TOP 40 WEALTH MANAGERS

Here are America's largest wealth managers, ranked by client assets in accounts of $5 million or more as of June 30.

1. BANK OF AMERICA GLOBAL WEALTH & INVESTMENT MGMT
(Including Merrill Lynch Global Wealth Management and U.S. Trust)

Rank '11: 1
U.S. Private-Client Assets: $792 bil
Minimum Account: N/A
Median Account: N/A
Wealth Managers: 21,712
Clients Per Manager: N/A
U.S. Branch Offices: 805
Specialties: Trust services, wealth structuring, credit, concentrated stock, investment and asset management, personal and institutional retirement, philanthropy, tax and estate planning, and family-office services.
Websites: totalmerrill.com and ustrust.com
Tel: 800-637-7455 and 800-878-7878

2. MORGAN STANLEY SMITH BARNEY
Rank '11: 2
U.S. Private-Client Assets: $673 bil
Minimum Account: N/A
Median Account: N/A
Wealth Managers: 16,934
Clients Per Manager: N/A
U.S. Branch Offices: 740
Specialties: Equities, fixed income, and alternatives; retirement and estate planning; asset allocation; private placements of traditional and alternative investments; risk management; investment banking; private banking, and lending.
Website: mssb.com
Tel: 800-634-9855 or 212-761-4000

3. JPMORGAN
Rank '11: 3
U.S. Private-Client Assets: $518 bil
Minimum Account: $5 mil
Median Account: $12.9 mil
Wealth Managers: 1,528
Clients Per Manager: 25
U.S. Branch Offices: 75
Specialties: Risk-adjusted portfolio construction, thematic trading and alternative investment opportunities, trust and estate planning, banking services, and lending/balance-sheet advisory.
Website: jpmorgan.com/privatebanking
Tel: 212-622-7423
e-mail: douglas.o.morris@jpmorgan.com

4. WELLS FARGO AND COMPANY
Rank '11: 4
U.S. Private-Client Assets: $379.3 bil
Minimum Account: N/A
Median Account: N/A
Wealth Managers: 15,306
Clients Per Manager: N/A
U.S. Branch Offices: 1,407
Specialties: Comprehensive wealth planning and advice, investment management, brokerage, private banking, fiduciary services.
Websites: wellsfargoprivatebank.com, wellsfargoadvisors.com
Tel: 877-636-0501, 866-243-0931

5. UBS WEALTH MANAGEMENT
Rank '11: 5
U.S. Private-Client Assets: $321.9 bil*
Minimum Account: N/A
Median Account: N/A
Wealth Managers: 7,021
Clients Per Manager: N/A
U.S. Branch Offices: 326
Specialties: Investment management, retirement planning, estate and Insurance planning, liability management; advice delivered through leveraging superior intellectual capital, internal or external.
Websites: ubs.com, ubs.com/us/en/wealth.html, ubs.com/us/en/wealth/find-a-financial-advisor.html
Tel: 201-352-3000
e-mail: jason.chandler@ubs.com

6. FIDELITY
Rank '11: 6
U.S. Private-Client Assets: $188 bil
Minimum Account: $1 mil
Median Account: N/A
Wealth Managers: 1,322
Clients Per Manager: N/A
U.S. Branch Offices: 170
Specialties: Tax-efficient managed accounts, capital-market transactions, international trading, annuities, family-office services, charitable services, trusts.
Website: fidelity.com
Tel: 800-343-3548

7. GOLDMAN SACHS
Rank '11: N/A
U.S. Private-Client Assets: $181.6 bil*
Minimum Account: $10 mil
Median Account: N/A
Wealth Managers: 400
Clients Per Manager: 30
U.S. Branch Offices: 13
Specialties: Financial planning and trust services, investment strategy, portfolio construction, open architecture manager selection, private-banking services.
Website: gs.com/pwm
Tel: 800-323-5678
e-mail: gsinfo@gs.com

8. BNY MELLON WEALTH MGMT
Rank '11: 7
U.S. Private-Client Assets: $147.4 bil
Minimum Account: $2 mil
Median Account: N/A
Wealth Managers: 862
Clients Per Manager: 50-75
U.S. Branch Offices: 39
Specialties: Investment management, wealth and estate planning, private banking, family-office services, planned giving services.
Website: bnymellonwealthmanagement.com
Tel: 877-267-0198
e-mail: tracy.c.nickl@bnymellon.com

9. NORTHERN TRUST
Rank '11: 8
U.S. Private-Client Assets: $129 bil
Minimum Account: $2 mil
Median Account: N/A
Wealth Managers: N/A
Clients Per Manager: N/A
U.S. Branch Offices: 72
Specialties: Comprehensive trust advisory and estate settlement services; specialized advisory services, including family business; real estate, oil/gas/minerals management; family-office services, with a focus on asset servicing and risk analytics.
Website: northerntrust.com
Tel: 941-329-2645
e-mail: br17@ntrs.com

10. CHARLES SCHWAB
Rank '11: 9
U.S. Private-Client Assets: $117 bil
Minimum Account: N/A
Median Account: N/A
Wealth Managers: 3,100
Clients Per Manager: N/A
U.S. Branch Offices: 304
Specialties: Managed investing solutions; financial-planning and retirement services; banking; research, analytic tools, performance reports, market analysis, and educational tools; brokerage services; and investment products.
Website: schwab.com
Tel: 866-232-9890

11. CITIGROUP GLOBAL MARKETS
(Including Citi Private Bank and Personal Wealth Management)

Rank '11: 10
U.S. Private-Client Assets: $81.7 bil
Minimum Account: N/A
Median Account: N/A
Wealth Managers: 477
Clients Per Manager: N/A
U.S. Branch Offices: 226
Specialties: Global investment advice, capital markets, alternative investments, wealth advisory, investment finance.
Website: citiprivatebank.com
Tel: 212-816-8022
e-mail: Natalie.elizabeth.marin@citi.com

12. CREDIT SUISSE
Rank '11: 12
U.S. Private-Client Assets: $71.4 bil
Minimum Account: $0.5 mil
Median Account: $2.2 mil
Wealth Managers: 415
Clients Per Manager: 46
U.S. Branch Offices: 16
Specialties: Comprehensive wealth planning, with focus on philanthropy and entrepreneurship; investment-management advice and portfolio construction; traditional and alternative products; lending.
Website: credit-suisse.com
Tel: 212-538-3372
e-mail: john.sutton@credit-suisse.com

13. PNC WEALTH MANAGEMENT
Rank '11: 16
U.S. Private-Client Assets: $67.2 bil
Minimum Account: $1 mil
Median Account: N/A
Wealth Managers: 893
Clients Per Manager: N/A
U.S. Branch Offices: 83
Specialties: Investment consulting and management, separate accounts, trust services, estate and tax planning, private banking.
Website: pnc.com
Tel: 888-762-6276
e-mail: wealthmanagement@pnc.com

14. DEUTSCHE BANK PRIVATE WEALTH MANAGEMENT
Rank '11: 11
U.S. Private-Client Assets: $65 bil
Minimum Account: N/A
Median Account: N/A
Wealth Managers: 330
Clients Per Manager: N/A
U.S. Branch Offices: 24
Specialties: Customized wealth management; capital and advisory solutions for entrepreneurs, families, and select institutions.
Website: pwm.db.com
Tel: 212-454-3600

15. RBC WEALTH MANAGEMENT
Rank '11: 13
U.S. Private-Client Assets: $60.8 bil
Minimum Account: N/A
Median Account: $8 mil
Wealth Managers: 2,000
Clients Per Manager: N/A
U.S. Branch Offices: 200
Specialties: Comprehensive wealth management, investment-advisory services, retirement services, lending, trust and estate planning.
Website: rbcwm-usa.com
Tel: 612-371-2711

16. BESSEMER TRUST
Rank '11: 14
U.S. Private-Client Assets: $54.4 bil
Minimum Account: $10 mil
Median Account: $21.2 mil
Wealth Managers: 140
Clients Per Manager: 50
U.S. Branch Offices: 14
Specialties: Investment management; tax, legacy, insurance, and philanthropic planning.
Website: bessemer.com
Tel: 212-708-9349
e-mail: wilcox@bessemer.com

17. SUNTRUST BANKS
Rank '11: 15
U.S. Private-Client Assets: $49.5 bil
Minimum Account: N/A
Median Account: $8.7 mil
Wealth Managers: 240
Clients Per Manager: 89
U.S. Branch Offices: 62
Specialties: Financial planning, investment management, private banking, trust and estate, insurance and risk management.
Website: suntrust.com/wealth
Tel: 404-813-8002
e-mail: PrivateWealthManagement@SunTrust.com

18. BARCLAYS WEALTH
Rank '11: 18
U.S. Private-Client Assets: $35.5 bil
Minimum Account: N/A
Median Account: N/A
Wealth Managers: 250
Clients Per Manager: N/A
U.S. Branch Offices: 12
Specialties: Customized portfolio construction, traditional and alternative investments, ultrahigh-net-worth wealth advisory, capital markets, and customized credit.
Website: barclays.com/wealth/americas
Tel: 800-392-5000 or 212-526-2039

19. U.S. BANK WEALTH MANAGEMENT
(Including Ascent Private Capital Management, The Private Client Reserve, The Private Client Group, and U.S. Bancorp Investments)

Rank '11: 17
U.S. Private-Client Assets: $35 bil
Minimum Account: N/A
Median Account: N/A
Wealth Managers: 730
Clients Per Manager: N/A
U.S. Branch Offices: 116
Specialties: Investment management, private banking, trust and estate services, financial planning, multigenerational wealth planning, family dynamics and governance.
Website: usbank.com

20. ROCKEFELLER FINANCIAL
Rank '11: 19
U.S. Private-Client Assets: $35 bil
Minimum Account: $30 mil
Median Account: N/A
Wealth Managers: 15-20
Clients Per Manager: 15-20
U.S. Branch Offices: 5
Specialties: In-house, proprietary equity and fixed-income strategies; customized portfolios and multimanager vehicles for hedge funds and private equity; technology and professionals for portfolio-information management.
Website: rockefellerfinancial.com
Tel: 212-549-5100

**Barron's* estimate. Source: *Barron's* survey

21. BMO HARRIS PRIVATE BANK

Rank '11: 20
U.S. Private-Client Assets: $30.2 bil
Minimum Account: $1 mil
Median Account: N/A
Wealth Managers: 226
Clients Per Manager: Relationships below $25 mil: 50-200 **Relationships above $25 mil:** 5-40
U.S. Branch Offices: 57
Specialties: Financial planning, multigenerational wealth transfer, investment advisory, business-succession planning, philanthropy.
Website: harrisprivatebank.com
Tel: 312-461- 2545
e-mail: Thomas.Meilinger@harrismycfo.com

22. RAYMOND JAMES FINANCIAL

Rank '11: 21
U.S. Private-Client Assets: $28.8 bil
Minimum Account: N/A
Median Account: $8 mil
Wealth Managers: 5,489
Clients Per Manager: N/A
U.S. Branch Offices: 2,350
Specialties: Financial planning and wealth management, portfolio management, trusts and estates, retirement services, and alternative investments.
Website: raymondjames.com/wealth management
Tel: 800-248-8863 ext. 76345

23. HSBC PRIVATE BANK

Rank '11: 23
U.S. Private-Client Assets: $28 bil
Minimum Account: $5 mil
Median Account: N/A
Wealth Managers: 35
Clients Per Manager: 45-60
U.S. Branch Offices: 6
Specialties: Discretionary portfolio management, alternative investments, banking and liquidity management, financing, trust and fiduciary services.
Website: hsbcprivatebank.com
Tel: 212-525-5080

24. NEUBERGER BERMAN

Rank '11: 22
U.S. Private-Client Assets: $24 bil
Minimum Account: $1 mil
Median Account: $10 mil
Wealth Managers: 103
Clients Per Manager: N/A
U.S. Branch Offices: 10
Specialties: Portfolio management focused on after-tax performance, capital preservation, equities, fixed income, alternatives, estate planning, and comprehensive trustee and executor services.
Website: nb.com
Tel: 800-234-9840
e-mail: krende@nb.com

25. WILMINGTON TRUST

Rank '11: 30
U.S. Private-Client Assets: $19.8 bil
Minimum Account: $3 mil
Median Account: N/A
Wealth Managers: 93
Clients Per Manager: 79
U.S. Branch Offices: 49
Specialties: Wealth planning, trustee services, investment-management services, private-banking services, family-office services.
Website: wilmingtontrust.com
Tel: 302-651-1936
e-mail: mgraham@wilmingtontrust.com

26. LPL FINANCIAL

Rank '11: 26
U.S. Private-Client Assets: $18.4 bil
Minimum Account: N/A
Median Account: $7.2 mil
Wealth Managers: 1,152
Clients Per Manager: N/A
U.S. Branch Offices: N/A
Specialties: Investment research, open-architecture investment management and asset allocation, estate and business planning, trust services, insurance services.
Website: lpl.com
Tel: 800-877-7210

27. GLENMEDE

Rank '11: 24
U.S. Private-Client Assets: $18.3 bil
Minimum Account: $3 mil
Median Account: $10.2 mil
Wealth Managers: 70
Clients Per Manager: 21
U.S. Branch Offices: 6
Specialties: Investment strategy and implementation, investment research, reporting and client-information management, financial planning and wealth administration, and trusteeship services and family philanthropy.
Website: glenmede.com
Tel: 215-419-6100
e-mail: Chip.wilson@glenmede.com

28. BROWN BROTHERS HARRIMAN PRIVATE WEALTH MANAGEMENT

Rank '11: 31
U.S. Private-Client Assets: $18 bil
Minimum Account: $5 mil
Median Account: $8.5 mil
Wealth Managers: 36
Clients Per Manager: 31
U.S. Branch Offices: 6
Specialties: Investment advisory, wealth planning, trust services, lending, philanthropic planning.
Website: bbh.com
Tel: 212-483-1818
e-mail: Charles.izard@bbh.com

29. CITY NATIONAL BANK

Rank '11: 27
U.S. Private-Client Assets: $17.1 bil
Minimum Account: $1 mil
Median Account: $10 mil
Wealth Managers: 141
Clients Per Manager: N/A
U.S. Branch Offices: 31
Specialties: Open-architecture advisory, portfolio management, fixed-income brokerage, 401(K), and trust.
Website: cnb.com
Tel: 800-708-8881
e-mail: rich.gershen@cnb.com

30. ROBERT W. BAIRD

Rank '11: 36
U.S. Private-Client Assets: $16.1 bil
Minimum Account: None
Median Account: $6 mil**
Wealth Managers: 692
Clients Per Manager: 184
U.S. Branch Offices: 74
Specialties: Asset allocation, investment research, retirement planning, estate and philanthropic planning, business-succession planning.
Website: rwbaird.com
Tel: 414-298-1714
e-mail: ksweeney@rwbaird.com

31. KEY PRIVATE BANK

Rank '11: N/A
U.S. Private-Client Assets: $15.8 bil
Minimum Account: $1 mil
Median Account: $4.8 mil
Wealth Managers: 373
Clients Per Manager: 80
U.S. Branch Offices: 36
Specialties: Wealth advisory services, investment management, family wealth services, credit and banking services, risk management.
Website: keybank.com/keyprivatebank
Tel: 216-689-3170
e-mail: rick_j_weigle@keybank.com

32. ATLANTIC TRUST PRIVATE WEALTH MANAGEMENT

Rank '11: 28
U.S. Private-Client Assets: $15.6 bil
Minimum Account: $5 mil
Median Account: $9.6 mil
Wealth Managers: 65
Clients Per Manager: 37
U.S. Branch Offices: 11
Specialties: Strategic, customized asset allocation: using proprietary and external investment managers in all major asset classes; wealth strategies expertise; financial, estate, and philanthropic planning; fiduciary/trust services; family-office services.
Website: atlantictrust.com
Tel: 404-881-3419
e-mail: inquiry@atlantictrust.com

33. GENSPRING

Rank '11: 25
U.S. Private-Client Assets: $15.1 bil
Minimum Account: $10 mil
Median Account: $12.6 mil
Wealth Managers: 80
Clients Per Manager: 8
U.S. Branch Offices: 14
Specialties: Planning for investing, monitoring, and reporting on investable assets; providing comprehensive financial, investment, tax, and estate planning; preparing family members for the responsibilities of life with wealth; developing a sustainable system for making family wealth decisions; satisfying the requirements and needs of trusts and private foundations.
Website: GenSpring.com
Tel: 866-506-1989
e-mail: Steve.Barimo@GenSpring.com

34. BB&T

Rank '11: N/A
U.S. Private-Client Assets: $12.6 bil
Minimum Account: $2 mil
Median Account: $8 mil
Wealth Managers: 340
Clients Per Manager: 75
U.S. Branch Offices: 88
Specialties: Comprehensive and customized personal financial planning and business transition planning; customized trust, investment-management, and brokerage portfolios; risk-management solutions; life, long-term care, P&C, disability, health, tax, estate-planning and life-income strategies; strategic credit, personal-banking, and cash-management solutions.
Website: bbt.com/bbtdotcom/wealth/start.page
Tel: 800-388-3085
e-mail: WealthSolutions@bbandt.com

35. FIDUCIARY TRUST INTERNATIONAL

Rank '11: 32
U.S. Private-Client Assets: $11.6 bil
Minimum Account: $5 mil
Median Account: $12.4 mil
Wealth Managers: 31
Clients Per Manager: 50
U.S. Branch Offices: 6
Specialties: Strategic wealth planning and advisory services, investment management, trust and estate advisement and administration, tax-advisory services, master custody and banking services.
Website: fiduciarytrust.com
Tel: 877-384-1111
e-mail: c.lyons@ftci.com

36. WILLIAM BLAIR

Rank '11: 34
U.S. Private-Client Assets: $11.4 bil
Minimum Account: $3 mil
Median Account: N/A
Wealth Managers: 81
Clients Per Manager: N/A
U.S. Branch Offices: 1
Specialties: Money-management services; research; open-architecture, multigenerational financial-planning, and advisory services; planning, advice, and transactional support for family businesses and corporate executives.
Website: williamblair.com
Tel: 312-236-1600
e-mail: jbrennan@williamblair.com or dkiphart@williamblair.com

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37. FIFTH THIRD PRIVATE BANK

Rank '11: 29
U.S. Private-Client Assets: $11.3 bil
Minimum Account: $1 mil
Median Account: N/A
Wealth Managers: 107
Clients Per Manager: N/A
U.S. Branch Offices: 20
Specialties: Wealth planning, investment management, high-net-worth insurance services, private banking, trust and estate settlement services.
Website: 53.com/privatebank
Tel: 866-488-0017
e-mail: PrivateBankAdvisors.Bancorp@53.com

38. BROWN ADVISORY

Rank '11: 35
U.S. Private-Client Assets: $11.3 bil
Minimum Account: $5 mil
Median Account: $10.2 mil
Wealth Managers: 27
Clients Per Manager: 21
U.S. Branch Offices: 5
Specialties: Performance-oriented investment management; strategic and tactical asset allocation; strategic advice on tax, charitable, and generational planning; private equity and other alternatives; family offices.
Website: brownadvisory.com
Tel: 410-537-5585
e-mail: dgodine@brownadvisory.com

39. VERITABLE

Rank '11: 33
U.S. Private-Client Assets: $10.9 bil
Minimum Account: $20 mil
Median Account: $51 mil
Wealth Managers: 13
Clients Per Manager: 14-15
U.S. Branch Offices: 1
Specialties: Investment strategy and asset allocation; evaluation and monitoring of investment managers and products; fixed-income and cash management; pretax and after-tax performance measurement.
Website: veritablelp.com
Tel: 610-540-2036
e-mail: jscuteri@veritablelp.com

40. FIRST REPUBLIC

Rank '11: 37
U.S. Private-Client Assets: $8.4 bil
Minimum Account: None
Median Account: $1.1 mil
Wealth Managers: 116
Clients Per Manager: 65
U.S. Branch Offices: 16
Specialties: Equity and fixed-income management, asset allocation and manager selection, financial planning, full-service brokerage, trust and custody services.
Website: firstrepublic.com/private_wealth_management/index.html
Tel: 310-407-1385
e-mail: ngentin@firstrepublic.com