

FEA

FINANCIAL ADVISOR

Knowledge For The Sophisticated Advisor

The Career Track

How To Offer A Future For Employees

International ETFs

Are Some Strategies Reaching Bubble Levels?

Tiny Wonders

Nanotechnology May Offer Big Investor Rewards

JULY 2013



RIA

SURVEY & RANKING

2013

www.fa-mag.com



Finding Their Own Way

2012 WAS GOOD FOR RIAs, WHICH FOLLOWED DIFFERENT ROUTES TO GROW. BY JEFF SCHLEGEL



FA'S 2013 RIA RANKING (By Total Assets)

2013 TOTAL ASSETS RANK*	FIRM NAME	LOCATION	YEAR END 2012 ASSETS (\$MM)	% GROWTH IN ASSETS 2011-2012	ASSETS PER CLIENT (\$MM)**	% GROWTH IN ASSETS PER CLIENT	% CHANGE IN NO. OF CLIENTS
146	Strategic Wealth Partners	Deerfield, Ill.	988.87	31.69	3.33	38.34	-4.81
147	Sequoia Financial Group	Akron, Ohio	985.31	66.96	0.67	17.87	41.63
148	Forum Financial Management	Lombard, Ill.	980.00	28.95	0.89	-0.36	29.41
149	Camden Capital Management	El Segundo, Calif.	972.31	76.29	15.43	56.52	12.50
150	Lee Financial Corporation	Dallas, Texas	968.82	7.99	2.98	4.70	3.17
151	First Capital Consulting	Great Neck, N.Y.	968.70	10.98	2.42	-2.66	14.29
152	Hamilton Capital Management	Columbus, Ohio	966.11	27.80	0.93	20.22	6.15
153	Acropolis Investment Management	St. Louis, Mo.	965.64	4.64	1.99	11.13	-5.83
154	Carlson Capital Management	Northfield, Minn.	965.20	15.41	1.65	7.75	7.13
155	Scarborough Capital Management	Annapolis, Md.	938.52	7.87	0.22	9.84	-1.74
156	Altifest Personal Wealth Management	New York, N.Y.	910.78	21.64	1.80	12.25	8.35
157	JFS Wealth Advisors	Hermitage, Pa.	899.33	13.47	1.08	15.28	-1.66
158	Legacy Wealth Management	Memphis, Tenn.	897.97	10.07	1.27	4.30	5.51
159	Brightworth	Atlanta, Ga.	896.93	13.69	2.28	9.11	4.21
160	LLBH Private Wealth Management	Westport, Conn.	889.35	21.35	4.99	10.38	9.88
161	Fairview Capital Investment Management	Greenbrae, Calif.	847.08	49.08	6.05	17.17	27.27
162	West Financial Services	McLean, Va.	839.92	4.13	1.54	5.24	-1.09
163	Stonebridge Capital Advisors	Saint Paul, Minn.	836.53	5.76	1.10	-17.65	28.50
164	GV Financial Advisors	Atlanta, Ga.	825.63	-2.17	1.88	-11.03	10.00
165	Reynders, McVeigh Capital Management	Boston, Mass.	812.57	19.34	2.10	7.08	11.49
166	Kovack Advisors	Ft. Lauderdale, Fla.	809.38	31.71	0.25	20.82	8.87
167	Sargent Bickham Lagudis	Boulder, Colo.	788.43	9.96	2.32	8.61	1.19
168	Fairway Wealth Management	Independence, Ohio	783.00	11.62	6.53	-2.40	14.29
169	Golub Group	San Mateo, Calif.	782.73	11.08	1.01	6.61	4.16
170	Foster & Motley	Cincinnati, Ohio	782.14	14.26	2.00	8.03	5.68
171	AEPG Wealth Strategies	Warren, N.J.	762.30	9.57	1.88	6.24	3.05
172	Strategic Wealth Management Group	Columbia, Md.	760.66	13.60	1.04	12.03	1.39
173	ProVise Management Group	Clearwater, Fla.	758.00	7.52	1.24	6.47	0.99
174	Schneider Downs Wealth Management Advisors	Pittsburgh, Pa.	755.98	20.67	1.91	3.69	16.47
175	Private Ocean	San Rafael, Calif.	748.00	11.64	1.79	14.57	-2.56
176	Creative Financial Group	Atlanta, Ga.	742.92	7.76	1.33	9.76	-1.75
177	BSW Wealth Partners	Boulder, Colo.	736.00	6.98	3.57	9.05	-1.90
178	Heritage Financial Services	Westwood, Mass.	732.55	17.28	1.08	12.10	4.62
179	Stewart and Patten Co.	San Francisco, Calif.	730.51	5.46	1.83	-1.11	6.67
180	TFC Financial Management	Boston, Mass.	724.01	-0.32	2.91	-9.49	10.18
181	Mission Wealth Management	Santa Barbara, Calif.	720.48	35.66	1.57	24.69	8.75
182	Vantage Investment Advisors	State College, Pa.	718.87	21.51	0.34	-9.14	33.67
183	Resnick Investment Advisors	Westport, Conn.	715.08	6.89	0.76	1.46	5.34
184	Dieslin & Associates	Fort Worth, Texas	712.24	19.18	2.41	15.44	3.14
185	Abacus Planning Group	Columbia, S.C.	710.41	8.95	4.01	15.05	-5.35
186	Barnes Pettey Financial Advisors	Clarksdale, Miss.	701.45	5.59	1.56	-6.16	12.50
187	M.J. Smith and Associates	Greenwood Village, Colo.	700.20	34.63	1.58	37.05	-1.77
188	Aureus Asset Management	Boston, Mass.	700.00	12.00	13.46	7.69	4.00
189	Braver Wealth Management	Needham, Mass.	691.20	17.01	1.43	5.06	11.26
190	Albion Financial Group	Salt Lake City, Utah	689.91	4.76	1.73	-0.53	5.26
191	Avondale Partners	Nashville, Tenn.	657.50	178.45	10.12	104.81	36.00
192	LBMC Investment Advisors	Brentwood, Tenn.	683.11	2.72	4.14	-6.01	9.27
193	Huber Financial	Lincolnshire, Ill.	675.43	34.54	0.82	19.58	12.45
194	Summit Financial Strategies	Columbus, Ohio	672.66	14.26	1.28	9.69	4.17

*Discretionary and nondiscretionary assets under management reported on Form ADV. **Average assets per client relationship. † Founded in 2012, not meaningful.