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FT 400 Top Financial Advisers

				Client segments erved						Clie	ent se ved	gme	nts	
	>				** M.	nal			>				**WI	
аше	ompan	GI+	Retail	*MNH	Ultra-HNW*	Institutional		э	Соправу	City	Retail	*MNH	Ultra-HNW**	
Slaggie, Michael	Slaggie Capital Group / Raymond James	Winona	~ ∞	Ī	5	<u>≅</u>	-	Kraus, Andrew P.	Merrill Lynch – Private Banking & Investment Group	New York		╪	5	-
Siaggie, i-neriaei	Staggle Capital Group / Raymona James	Willond						Kuttin, Jonathan	Ameriprise Financial	Melville	V	1		
MISSISSIPPI								Liebers, Lawrence C.	Merrill Lynch Wealth Management	New York	Т	✓	V	T
Minor, Douglas M.	Raymond James	Jackson	V	✓	✓	1		Malkin, Joshua D.	Morgan Stanley Private Wealth Management	New York		✓	✓	
Mosby, Bill (Rush)	UBS Financial Services	Jackson	√	✓	✓	V		McGinty, Robert J.	Merrill Lynch – Private Banking & Investment Group	New York			V	
MICCOLIDI								Mellert, Douglas M.	Merrill Lynch Wealth Management	New York		✓ ✓		
MISSOURI Burke, Thomas	Ameriprise Financial	Chesterfield	1	√	√	1		Millman, Ira M. Mitchell, Neil S.	Morgan Stanley Wealth Management Morgan Stanley Private Wealth Management	New York New York		√		
Millner, Robert	Morgan Stanley Wealth Management	Clayton	1	1	√			Montaperto, Deborah D.	Morgan Stanley Private Wealth Management	New York			1	
Murray, Seth C.	Ameriprise Financial	Springfield	V	✓	~	1		Myers, Jonathon L.	Ameriprise Financial	Vestal	✓	✓	~	
Underwood, Scott P.	Socium Advisors Northwestern Mutual Wealth Mgmt. Co.	St. Louis	✓	✓	1	1		Newman, William J.	Northwestern Mutual Wealth Mgmt. Co.	Albany	✓	✓		
								O'Connell, Daniel T.	Merrill Lynch Wealth Management	Garden City		✓	✓	
NEBRASKA								Papandrea, Rocco	Merrill Lynch Wealth Management	New York	√	V		
Harrison, Tim	Harrison Financial Services Northwestern Mutual Wealth Mgmt. Co.	Omaha Omaha	✓	1	✓ ✓	1		Pell, Geri E. Perkins, Howard	Ameriprise Financial Morgan Stanley Wealth Management	Rye Brook Purchase	✓	1		
Jacobitz, Andy J. Robinson, Andrew	RBC Wealth Management Morgan Stanley Wealth Management	Omaha	V	✓	√	V		Peters, Kevin M.	Morgan Stanley Wealth Management	Purchase		V		
,								Poppo, Michael F.	UBS Financial Services	New York		1		
NEVADA								Rabito, Russell A.	UBS Financial Services	New York		~	~	
Lee, Geoffrey B.	Ameriprise Financial	Henderson	1	✓	1	1		Reali, Renato J.	UBS Financial Services	New York		✓	1	
								Rosenthal, Peter W.	UBS Financial Services	Jericho	✓	✓		
NEW JERSEY	PRG W. Id. M.	D. 10. 1						Saunders, Allen	UBS Financial Services	New York		1		
	RBC Wealth Management	Red Bank	√	✓ ✓	✓	✓		Sax, Ben	Merrill Lynch – Private Banking & Investment Group	New York		1		
Burke, John B. Deatherage, Mary M.	Burke Financial / Raymond James Morgan Stanley Private Wealth Management	Iselin Little Falls	V	•	✓	1		Schoff, William L. Schubach, Clark	UBS Financial Services J.P. Morgan Securities	Rochester New York	1	✓ ✓	✓ ✓	
Durso, Lawrence	Morgan Stanley Wealth Management	Red Bank	1	1	√			Schwartz, Daniel	UBS Financial Services	New York			✓	
Fendrick, Mark	UBS Financial Services	Mt. Laurel	1	✓	✓			Serure, Theodore	J.P. Morgan Securities	New York	√	✓	1	
Kugel, Elliott	Merrill Lynch Wealth Management	Bridgewater	1	1	1			Stackman, Scott	UBS Financial Services	New York	Т	1		
Maltese, James	Merrill Lynch Wealth Management	Iselin	1	✓	✓			Sukhin, Andrew G.	Morgan Stanley Wealth Management	New York		✓	1	
Matina, Joseph	UBS Financial Services	Short Hills		✓	✓	1		Sullivan, Thomas E.	Merrill Lynch Wealth Management	Garden City	✓	✓	-	
McGinley, Christine	UBS Financial Services	Mt. Laurel	V	V	V	V		Temel, Charles S.	UBS Financial Services	New York		✓		
McLaughlin, James M. McPeak, Neil P.	Princeton Wealth Advisors of Raymond James	Princeton	✓	✓ ✓	✓	V		Tennant, Steven A.	Tennant Financial Northwestern Mutual Wealth Mgmt. Co.	Ballston Lake	1	✓ ✓		
Ricca, Michael J.	McPeak Wealth Management Group of Wells Fargo Advisors Morgan Stanley Wealth Management	Linwood Florham Park	•	V	V	V		Trikha, Umesh K. Waldele, Robert J.	Merrill Lynch Wealth Management Merrill Lynch Wealth Management	New York New York	-	V		
Riley, Jack R.	UBS Financial Services	Warren		✓	1			Weil, Noel	Merrill Lynch – Private Banking & Investment Group	New York			V	
Schwartz, Andy M.	Bleakley Financial Group / LPL Financial	Fairfield	1	1	1	1		Winik, Jeffrey	Morgan Stanley Wealth Management	New York	1	1	1	
Stern, Michael S.	Wells Fargo Advisors	Vineland	V	✓	~	1		Zeller, Mark	UBS Financial Services	New York		✓	1	
Udine, Richard D.	Morgan Stanley Wealth Management	Mt. Laurel		✓	1			Zipper, Adam J.	J.P. Morgan Securities	New York	✓	✓	✓	
Weinerman, David S.	Morgan Stanley Wealth Management	Florham Park		✓	✓	✓								
NEW YORK								NORTH CAROLINA	Marillanda Britan Baline Chambara Cara	Charles		1		
NEW YORK Bakshi, Vishal	Merrill Lynch – Private Banking & Investment Group	New York			1	/		Cash, Gregory M. Graves, Kelly	Merrill Lynch – Private Banking & Investment Group Carroll Financial / Cetera Advisor Networks	Charlotte Charlotte	1	V		
Barrett, John C.	Merrill Lynch Wealth Management	New York		V	✓	·		Hoge, Brett W.	BB&T Scott & Stringfellow	Winston-Salem	Ė	·	_	
Beyer, David	Morgan Stanley Wealth Management	New York	1	1	1	~		Rakestraw, David W.	BB&T Scott & Stringfellow	Raleigh	1	~		
Bickler, Eric A.	UBS Financial Services	White Plains	✓	✓	1	1		Wickham, R. Mitchell	Merrill Lynch – Private Banking & Investment Group	Charlotte		1	1	
Bieber, David	Morgan Stanley Private Wealth Management	New York		✓	~	✓								
Bodner, Eric S.	Merrill Lynch – Private Banking & Investment Group	New York		✓	✓			NORTH DAKOTA						
Borowsky, Peter N.	UBS Financial Services	New York	V	√	1	√		Melvie, Loren D.	Ameriprise Financial	Bismarck	√	√		
Braff, Douglas P.	UBS Financial Services Marrill Lynch - Private Panking & Investment Group	New York	✓	•	∨	/		OHIO						
Bryan, Jeffrey M. Burrows, Bruce A.	Merrill Lynch – Private Banking & Investment Group Morgan Stanley Wealth Management	New York Garden City	✓	√	√	V		Carbetta, Paul C.	Ameriprise Financial	Worthington	1	√	✓	
Canell, Jay	J.P. Morgan Securities	New York	1	√	1	1		Carver, Randy	Carver Financial Services / Raymond James	Mentor	1	1		
Canell, Neil	J.P. Morgan Securities	New York	✓	✓	✓	1		Chornyak, Jr., Joseph A.	Chornyak & Associates, Ltd.	Columbus	✓	✓	1	
Cannataro, Louis S.	Cannataro Park Avenue Financial Northwestern Mutual Wealth Mgmt. Co.	New York		✓	✓			Chornyak, Sr., Joseph A.	Chornyak & Associates, Ltd.	Columbus	✓	✓	✓	
Carter, Kenneth W.	Wells Fargo Advisors	New City	✓	✓	✓	~		Ellis III, David W.	UBS Financial Services	Cincinnati		✓	✓	
Chrys, Michael C.	Merrill Lynch Wealth Management	Latham	✓	✓	√	~		Fish, Stephen J.	UBS Financial Services	Cincinnati	V	√		
Cohen, Leigh	Merrill Lynch – Private Banking & Investment Group	New York	√	./	1	1		Holwadel, David K.	Raymond James Charpusk & Associates Ltd.	Columbus	V	1		
Cohen, Robert D. Coyle III, John F.	UBS Financial Services Morgan Stanley Private Wealth Management	Garden City Garden City	V	✓ ✓	✓ ✓	V		Mauk, Robert A. Motta, Peter F.	Chornyak & Associates, Ltd. Merrill Lynch – Private Banking & Investment Group	Columbus	V	✓ ✓	✓ ✓	
Cuneo, Paul L.	Merrill Lynch Wealth Management	Great Neck			√			Musser, Joseph M.	Ameriprise Financial	Canton	1	1	-	
Detterick, Jim	Graystone Consulting	New York	1	✓	✓	1		Myeroff, Kevin	NCA Financial Planners	Cleveland	√	✓	√	
DiScala, Todd	Merrill Lynch Wealth Management	New York		✓	✓	~		Shendure, Ashok S.	BDS Financial Network	Solon	V	√	√	1
Dyer, Robert C.	Merrill Lynch – Private Banking & Investment Group	New York		✓	✓			Shendure, Rajanee A.	BDS Financial Network	Solon	✓	✓		
Epstein, Adam F.	UBS Financial Services	New York		✓	1	✓		Singer, David L.	Merrill Lynch – Private Banking & Investment Group	Cincinnati		✓	1	
Ferreira, Artur	UBS Financial Services	New York			√			Torbeck, Daniel L.	UBS Financial Services	Cincinnati	√	✓	✓	
Gero, George	RBC Wealth Management	New York	√	√	1	√		OKI AHOMA						
Gully, Joshua P. Halbfinger, Martin L.	Morgan Stanley Private Wealth Management UBS Financial Services	New York New York		1	✓ ✓	1		OKLAHOMA Brock, Brandt T.	Ameriprise Financial	Tulsa	1	√	√	4
Hart, Andrew	Morgan Stanley Private Wealth Management	New York		√	√			Erosis, Drandt 1.				Ė		
Karetsky, Marc	Morgan Stanley Private Wealth Management	New York		1	√			OREGON						
Kass, Jonathan	Merrill Lynch Wealth Management	New York		✓	✓	✓		Gall, J. Charles	RBC Wealth Management	Portland	✓	✓	✓	
Katz, Jason M.	UBS Financial Services	New York	~	✓	✓	~		Kilkenny Hale, Kelly	RBC Wealth Management	Portland	1	✓	✓	
Kavallieratos, Nick	Morgan Stanley Wealth Management	New York	✓	✓	✓									
Kelton, Richard W.	The Kelton Financial Group Northwestern Mutual Wealth Mgmt. Co.	Latham		✓	√			PENNSYLVANIA						
Kilduff, Sean T.	UBS Financial Services	New York		V	1	V		Brennan, Patricia C.	Key Financial, Inc.	West Chester	✓ ✓	1	✓	
Kokubo, Sergio S. Kolev, Bobby	UBS Financial Services Morgan Stanley Wealth Management	New York New York	✓	1	✓ ✓	1		Jugan, AJ Kron, David J.	Ameriprise Financial Kron & Polis Financial Group of Wells Fargo Advisors	Pittsburgh Philadelphia	✓ ✓	1	./	
	g=#oramo, reality indiagement		1	1	1			o., Davia J.		· ·····cacipilia				

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FT 400 Top Financial Advisers

			Client segments served			its						ent s	egme	ents
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o o	Company		_	Ł	Ultra-HNW**	Institutional		o o	Мрапу		=	Ł	Ultra-HNW	Unra-niww Institutional
Nam	B S	G 1	Retail	Ň	H	Insti		Nam	B S	Ċ	Retail	NH NH	1	Insti
Parker, Sr., John J.	Wells Fargo Advisors	Philadelphia		✓	1	✓	_	Muldoon, Kathleen	Carter Financial Management / Raymond James	Dallas		/		/
Petredis, Charles J.	Petredis Investment Advisors of Wells Fargo Advisors	Sewickley	V	1	1	1	-	Nagel, Steve M.	Merrill Lynch Wealth Management	Frisco		1	· ·	1 1
Rimmel, James W.	UBS Financial Services	Pittsburgh	✓	1	1	√	,	Paulson, Richard P.	Raymond James	Houston	✓	1		/
Rohr, Peter A.	Merrill Lynch – Private Banking & Investment Group	Philadelphia			1			Pearcy, Van M.	Van Pearcy's Wealth Services / Raymond James	Midland	1	1	· ·	1 1
Salmansohn, Eric	Morgan Stanley Wealth Management	Philadelphia	1	1	1	√	,	Pennington, Darrell R.	Ameriprise Financial	Houston	1	1	· /	/
Sargent, Peter H.	Janney Montgomery Scott LLC	Yardley		1	1			Peterson, Donald S.	UBS Financial Services	Dallas		1	· ·	1 1
Spanos, Samuel W.	Raymond James	Beaver	1	1	1	√	,	Piatas, Richard W.	Merrill Lynch Wealth Management	Frisco		1	· /	/
Wilding, James	Confluence Financial Partners / Raymond James	Pittsburgh	1	1	1	1	-	Schroeder, Ralph J.	Ameriprise Financial	The Woodlands		1		
								Uptegraph, Jr., Don S.	Morgan Stanley Wealth Management	Houston		1	· /	/
SOUTH CAROLINA								Utter, Gail W.	Utter Wealth Management Group of Wells Fargo Advisors	Sherman		1	· ·	1
Vingi, Jr., Robert E.	Wells Fargo Advisors	Charleston		1	1	✓	,	Vicknair, Nestor J.	Merrill Lynch Wealth Management	Houston		1		/
_								Wood, Jr., F. Michael	Merrill Lynch – Private Banking & Investment Group	San Antonio			~	/ /
SOUTH DAKOTA														
Hillard, David T.	RBC Wealth Management	Rapid City	1	1	1	V	,	VIRGINIA						
Nelson, Todd	Merrill Lynch Wealth Management	Sioux Falls	1	1	1	√	,	Beatty, Bryan D.	Voya Financial Advisors	Vienna	1			
Quello, Nathan S.	Loft Advisors / Raymond James	Sioux Falls	1	1	1	1		Cassaday, Stephan	Cassaday & Company, Inc.	McLean	1	1		/ /
Wollman, Gordon	Cornerstone Financial Solutions, Inc. / Raymond James	Huron	1	1	1	1	,	Caudron, Tristan M.	Wells Fargo Advisors	Alexandria	1	1		/ /
, , , , , , ,								Gill, John A.	BB&T Scott & Stringfellow	Virginia Beach	1	1		/ /
TENNESSEE								Hamilton, Simon R.	Baird	Reston	1	1		1
Mayer, Ward	Raymond James	Memphis	1	1	1	√	,	Kim, Soo (Susan)	Ameriprise Financial	Vienna	1	1		/ /
Oakley, Samuel H.	Raymond James / Pinnacle Asset Management	Nashville	1	1	1	/		Krell, Christopher	Cassaday & Company, Inc.	McLean	1	1		/ /
Roberson, Tim	Merrill Lynch Wealth Management	Brentwood		1	1			Mahler, George (Carl)	The Pinnacle Group / Raymond James	Midlothian	·	1		/ /
Smith, Trey	SunTrust Investment Services, Inc.	Nashville		1	1	/	,	Montgomery, Joe W.	The Optimal Service Group of Wells Fargo Advisors	Williamsburg	1	1		/ /
Stein, Michael E.	Wells Fargo Advisors	Memphis	1	V	√	V	,	Salomon, Dalal Maria	Salomon & Ludwin, LLC	Richmond		·		,
Williams, Jay W.	UBS Financial Services	Memphis	•	,	1			Smith, Gregory S.	Baird	Reston	1	1		
Williams, say W.	OBST Maticial Services	Hemphis			-			Sprowls, Ryan C.	Sprowls, Key & Romano Wealth Management Group of Wells Fargo Advisors	Alexandria	·	·		/ /
TEXAS								Sprowis, reyair c.	Sprows, key a komano weami Planagement Group of Wells Pargo Advisors	Alexandra				
Acerra, Guy M.	Ameriprise Financial	San Antonio		1	1			WASHINGTON						
		Fort Worth		1	1			Braun, Dean	Morgan Stanley Private Wealth Management	Seattle				
Ardoyno, Matt (Toby) Ashcroft, Richard W.	Merrill Lynch Wealth Management Baird	Houston	1	V	√			Conti, Edward A.	Ameriprise Financial	Bellevue	✓	./		
Barnes, David R.	UBS Financial Services	Dallas	•	v	1			Elliott, Patrick D.	RBC Wealth Management	Bainbridge Island	✓ ×	V		/ /
			✓	V	V			Jackson, Paul W.	-	Bellevue		V	• •	/
Begay, Audree L.	Ameriprise Financial	Houston	•	V	✓ ✓	·		Matthews, Michael S.	Morgan Stanley Wealth Management UBS Financial Services	Bellevue	1		·	/ /
Clements, Kevin M. Coffee, Jr., James L.	Morgan Stanley Wealth Management	Houston	1	V	√	V		Ried, Paul R.	Paul R. Ried Financial Group, LLC / Cetera Advisor Networks	Bellevue	V	V	·	·
	Merrill Lynch Wealth Management		•	v	✓ ✓	·			·	Seattle	•			/
Dickey, Kevin T.	Morgan Stanley Private Wealth Management	Dallas			V	1		West, Lowry	Morgan Stanley Private Wealth Management	Seame			ľ	
Duncan, Sharon B.	Selah Financial Services	Friendswood	V	✓		✓ ✓		WEST VIDSINIA						
Dziuk, Steve	Ameriprise Financial	San Antonio	V	✓ 				WEST VIRGINIA Houchins. David L.	BB&T Scott & Stringfellow	Charleston	✓			/ /
Elias, Mark S.	UBS Financial Services	Houston			V	V		Houchins, David L.	BB&T SCOTT & STringfellow	Charleston	•	√	'	•
Gladstein, Mark B.	Merrill Lynch Wealth Management	Houston		V	1	√								
Harrell, Bob	Harrell Investment Partners of Raymond James	Austin		V	V			WISCONSIN	uno si con di co					
Heuer, Susan	Merrill Lynch Wealth Management	Houston		V	√	√		Burish, Andrew D.	UBS Financial Services	Madison	√			/ /
Johri, Anupam (AJ)	Morgan Stanley Wealth Management	Dallas	✓	V	V			Calvelli, Chris	Baird	Milwaukee	✓	√		/ /
Klenke, Allan J.	UBS Financial Services	Houston		V	√			DeFrance, Ed	Baird	Milwaukee			- 1	
Knox, Kerry	Merrill Lynch Wealth Management	Fort Worth	V	V	√			Fries, Timothy M.	Fries Financial Group / Raymond James	Chippewa Falls	✓	V		/ /
Leonard, Bryan A.	Merrill Lynch Wealth Management	Houston	V	√	V			Heckmann, Matthew M.	Heckmann Financial Northwestern Mutual Wealth Mgmt. Co.	Middleton		√		
Lorch, Howard S.	The Lorch Group of Wells Fargo Advisors	Houston	✓	✓	√	√		Klein, Michael G.	Baird	Milwaukee				/ /
McBride, Tommy	Merrill Lynch Wealth Management	Dallas		✓	V			Klenke, David	Baird	Milwaukee				/
McIntire, Thomas R.	Cadent Capital, LLC / Raymond James	Dallas	✓	✓	V	✓		Kowal, Jeffrey	Kowal Investment Group, LLC / Raymond James	Waukesha	✓	✓	V	/ /
McIntyre Fields, Charla K.		Hurst	✓	√	~	✓								
Messick, Chris	Messick, Peacock & Associates Northwestern Mutual Wealth Mgmt. Co.	Dallas		✓	✓			*High net worth (clien	ts with $1m-10m$ in investable assets), **Ultra high net worth (clients	with \$10m or more in in	ivesta	able	asse	ets)

Methodology

The Financial Times 400 is intended to provide a snapshot of the best financial advisers for the investors who use them — such as FT readers. We assess advisers based on what investors care about, and we use a quantifiable, objective methodology.

The Financial Times and Ignites Research, the FT's sister company, contacted the largest US brokerages in autumn 2017 to obtain practice information and data for their top in verified data on assets under management instead of relying on advisers' self-reported figures.

We asked for information on advisers with more than 10 years' experience and who had more than \$300m in assets under management. Such minimum criteria filtered out most advisers.

The FT then invited qualifying advisers out of this group — a list that totalled about 880 — to complete a questionnaire that gave us more information about their practices. We added that information to our own research on advisers across the US. This resulted the candidates, including data from regulatory filings.

The formula the FT uses to grade advisers is based on six broad

factors and calculates a numeric score for each adviser. The factors

1. Assets under management can signal experience managing money and client trust.

one-year and two-year growth rates) can be taken as a proxy for performance, asset retention and ability to generate new business.

3. Years of experience indicates experience managing assets in different economic and interest-rate

4. Compliance record provides evidence of past client disputes. A string of complaints could signal

problems. **5. Industry certifications** (CFA, CFP etc) demonstrate technical and industry knowledge and obtaining

these designations shows a **2. AUM growth rate** (we look at both | professional commitment to investment skills. 6. Online accessibility illustrates commitment to providing investors

with easy access and transparent contact information.

Assets under management accounted for an average of 70 per cent of each adviser's score. AUM growth rate accounted for an average of 17 per cent.

Additionally, the FT places a cap on the number of advisers from any one state that roughly corresponds to the distribution of millionaires across the US.

We present the FT 400 as an elite group, not a competitive ranking. We acknowledge that ranking the industry's top advisers from one to 400 would be a futile exercise, since each takes different approaches to their practice and has different specialisations.

The research was conducted on behalf of the Financial Times by Ignites Research, a Financial Times sister publication.