

# BARRON'S

THE DOW JONES BUSINESS AND FINANCIAL WEEKLY

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Robert Neubecker for Barron's

## Top 1,200 Financial Advisors

Rankings based on assets under management, revenue generated for advisors' firms, quality of practices, and other factors. N=new.

RANK 2015 '14	Name	Firm	City	CUSTOMERS							Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$mil)
				Individuals (Up to \$1mil)	High Net Worth (\$1-10 mil)	Ultra-High Net Worth (\$10 mil+)	Founda- tions	Endow- ments	Institu- tional				
5.	5.	Stephen Thomas	Linden Thomas (Wells FiNet)	Charlotte	•	•	•	•	•	•	1,158	3	5

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DOW JONES

Our annual state-by-state listing shines a light on America's best financial advisors.

# The Top 1,200

By Steve Garmhausen

*The following has been excerpted*

In this special report, we provide complete listings of the top financial advisors in each state. These are the most comprehensive of all the advisor listings we run each year.

The rankings, covering advisors at Wall Street firms and independent outfits, are based on assets under management, revenues generated by advisors for their firms, and quality of practices. In evaluating advisors, we examine regulatory re-

cords, internal company documents, and extensive questionnaires filled out by the advisors themselves.

Investment performance is not an explicit criterion because the advisors pursue a wide range of investment goals for their clients. Since their clients are typically wealthy, advisors may simply focus on preserving their assets.

Our Top 1,200 are managing more assets than they did last year, thanks to

both rising markets and new clients. The average advisor and his or her team this year manages \$2.42 billion, up from \$2.16 billion in 2014 and \$2.14 billion in 2013. Revenues have risen accordingly, to \$7 million from \$6 million last year.

Meanwhile, the teams themselves are growing in size. The average advisory team is now about 11 people, up from eight a few years ago. ■



Stephen L. Thomas - *Managing Principal and Senior Financial Advisor*

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