



# WEALTH ADVISORS

WHEN THE MARKETS OFFER ONLY LATERAL  
MOVES AND MINIMAL RETURNS, THE  
BEST ADVISORS  
RISE TO THE CHALLENGE.



BY SUZANNE MCGEE  
ILLUSTRATION BY MALCOLM TARLOFSKY



*With markets moving sideways, top wealth advisors counsel clients  
to ignore the headlines and stick to long-term,  
diversified portfolio strategies.*

# NAVIGATIONAL AIDS



LIFE AS A FINANCIAL ADVISOR to the nation's most affluent families is rarely peaceful or straightforward. These days, duties range from hiring private detectives to check the background of hedge fund managers to designing complex structured products for managing portfolio risk.

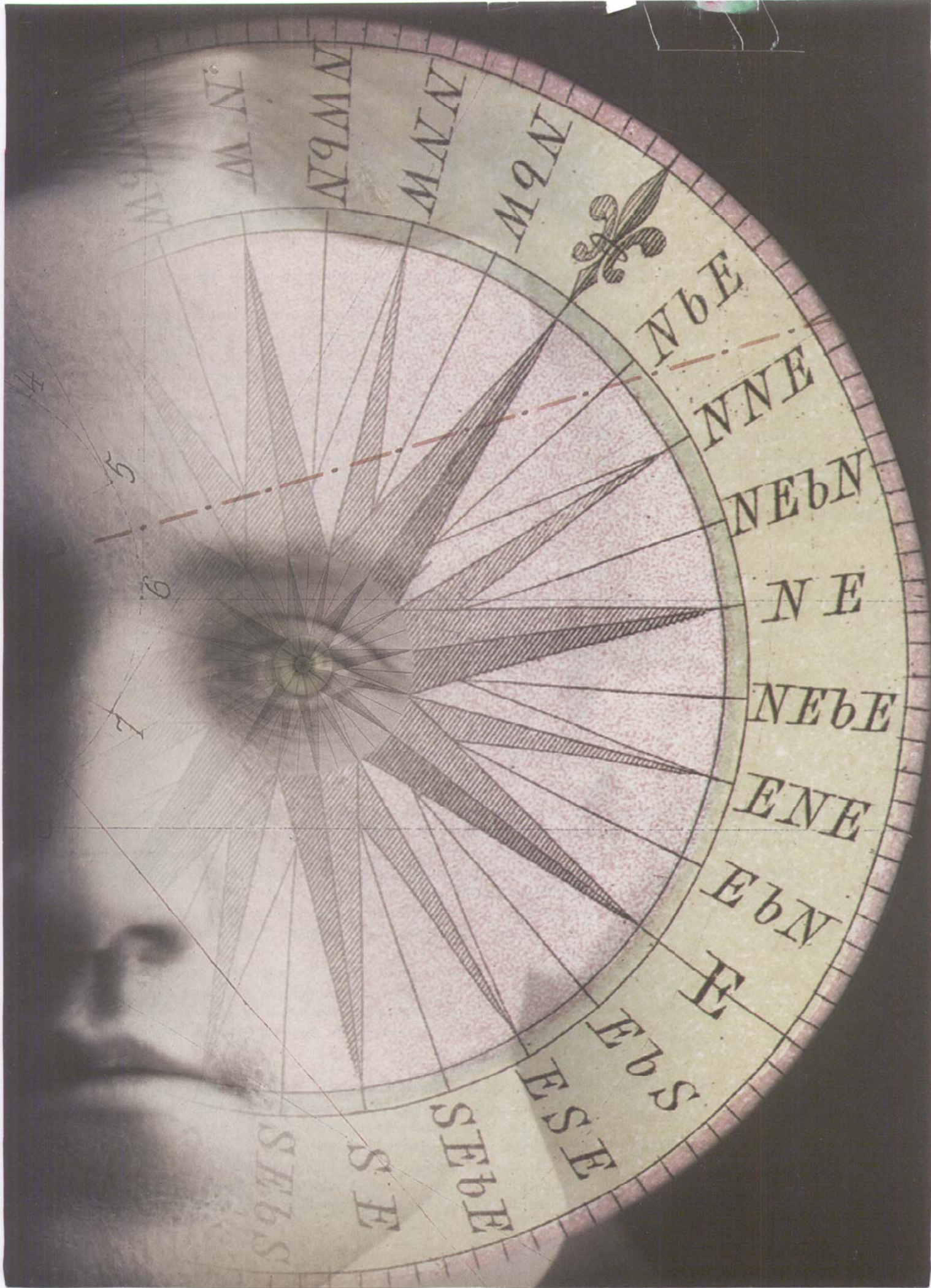
There are also more traditional tasks, like trying to persuade a spooked client not to impulsively respond to headlines about soaring energy prices, the trade and budget deficits or a real estate bubble by liquidating his portfolio and socking away cash in the mattress. This part of the job, say many of our top advisors, is emerging as a real challenge in the midst of what many agree is one of the trickiest investment environments they can recall. After the stock market snapped back to life in 2003, many advisors and their clients hoped it would be back to business as usual, with stock market returns that were solid, if not spectacular. Unfortunately, "the usual" is nowhere to be seen.

## DISCUSSION PARTICIPANTS:

- LAURIE BAGLEY**, Strategic Wealth Advisors, Scottsdale, Ariz.  
**JOHN BIRD**, Albion Financial Group, Salt Lake City  
**ALICE FINN**, Ballentine Finn & Co., Waltham, Mass.  
**JOEL FRAMSON**, Silver Oak Wealth Advisors, Los Angeles  
**NEIL HOKANSON**, Hokanson Capital Management, Solana Beach, Calif.  
**DAVID HOLLENBAUGH**, Merrill Lynch Private Banking & Investment Group, New York  
**JOANNE JENSEN**, Citigroup Private Bank, New York  
**STEPHEN KUTZ**, JPMorgan Private Bank, Seattle  
**JEFFREY LOEHNIS**, Hamilton Capital Management, Columbus, Ohio  
**LINDA LUBITZ**, The Lubitz Financial Group, Miami  
**STEVEN WEINSTEIN**, Altair Advisers, Chicago  
**HOWARD WEISS**, Bank of America, Baltimore  
**CHRISTOPHER ZANDER**, U.S. Trust, New York

Instead, both stocks and bonds—the two asset classes that once formed the core of their clients' portfolios—struggle to post even modest single-digit gains. The result: frustrated, irritable clients, along with advisors under pressure to find an investment solution that works. "People got a taste for double-digit returns from stocks back in the 1990s, and now they aren't anywhere to be found," says Laurie Bagley, principal at Strategic Wealth Advisors in Scottsdale, Ariz. "So there are a lot of questions: Is what they are doing enough?







## Navigational Aids

FROM LEFT:  
HOWARD WEISS, NEIL HOKANSON,  
JEFFREY LOEHNIS AND JOEL FRAMSON



What else could they be doing? Where else could they be putting their money?"

Many find answers in alternative asset classes, a catch-all category that includes hedge funds, real estate partnerships, timberland, managed futures, private equity and others. In some cases, the risks associated with these alternatives are growing, advisors fret, as more and more frustrated investors jump into these nontraditional investment vehicles.

When viable options appear sparse, advisors get creative. For example, John Bird, president of Albion Financial Group in Salt Lake City, helps his clients structure direct investments in Utah's flourishing community of biotech start-ups. Private equity investing in Asia is also popular, and other advisors are

helping clients invest in oil and gas exploration and production partnerships.

Above all, advisors agree that as economic growth becomes a global phenomenon, with growth rates in the U.S. taking a back seat to those of China and other emerging economies, overseas investing will become increasingly important as a source of return; it offers what some call the most promising odds of double-digit returns in the coming years. While that may mean venturing into the Wild, Wild East, for affluent investors fed up with lackluster returns and lateral market movements, it might be a gamble they are willing to take.

To gain greater insight into the current investment climate, *Worth* spoke to several of this year's top wealth advisors.

*What kinds of concerns  
do your clients have about  
the current state of the  
financial markets?*

**WEISS:** They are worried that the stock market may not go anywhere in the next three to five years; that as returns revert to historic means, they may only make 4 to 7 percent annually over the medium term. They ask, "If we can only make that much, is it worth the risk?" On the other hand, no one thinks interest rates are going up, so there are arguments against investing in either of the two major asset classes.

**HOKANSON:** A few clients are wondering why they are paying a fee to manage money in a flat market. I respond that there is no action anywhere: Virtually every market, except real estate, is up or down 3 percent.

**LOEHNIS:** I don't think people are scared. For the most part, they are a bit bored watching the market move sideways.

*So, are you finding that clients  
are more interested in  
taking on additional risk?*

**FRAMSON:** I am hearing clients talk more often about protecting their wealth than about taking on more risk. People are looking to protect their equity investments. This has been a very challenging market, both in fixed income and stocks. That means researching potential alternative investments and other asset classes that we wouldn't have looked at in the past.

**LOEHNIS:** A few are perhaps getting a bit greedy. They see headlines about the explosion in real estate valuations and say to themselves, "Hey, why aren't I on that rocket ship?"

**HOLLENBAUGH:** Our clients are concerned about how best to position their portfolios for what looks like a low-return environment. Our advice centers around risk management: seeking global diversification in multiple asset classes and an increased emphasis on tactical asset allocation. The days of buy-and-hold investing [in broad market indices] are over.

*There has been a lot of buzz about  
alternative asset classes in the  
last few years. How do  
your clients view the risks and  
opportunities of these alternatives?*

**WEINSTEIN:** I think a client should strongly consider alternative asset classes for anywhere from 20 to 30 percent of the asset allocation. Hedge funds are not a free lunch, but could be a good risk reduction strategy, as long as an extra level of due diligence is exercised in selecting the managers.

**BIRD:** I am worried that many of these products are being created by the investment community to fill an emotional need; some may have no investment merit. We have seen these things in the past: portfolio insurance, Internet funds and so on. Our job



## Navigational Aids

FROM LEFT:  
DAVID HOLLENBAUGH, STEVEN WEINSTEIN  
AND JOHN BIRD



is to look behind the curtain and explain what is going on to our clients. Some of these investments might have merit, but there are others that deliver less than they promise once you factor in the cost structure and lack of liquidity.

**BAGLEY:** I hear fewer concerns from my clients than I do questions: Should I be investing in these? If my neighbors are doing this, and it sounds great, why aren't I involved in it? I find myself explaining that just jumping on the bandwagon and following the hot market is not always the right thing to do.

*Then how do you help your clients sort out the hype from the reality in the hedge fund arena today?*

**HOLLENBAUGH:** The key discussion we are having with them is on the importance of having realistic expectations. With thousands of funds and about \$1 trillion in assets, investors and their advisors need to work harder to identify exceptional [hedge fund] managers. We are talking to clients about how we try to understand how managers work—are they boosting their leverage? Is the low return environment pushing them to take risks?

**FINN:** In the hedge fund area, we recommend a fund of funds. We think that they can be used as a conservative way to invest; they are not correlated with stocks or bonds and offer diversification. There may be a perception that hedge fund managers are folks who swing for the fences, but we explain that that isn't necessarily the case, and that's not why we are using them.

**KUTZ:** I get a lot of questions about the fact that so many players have gotten into the hedge fund world; clients wonder if it's still possible to find a sweet spot. This is still an industry in its infancy. I believe it is still possible to make thoughtful decisions and select a fund of hedge funds that offers good risk-adjusted returns.

**LUBITZ:** I'm still reluctant to use hedge funds because of the lack of transparency and the survivorship bias in the performance data. Instead, we look for low-cost investments that are negatively correlated to U.S. stocks, like real estate and commodity investments that are transparent.

*Does the possibility of a bubble make real estate a concern?*

**HOKANSON:** It's true that a lot of my more sophisticated clients have decreased their exposure to real estate substantially. The rents simply don't support valuations that have doubled in Southern California.

**BAGLEY:** One of my clients who has been acquiring rental properties for 10 years is starting to sell them off. She says the market is getting too hot. This is a real risk.

**FINN:** To me, it has signs of a bubble, but no one knows if or when that will deflate.

*What other trends or factors might threaten your clients' wealth?*

**KUTZ:** I think there is a trifecta of issues that clients are laser-focused on: oil at \$60 a barrel; the Fed raising short-term interest rates even as intermediate-term rates are falling; and the sideways equities market. I'm suggesting they stick with their existing asset allocation, but implement with an eye to risk—put half of the portfolio in lower-risk investments.

**FRAMSON:** Inflation, the dollar's decline, real estate—all of these issues are potential landmines. Our job is to navigate between those landmines.

**WEINSTEIN:** At some point, oil prices at these levels have to have an impact on the economy. There is only so much room for manufacturers to absorb the higher costs before their margins are ripped to shreds.



## Navigational Aids

FROM LEFT:  
LAURIE BAGLEY, ALICE FINN  
AND STEPHEN KUTZ



*Which is the bigger challenge: preserving and increasing your clients' wealth, or ensuring that despite the low-yield environment their portfolio generates enough income for their needs?*

**LOEHNIS:** I think people tend to overreact to these things; these are short-term noise, and we take a long-term view of things.

**WEISS:** You run into problems when wealth was accumulated by previous generations and it is being spread more thinly among a larger number of heirs. With low bond yields and low stock market returns, consumption is outweighing portfolio returns.

**ZANDER:** Balancing the need for current income and long-term growth is the biggest challenge we face. If investors overweight higher-yielding investments, they will be taking on a considerable amount of risk because those asset classes look relatively expensive.

**HOLLENBAUGH:** Possibly the biggest risk is actually losing opportunities when clients don't understand planning and wealth transfer tools. We can talk about squeezing an extra percentage point from an investment portfolio, but if clients miss the chance to transfer some wealth prior to the sale of a privately owned business, they will end up paying unnecessary tax on tens of millions of dollars.

*How have changes in the global economy affected your planning and investment strategy?*

**ZANDER:** Valuations in markets outside the United States now look very attractive. Emerging markets, in particular, present a great long-term opportunity.

**LUBITZ:** Emerging markets now have developed enough of a bond trading structure that they offer decent liquidity, so we are adding some emerging market bond funds to our clients' portfolios.

*What about all the interest in China's economic growth? How do you and your clients react to that?*

**JENSEN:** People like to operate in their comfort zones, and when we talk to them about investing in Asia, there is a lot of concern, so it's a gradual move.

**WEISS:** Most people see what is happening in China, and in India as well, as representing an opportunity, especially now that there are more viable ways to invest. Traditionally, this has been viewed as very risky—and it's certainly substantially more risky than U.S. stocks. But if you approach this selectively, it's a good way to get an enhanced return for portfolios.

**LOEHNIS:** To some extent, these are uncharted waters: China is the Wild, Wild East, governance is nonexistent and there is no one like the SEC providing any oversight. A lot of our multinational companies here have a major stake in these areas, and we would rather have them go in and make those investments.

*So the key is to think carefully about how you implement the decision to increase exposure to China, India and other emerging Asian economic powers?*

**JENSEN:** We look at structuring a basket of securities and then protecting the principal.

**KUTZ:** Right now, to the extent that we are playing the China opportunity, we are doing it through China's neighbors. We have recently made a tactical asset allocation toward Asia (excluding Japan).

**BIRD:** One of the safest ways to go about investing in this trend is by buying multinational companies, either U.S. companies or those that have ADRs trading in the United States—companies that are subject to our accounting standards. If I wanted to bet who was going to be able to find the best investment opportunities



## Navigational Aids

FROM LEFT:  
LINDA LUBITZ, CHRISTOPHER  
ZANDER AND JOANNE JENSEN



*One of the biggest issues that you must help your clients address is how to plan for their children's futures. What are their concerns in this respect?*

*How can a financial advisor help in dealing with issues like this, that may be created by money but revolve around family relationships?*

*What tactics seem to work best when it comes to helping these children become the responsible stewards of wealth that their parents dream of?*

in Malaysia—me in Salt Lake City, a fund manager in Hong Kong or Johnson & Johnson, which will use local executives to find the right local business to buy and then hedge the currency risk—well, I'd bet on Johnson & Johnson.

**WEISS:** The universal issue is that they want their children to become responsible stewards of the family wealth. None of them wants to raise a generation of trust fund beneficiaries; they really want their children to show some entrepreneurial zeal and responsibility.

**BIRD:** With the younger children, our clients have a concern about raising financially responsible citizens in a world where the pressures to consume keep growing.

**FRAMSON:** One of my clients moved his family from a wealthy enclave in California to North Carolina to give his children a more normal lifestyle, in a community where everyone isn't a millionaire.

**HOLLENBAUGH:** It's all about values-based planning, which is different from the calculated, analytical basis of traditional financial planning. We have to ask different questions: What does money mean to the family? What is the legacy they want to create with their wealth?

**HOKANSON:** Their big concern is that their kids don't have an appreciation for what it took to create wealth and to manage it. In some cases, they may not even have an appreciation for philanthropic activities.

**LOEHNIS:** The fundamental question they ask is how to help their kids without hurting them. Yes, they are concerned about how they will transfer wealth tax-efficiently, but also how they will transfer it in a way that fosters financial maturity.

**FINN:** We try to work on the nuts and bolts, teaching children everything from how to work with money to how to successfully take over a family business.

**WEISS:** More and more clients are asking us to provide a half-day of education at summer family reunions to help educate them on everything from basic finance to the wealth transfer process.

**HOKANSON:** We have the young adult children into our offices for information sessions that I call Camp Hokanson, then take them out for pizza afterward. Sometimes, they will listen to us when they won't listen to their parents.

**ZANDER:** There has been more and more discussion about trusts containing incentive provisions, where the beneficiary is rewarded for achieving milestones like getting a college degree, a job, etc. They sound smart from a planning perspective, but it's hard to cover all possible outcomes.

**HOLLENBAUGH:** Discussions focusing around philanthropy are a great tool. Not only do they allow you to talk about investing, but they give the family and their advisor an opportunity to think about and discuss their values and how to express those. What are we going to support with our money? What will our legacy be?

**LOEHNIS:** One of the things we sometimes encourage is that the parents and children work together on philanthropic giving, through a foundation or other fund, in such a way that the children are involved in the discussions and decisions about that giving as soon as they are old enough. That helps address the responsibility that comes with wealth in a good way, at the right time in the child's life. ■





# THE TOP 100 Wealth Advisors

	FIRM CITY	PHONE	FIRM ASSETS	LARGEST CLIENT NET WORTH	MEDIAN CLIENT NET WORTH	MINIMUM ASSETS FOR NEW CLIENTS
<b>Alabama</b>						
Robert Studin, JD, CPA, CFP, CLU, ChFC, PFS	Lincoln Financial Advisors/ Lincoln Financial Group, Birmingham	205.803.3333	\$100 billion	\$60 million	\$8 million	No minimum
<b>Arizona</b>						
Laurie Bagley, CFA	Strategic Wealth Advisors, Scottsdale	480.998.1798	\$100 million	\$60 million	\$5 million	\$1 million
Thomas Connelly, CFA, CFP	Versant Capital Management, Phoenix	602.235.2663	\$130 million	\$40 million	\$5.5 million	\$2 million
<b>Arkansas</b>						
Cynthia L. Conger, MBA, CPA, PFS, CFP	Cynthia Conger, Little Rock	501.374.1174	\$25 million	\$10 million	\$1.3 million	No minimum
<b>California</b>						
James Berliner, JD	Westmount Asset Mgmt., Los Angeles	800.817.0602	\$580 million	\$110 million	\$3.75 million	\$1 million
Norman Boone, MBA, CFP	Mosaic Financial Partners, San Francisco	415.788.1952	\$225 million	\$25 million	\$8 million	\$1 million
Diane Bourdo, MBA, CFP	The Humphreys Group, San Francisco	415.928.0401	\$104 million	\$21 million	\$7 million	\$2 million
Joel Framson, CPA, PFS, CFP	Silver Oak Wealth Advisors, Los Angeles	310.443.0220	\$108 million	\$20 million	\$5.4 million	\$2 million
Jim Freeman, CFP	Financial Alternatives, La Jolla	858.459.8289	\$49 million	\$13 million	\$2.2 million	\$1 million
Meloni Hallock, MBA, CPA, PFS, CIMA	Acacia Wealth Advisors, Los Angeles	310.246.0570	\$600 million	\$1 billion	\$75 million	\$10 million
Neil Hokanson, CFP	Hokanson Capital Mgmt., Solana Beach	858.755.8899	\$245 million	\$43 million	\$2.5 million	\$1 million
David Hou, MBA	Merrill Lynch Private Banking & Invest., Los Angeles	310.407.4829	\$1.4 trillion	\$1.5 billion	\$32.5 million	\$10 million
Michael Johnston, MBA	Smith Barney, Irvine	949.955.7557	\$1.5 trillion	\$117 million	\$12 million	\$3 million
Debbie Jorgensen, CFP	Merrill Lynch, San Francisco	415.955.3782	\$1.6 trillion	\$105 million	\$15 million	\$5 million
S. Timothy Kochis, MBA, JD, CFP	Kochis Fitz, San Francisco	415.394.6670	\$1.3 billion	\$325 million	\$15 million	\$5 million
Michael Ladge, MBA	UBS Financial Services, Los Angeles	310.772.7070	\$525 billion	\$100 million	\$7 million	No minimum
Jeff J. Saccacio, CPA, PFS, ChFC	Citigroup Private Bank, Costa Mesa	714.428.6586	\$221 billion	\$310 million	\$35 million	\$5 million
Spencer Sherman, MBA	Abacus Wealth Partners, Sebastopol	707.829.6190	\$370 million	\$40 million	\$5 million	\$5 million
Christopher Wheaton, CPA, CFP	Litman/Gregory Asset Mgmt., Larkspur	415.461.8999	\$4.9 billion	\$1.4 billion	\$7.5 million	\$3 million
<b>Colorado</b>						
Judith Shine, CFP	Shine Investment Advisory Serv., Lone Tree	303.740.8600	\$350 million	\$57 million	\$4.5 million	\$1 million
<b>Connecticut</b>						
John F. (Jeff) Erdmann III, CFM	Merrill Lynch Private Banking & Invest., Greenwich	203.861.5902	\$1.4 trillion	\$1 billion	\$20 million	\$3 million
<b>Delaware</b>						
Benjamin Ledyard, JD	Wilmington Trust, Wilmington	302.651.8901	\$36.5 billion	\$2 billion	\$40 million	\$5 million
Ralph C. Wileczek, CPA, CFP, CTFA	Wilmington Trust, Wilmington	302.651.1985	\$36.5 billion	\$80 million	\$7 million	\$3 million
<b>Florida</b>						
Louis Chiavacci, MBA, CFM	Merrill Lynch Private Banking & Invest., Coral Gables	305.774.0500	\$1.4 trillion	\$3 billion	\$70 million	\$10 million
Harold Evensky, CFP	Evensky & Katz, Coral Gables	305.448.8882	\$500 million	\$30 million	\$7.5 million	No minimum
Brent Fykes, CFA, CFP	Asset Mgmt. Advisors, Palm Beach Gardens	561.746.8444	\$6.8 billion	\$500 million	\$40 million	\$10 million
Robert Isbitts	Emerald Asset Advisors, Weston	954.385.9624	\$205 million	\$75 million	\$3.75 million	\$1 million
Linda Lubitz, CFP	The Lubitz Financial Group, Miami	305.670.4440	\$130 million	\$28 million	\$4.5 million	\$1 million
Marc Singer, MBA, CFP	Singer Xenos Wealth Mgmt., Coral Gables	305.443.0060	\$600 million	\$130 million	\$4 million	\$1 million
<b>Georgia</b>						
Anthony Guinta, CPA, CFP, PFS	Homrich & Berg, Atlanta	404.264.1400	\$1 billion	\$1 billion	\$6 million	\$2 million
Ron Hughes Jr., MBA, CFM	Merrill Lynch Private Banking & Invest., Atlanta	404.231.2558	\$1.4 trillion	\$250 million	\$20 million	\$10 million
<b>Illinois</b>						
Brent Brodeski, MBA, CPA, CFP, CFA	Savant Capital Management, Rockford	815.227.0300	\$759 million	\$43 million	\$1.8 million	\$1 million
Steven B. Weinstein, JD, MBA, CFP, CFA	Altair Advisers, Chicago	312.429.3013	\$1.7 billion	\$1 billion	\$10 million	\$5 million
<b>Iowa</b>						
Phil M. Kruzan Sr., CFP	Foster Group (Zero Alpha), West Des Moines	515.226.9000	\$532 million	\$60 million	\$4 million	\$1 million





# THE TOP 100 Wealth Advisors (cont.)

	FIRM, CITY	PHONE	FIRM ASSETS	LARGEST CLIENT NET WORTH	MEDIAN CLIENT NET WORTH	MINIMUM ASSETS FOR NEW CLIENTS
<b>Kansas</b>						
Peter Mallouk, JD, MBA, CFP	Creative Planning Priv. Wealth Mgmt., Overland Park	913.338.2727	\$181 million	\$43 million	\$2.7 million	\$1 million
<b>Louisiana</b>						
Lawrence Spinosa, CPA, CFP, ChFC, CLU	Harbor Financial (Linsco/Private Ledger), Mandeville	985.674.6722	\$78 billion	\$22 million	\$3.7 million	\$0.5 million
<b>Maryland</b>						
Michael F. Bearer, CPA, PFS, CFP, CIMA	Aegis Wealth Management, Bethesda	240.482.2561	\$382 million	\$350 million	\$40 million	\$1 million
Fred Cornelius, CFA, CFP	Burt Associates, Rockville	301.770.9880	\$240 million	\$90 million	\$2.5 million	\$1 million
Howard Weiss, MBA	Bank of America, Baltimore	410.547.4771	\$140 billion	\$1 billion	\$115 million	\$25 million
<b>Massachusetts</b>						
Jamie Fagan	Lehman Brothers, Boston	617.342.4341	\$137 billion	\$250 million	\$125 million	\$5 million
Alice Finn, JD, PhD, CFP	Ballentine Finn & Co., Waltham	781.314.1310	\$4 billion	\$140 million	\$50 million	\$10 million
Glenn Frank, MBA, CPA, PFS, CFP	Wachovia Wealth Mgmt., Waltham	781.893.8040	\$2.5 billion	\$44 million	\$5.2 million	\$4 million
Andrew Kyriacou, JD, CIMA	Wealth & Tax Advisory Services, Boston	617.292.8402	\$4 billion	\$850 million	\$13 million	\$2 million
Pran Tikou, ChFC, CFP	Peak Financial Management, Waltham	781.487.9500	\$156 million	\$150 million	\$2.5 million	\$0.5 million
<b>Michigan</b>						
Marilyn Capelli Dimitroff, CFP	Capelli Financial Services, Bloomfield Hills	248.594.9282	\$200 million	\$65 million	\$3.6 million	\$1 million
Bernard Kent, JD, CPA	PricewaterhouseCoopers, Detroit	313.394.6537	\$2 billion	\$1.5 billion	\$60 million	\$5 million
Dana M. Locniskar	Merrill Lynch Private Banking & Invest., Detroit	313.446.1000	\$1.4 trillion	\$500 million	\$25 million	\$5 million
Bert Whitehead, JD, MBA	Cambridge Connection, Franklin	248.737.7090	\$300 million	\$20 million	\$4 million	\$1 million
Charles Zhang, MBA, CFP, ChFC, CLU	Zhang & Associates (American Express), Portage	269.385.1488	\$500 million	\$50 million	\$3.1 million	\$0.5 million
<b>Minnesota</b>						
Sharon Olson, CFP	Olson Weiss, Bloomington	952.835.1797	\$160 million	\$80 million	\$3 million	\$0.5 million
<b>Missouri</b>						
James T. Blair IV, CFP	Moneta Group, Clayton	314.726.2300	\$4.5 billion	\$63 million	\$5.5 million	\$1.5 million
<b>Nebraska</b>						
Todd Feltz, CFP	Feltz WealthPLAN, Omaha	402.697.5454	\$535 million	\$20 million	\$1.1 million	\$0.5 million
<b>New Hampshire</b>						
Roy Ballentine, CFP, ChFC, CLU	Ballentine Finn & Co., Wolfboro	603.569.1717	\$4 billion	\$1 billion	\$49 million	\$10 million
<b>New Jersey</b>						
David Bugen, MBA	RegentAtlantic Capital, Chatham	973.635.7070	\$1 billion	\$60 million	\$5.5 million	\$5 million
Thomas Orecchio, CFP, CFA, ChFC, CLU	Greenbaum and Orecchio, Old Tappan	201.768.4600	\$200 million	\$25 million	\$5.5 million	\$2 million
<b>New York</b>						
Michael Brown, CFP, CIMA	Wachovia Securities, Saratoga Springs	518.527.6764	\$170 million	\$30 million	\$7 million	\$1 million
Brian Convey, CFA, CFP, CIMA	Deutsche Bank Private Wealth Mgmt., New York	212.454.2430	\$196 billion	\$250 million	\$20 million	\$5 million
Jeffrey Gerson	Smith Barney, New York	212.643.5757	\$1 trillion	\$50 million	\$5 million	\$1 million
Carol Glazer	Morgan Stanley, New York	212.903.7772	\$576 billion	\$70 million	\$7 million	\$1 million
Thomas Hakala, JD, CPA	Wilmington Trust FSB, New York	212.415.0544	\$36.5 billion	\$750 million	\$20 million	\$3 million
David Hollenbaugh, MBA, CPA, CFP, CIMA	Merrill Lynch Private Banking & Invest., New York	212.236.1601	\$1.4 trillion	\$4.5 billion	\$75 million	\$5 million
Sharon H. Jacquet	JPMorgan Private Bank, New York	212.464.1399	\$304 billion	\$600 million	\$75 million	No minimum
Joanne R. Jensen	Citigroup Private Bank, New York	212.559.5555	\$221 billion	\$5 billion	\$150 million	\$10 million
Cindy L. Loudenslager, MBA	Deutsche Bank Private Wealth Mgmt., New York	212.454.2573	\$1.2 billion	\$650 million	\$25 million	\$5 million
Edward Spector, CPA, CIMA	Merrill Lynch Private Banking & Invest., New York	212.236.1660	\$1.4 trillion	\$2 billion	\$200 million	\$10 million
Milton Stern, CFP, CFA	Bridgewater Advisors, New York	212.221.5300	\$510 million	\$90 million	\$5 million	\$1 million
Noel Weil, CFM	Merrill Lynch Private Banking & Invest., New York	212.415.7846	\$1.4 trillion	\$2.2 billion	\$15 million	\$5 million
Christopher Zander, MBA	U.S. Trust, New York	212.852.1929	\$103 billion	\$450 million	\$32 million	No minimum





# Wealth Advisors (cont.)

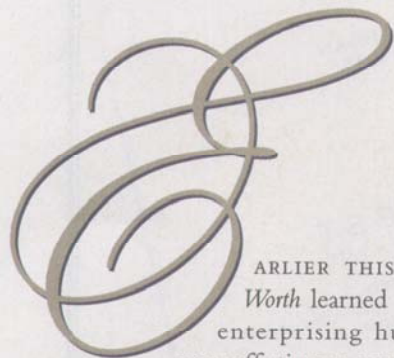
	FIRM, CITY	PHONE	FIRM ASSETS	LARGEST CLIENT NET WORTH	MEDIAN CLIENT NET WORTH	MINIMUM ASSETS FOR NEW CLIENTS
<b>North Carolina</b>						
Benton S. Bragg, MBA, CFA, CFP, ChFC, CLU	Bragg Financial Advisors, Charlotte	704.377.0261	\$455 million	\$18 million	\$2.3 million	\$1 million
Larry Carroll, CFP, CMFC	Carroll Financial Associates, Charlotte	704.553.8006	\$1 billion	\$48 million	\$2 million	\$0.5 million
<b>Ohio</b>						
Michael J. Chasnoff, CFP	Truepoint Capital, Cincinnati	513.792.6648	\$421 million	\$95 million	\$6.5 million	\$1.5 million
Joseph Evelo	Merrill Lynch Private Banking & Invest., Cincinnati	513.579.3888	\$1.4 trillion	\$250 million	\$12 million	\$5 million
William Heichel, JD, CFP	Pinnacle Wealth Planning Services, Mansfield	419.526.2060	\$250 million	\$90 million	\$10.5 million	\$1.5 million
Jeffrey R. Loehnis, CPA, CFP	Hamilton Capital Management, Columbus	614.273.1000	\$550 million	\$70 million	\$12 million	\$0.75 million
Neil Waxman, CFP	Capital Advisors, Shaker Heights	216.295.7900	\$385 million	\$65 million	\$16 million	\$2 million
<b>Oklahoma</b>						
Joseph Bowie, CFP	Retirement Invest. Advisors, Oklahoma City	405.842.3443	\$271 million	\$75 million	\$2.45 million	\$0.75 million
Chuck Fuller, CIMA	Bridgewater Investment Mgmt., Tulsa	918.392.1990	\$105 million	\$250 million	\$25 million	\$0.5 million
<b>Pennsylvania</b>						
Edd H. Hyde, CFP, CIMA	Radnor Financial Advisors, Wayne	610.975.0284	\$518 million	NA	\$6 million	\$3 million
David Lees, CPA, CFA	myCIO Wealth Partners, Philadelphia	267.295.2281	\$4 billion	\$1.8 billion	\$29 million	\$2 million
Scott Levin, JD, MBA, CFP, ChFC	Pitcairn Financial Group, Jenkintown	215.881.6065	\$2 billion	\$300 million	\$10 million	\$5 million
Grant Rawdin, JD, CFP	Wescott Financial Advisory Group, Philadelphia	215.979.1600	\$925 million	\$205 million	\$25 million	\$2 million
Peter Rohr, CFP, CFM, CIMA	Merrill Lynch Private Banking & Invest., Philadelphia	215.587.4683	\$1.4 trillion	\$1 billion	\$18 million	\$10 million
Louis P. Stanoslovich, CFP	Legend Financial Advisors, Pittsburgh	888.236.5960	\$230 million	\$22 million	\$2.4 million	\$1 million
<b>Rhode Island</b>						
Malcolm A. Makin, CFP	Professional Planning Group, Westerly	401.596.2800	\$300 million	\$16 million	\$7.4 million	\$0.1 million
<b>Tennessee</b>						
Howard Safer, MBA, CPA	Regions Morgan Keegan Trust, Nashville	615.313.2174	\$84 billion	\$30 million	\$7 million	\$1 million
John Ueleke, MBA, CLU, ChFC, CFP	Legacy Wealth Management, Memphis	901.758.9006	\$350 million	\$50 million	\$5 million	\$1 million
<b>Texas</b>						
Frank Amsler, CFP, CFA, CIMA	Merrill Lynch Private Banking & Invest., Houston	713.658.1251	\$1.4 trillion	\$1 billion	\$70 million	\$10 million
Kalita Beck Blessing, CFP	Quest Capital Management, Dallas	214.691.6090	\$438 million	\$36 million	\$4.25 million	\$1 million
David Diesslin, MBA, CFP	Diesslin & Associates, Fort Worth	817.332.6122	\$383 million	\$38.5 million	\$4.4 million	No minimum
John Eadie, CPA, PFS, CFP, CIMA, CFA	Wealth Mgmt. Services Frost Nat'l. Bank, San Antonio	210.220.6187	\$17 billion	\$370 million	\$11 million	\$5 million
Alan Goldfarb, CFP, MBA	Weaver and Tidwell Financial Advisors, Dallas	972.960.1100	\$188 million	\$22 million	\$4.2 million	\$0.75 million
Richard Joyner, CPA, CFP, CIMA, PFS	Tolleson Wealth Management, Dallas	214.780.2512	\$1.3 billion	\$500 million	\$50 million	\$10 million
Deborah Stavis, CFP	Stavis, Margolis Advisory Services, Houston	713.552.9277	\$433 million	\$46 million	\$2.6 million	\$1 million
Brian J. Turrentine, CPA	JPMorgan Private Bank, Dallas	214.758.2009	\$304 billion	\$3.5 billion	\$150 million	No minimum
<b>Utah</b>						
John Bird, MBA, CFA, CFP	Albion Financial Group, Salt Lake City	801.487.3700	\$400 million	\$65 million	\$3 million	\$1 million
<b>Virginia</b>						
Patricia Houlihan, CFP	Houlihan Financial Resource Group, Reston	703.796.0800	\$75 million	\$17 million	\$7 million	\$1 million
Joseph Montgomery, CFP	Wachovia Securities, Williamsburg	757.220.1782	\$6.8 billion	\$1 billion	\$6.5 million	\$5 million
<b>Washington</b>						
Dean Braun	Smith Barney, Seattle	206.343.2922	\$1 billion	\$150 million	\$29 million	\$3 million
Stephen Kutz	JPMorgan Private Bank, Seattle	206.622.0136	\$304 billion	\$350 million	\$45 million	No minimum
<b>Wisconsin</b>						
Vernon C. Sumnicht, MBA, CFP	Sumnicht & Associates, Appleton	920.731.4455	\$330 million	\$100 million	\$42 million	\$10 million

CFA: Chartered Financial Analyst; CFM: Certified Financial Manager; CFP: Certified Financial Planner; ChFC: Chartered Financial Consultant; CIMA: Certified Investment Management Analyst; CLU: Chartered Life Underwriter; CPA: Certified Public Accountant; CFTA: Certified Trust and Financial Advisor; JD: Doctor of Law; MBA: Master of Business Administration; PFS: Personal Financial Specialist; PhD: Doctor



# METHODOLOGY: “SECRETS” REVEALED

*Dedication, vision and experience  
are requisite to be counted among  
the best of the best.*



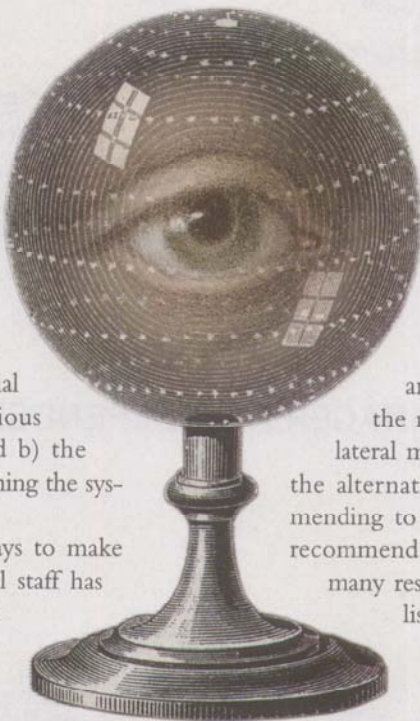
EARLIER THIS YEAR, *Worth* learned that an enterprising huckster was offering a seminar in which, for a modest fee, he would reveal secrets to being named to *Worth's* Top 100 Wealth Advisors list. Privately, our editorial staff enjoyed a chuckle at a) the audacious opportunism of the seminar's host, and b) the notion that there is some secret way of gaming the system to guarantee inclusion on the list.

For the record, there are no secret ways to make our list. To the contrary, *Worth's* editorial staff has made every effort to create a selection process that is objective, fair and, above all else, transparent.

Each year we ask our readers to nominate those wealth advisors who have gone above and beyond the call of duty in meeting their clients' needs—those who are truly exceptional. We also extend this request to private banks, wealth management and investment firms and to other industry associations.

Nominated advisors complete a detailed questionnaire in which they provide their educational credentials, compensation structure, client retention rate and other information on their professional background. They also are required to answer all the questions that investors should ask of potential wealth advisors: What returns have you achieved for your other clients, and how? Have you ever been sued by disgruntled clients? What alternative investments are you recommending? And so on.

Reviewing the responses of hundreds of highly qualified and dedicated wealth advisors is no small task. In this often painstaking process, the editorial staff of *Worth* gives weight to the qualifications and responses that we believe are telling of an advisor's capabilities. For instance, advanced degrees in business, finance and law, as well as financial certifications, evidence a true commitment to achievement and to the profession. Furthermore, professional longevity counts—no



22-year-olds with economics degrees need apply.

Most importantly, though, we look for candidates who can intelligently discuss the current investment climate, the markets, returns achieved for their clients and their strategies for success. Given that the major markets these days are only offering lateral moves, advisors must also be able to discuss the alternative investment vehicles they are recommending to their clients. Those advisors who do not recommend alternative investments—and there were many respondents in this group—do not make the list. When the seas are calm, the conscientious sailor does not wait for the wind; he looks for a paddle.

In responding to our questions, it is not enough to simply offer up marketing slogans or the text from recent brochures. Respondents must provide answers that are detailed and insightful, but that are also accessible. Here's why: Above all else, wealth advisors must be able to communicate with their clients. Through counsel and education, they must guide their clients through both the fat and lean years. We assume, with good reason, that those wealth advisors who take the time to thoroughly, expertly and clearly answer our questions will answer their clients' questions in the same way.

It is this basic assumption that informs our selection methodology from beginning to end. We ask questions, we perform background checks and, finally, we invite the clients of various candidates to tell us why their advisor should or should not be on the list. Our goal in this process is to identify those who possess the superior qualities that define a top wealth advisor: vigilance, expertise and the ability to communicate honestly and frankly with clients.

These qualities are certainly no secret. In fact, they are found in each of those professionals named in *Worth's* 100 Top Wealth Advisors list for 2005.

—Douglas McWhirter