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The  WealthManagement.com Magazine for Advisors



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TOP 100 RIAs

REGISTERED INVESTMENT advisors increasingly come in all shapes and sizes as the industry continues to evolve. In assembling *REP's* "Top 100 RIAs" list for this year with data from Meridian-IQ (in whom Penton Media has a stake), we tried to focus on the services that make RIAs appealing to retail investors. All firms on the list, for example, offer

financial and retirement planning and portfolio management for individuals. They all have at least some clients for whom they do planning, and individual clients must make up more than 10 percent of clientele. Finally, none of these firms operates a broker/dealer, but some of them do receive revenue from commissions.

| Primary Business Name | Main office | Website address | # employees give advice | Individual clients | Discretionary AUM (MM) | Non-Discretionary AUM (MM) | Total AUM (MM) | Total accounts |
|---|-----------------------|---|-------------------------|--------------------|------------------------|----------------------------|----------------|----------------|
| 1. Genspring Family Offices LLC | Jupiter, Fla. | cymricfamilyoffice.com genspring.com inlignwealth.com | 125 | 26-50% | \$10,115 | \$5,024 | \$15,140 | 13,287 |
| 2. Sageview Advisory Group LLC | Irvine, Calif. | sageviewadvisory.com | 37 | 51-75% | \$37 | \$14,363 | \$14,400 | 498 |
| 3. Comprehensive Financial Management LLC | Los Gatos, Calif. | | 6 | 11-25% | \$7,900 | \$0 | \$7,900 | 17 |
| 4. Atlantic Trust Private Wealth Management | Chicago | atlantictrust.com | 89 | 51-75% | \$5,976 | \$1,318 | \$7,293 | 3,503 |
| 5. Advanced Capital Group | Minneapolis | acgbiz.com | 10 | 26-50% | \$91 | \$6,061 | \$6,153 | 281 |
| 6. Beacon Pointe Advisors LLC | Newport Beach, Calif. | bpadvisor.com | 19 | 51-75% | \$2,406 | \$2,129 | \$4,535 | 3,823 |
| 7. McGladrey Wealth Management LLC | Minneapolis | mcgladrey.com/services | 60 | 26-50% | \$3,071 | \$1,086 | \$4,157 | 10,292 |
| 8. Blue Prairie Group LLC | Chicago | blueprairiegroup.com | 6 | 11-25% | \$132 | \$4,005 | \$4,137 | 287 |
| 9. Reinhart Partners Inc. | Mequon, Wis. | reinhart-partnersinc.com | 21 | 51-75% | \$3,789 | \$25 | \$3,814 | 4,213 |
| 10. Kibble & Prentice Holding Company | Seattle | kpcom.com | 20 | 11-25% | \$0 | \$3,037 | \$3,037 | 536 |
| 11. Strategic Capital Advisers Inc. | Denver | scadv.com | 6 | 51-75% | \$1,041 | \$1,941 | \$2,982 | 163 |
| 12. Spruce Private Investors LLC | Stamford, Conn. | spruceinvest.com | 5 | 11-25% | \$1,174 | \$1,756 | \$2,930 | 216 |
| 13. Aspiriant Investment Advisors LLC | Cincinnati | ala.aspiriant.com | 17 | 51-75% | \$6 | \$2,894 | \$2,900 | 2,075 |
| 14. Gofen And Glossberg LLC | Chicago | gofen.com | 13 | 11-25% | \$2,609 | \$165 | \$2,774 | 2,675 |
| 15. Alaska Permanent Capital Management Co. | Anchorage | apcm.net | 7 | 26-50% | \$2,461 | \$2 | \$2,463 | 346 |
| 16. Silver Bridge | Boston | silverbridgeadv.com | 29 | 51-75% | \$2,148 | \$192 | \$2,340 | 1,895 |
| 17. Becker Capital Management Inc. | Portland | beckercap.com beckervaluefunds.com | 12 | 26-50% | \$2,282 | \$0 | \$2,282 | 841 |
| 18. SEIA | Los Angeles | seia.com | 22 | 11-25% | \$221 | \$1,915 | \$2,136 | 5,893 |
| 19. Molewski Financial Partners | Bethlehem, Pa. | molewskifinancial.com | 12 | 26-50% | \$270 | \$1,792 | \$2,062 | 136 |
| 20. First Foundation Advisors | Irvine, Calif. | ff-inc.com | 27 | 26-50% | \$1,901 | \$63 | \$1,965 | 2,462 |
| 21. Capital Investment Counsel Inc. | Denver | cicinvestments.com | 16 | 11-25% | \$1,871 | \$2 | \$1,873 | 3,867 |

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|--|--------------------------|--|-------------------------|--------------------|------------------------|----------------------------|----------------|----------------|
| 22. Heck Capital Advisors LLC | Rhineland, Wis. | heckcapital.com | 10 | 26-50% | \$370 | \$1,486 | \$1,856 | 1,433 |
| 23. Windsor Financial Group LLC | Minneapolis | wfgweb.com | 9 | 76-99% | \$389 | \$1,446 | \$1,834 | 702 |
| 24. Courier Capital Corporation | Buffalo, N.Y. | couriercapital.com | 7 | 26-50% | \$690 | \$1,142 | \$1,832 | 1,428 |
| 25. South Texas Money Management Ltd. | San Antonio, Texas | stmmltd.com | 25 | 26-50% | \$1,773 | \$45 | \$1,818 | 2,239 |
| 26. Bazzell Financial | Lafayette, Calif. | N/A | 0 | 76-99% | \$1,803 | \$0 | \$1,803 | 156 |
| 27. Finaccess Advisors LLC | Concord, Mass. | N/A | 2 | 11-25% | \$65 | \$1,704 | \$1,769 | 268 |
| 28. Linscomb & Williams | Houston | linscomb-williams.com | 6 | 76-99% | \$1,766 | \$0 | \$1,766 | 3,761 |
| 29. Manchester Capital Management LLC | Manchester, Vt. | N/A | 10 | 11-25% | \$1,492 | \$271 | \$1,762 | 744 |
| 30. Pacific Portfolio Consulting LLC | Seattle | pacific-portfolio.com | 7 | 26-50% | \$403 | \$1,321 | \$1,724 | 222 |
| 31. Heintzberger Payne Advisors | Portland | heintzbergerpayne.com myplanaccount.com nwcapiat.com plantoact.com portfolioupdate.com zmeo.com | 9 | 26-50% | \$1,668 | \$25 | \$1,693 | 868 |
| 32. Crescent Capital Consulting LLC | New Orleans | crescentcapitalconsulting.com | 7 | 51-75% | \$0 | \$1,675 | \$1,675 | 75 |
| 33. Weston Financial | Wellesley, Mass. | westonfinancial.net | 20 | 11-25% | \$1,249 | \$385 | \$1,635 | 5,749 |
| 34. Palladium Registered Investment Advisors | Norfolk, Va. | palladiumilc.com | 7 | 26-50% | \$1,272 | \$30 | \$1,302 | 1,375 |
| 35. HBKS Wealth Advisors | Erie, Pa. | hbksorce.com hbkswealth.com | 27 | 76-99% | \$1,191 | \$59 | \$1,251 | 5,098 |
| 36. Baker Tilly Investment Advisors | Madison, Wis. | bakertilly.com | 18 | 11-25% | \$1,217 | \$14 | \$1,231 | 2,483 |
| 37. Concert Wealth Management | San Jose, Calif. | clpwm.com concertglobal.com concertwm.com corinthianwealth.com focus-wa.com segmentasset.com urbanwm.com walesinvestments.com | 6 | 51-75% | \$895 | \$335 | \$1,230 | 2,650 |
| 38. Carroll Financial Associates Inc. | Charlotte, N.C. | carrollfinancial.com | 18 | 76-99% | \$1,005 | \$176 | \$1,181 | 2,828 |
| 39. Banyan Partners LLC | Palm Beach Gardens, Fla. | banyanpartners.net | 21 | 26-50% | \$942 | \$168 | \$1,110 | 3,150 |
| 40. Miller/Russell & Associates LLC | Phoenix, Ariz. | miller-russell.com | 16 | 26-50% | \$654 | \$442 | \$1,096 | 395 |
| 41. Evergreen Capital Management LLC | Bellevue, Wash. | evergreencapital.net | 6 | 26-50% | \$892 | \$149 | \$1,041 | 1,212 |
| 42. Weatherstone Capital Management | Northglenn, Colo. | wcmprivateclient.com weatherstonecm.com | 4 | 76-99% | \$1,032 | \$6 | \$1,039 | 5,451 |
| 43. Radnor Financial Advisors Inc. | Wayne, Pa. | radnorfinancial.com | 6 | 11-25% | \$1,031 | \$0 | \$1,031 | 1,323 |
| 44. Hynes Himmelreich Glennon & Company LLC | Darien, Conn. | hhg.net | 5 | 26-50% | \$931 | \$76 | \$1,007 | 1,718 |

TOP 100 RIAs

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|--|--------------------|------------------------------------|-------------------------|--------------------|------------------------|----------------------------|----------------|----------------|
| 45. True North Advisors LLC | Dallas | truenorthadvisors.com | 16 | 26-50% | \$817 | \$163 | \$980 | 3,765 |
| 46. Brouwer & Janachowski LLC | Tiburon, Calif. | fundmastery.com | 7 | 26-50% | \$980 | \$0 | \$980 | 1,034 |
| 47. Filament LLC | Seattle | filamentadvisors.com | 10 | 11-25% | \$581 | \$398 | \$979 | 261 |
| 48. Advisory Services & Investments LLC | Bend, Ore. | advisory-services.com | 4 | 11-25% | \$189 | \$776 | \$964 | 144 |
| 49. CapGroup Advisors | Richmond, Va. | thecapgroup.com | 10 | 11-25% | \$226 | \$720 | \$946 | 356 |
| 50. Morton Capital Management | Calabasas, Calif. | mortoncapital.com | 14 | 26-50% | \$791 | \$138 | \$928 | 1,852 |
| 51. Singer Xenos Wealth Management | Coral Gables, Fla. | singerxenos.com | 9 | 11-25% | \$918 | \$1 | \$919 | 2,319 |
| 52. A. Montag & Associates Inc. | Atlanta | amontag.com | 12 | 11-25% | \$883 | \$3 | \$886 | 866 |
| 53. North Star Asset Management Inc. | Menasha, Wis. | northstarinvestments.com | 10 | 51-75% | \$847 | \$17 | \$865 | 1,439 |
| 54. Foster Dykema Cabot & Co Inc. | Boston | fdcco.com | 7 | 11-25% | \$843 | \$18 | \$862 | 421 |
| 55. Eton Advisors LP | Chapel Hill, N.C. | etonadvisors.com | 4 | 11-25% | \$626 | \$201 | \$826 | 316 |
| 56. Farr Miller & Washington LLC | Washington, D.C. | farrmiller.com | 12 | 11-25% | \$817 | \$8 | \$825 | 788 |
| 57. Retirement Income Solutions Inc. | Ann Arbor, Mich. | risadvisory.com | 7 | 51-75% | \$808 | \$0 | \$808 | 817 |
| 58. Dixon Hughes Goodman Wealth Advisors LLC | Asheville, N.C. | dhgwa.com dhgwealthadvisors.com | 15 | 26-50% | \$759 | \$41 | \$800 | 2,893 |
| 59. The Harbor Group Inc. | Bedford, N.H. | harbargroup.com | 4 | 76-99% | \$736 | \$55 | \$791 | 571 |
| 60. Emery Howard | San Mateo, Calif. | emeryhoward.com | 3 | 26-50% | \$757 | \$31 | \$788 | 1,608 |
| 61. Haberer Registered Investment Advisor Inc. | Cincinnati | haberer.com | 6 | 26-50% | \$728 | \$45 | \$773 | 620 |
| 62. Citrin Cooperman Wealth Management LP | Philadelphia | ccwmlp.com | 10 | 11-25% | \$608 | \$158 | \$766 | 678 |
| 63. Wealthplan Advisors | Scottsdale, Ariz. | wealthplanadvisor.com | 7 | 11-25% | \$152 | \$614 | \$766 | 472 |
| 64. Baker Avenue Asset Management LP | San Francisco | bakerave.com | 9 | 76-99% | \$453 | \$307 | \$760 | 847 |
| 65. Strategic Wealth Partners LLC | Deerfield, Ill. | stratwealth.com | 5 | 26-50% | \$449 | \$302 | \$751 | 1,612 |
| 66. RubinBrown Advisors | St. Louis | rubinbrown.com | 6 | 26-50% | \$0 | \$712 | \$712 | 908 |
| 67. Argent Sector Capital Management LLC | Memphis | argentmoney.com sectorplus.com | 10 | 11-25% | \$685 | \$15 | \$700 | 450 |
| 68. Cozad Asset Management Inc. | Champaign, Ill. | cozadassetmgmt.com | 14 | 51-75% | \$532 | \$148 | \$681 | 1,397 |
| 69. Oakmont Partners LLC | Boston | oakmontpwm.com | 7 | 26-50% | \$176 | \$500 | \$675 | 871 |
| 70. Mastrapasqua Asset Management Inc. | Nashville | mastrapasqua.com | 7 | 51-75% | \$674 | \$0 | \$674 | 330 |
| 71. Strategic Wealth Management Group LLC | Columbia, Md. | swealth.com | 11 | 51-75% | \$493 | \$176 | \$670 | 2,701 |
| 72. Resnick Investment Advisors LLC | Westport, Conn. | resnickinvestment.com | 11 | 26-50% | \$666 | \$3 | \$669 | 899 |

TOP 100 RIAs

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|---|----------------------|--|-------------------------|--------------------|------------------------|----------------------------|----------------|----------------|
| 73. Savant Investment Group LLC | San Francisco | savantig.com | 16 | 51-75% | \$668 | \$0 | \$668 | 1,150 |
| 74. Howe And Rusling Inc. | Rochester, N.Y. | howeandrusing.com | 7 | 51-75% | \$635 | \$30 | \$665 | 1,050 |
| 75. Barnes Pettey Financial Advisors LLC | Clarksdale, Miss. | barnespettey.com | 8 | 26-50% | \$122 | \$542 | \$664 | 2,695 |
| 76. Albion Financial Group | Salt Lake City | albionfinancial.com | 7 | 51-75% | \$627 | \$32 | \$659 | 1,350 |
| 77. Durbin Bennett Peterson Private Wealth Management LLP | Austin | dbpaustin.com | 8 | 11-25% | \$646 | \$8 | \$654 | 685 |
| 78. Syntinsic Investment Counsel LLC | Denver | syntinsic.com | 5 | 26-50% | \$35 | \$615 | \$650 | 107 |
| 79. Tanglewood Wealth Management Inc. | Houston | tanglewoodwealth.com | 3 | 11-25% | \$648 | \$0 | \$648 | 774 |
| 80. Schneider Downs Wealth Management Advisors LP | Pittsburgh | schneiderdowns.com sdwealthmanagement.com | 12 | 26-50% | \$311 | \$315 | \$626 | 668 |
| 81. Rainier Group Investment Advisory LLC | Bellevue, Wash. | rginv.com | 15 | 26-50% | \$626 | \$0 | \$626 | 1,407 |
| 82. Windsor Group Ltd. | Indianapolis, Ind. | windsor-group.com | 7 | 26-50% | \$618 | \$0 | \$618 | 1,881 |
| 83. MCF Advisors LLC | Covington, Ky. | mcfadvisors.com | 6 | 26-50% | \$431 | \$184 | \$615 | 722 |
| 84. Lucas Capital Management LLC | Red Bank, N.J. | lucascapital.com | 5 | 26-50% | \$601 | \$4 | \$605 | 510 |
| 85. Bill Few Associates Inc. | Pittsburgh | billfew.com | 21 | 76-99% | \$378 | \$225 | \$604 | 2,425 |
| 86. Diesslin & Associates Inc. | Fort Worth, Texas | diesslin.com | 9 | 26-50% | \$391 | \$211 | \$602 | 1,946 |
| 87. Sadoff Investment Management LLC | Milwaukee, Wis. | sadoffinvestments.com teamsadoff.com | 3 | 26-50% | \$590 | \$0 | \$590 | 543 |
| 88. Kanawha Capital Management LLC | Richmond, Va. | kancap.com | 5 | 26-50% | \$519 | \$49 | \$569 | 809 |
| 89. FBB Capital Partners | Bethesda, Md. | fbbcapitalpartners.com | 9 | 26-50% | \$532 | \$36 | \$568 | 1,869 |
| 90. Meyer Capital Group | Marlton, N.J. | meyercg.com | 7 | 76-99% | \$488 | \$74 | \$562 | 673 |
| 91. Tom Johnson Investment Management LLC | Oklahoma City, Okla. | tjim.com | 6 | 26-50% | \$499 | \$56 | \$555 | 905 |
| 92. Pettinga Financial Advisors LLC | Evansville, Ind. | pettinga.com | 4 | 51-75% | \$544 | \$6 | \$550 | 2,026 |
| 93. Argent Wealth Management Inc. | Weston, Mass. | argentwm.com | 6 | 26-50% | \$547 | \$0 | \$547 | 1,270 |
| 94. Urban Financial Advisory Corporation | Chicago | ufinadv.com | 3 | 11-25% | \$517 | \$29 | \$546 | 499 |
| 95. Towneley Capital Management Inc. | Laguna Hills, Calif. | towneley.com | 9 | 26-50% | \$542 | \$0 | \$542 | 290 |
| 96. PYA Waltman Capital LLC | Knoxville, Tenn. | pyawaltman.com | 5 | 51-75% | \$219 | \$320 | \$539 | 1,085 |
| 97. Castlekeep Investment Advisors | Westport, Conn. | castlekeepadvisors.com | 3 | 11-25% | \$112 | \$427 | \$539 | 93 |
| 98. The Advisory Group Of San Francisco LLC | San Francisco | advisorygroupsf.com | 5 | 11-25% | \$251 | \$287 | \$538 | 305 |
| 99. Phillips Financial Management | Fort Wayne, Ind. | lphillips.com | 11 | 51-75% | \$537 | \$0 | \$537 | 1,154 |
| 100. D L Carlson Investment Group Inc. | Concord, N.H. | carlsoninvest.com | 5 | 51-75% | \$535 | \$0 | \$535 | 413 |