wells Fargo Advisors	Sanford	.	.	.	.		.	609	2.5	5

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
8	7	Sam Rankin	UBS Financial Svcs	Charlotte	•	•	•	•	•	•	923	1	5
10	6	Lee Bryan III	Deutsche Asset & Wealth Mgmt	Winston-Salem			•	•	•	•	▪	4217	25
11	11	Kelly Graves	Carroll Financial Associates	Charlotte	•	•					847	1.2	3
12	18	Jeffrey Carbone	Cornerstone Financial Partners	Huntersville	•	•	•			•	985	1.5	5
13	14	Kathleen Malone	Wells Fargo Advisors	Charlotte		•	•				2436	5	10
14	15	Joe Rhyne	Wells Fargo Advisors	Winston-Salem	•	•	•				990	2.5	5
14	15	Pat Riazzi	Wells Fargo Advisors	Winston-Salem	•	•	•				990	2.5	5
16	12	Gary Gauden	Ameriprise Financial	Durham	•	•	•				376	1	2
17	17	William Spry Jr.	Deutsche Asset & Wealth Mgmt	Winston-Salem			•	•	•	•	▪	4217	25
18	20	Angela Ostendarp	Wells Fargo Advisors	Charlotte	•	•					397	1	5
18	18	Lee Morris	Graystone Consulting	Raleigh		•	•	•	•	•	2000	30	50
20	13	Erick Ellsweig	Merrill Lynch Wealth Mgmt	Greensboro		•	•				773	4	5
21	21	L. Thorne James	Merrill Lynch Wealth Mgmt	Raleigh	•	•	•			•	416	1.5	2.7
22	24	Michael Lappin	UBS Financial Svcs	Raleigh	•	•	•				640	5.1	8
23	25	Steve Eubanks	UBS Financial Svcs	Raleigh	•	•	•				640	5.1	8
24	N	Mark Walker	Ameriprise Financial	Charlotte	•	•				•	760	1	1.5
25	28	Kim Hoffman	Edward Jones	Wilson	•	•					320	2	4
26	22	Frank Golden	Wells Fargo Advisors	Charlotte	•	•	•				580	2.5	3.5
27	28	Rick Fisher	Fisher Wealth Mgmt	Burlington	•	•					398	1	2
28	23	Gary Rooth	Janney Montgomery Scott	Raleigh		•	•	•	•	•	355	3	8
29	N	Robert Edmonds	Ameriprise Financial	Greensboro	•	•					270	0.4	0.9
30	30	John Patterson	Carroll Financial Associates	Charlotte	•	•					285	0.75	2

NORTH DAKOTA

1	1	Troy Nelson	Edward Jones	Bismarck	•	•	•				\$539	\$1	\$2.9
2	3	Ron Nomeland	Merrill Lynch Wealth Mgmt	Fargo	•	•	•				469	1.19	2.5
3	N	Greg Tschetter	Edward Jones	Minot	•	•					213	0.25	0.56
4	5	Peter Hummel	Merrill Lynch Wealth Mgmt	Fargo	•	•	•	•	•		162	2.5	4
5	2	Michael Smyth	Edward Jones	Jamestown	•	•					183	0.33	0.33
8	6	Chad DeTienne	Morgan Stanley Wealth Mgmt	Grand Forks	•	•	•			•	250	0.65	2.5

OHIO

1	1	Joseph Evelo	Merrill Lynch PBIG	Cincinnati		•	•				\$2,418	\$15	\$25
2	2	David Ellis	UBS PWM	Cincinnati		•	•				1265	5	10
3	3	Michael Chasnoff	Truepoint Wealth Counsel	Cincinnati	•	•	•				1849	3.05	5
4	8	Daniel Roe	Budros Ruhlin & Roe	Columbus	•	•	•				2025	4	5
5	4	Phil Shaffer	Graystone Consulting	Columbus			•	•	•	•	6481	125	200
8	N	John Henry	aBS Financial Svcs	Whitehouse	•	•				•	1848	0.5	1
7	5	Kevin Myeroff	NCA Financial Planners	Cleveland	•	•	•		•	•	1238	1.5	2.5
8	6	David Singer	Merrill Lynch PBIG	Cincinnati		•	•				2418	10	20
8	7	Randy Carver	Raymond James	Mentor	•	•	•			•	987	0.8	1.5
10	18	Tad Lawrence	UBS Financial Svcs	Cincinnati	•	•	•		•	•	5362	12	20
11	11	Steven Stocker	Investment Partners	New Philadelphia	•	•	•	•	•		843	0.48	2.5
12	12	Dean D. Trindle	Morgan Stanley Wealth Mgmt	Cincinnati	•	•	•				602	2	5
13	18	Harvey Knowles	Merrill Lynch Wealth Mgmt	Cincinnati		•	•			•	2612	5	15

15	14	Name	Firm	City	Individ- uals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net Worth (\$10m+)	Founda- tions	Endow- ments	Institu- tional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
14	26	Craig Findley	UBS Financial Svcs	Sylvania	•	•	•			•	1548	5	10
15	22	Jeffrey L. Stewart	Morgan Stanley Wealth Mgmt	Dublin	•	•	•				1100	5	10
18	18	Brian Edwards	Morgan Stanley Wealth Mgmt	Columbus	•	•	•				712	2	5
17	8	August Cenname	Merrill Lynch PBIG	Columbus		•	•				3261	10	50
18	20	Daniel Kiley	Retirement Corp of America	Cincinnati	•	•	•			•	549	1.5	2.25
18	10	Charles Dankworth	UBS Financial Svcs	New Albany		•	•				970	10	30
20	23	Joseph Chornyak	Chomyak & Associates	Columbus	•	•	•			•	840	2	3.5
21	21	Sidney Jones	Merrill Lynch Wealth Mgmt	Canfield	•	•	•			•	861	4	6
22	N	R. Matthew Hamilton	Hamilton Capital Mgmt	Columbus	•	•	•	•		•	1411	0.35	1.11
23	14	Peter Motta	Merrill Lynch PBIG	Columbus		•	•				3261	10	50
24	15	William Grove	UBS Financial Svcs	Columbus	•	•	•			•	504	1.7	3
25	N	Kenneth Wise	UBS Financial Svcs	Sylvania	•	•	•			•	1548	5	10
26	N	Timothy Cornell	UBS Financial Svcs	Dayton	•	•	•	•			796	2	5
27	24	Jeffery Chaddock	Amertprtse Financial	Gahanna	•	•	•	•	•	•	1652	0.83	1.35
28	17	Thomas Haught	Sequoia Financial Advisors	Akron	•	•	•				1544	1.6	3.75
28	25	Dan Torbeck	UBS Financial Svcs	Cincinnati	•	•	•				2030	5	10
30	30	Jon Shane	Merrill Lynch Wealth Mgmt	Pepper Pike	•	•	•			•	1490	2	10

OKLAHOMA

1	2	Jeffrey Blumenthal	Wells Fargo Advisors	Oklahoma City	•	•	•				\$849	\$2.5	\$5
2	4	Jerry Clack	Merrill Lynch Wealth Mgmt	Tulsa		•	•	•			767	3	10
3	5	Matthew Monger	Merrill Lynch Wealth Mgmt	Tulsa	•	•	•			•	616	2.5	7
4	1	Mike Mazzei	Raymond James	Tulsa	•	•	•				450	1.5	2
5	8	Donald M. Lehman	Merrill Lynch Wealth Mgmt	Tulsa	•	•	•				1966	3.5	5
8	7	Matt R. Cain	Merrill Lynch Wealth Mgmt	Tulsa	•	•	•				1966	3.5	5
7	6	Donald Jackson	UBS Financial Svcs	Tulsa	•	•	•				301	0.75	1.25
8	N	Brian Carney	Bridgecreek Investment Mgmt	Tulsa		•	•	•			645	3.5	10
8	10	Mark Ingram	Merrill Lynch Wealth Mgmt	Tulsa	•	•	•				347	1.1	1.75
10	N	John Robinson	Amertprtse Financial	Oklahoma City	•	•	•			•	262	0.35	0.88
11	N	Rocki Walker	Wells FiNet	Tulsa	•	•	•				505	1.01	1.5
12	8	James Eagleton	Wells FiNet	Tulsa	•	•	•	•		•	700	0.5	1

OREGON

1	4	Judith McGee	Raymond James	Portland	•	•	•			•	\$428	\$1.5	\$5
2	2	James Beatty	UBS Financial Svcs	Portland	•	•	•	•			578	3.5	7.5
3	3	James Wrenn	UBS Financial Svcs	Lake Oswego	•	•	•	•		•	2070	5	5
4	7	William Kiefel	Merrill Lynch Wealth Mgmt	Portland	•	•	•				829	2	7
5	8	Robert Coussens	UBS Financial Svcs	Portland	•	•	•				650	1.25	3
8	5	Glen Clemans	CGC Financial Svcs	Lake Oswego	•	•	•				651	0.25	0.75
7	6	Charlene Carter	Raymond James	Eugene	•	•	•				310	1.5	2
8	8	David R. Roe	Merrill Lynch Wealth Mgmt	Portland	•	•	•				829	2	7
8	N	Wayne von Borstel	Von Borstel & Associates	Portland	•	•	•				292	1.03	1.7
10	10	Randall Stender	Merrill Lynch Wealth Mgmt	Eugene	•	•	•				327	1	5
11	11	Blaine Werner	Merrill Lynch Wealth Mgmt	Eugene	•	•	•	•			317	3	6
12	N	Chad Martindale	Ameriprise Financial	Portland	•	•	•				313	0.66	1.4

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
1	3	Grant Rawdin	Wescott Financial Adv Group	Philadelphia		.	.	.		.	\$2,184	\$7.5	\$25
2	2	Peter Rohr	Merrill Lynch PBIG	Philadelphia		.	.			.	2968	31	100
3	1	John Waldron	Waldron Wealth Mgmt	Pittsburgh		.	.				1196	10	25
4	6	Robert Fragasso	Fragasso Financial Advisors	Pittsburgh	.	.	.	.		.	1065	0.83	1.6
5	4	Joshua Gross	Mill Creek Capital Advisors	Conshohocken		.	.	.	.	.	3575	14	25
8	10	Anthony DiValerio	Morgan Stanley PWM	W Conshohocken		.	.	.			1200	30	75
7	15	Jay Beaulieu	Credit Suisse Securities	W Conshohocken		.	.		.	.	2000	20	25
8	18	Jack Hafner	Credit Suisse Securities	Conshohocken		.	.				1150	35	60
8	8	James W. Rimmel	UBS Financial Svcs	Pittsburgh	.	.	.				1400	1.5	5
10	7	Sean Kelly	Morgan Stanley PWM	W Conshohocken		.	.	.			1850	35	50
11	5	Walter Meranze	Wells Fargo Advisors	Yardley	.	.	.			.	2400	3	20
12	12	Alan Cohn	Sage Financial Group	Conshohocken	.	.	.	.			1500	3	4
13	8	Richard Corcoran	Morgan Stanley PWM	W Conshohocken		.	.	.			1850	35	50
14	13	John Parker	Wells Fargo Advisors	Philadelphia	.	.	.				1530	3	5
15	18	Michael Duckworth	Merrill Lynch PBIG	Pittsburgh		.	.				861	20	30
18	11	Joseph Ronzano	Ameriprise Financial	Exton	.	.	.				771	0.68	1.6
17	17	John Sene-Cohen	Wells Fargo Advisors	Jenkintown	.	.	.				896	3	5
18	14	Barbara Hudock	Hudock Moyer Wealth Resources	Williamsport		.	.	.	.	.		547	3
18	27	David Iancisin	Merrill Lynch Wealth Mgmt	Pittsburgh	.	.	.				774	2.5	3
20	21	William Brown	Merrill Lynch Wealth Mgmt	Sewickley	.	.	.				880	2	5
21	26	David Eisen	UBS Financial Svcs	Philadelphia				.		.	5500	20	20
22	25	Binney Wietlisbach	Haverford Trust Company	Radnor	.	.	.	.	.	.	891	8	20
23	31	Eric Salmansohn	Morgan Stanley Wealth Mgmt	Philadelphia		.	.	.			1431	3	10
24	28	Peter Strobe	UBS Financial Svcs	Canonsburg	.	.	.				854	3	5.7
25	18	D. Scott Wisman	Merrill Lynch Wealth Mgmt	Exton	.	.	.				802	2.5	4
26	38	Patricia C. Brennan	Key Financial	West Chester	.	.					584	1.8	3
27	28	John Gallagher	Morgan Stanley Wealth Mgmt	Bryn Mawr	.	.	.				1600	2	5
28	N	Charles Sessa	UBS Financial Svcs	Philadelphia				.	.	.	5500	20	20
28	30	Michael Blehar	Fort Pitt Capital Group	Pittsburgh	.	.	.			.	951	1.24	5
30	32	Mark Eskin	Janney Montgomery Scott	Philadelphia	.	.	.	.	.	.	1,140	1.5	2.5
31	33	Edward Blumenthal	Janney Montgomery Scott	Philadelphia	.	.	.	.	.	.	1,140	1.5	2.5
32	20	Marc Richman	Morgan Stanley PWM	Philadelphia		.	.	.			755	10	50
33	36	Steve Cordasco	Cordasco Financial Network	Philadelphia	.	.	.				450	1	2.5
34	24	Albert C. Boris	Deutsche Asset & Wealth Mgmt	Philadelphia		.	.	.				755	5
35	40	Joseph Flotteron	Merrill Lynch Wealth Mgmt	Yardley	.	.	.			.	417	2	6
36	N	Gregory Sarian	HighTower	Wifine	.	.	.				550	4	12
37	48	Charles Petredis	Wells Fargo Advisors	Sewickley	.	.	.			.	640	2.5	4
38	N	Anthony Celentano	Credit Suisse Securities	W Conshohocken		.	.	.	.	.	3000	25	35
39	N	Kurt Carlson	Hefren-Tillotson	Wexford	.	.					602	0.35	1
40	41	Robert Boland	RBC Wealth Mgmt	Philadelphia	.	.	.			.	978	6.9	20
41	35	Charles Kurtzman	Credit Suisse Securities	W Conshohocken		3000	25	35
42	N	Robert P. Moran, Jr.	Merrill Lynch Wealth Mgmt	Exton	394	1.5	3

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43	37	Thomas Seiler	Raymond James	Newtown	625	5	6
44	39	Jay Milnes	Credit Suisse Securities	W Conshohocken	600	50	75
45	N	Gregory Hayes	Merrill Lynch Wealth Mgmt	Yardley	695	1	2.5
46	44	Lee Oleinick	UBS Financial Svcs	Shadyside	540	1.75	2.5
47	43	Theodore Bovard	Fort Pitt Capital Group	Pittsburgh	951	0.9	2
48	N	J. Douglas Moran	Merrill Lynch Wealth Mgmt	Wayne	342	3.5	4.5

RHODE ISLAND

1	1	Malcolm Makin	Raymond James	Westerly	.	.	.	.	.	.	\$1,055	\$1.5	\$3
2	N	David Reiser	Morgan Stanley Wealth Mgmt	Newport	.	.	.	.	.	.	452	2	3
3	3	Edythe De Marco	Merrill Lynch Wealth Mgmt	Providence	.	.	.	.	.	.	501	2.93	4
4	2	Robert DiCola	UBS Financial Svcs	Providence	.	.	.	.	.	.	462	0.8	3
5	4	Carolann Doherty Brown	UBS Financial Svcs	Newport	.	.	.	.	.	.	265	1	3
6	6	John Zitzmann	Morgan Stanley Wealth Mgmt	Providence	.	.	.	.	.	.	360	5	10

SOUTH CAROLINA

1	1	Cheryl Holland	Abacus Planning Group	Columbia	.	.	.	.	.	.	\$831	\$4.1	\$6.24
2	2	J. Hagood Ellison Jr.	Merrill Lynch Wealth Mgmt	Columbia	.	.	.	.	.	.	2777	5	10
3	3	E. Robertson Kibler	Merrill Lynch Wealth Mgmt	Columbia	.	.	.	.	.	.	2777	5	10
4	5	Daniel M. Roach	Morgan Stanley Wealth Mgmt	Columbia	.	.	.	.	.	.	1012	1.5	5
5	7	Lynn Faust	Raymond James	Greer	.	.	.	.	.	.	364	3	5
6	6	J. Michael McCabe	Merrill Lynch Wealth Mgmt	Columbia	.	.	.	.	.	.	2500	3	5
7	8	Kenneth Parham	UBS Financial Svcs	Greenville	.	.	.	.	.	.	800	5	10
8	11	Derrick Sullivan	Morgan Stanley Wealth Mgmt	Charleston	.	.	.	.	.	.	936	8	20
8	10	Howard Edwards	Wells Fargo Advisors	Charleston	.	.	.	.	.	.	940	2.33	6
10	N	Bert Arrowood	UBS Financial Svcs	Greenville	.	.	.	.	.	.	800	5	10
11	12	Jean Ballentine	Wells Fargo Advisors	Columbia	.	.	.	.	.	.	313	1	5
12	9	Don Alderman	Wells Fargo Advisors	Charleston	.	.	.	.	.	.	500	1	1

SOUTH DAKOTA

1	1	Gordon Wollman	Raymond James	Sioux Falls	.	.	.	.	.	.	\$255	\$0.8	\$1.7
2	3	David Olson	Merrill Lynch Wealth Mgmt	Sioux Falls	.	.	.	.	.	.	476	2	5
3	4	Kent Brugger	RBC Wealth Mgmt	Rapid City	.	.	.	.	.	.	525	2	3
4	N	Todd Nelson	Merrill Lynch Wealth Mgmt	Sioux Falls	.	.	.	.	.	.	598	1	5
5	6	David Hillard	RBC Wealth Mgmt	Rapid City	.	.	.	.	.	.	525	2	3
6	5	William Lindquist	Merrill Lynch Wealth Mgmt	Sioux Falls	.	.	.	.	.	.	440	2.5	7

TENNESSEE

1	1	Timothy Pagliara	CapWealth Advisors	Franklin	.	.	.	.	.	.	\$1,248	\$3.75	\$7
2	5	Tim Roberson	Merrill Lynch Wealth Mgmt	Franklin	.	.	.	.	.	.	993	4.5	7
3	N	Pamela Corrigan	LPL Financial Svcs	Kingsport	.	.	.	.	.	.	498	0.4	0.5
4	2	Eric Klindt	Merrill Lynch PBIG	Nashville	.	.	.	.	.	.	890	15	30
5	4	Samuel H. Oakley	SunTrust Investment Svcs	Nashville	.	.	.	.	.	.	516	0.85	1.9
6	8	John Pettey	Raymond James	Memphis	975	10	15
7	10	Jeff Bates	Kings Point Capital Mgmt	Brentwood	598	4.9	5

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8	7	Dugan McLaughlin	Merrill Lynch PBIG	Knoxville		•	•	•	•	•	674	17	25
8	14	Scott Swift	Merrill Lynch Wealth Mgmt	Nashville	•	•	•				816	2.5	5
10	N	Malcolm Liles	Baird	Nashville	•	•	•			•	647	2.5	8
11	9	Brent Trentham	Ameriprise Financial	Knoxville	•	•					387	0.4	1.5
12	12	William Eskind	Wells Fargo Advisors	Nashville	•	•	•	•		•	600	2.5	5
13	N	Mitzi Michaelson	Merrill Lynch Wealth Mgmt	Brentwood	•	•	•				360	1.66	3
14	17	Stanton Jacobs	UBS Financial Svcs	Oak Ridge	•	•	•				293	1.1	2.5
15	6	Elias Val Hassan	Hilliard Lyons	Murfreesboro	•	•	•	•			526	1	5
16	15	Anne (Mimi) Wallace	UBS Financial Svcs	Nashville	•	•	•			•	760	2	3
17	11	Christi Edwards	Morgan Stanley Wealth Mgmt	Nashville	•	•	•				656	3	5
18	16	Louis Glaser	SunTrust Investment Svcs	Nashville	•	•	•				434	1	10

TEXAS

1	1	Bobby Fisher	UBS Financial Svcs	Houston	•	•	•				\$6,500	\$2	\$5
2	4	Kenneth Moraif	Money Matters with Ken Moraif	Plano	•	•					2476	0.54	1
3	N	Richard Szelc	Neuberger Berman	Dallas		•	•			•	1597	8.45	10
4	3	Charlie McKinney	Credit Suisse Securities	Dallas		•	•				2400	50	1
5	2	William Corbellini	Merrill Lynch PBIG	Dallas		•	•				2651	17	25
6	6	David Barnes	Credit Suisse Securities	Dallas		•	•				1300	20	40
7	7	J. Michael Bollinger	Morgan Stanley PWM	Houston		•	•				7588	25	1
8	9	Jason L. Fertitta	Morgan Stanley PWM	Houston		•	•				7588	25	1
9	N	Jerry Deren	Presidio Group	Dallas		•	•	•	•		4306	26	50
10	10	Richard Piatas	Merrill Lynch Wealth Mgmt	Dallas		•	•				2555	10	25
11	13	Nestor Vicknair	Merrill Lynch Wealth Mgmt	Houston		•	•				3900	9.2	10.2
12	12	Van Percy	Raymond James	Midland	•	•	•			•	1649	3	10
13	15	Dwight H. Emanuelson Jr.	Merrill Lynch PBIG	Dallas		•	•				2651	17	25
14	14	Scott Tiras	Ameriprise Financial	Houston	•	•	•				1902	2	3.5
15	N	John Eadie	Covenant	San Antonio		•	•	•			1263	7.5	15
16	17	Kevin Blonkvist	RBC Wealth Mgmt	Midland		•	•	•	•		1435	5	25
17	25	Dodee Crockett	Merrill Lynch Wealth Mgmt	Dallas		•	•				1669	8	25
18	61	Gregory Klenke	UBS Financial Svcs	Houston	•	•	•				6500	2	4
19	22	Stephen Engro	Beacon Financial Group	Dallas	•	•	•				746	0.7	1.5
20	28	Douglas John	UBS PWM	Dallas		•	•				999	40	95
21	23	John Merrill	Tanglewood Weath Mgmt	Houston	•	•	•				933	2.5	5
22	24	Mark Moore	UBS Financial Svcs	Austin		•	•	•			990	4	8.5
23	31	Christopher Black	Credit Suisse Securities	Houston		•	•	•			1400	25	60
24	32	William Huthnance	Credit Suisse Securities	Houston		•	•	•			1400	25	60
25	19	Champ Warren	Merrill Lynch PBIG	Houston			•			•	4219	25	50
26	21	Reed Smith	Merrill Lynch PBIG	Houston			•			•	4219	25	50
27	34	Darrell Pennington	Ameriprise Financial	Houston	•	•					742	1.5	2.5
28	26	Gary Owens	Morgan Stanley Wealth Mgmt	Dallas		•	•			•	900	8	15
29	78	Douglas Wall	Deutsche Asset & Wealth Mgmt	Dallas		•	•	•			•	950	5
30	8	Richard Joyner	Tolleson Wealth Mgmt	Dallas			•				4398	75	125
31	20	William Gouldin	Morgan Stanley PWM	Houston		•	•	•		•	1850	5	20

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32	27	James Coffee	Merrill Lynch Wealth Mgmt	Houston	•	•	•				3939	5	7
33	36	David Harris	U.S. Capital Advisors	Houston		•	•			•	920	6	15
34	N	Bonner Barnes	Conda Investment Mgmt	Houston	•	•					675	0.5	1.5
35	33	Don Donnally	J.P. Morgan Securities	Dallas	•	•	•	•			3600	12	35
36	43	Mark Reichel	Merrill Lynch Wealth Mgmt	Houston	•	•	•			•	1503	5	15
37	29	Howard Lorch	Wells Fargo Advisors	Houston	•	•	•				2450	3	10
38	N	Audree L. Begay	Ameriprise Financial	Houston	•	•					995	1.05	2
39	30	David Greenman	J.P. Morgan Securities	Dallas	•	•	•	•			3600	10	35
40	44	Mark Gladstein	Merrill Lynch Wealth Mgmt	Houston	•	•	•			•	1503	5	15
41	45	Shott Miller	Merrill Lynch Wealth Mgmt	Fort Worth	•	•	•				3318	1	1.5
42	51	Susan Heuer	Merrill Lynch Wealth Mgmt	Houston	•	•	•				3093	2	5
43	N	Richard Ashcroft	Baird	Houston	•	•	•				1493	2.5	4
44	37	Phil Dodson	Merrill Lynch PBIG	Houston		•	•				1926	25	50
45	66	Frederick De Groot	Merrill Lynch Wealth Mgmt	The Woodlands	•	•	•			•	2186	5	5
46	42	Spencer McGowan	McGowanGroup Asset Mgmt	Dallas	•	•	•	•			544	1	4
47	55	David J. Kelton Jr.	Credit Suisse Securities	Dallas		•	•				2400	50	75
48	74	Rob Bertino	UBS PWM	Dallas			•	•	•	•	965	30	50
49	35	Greg Glosser	RBC Wealth Mgmt	Dallas		•	•				720	3	10
50	38	John Mockovciak	Baird	Dallas	•	•	•	•			1024	3	5
51	40	Charles Lewis	Wells Fargo Advisors	Waco	•	•	•	•	•	•	1228	1	3
52	47	Elizabeth Lockwood	UBS Financial Svcs	Houston	•	•	•	•			2125	5	10
53	N	R. Scot Smith	Morgan Stanley Wealth Mgmt	Dallas	•	•	•	•			475	2	3
54	48	Barry Young	UBS Financial Svcs	Houston	•	•	•	•			2125	5	10
55	69	Russell Norwood	Merrill Lynch PBIG	Austin		•	•	•			795	20	50
56	49	Brian Petrauskas	Merrill Lynch Wealth Mgmt	The Woodlands	•	•	•			•	921	5	7.5
57	52	Charles Johansen	Merrill Lynch Wealth Mgmt	The Woodlands	•	•	•				921	5	7.5
58	54	Rob Hardin	Wells Fargo Advisors	Houston	•	•	•	•	•		1155	10	20
59	53	Donald Peterson	UBS PWM	Dallas		•	•			•	1065	20	60
60	63	Elias Dragon	Money Matters with Ken Moraif	Plano	•	•					2476	0.54	1
61	59	Lewis Metzger	Morgan Stanley Wealth Mgmt	Houston	•	•	•				1320	4	6
62	75	Shawn Smith	Ameriprise Financial	Fort Worth	•	•					832	0.41	1.7
63	N	Ira Kravitz	UBS Financial Svcs	Addison	•	•	•				577	4.5	6
64	60	Jeffery Price	Merrill Lynch Wealth Mgmt	Southlake	•	•	•	•	•		425	1.75	3.5
65	65	Darren Fenz	Merrill Lynch Wealth Mgmt	Houston	•	•					1030	3.5	4.5
66	N	Jennifer Marcontell	Edward Jones	Baytown	•	•	•				741	2	3
67	71	Ralph Schroeder	Ameriprise Financial	The Woodlands	•	•	•				436	2	4
68	81	Charla McIntyre Fields	Ameriprise Financial	Hurst	•	•	•				735	1.3	2.3
68	56	Marie Moore	Morgan Stanley Wealth Mgmt	Dallas	•	•	•				360	5	15
70	67	Frank Mirabella	Merrill Lynch Wealth Mgmt	Houston	•	•					1030	3.5	4.5
71	16	Leeds Eustis	UBS PWM	Houston			•	•			1928	43	75
72	68	Charles Neuhaus	Wells Fargo Advisors	Houston		•	•	•		•	807	8	35
73	70	Toby Ardoyno	Merrill Lynch Wealth Mgmt	Fort Worth	•	•	•			•	882	3	5
74	58	Kevin Dickey	Morgan Stanley PWM	Dallas	•	•	•				875	10	25
75	60	Thomas Rushing	Merrill Lynch PBIG	Houston		•	•				1926	25	50

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
76	78	Dow Crocker	Raymond James	Dallas	•	•	•	•	•	•	1625	4.5	15
77	62	Randy Price	RBC Wealth Mgmt	Houston	•	•	•				550	2	3
78	73	Tommy McBride	Merrill Lynch Wealth Mgmt	Dallas		•	•				1669	5	15
78	N	Robert Mackey	Merrill Lynch Wealth Mgmt	McKinney	•	•	•				372	2.5	4
80	38	Murray Snow	Morgan Stanley Wealth Mgmt	Houston	•	•	•	•			700	2.5	5
81	76	Steven Herzog	RBC Wealth Mgmt	Houston	•	•	•	•			795	5	20
82	72	Gail Utter	Wells Fargo Advisors	Sherman		•	•				415	3.5	5.5
83	86	Mark Elias	UBS PWM	Houston		•	•	•	•		581	15	25
84	82	Bradley Bruce	Merrill Lynch Wealth Mgmt	Fort Worth		•	•				607	5	12.5
85	N	James Curt Leonard	Merrill Lynch Wealth Mgmt	Irving	•	•	•				567	1.5	3
86	41	Scott Vehslage	UBS Financial Svcs	Plano	•	•	•				863	3	5
87	11	David Novelli	Morgan Stanley PWM	Houston	•	•	•	•			1850	15	30
88	64	John Phillip Friesen	Morgan Stanley Wealth Mgmt	LUFkin	•	•	•	•			965	0.5	2
88	77	Anne Davidson	Wells Fargo Advisors	Dallas	•	•	•			•	440	1	1
80	88	Anupam Johri	Morgan Stanley Wealth Mgmt	Plano	•	•	•				480	1	2.5

UTAH

1	1	R. Scott Runia	Merrill Lynch PBIG	Provo			•				\$1,724	\$70	\$120
2	N	John Bird	Albion Financial Group	Salt Lake City		•	•				882	5.75	10
3	2	Glen Mintz	UBS Financial Svcs	Park City	•	•	•			•	936	2.9	6.5
4	N	Greg Golding	UBS Financial Svcs	Park City	•	•	•	•	•	•	7380	2	6.5
5	6	Brett Karras	Raymond Jemes/Karres	Roy	•	•	•	•		•	895	1.85	3.75
6	N	Hal Anderson	Soltis Investment Adv	St. George	•	•	•			•	1690	8	15

VERMONT

1	1	Tim Stotz	Morgan Stanley Wealth Mgmt	Burlington	•	•	•	•	•	•	\$703	\$2.5	\$4
2	N	Donald W. Tynion II	UBS Financial Svcs	South Burlington	•	•	•			•	270	1	3
3	3	Brian Pelkey	Morgan Stanley Wealth Mgmt	South Burlington	•	•	•			•	385	1.5	2.5
4	2	Jennifer Kelley	Wells Fargo Advisors	Burlington	•	•	•				277	1.25	2.5
5	5	Timothy O'Brien	UBS Financial Svcs	South Burlington	•	•	•				292	1.4	2.6
6	6	Jeff Dannies	Morgan Stanley Wealth Mgmt	South Burlington	•	•	•				300	1	2

VIRGINIA

1	4	Joseph Montgomery	Wells Fargo Advisors	Williamsburg		•	•	•	•	•	\$15,205	\$7	\$15
2	1	Stephan Cassaday	Cassaday	McLean	•	•	•				1562	1.4	2
3	2	Paul Pagnato	HighTower	Reston		•	•	•			2354	25	40
4	N	Tristan Caudron	Wells FiNet	Alexandria	•	•	•	•	•	•	1525	1.5	2.5
5	5	Gregory Smith	Baird	Reston	•	•	•				2230	1.02	3
6	9	Jeffrey Grinspoon	HighTower	Vienna	•	•	•			•	1050	4	7
7	10	Dalal Salomon	Wells Fargo Advisors	Richmond	•	•	•				902	3	4
8	13	Scott George	Mason Investment Adv	Reston		•	•	•			4703	5.5	10
9	8	Greg Sullivan	Sullivan, Bruyette, Speros & Blayney	McLean	•	•	•	•	•	•	2854	5	10
10	14	Barry Glassman	Glassman Wealth Svcs	McLean	•	•	•				793	7	10
11	N	Michael Joyce	Joycepayne Partners	Richmond	•	•	•				640	2.5	3

15	14	Name	Firm	City	Individ- uals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net Worth (\$10m+)	Founda- tions	Endow- ments	Institu- tional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
12	15	Robert Olcott	Olcott Consulting (Wells FiNet)	McLean		.	.	.	.	.	1466	15	25
13	11	Soo Kim	Ameriprise Financial	Vienna	.	.					1025	0.75	1.5
14	19	Lowell Pratt	The Burney Company	Reston	.	.					729	0.5	2
15	17	James Cox	Harris Financial Group	Richmond	.	.					635	0.7	0.8
16	16	Greg Popera	Merrill Lynch PBIG	Vienna		.	.				934	21.71	60
17	18	Ryan Sprowls	Wells Fargo Advisors	Alexandria	.	.	.	.	.	.	1000	1.25	2.5
18	N	Eric Wightman	Baird	Reston	.	.	.				2230	1	3
19	6	Garret Alcaraz	Wells Fargo Advisors	Virginia Beach	.	.	.	.	.	.	1454	1.5	3.5
20	23	Kelly Campbell	Campbell Wealth Mgmt	Alexandria	.	.	.				329	1.5	2.3
21	24	Allan Strange	Janney Montgomery Scott	Richmond	.	.	.	.			970	0.75	2.5
22	21	Brett Hayes	Wells FiNet	Richmond	.	.	.		.	.	622	2	3
23	7	Jeff LeClair	Wells FiNet	McLean	.	.	.	.	.	.	1234	5	20
24	29	Robert Reich	Wells FiNet	McLean	.	.	.	.	.	.	500	4	6
25	25	Timothy Neary	Merrill Lynch Wealth Mgmt	Reston	.	.	.				350	1	3
26	30	Brude Stoever	Wells Fargo Advisors	Richmond	.	.	.			.	710	3	5
27	27	Brenda Blisk	Spire Investment Partners	McLean	.	.	.				360	1.5	3
28	N	Paul Mazziotti	Wells Fargo Advisors	McLean	.	.	.	.		.	1250	10	15
29	N	Kent Overholt	Merrill Lynch PBIG	Vienna		.	.				934	20	60
30	28	Shawn Neighbor	Morgan Stanley Wealth Mgmt	Newport News	.	.	.				500	0.75	1.5

WASHINGTON

1	1	Erik Morgan	Freestone Capital Mgmt	Seattle	.	.	.				\$3,105	\$5	\$11
2	N	Phil Scott	Merrill Lynch Wealth Mgmt	Bellevue		.	.	.	.		2170	10	20
3	4	Randall Linde	Ameriprise Financial	Renton	.	.	.				1688	0.75	1.5
4	5	Shari Burns	Paragon/United Capital	Seattle		.	.				1411	4.9	7
5	6	Terry Cook	UBS PWM	Bellevue		.	.				1090	25	40
6	N	Cameron Ragen	Baird	Seattle	.	.	.	.			1828	4	5
7	2	Charles Brighton	Brighton Jones	Seattle		.	.				2767	3	2.6
8	8	Wayne Hampson	Merrill Lynch Wealth Mgmt	Seattle		.	.	.			1196	2	5
9	3	Jon Jones	Brighton Jones	Seattle	.	.	.				2767	3	2.6
10	23	Erin Scannell	Ameriprise Financial	Mercer Island	.	.	.			.	1520	1.5	2
11	10	Dean Braun	Morgan Stanley PWM	Seattle		.	.	.			2130	20	30
12	9	Lawrence Hood	Pacific Portfolio	Seattle	.	.	.	.		.	2884	11	18
13	11	Robert Nelson	Morgan Stanley PWM	Seattle		.	.				2130	20	25
14	14	David Hay	Evergreen Gavekal	Bellevue	.	.	.				1368	1.2	5
15	13	Paul Ried	Paul R. Ried Financial Group	Bellevue	.	.					566	0.45	0.75
16	7	Jeffrey Crosby	Ameriprise Financial	Kirkland	.	.					811	2.11	3.09
17	12	Kevin Fitzwilson	Coldstream Capital	Bellevue		.	.				600	5	10
18	15	Michael Matthews	UBS Financial Svcs	Bellevue	.	.	.				602	3.5	6
19	17	James Ferguson	Morgan Stanley Wealth Mgmt	Bellevue	.	.	.				1310	10	25
20	21	Brian Acarregui	Morgan Stanley Wealth Mgmt	Seattle	.	.	.				1800	4	5
21	19	Stephen Hollomon	Merrill Lynch Wealth Mgmt	Seattle	.	.	.				1127	3	5
22	20	Jason Weese	Morgan Stanley Wealth Mgmt	Bellevue		.	.	.			875	7.5	20
23	16	Michael Ernst	Morgan Stanley Wealth Mgmt	Bellevue	.	.	.	.		.	890	0.5	5

15	14	Name	Firm	City	Individuals (<\$1m)	High Net Worth (\$10m+)	Ultra High Net (\$10m+)	Foundations	Endowments	Institutional	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$ mil)
24	18	Kathleen Weber	Morgan Stanley Wealth Mgmt	Bellevue	.	.	.				547	5	7
25	29	Daver Tiryakioglu	Merrill Lynch Wealth Mgmt	Bellevue	.	.	.			.	485	0.8	1.4
26	28	York Harris	Merrill Lynch Wealth Mgmt	Bellevue	.	.	.				910	1.25	4
27	24	Lowry West	Morgan Stanley PWM	Seattle		.	.	.			1100	15	25
28	25	Todd Butson	Morgan Stanley PWM	Seattle		.	.	.			1100	15	25
29	N	Alan Lubner	Morgan Stanley PWM	Bellevue	.	.	.				1310	10	28
30	26	Ira Hershkowitz	Merrill Lynch Wealth Mgmt	Seattle	.	.	.	.		.	957	4	8

WEST VIRGINIA

1	1	Donald Lucci	Graystone Consulting	Charleston	.	.	.			.	\$4,300	\$2	\$3
2	3	Edward Stike	RBC Wealth Mgmt	Charleston	.	.	.			.	468	0.5	1.25
3	4	J. Michael Goodwin	Graystone Consulting	Charleston	.	.	.	.	.		4300	2	3
4	2	Christopher Hall	Wells FiNet	Parkersburg	.	.	.			.	413	0.8	1.25
5	N	David Miller	RBC Wealth Mgmt	Huntington	.	.	.				261	0.25	0.75
6	5	Fred Scheeren	Wells Fargo Advisors	Wheeling	.	.	.			.	558	1.1	5

WISCONSIN

1	1	Andrew Burish	UBS Financial Svcs	Madison	.	.	.				\$3,428	\$2	\$3
2	2	Michael Klein	Baird	Milwaukee	.	.	.	.	.	.	7062	27	35
3	4	Jon Goldstein	Ameriprise Financial	Madison	.	.	.				923	0.58	1
4	3	David Epstein	Baird	Milwaukee	.	.	.	.			2530	5	10
5	5	Thomas Parks	Graystone Consulting	Milwaukee		.	.	.	.	.	6209	85	85
6	6	Michael Sadoff	Sadoff Investment Mgmt	Milwaukee	.	.	.				917	1.5	3
7	8	Barry Martzahl	Graystone Consulting	Green Bay		.	.	.	.	.	1972	2	5
8	7	Bryan Sadoff	Sadoff Investment Mgmt	Milwaukee	.	.	.				917	1.5	3
8	15	Vince Cimino	Cimino & Associates	Clinton	.	.	.				360	0.25	0.5
10	8	Philip Dallman	Baird	Milwaukee	.	.	.	.	.	.	7062	27	35
11	11	Walter Meanwell	Wells Fargo Advisors	Madison	.	.	.	.	.		471	0.5	1.5
12	10	Richard Tinder	Merrill Lynch Wealth Mgmt	Burlington	.	.	.			.	482	1	2
13	12	Bob Chernow	RBC Wealth Mgmt	Milwaukee	.	.	.				539	1.75	10
14	14	John Larsen	RBC Wealth Mgmt	Mequon	.	.	.				500	1	2
15	N	David Spano	Annex Wealth Mgmt	Elm Grove	.	.	.				506.5	0.4	0.8
16	17	Chris Calvelli	Baird	Milwaukee	.	.	.	.			2530	5	10
17	16	Jeffrey Kowal	Raymond James	Waukesha	.	.	.			.	391	0.8	1.3
18	N	John Petrie	Aspiriant	Milwaukee		.	.				8226	5	5

WYOMING

1	1	Doug Dewald	Edward Jones	Sheridan	.	.	.				\$210	\$0.48	\$0.6
2	2	Jeffrey Vincent	Vincent Financial Svcs	Riverton	.	.	.				225	0.5	1.3
3	5	Dan Stevens	Edward Jones	Cody	.	.	.				218	0.29	0.3
4	4	Cody Lockhart	Wells Fargo Advisors	Jackson	.	.	.	.	.		500	4	80
4	3	Christopher Walton	Morgan Stanley Wealth Mgmt	Sheridan	.	.	.				262	1	2.5
6	N	Peter Eliason	Royal Alliance Associates	Sheridan	.	.	.				90	0.5	1.5