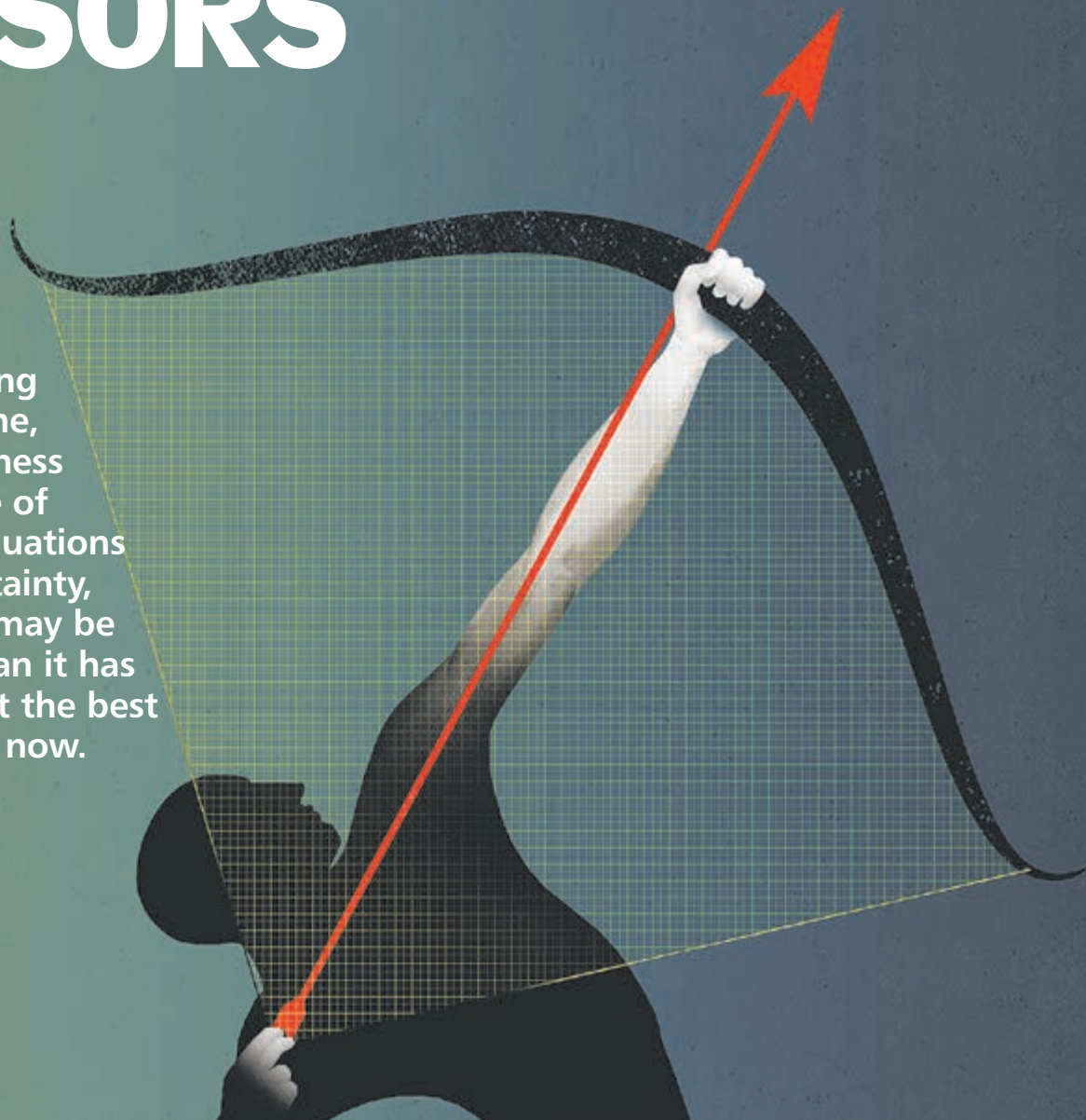


# BARRON'S

## AMERICA'S TOP 100 FINANCIAL ADVISORS

Our exclusive ranking reflects asset volume, revenues, and business practices. At a time of high U.S. equity valuations and political uncertainty, good stewardship may be more important than it has been in years. What the best are recommending now.



## THE TOP 100 FINANCIAL ADVISORS

Here are America's top financial advisors, as identified by Barron's. The ranking reflects the volume of assets overseen by the advisors and their teams, revenues generated for the firms, and the quality of the advisors' practices. The scoring system assigns a top score of 100 and rates the rest by comparing them with the top-ranked advisor.

'17	'16	Name	FIRM	LOCATION	RETAIL (UP TO \$1MIL)	HIGH NET WORTH (\$1-10M)	ULTRA HIGH NET WORTH (\$10MIL+)	FOUND- ATIONS	ENDOW- MENTS	INSTITU- TIONAL	TEAM TOTAL ASSETS (\$MIL)	TYPICAL ACCOUNT SIZE (\$MIL)	TYPICAL NET WORTH (\$MIL)	SCORE
1.	1.	<b>Andy Chase</b>	Morgan Stanley PWM	Menlo Park, CA	•	•	•			•	\$24920	\$5	\$25	100
2.	2.	<b>Gregory Vaughan</b>	Morgan Stanley PWM	Menlo Park, CA		•	•	•	•		18170	75	150	99.97
3.	4.	<b>Lyon Polk</b>	Morgan Stanley PWM	New York		•	•	•	•		11878	25	50	99.90
4.	3.	<b>Brian Pfeifler</b>	Morgan Stanley PWM	New York			•	•			9636	50	75	99.89
5.	5.	<b>Mark T. Curtis</b>	Graystone Consulting	Palo Alto		•	•	•		•	55651	5	25	99.68
6.	7.	<b>Richard Saperstein</b>	High Tower	New York		•	•	•			11115	15	40	99.46
7.	6.	<b>Shelley Bergman</b>	Morgan Stanley Wealth Mgmt	New York		•	•	•	•	•	5421	15	50	98.73
8.	8.	<b>Jeff Erdmann</b>	Merrill Lynch PBIG	Greenwich, CT			•				6149	36.7	50	98.33
9.	11.	<b>Drew Zager</b>	Morgan Stanley PWM	Los Angeles			•				11333	80	150	96.73
10.	22.	<b>Ron Basu</b>	Morgan Stanley PWM	New York			•	•	•	•	3500	30	150	96.33
11.	32.	<b>Mark Douglass</b>	Morgan Stanley PWM	Menlo Park, CA		•	•	•	•		18170	75	150	96.30
12.	23.	<b>Karen McDonald</b>	Morgan Stanley Wealth Mgmt	Palo Alto	•	•	•			•	37460	3	10	96.16
13.	13.	<b>Steven Hefter</b>	Wells Fargo Advisors	Highland Park, IL		•	•	•			5050	10	30	95.99
14.	18.	<b>Kevin Peters</b>	Morgan Stanley PWM	Purchase, NY		•	•			•	6600	16	42	95.86
15.	12.	<b>Rod Westmoreland</b>	Merrill Lynch PBIG	Atlanta		•	•				3946	30	60	95.86
16.	24.	<b>Robert J. Skinner II</b>	First Republic Inv Mgmt	Menlo Park, CA		•	•	•			13666	50	100	95.82
17.	19.	<b>Scott Wilson</b>	Morgan Stanley PWM	New York	•	•	•	•	•		6972	20	40	95.72
18.	17.	<b>Robert Stolar</b>	Morgan Stanley PWM	New York			•	•			2500	50	70	94.87
19.	16.	<b>R. Christopher Errico</b>	UBS PWM	New York		•	•				3600	10	50	94.60
20.	14.	<b>Robert Scherer</b>	Graystone Consulting	Potomac, MD		•	•	•	•		7541	25	25	94.37
21.	39.	<b>Peter Princi</b>	Graystone Consulting	Boston		•	•	•	•	•	5360	7.5	15	94.17
22.	15.	<b>Paul Tashima</b>	UBS Financial Services	Chicago			•	•	•	•	23853	77	250	93.86
23.	20.	<b>James Atwood</b>	Merrill Lynch PBIG	Boston		•	•				4495	45	75	93.59
24.	26.	<b>Michael Klein</b>	Baird	Milwaukee, WI	•	•	•	•	•	•	10250	33	40	93.48
25.	34.	<b>Richard F. Connolly</b>	Morgan Stanley PWM	Boston	•	•	•	•	•	•	6583	15	25	93.27
26.	28.	<b>Seth Finkel</b>	Neuberger Berman	New York		•	•			•	2534	10	20	93.01
27.	40.	<b>Colleen O'Callaghan</b>	Morgan Stanley PWM	New York			•	•	•		3005	75	100	92.78
28.	33.	<b>Raj Sharma</b>	Merrill Lynch PBIG	Boston			•	•		•	6429	10	15	92.75
29.	30.	<b>Patrick Dwyer</b>	Merrill Lynch PBIG	Miami			•				2622	15	50	92.41
30.	N	<b>Ed Moldaver</b>	Stifel	New York	•	•	•				5002	10	20	92.09
31.	54.	<b>David Hou</b>	First Republic Investment Mgmt	Los Angeles		•	•	•			13666	40	100	92.08
32.	35.	<b>Eric Gray</b>	Merrill Lynch PBIG	Los Angeles		•	•				8542	50	80	91.69
33.	45.	<b>Thomas Moran</b>	Wells Fargo Advisors	Naples, FL	•	•	•	•			3405	5	25	91.62
34.	36.	<b>Joseph Montgomery</b>	Wells Fargo Advisors	Williamsburg, VA		•	•	•	•	•	14553	7	15	91.61
35.	55.	<b>L. Marc Shegoski</b>	UBS Financial Services	Princeton, NJ			•	•		•	13300	18	75	91.02
36.	21.	<b>Jon Goldstein</b>	First Republic Inv Mgmt	Menlo Park, CA		•	•				6975	50	100	90.96
37.	57.	<b>William Greco</b>	UBS Financial Services	Hartford, CT	•	•	•				5177	9	12	90.81
38.	58.	<b>James Wallace</b>	Merrill Lynch Wealth Mgmt	Atlanta	•	•	•	•	•	•	65421	4210	9500	90.79
39.	60.	<b>Douglas Braff</b>	UBS Financial Services	New York	•	•	•				11173	5	15	90.54
40.	61.	<b>Noel Weil</b>	Merrill Lynch PBIG	New York		•	•				8195	15	30	90.36
41.	N	<b>Fred Fischer</b>	William Blair & Company	Chicago		•	•	•			3179	7.5	12	90.27
42.	62.	<b>J. Dorian McKelvy</b>	Morgan Stanley Wealth Mgmt	Menlo Park, CA	•	•	•	•			5072	1	5	90.27
43.	52.	<b>Gus Roessler</b>	Morgan Stanley PWM	New York			•	•			4420	85	100	90.25
44.	29.	<b>Wm. Craig Dobbs</b>	Graystone Consulting	Indianapolis						•	21288	161	205	90.17
45.	31.	<b>Martin Halbfinger</b>	UBS Financial Services	New York		•	•	•		•	3014	20	35	90.14
46.	48.	<b>Alan Whitman</b>	Morgan Stanley Wealth Mgmt	Pasadena, CA	•	•	•				2489	5	15	90.06
47.	63.	<b>Stephan Cassaday</b>	Cassaday & Co.	McLean, VA	•	•	•				1987	1.5	2	85.94
48.	41.	<b>Andrew Burish</b>	UBS Financial Services	Madison, WI	•	•	•				3861	2	3	85.89

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49.	42.	<b>Phil Shaffer</b>	Graystone Consulting	Columbus, OH		•	•	•	•	•	5826	140	225	85.88
50.	65.	<b>Peter Rohr</b>	Merrill Lynch PBIG	Philadelphia			•				2989	31	100	85.85
51.	81.	<b>Gary Tantleff</b>	UBS Financial Services	Warren, NJ		•	•				3443	9.46	10	85.81
52.	43.	<b>Phil Scott</b>	Merrill Lynch Wealth Mgmt	Bellevue, Wash.		•	•	•	•		2676	10	20	85.81
53.	47.	<b>Robert Waldele</b>	Merrill Lynch Wealth Mgmt	New York		•	•	•			6793	15	25	85.80
54.	72.	<b>Jonathan Kass</b>	Merrill Lynch Wealth Mgmt	New York		•	•				5485	10	25	85.76
55.	96.	<b>Mark Schulten</b>	Wells Fargo Advisors	Long Beach, CA	•	•	•	•	•	•	2195	3	7	85.70
56.	71.	<b>Richard Szelc</b>	Neuberger Berman	Dallas		•	•				1522	8.5	15	85.69
57.	56.	<b>William Peterson</b>	Neuberger Berman	New York		•	•				1613	5	13	85.69
58.	38.	<b>Thomas J. Keegan</b>	Merrill Lynch PBIG	New York		•	•			•	13230	37.97	48	85.64
59.	44.	<b>James Hansberger</b>	Morgan Stanley PWM	Atlanta		•	•	•			2171	20	50	85.60
60.	64.	<b>Troy Griep</b>	Morgan Stanley PWM	San Francisco		•	•	•	•		7792	30	50	85.26
61.	87.	<b>John Cultra</b>	William Blair	Chicago		•	•	•			2297	17.5	27.5	85.18
62.	88.	<b>Bobby Fisher</b>	UBS Financial Services	Houston	•	•	•				7600	2	5	85.12
63.	50.	<b>Steven Grill</b>	Alex.Brown/Raymond James	New York			•	•			11000	10	25	85.05
64.	51.	<b>Bill Grous</b>	Alex.Brown/Raymond James	New York			•	•			11000	10	25	85.03
65.	68.	<b>Brian Frank</b>	Morgan Stanley PWM	Atlanta		•	•	•			1637	5	25	85.00
66.	83.	<b>John Olson</b>	Merrill Lynch Wealth Mgmt	New York		•	•				2468	8	15	84.89
67.	59.	<b>Louis Paster</b>	UBS Financial Services	Chicago			•	•	•	•	23853	77	250	84.88
68.	84.	<b>Paul Tramontano</b>	First Republic Investment Mgmt	New York			•				6975	25	50	84.87
69.	91.	<b>Adam Carlin</b>	Morgan Stanley PWM	Coral Gables, FL		•	•				2014	16	25	84.81
70.	N	<b>Andrew Griffo</b>	Morgan Stanley Wealth Mgmt	Chicago	•	•	•			•	5142	10	20	84.76
71.	86.	<b>Leigh Cohen</b>	Merrill Lynch PBIG	New York		•	•				8195	15	30	84.68
72.	66.	<b>Steve Levine</b>	UBS PWM	Los Angeles		•	•	•		•	3956	15	50	84.60
73.	90.	<b>Timothy Grimes</b>	Grimes & Co.	Westborough, MA	•	•	•				2093	3.5	7	84.56
74.	94.	<b>Dana Jackson</b>	Graystone Consulting	Menlo Park, CA		•	•	•			24920	30	45	84.52
75.	74.	<b>Richard Jones</b>	Merrill Lynch PBIG	Los Angeles			•	•	•		13046	50	75	84.49
76.	69.	<b>Thomas Parks</b>	Graystone Consulting	Milwaukee			•	•		•	7547	75	75	84.48
77.	89.	<b>Susan Kaplan</b>	Kaplan Financial Services	Newton, MA		•	•				1621	3.5	10	84.41
78.	85.	<b>Raj Bhatia</b>	Merrill Lynch PBIG	Chicago		•	•		•		1504	15	25	84.39
79.	46.	<b>Michael Sawyer</b>	Morgan Stanley PWM	New York		•	•				2968	50	80	84.36
80.	79.	<b>Jeffrey Kobernick</b>	UBS PWM	New York		•	•	•			6346	30	50	84.30
81.	N	<b>Deborah Howard</b>	Merrill Lynch Wealth Mgmt	Atlanta	•	•	•	•	•	•	65421	4210	7000	84.29
82.	80.	<b>Robert J. Sechan II</b>	UBS PWM	New York		•	•	•			6346	30	50	84.28
83.	10.	<b>Marvin McIntyre</b>	Morgan Stanley PWM	Washington, D.C.	•	•	•	•		•	2847	5	25	84.25
84.	77.	<b>Reza Zafari</b>	Merrill Lynch PBIG	Los Angeles			•	•	•		13046	50	75	84.22
85.	N	<b>Francis X. Malone</b>	Morgan Stanley PWM	Los Angeles		•	•				4207	25	50	84.17
86.	95.	<b>J. Michael Bollinger</b>	Morgan Stanley PWM	Houston		•	•				5000	25	100	83.97
87.	27.	<b>Andrew Perry</b>	UBS PWM	New York		•	•				6400	30	50	83.95
88.	N	<b>David Singer</b>	Merrill Lynch PBIG	Cincinnati		•	•				2429	10	20	83.83
89.	97.	<b>Jason L. Fertitta</b>	Morgan Stanley PWM	Houston		•	•				5000	25	100	83.83
90.	N	<b>Shawn Fowler</b>	Morgan Stanley PWM	Denver		•	•			•	3250	35	65	83.78
91.	N	<b>Leo Kelly</b>	High Tower	Hunt Valley, MD		•	•		•	•	2097	5	15	83.77
92.	99.	<b>Richard Piatas</b>	Merrill Lynch Wealth Mgmt	Dallas	•	•	•				3459	10	25	83.77
93.	N	<b>Philip Appel</b>	Merrill Lynch Wealth Mgmt	Bloomfield Hills, MI	•	•	•	•			2257	6	7	83.72
94.	75.	<b>Louis Chiavacci</b>	Merrill Lynch PBIG	Coral Gables, FL			•	•			2162	35	75	83.71
95.	73.	<b>Brian Strachan</b>	Morgan Stanley PWM	Boston		•	•	•			1798	10	20	83.70
96.	53.	<b>Todd Perry</b>	UBS PWM	New York		•	•				6400	30	50	83.65
97.	100.	<b>Mark Donohue</b>	Morgan Stanley PWM	New York	•	•	•	•		•	2389	20	40	83.63
98.	37.	<b>Rich Hassan</b>	Alex.Brown/Raymond James	Greenwich, CT		•	•	•			2500	51	51	83.56
99.	98.	<b>Shane Brisbin</b>	Morgan Stanley PWM	San Francisco		•	•				4000	25	50	83.52
100.	92.	<b>Drew Freides</b>	UBS PWM	Los Angeles			•	•	•		3409	35	50	83.49