

# The Top 100

Here are America's best independent financial advisers, as identified by industry consultant R.J. Shook of the Winner's Circle organization in Boca Raton, Fla. The rankings reflect each adviser's assets under management, revenues and profits generated, and quality of service. Assets managed for institutions are excluded. Because most of the data that Shook gathered are confidential, they cannot be shown here. But the table does indicate each adviser's approach to the business, as well as the size of the firm (an adviser may be responsible for anywhere from 10% to 100% of a firm's assets). Shook assigned the top adviser a score of 100, and rated the rest by comparing them to the winner.

Rank	Name	Firm	Location	CUSTOMERS						Firm's Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$mil)	Score
				Individuals (Up to \$1 mil)	High Net Worth (\$1 mil-\$10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional				
1.	John W. Rafal	Essex Financial Services	Essex, Conn.	●	●	●	●	●		2,000	3.5	3-15	100.000
2.	Ric Edelman	Edelman Financial Services	Fairfax, Va.	●	●					3,500	.350	.800-1.5+	99.396
3.	Ron Carson	Carson Wealth Mgmt Group	Omaha, Neb.	●	●	●				1,626	1-5+	5-12	98.752
4.	Mitchell D. Eichen	The MDE Group	Parsippany, N.J.		●	●	●			1,640	9	10.8	98.204
5.	Tim Kochis	Kochis Fitz	San Francisco		●	●	●			2,235	10-20	10-20	97.761
6.	John Waldron	Waldron Wealth Mgmt	Pittsburgh, Pa.	●	●	●				2,000	2-10+	20-100+	97.265
7.	Robert Millen	Jensen Investment Mgmt	Portland, Ore.	●	●				●	3,000	2.5-5+	5	96.890
8.	Edward Cronin	Manchester Capital Mgmt	Manchester, Vt.		●	●	●	●	●	1,400	2.5-5+	21	96.504
9.	Howard Sontag	Sontag Advisory	New York	●	●	●	●			2,500	6	10	96.119
10.	Leland Faust	CSI Capital Management	San Francisco	●	●	●				1,150	3	2-10	95.790
11.	Malcolm A. Makin	Prof Plng Grp	Westerly, R.I.	●	●	●				805	1-3	1.5-3	95.466
12.	Kevin Myeroff	NCA Financial Planners	Cleveland	●	●	●				1,150	1-5	3-10	95.113
13.	Charles Zhang	Zhang & Assoc	Portage, Mich.	●	●	●	●	●	●	920	1-2	3	94.785
14.	Susan Kaplan	Kaplan Financial Services	Newton, Mass.		●	●	●			800	3	10	94.470
15.	Alan Leist	Strat Financial Services	Utica, N.Y.	●	●	●	●	●	●	900	3	10	94.155
16.	Roy Ballentine	Ballentine, Finn & Company	Waltham, Mass.			●	●	●		5,200	20-500+	30-500+	93.752
17.	Alice Finn	Ballentine, Finn & Company	Waltham, Mass.			●	●	●		5,200	20-500+	30-500+	93.752
18.	Robert Fragasso	The Fragasso Group	Pittsburgh	●	●					610	.500	1	93.473
19.	Brian Holmes	SEIA	Los Angeles		●	●	●			1,113	.850	3	93.199
20.	Cleves Delp	The Delp Company	Maumee, Ohio		●	●	●	●	●	1,000	5	15	92.948
21.	Ronald Weiner	RDM Financial Group	Westport, Conn.	●	●	●				512	1-10	2-15	92.711
22.	Mark Smith	M.J. Smith and Associates	Englewood, Colo.	●	●	●				532	1	3	92.225
23.	Robert Levitt	Levitt Capital Management	Boca Raton, Fla.		●	●				413	5	5-100+	91.996
24.	Nathan Bachrach	Royal Alliance Associates	Cincinnati	●	●	●			●	1,025	.350-2	.750-3	91.773
25.	Dale Yahnke	Dowling & Yahnke	San Diego	●	●	●				1,300	2	5	91.554
26.	Kay R. Shirley	Financial Development Corp	Atlanta	●	●					742	.600-1	\$5	91.324
27.	Kerrick Bubb	KWB Wealth Managers Group	Redlands, Calif.	●	●					510	.375	1	91.115
28.	Peter Mallouk	Creative Planning	Overland Park, Kan.	●	●	●			●	591	1	2.7	90.908
29.	Aaron Izenstark	Iron Financial Management	Northfield, Ill.	●	●	●			●	1,112	1-2	3-10	90.684
30.	Todd Feltz	Feltz WealthPLAN	Omaha, Neb.		●	●			●	543	.750-1.5	2-10	90.488
31.	James Stack	Stack Financial Management	Whitefish, Mont.	●	●	●				310	.600-1.2	2-5	90.294
32.	Brent Brodeski	Savant Capital Management	Rockford, Ill.	●	●	●				1,471	1-10+	1.25-20	90.109
33.	Patrick Horan	Horan Capital Management	Towson, Md.	●	●	●				404	.500-2	1-3	89.928
34.	Jeffrey Cohen	Siller & Cohen	Rye Brooke, N.Y.		●	●	●			850	2-50	10-100	89.745
35.	Scott Tiras	Ameriprise Financial Services	Houston	●	●					1,600	1-4	3-5	89.514
36.	Milton Stern	Bridgewater Advisors	New York	●	●	●				725	3-10	5	89.334
37.	Dan Goldie	Dan Goldie Financial Services	Menlo Park, Calif.	●	●	●				450	1-10+	2-20+	89.162
38.	Kim Ciccarelli Kantor	Ciccarelli Advisory Services	Naples, Fla.	●	●	●				900	1-4	5-15	88.990
39.	Craig Litman	Litman/Gregory Asset Mgmt	Larkspur, Calif.	●	●	●				3,400	3-10+	3.5-10.5+	88.822
40.	Bruce Johnson	CapTrust Financial Advisors	Holland, Mich.	●	●	●		●	●	600	2.5	7-50	88.646
41.	Kevin Timmerman	Steele Capital Management	Dubuque, Iowa	●	●					750	.750-1.5	1-5	88.480
42.	Richard Brown	JNBA Financial Advisors	Bloomington, Minn.	●	●					325	.750-2	1.5-3	88.313
43.	Larry Carroll	Carroll Financial Associates	Charlotte, N.C.	●	●	●				1,200	.750-3+	2-10+	88.112
44.	Bill Stevens	Stevens Foster Finl Advisors	Bloomington, Minn.	●	●					542	.750-1+	1.5	87.937
45.	Jim Blair	Moneta Grp Invest Advisors	Clayton, Mo.		●	●	●			5,700	3-10	5-15	87.753
46.	William Baldwin	Pillar Financial Advisors	Waltham, Mass.		●	●				690	10+	10-20	87.574
47.	David Bugen	RegentAtlantic Capital	Chatham, N.J.		●	●				376	3.5	6	87.394
48.	Steve Booren	Capital Consulting	Greenwood Vill., Colo.	●	●	●				325	.550	1.25	87.236

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49.	Norman Boone	Mosaic Financial Partners	San Francisco	●	●	●				363	1.8	2-10	87.079
50.	Steven Giacona	Round Table Services	Westfield, N.J.		●	●	●			857	10-50	15-75	86.903
51.	Robert Glovsky	Mintz Levin Financial Advisors	Boston	●	●	●				1,200	4	4	86.736
52.	Todd Kanter	Marathon Capital Group	Boston	●	●					651	2.7	5-20	86.578
53.	Trudy Haussmann	Haussmann Financial	Newport Beach, Calif.	●	●					430	.500	1-1.5	86.421
54.	Jeff Colin	Baker Street Advisors	San Francisco		●	●	●			3,300	25	30	86.197
55.	Robert Adams	The Milestone Group	Denver		●	●	●		●	1,000+	5-7	5-30	86.045
56.	Joseph Jacques	Jacques Financial	Rockville, Md.	●	●					400	.500	1	85.909
57.	Michael McMahan	Capital Guardian	Gastonia, N.C.	●	●	●			●	420	.750	1+	85.772
58.	John Lesser	Plante Moran Finl Advisors	Auburn Hills, Mich.	●	●	●			●	5,254	5	11	85.624
59.	Bob Palmer	Plante Moran Finl Advisors	Southfield, Mich.	●	●	●			●	5,254	5	11	85.624
60.	Alexandra Armstrong	Armstrong, Fleming & Moore	Washington	●	●					609	2.5	4	85.467
61.	Roger Green	Green Financial Resources	Duluth, Ga.	●	●					350	.350	.500	85.333
62.	Barbara Hudock	Hudock Moyer Wealth Mgmt	Williamsport, Penn.	●	●	●				320	1-5	3-10	85.197
63.	Jack Harmon	Harmon Financial Advisors	Atlanta	●	●	●				310	1-3	2-5	85.065
64.	Michael Nathanson	The Colony Group	Boston	●	●	●	●			1,126	2-5	2-7	84.939
65.	Judith A. Shine	Shine Invest Advisory Svcs	Lone Tree, Colo.		●	●	●			420	1-5+	3.75	84.805
66.	Bruce Dzieza	Willow Creek Finl Services	Sebastopol, Calif.	●	●	●	●			424	1.5	5	84.677
67.	Frank Armstrong	Investor Solutions	Coconut Grove, Fla.	●	●					487	1	1-5	84.542
68.	Dennis Gibb	Sweetwater Investments	Redmond, Wash.	●	●	●			●	1,500	1	5	84.404
69.	Debra Wetherby	Wetherby Asset Management	San Francisco	●	●	●	●			2,600	10	10-20	84.253
70.	Janet Briaud	Briaud Financial Planning	Bryan, Texas		●					413	1.5+	2.0+	84.127
71.	Louis Stanasolovich	Legend Financial Advisors	Pittsburgh		●					300	1	1-5	84.006
72.	Lon Morton	Morton Capital Management	Calabasas, Calif.		●	●				950	2	4.5	83.883
73.	Todd Moss	Greystone Financial Group	Troy, Mich.	●	●					323	1	1.3	83.768
74.	Meg Green	Meg Green & Associates	North Miami Beach, Fla.	●	●	●				785	2-5	5-10	83.634
75.	Steven Weinstein	Altair Advisers	Chicago		●	●				2,500	'8-10	10-20	83.495
76.	Ronald Sadoff	Sadoff Investment Mgmt	Milwaukee	●	●					403	1	1-3+	83.382
77.	Craig Vander Molen	LVM Capital Management	Portage, Mich.	●	●	●				400	2-5+	3-10+	83.271
78.	Carrie Coghil Kuntz	D.B. Root & Co Wealth Mgmt	Pittsburgh	●	●			●	●	590	1-2	3-10	83.160
79.	Mark R. Brown	Brown & Tedstrom	Denver	●	●	●				368	2-10	3-25	83.050
80.	Michael Joyce	JoycePayne Partners	Richmond, Va.	●	●	●				336	2	2-5	82.936
81.	George Papadoyannis	Ameriprise Financial	Redwood Shores, Calif.	●	●					400	1-3+	3-10+	82.821
82.	Richard Todd	Innovest Portfolio Solutions	Denver		●	●	●	●	●	4,000	20	50	82.703
83.	John Bird	Albion Financial Grp	Salt Lake City		●	●	●			600	2.5-10+	4-7	82.599
84.	Roy T. Diliberto	RTD Financial Advisors	Philadelphia	●	●	●				360	1-5+	1.5-7.5	82.499
85.	Jim McCaffrey	Sand Hill Advisors	Palo Alto, Calif.		●	●	●		●	1,300	5-30+	10-50	82.402
86.	Roland Manarin	Manarin Investment Counsel	Omaha, Neb.	●	●				●	548	.300-.500	.700	82.297
87.	Fred Werner	Summit Financial	Lafayette, La.	●	●	●				404	1-5	2-5	82.206
88.	Mark Feldman	Inligh Wealth Management	Phoenix		●	●			●	1,860	5-80	30	82.117
89.	Ty Estlick	Windsor Financial Group	Minneapolis		●	●				1,650	1-3+	4-10+	82.029
90.	Chris Dardaman	Brightworth	Norcross, Ga.	●	●	●				623	3	5	81.941
91.	Frank Martin	Martin Capital Management	Elkhart, Ind.		●	●				669	3+	3-5	81.854
92.	Douglas Nelson	AQN Advisors	Reno, Nev.	●	●	●	●	●		326	1	2-5	81.773
93.	Lewis J. Altfest	L.J. Altfest & Co	New York	●	●					517	1.6	3	81.689
94.	Art Burtscher	McCarthy Group Advisors	Omaha, Neb.	●	●	●	●		●	1,133	5	5	81.607
95.	Ed Osborn	Bingham, Osborn & Scarborough	San Francisco	●	●	●	●		●	2,049	2-5+	5-10+	81.529
96.	Peter Tedstrom	Brown & Tedstrom	Denver	●	●	●				368	2-10	3-25	81.458
97.	Mark Winthrop	LPL Financial Services	Westborough, Mass.	●	●	●				700	1-5	3-10+	81.376
98.	Anthony Guinta	Homrich & Berg	Atlanta	●	●	●				1,500	3-10+	3-25+	81.303
99.	Dennis Miller	Miller/Russell and Assoc	Phoenix, Ariz.		●	●			●	1,584	2.5	3.5	81.229
100.	Wally Obermeyer	Obermeyer Asset Mgmt Co	Aspen, Colo.	●	●	●				596	1-5	2-10	81.226