

FA

FINANCIAL ADVISOR

Knowledge For The Sophisticated Advisor

Fear Not The Robo-Advisor

Mark Hurley: Current Narrative Is Ridiculous

Better Ways To Communicate

Deena Katz: Listening Techniques Important

'Skills Age' Means Fewer Retirees

Mitch Anthony: Ability Trumps Birth Dates

JULY 2014

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INNOVATIVE ALTERNATIVE
INVESTMENT STRATEGIES
CONFERENCE SUPPLEMENT



RIA

SURVEY & RANKING

2014

FA'S 2014 RIA RANKING

(By Total Assets)

2013 TOTAL ASSETS RANK*	FIRM NAME	LOCATION	YEAR END 2013 ASSETS (\$MM)	% GROWTH IN ASSETS 2012-2013	ASSETS PER CLIENT (\$MM)**	% GROWTH IN ASSETS PER CLIENT	% CHANGE IN NO. OF CLIENTS
ASSET CATEGORY: \$300 MILLION TO <\$500 MILLION							
314	Quadrant Capital Management	Fairfield, N.J.	335.23	14.78	2.87	4.97	9.35
315	Sycamore Financial Group	Kokomo, Ind.	333.50	41.51	0.25	36.27	3.85
316	HFI Wealth Management	Shepherdstown, W. Va.	331.79	23.91	1.09	15.37	7.39
317	FAI Wealth Management	Columbia, Md.	330.22	8.05	1.47	4.19	3.70
318	Roof Advisory Group	Harrisburg, Pa.	329.18	25.38	1.77	8.53	15.53
319	Absolute Capital Management	Pittsburgh, Pa.	327.00	28.24	0.15	16.58	10.00
320	J. P. King Advisors	Walnut Creek, Calif.	326.30	9.57	1.59	-6.47	17.14
321	WNY Asset Management	Williamsville, N.Y.	325.08	18.32	0.20	3.53	14.29
322	ClearRock Capital	Ketchum, Idaho	325.00	18.18	1.30	1.64	16.28
323	Aurum Wealth Management Group	Mayfield Village, Ohio	325.00	42.54	2.50	20.61	18.18
324	Etesian Wealth Advisors	Lake Oswego, Ore.	322.54	37.09	1.95	3.85	32.00
325	Starfire Investment Advisers	Southfield, Mich.	318.64	23.33	1.23	26.19	-2.26
326	CRA Financial	Northfield, N.J.	317.10	16.98	0.81	1.39	15.38
327	Ellis Investment Partners	Berwyn, Pa.	316.58	68.29	0.93	4.75	60.66
328	Gitterman & Associates Wealth Management	Iselin, N.J.	315.00	-66.84	0.42	-69.05	7.14
329	Vintage Financial Services	Ann Arbor, Mich.	312.42	33.51	0.98	16.41	14.70
330	Financial Management Group	Cincinnati, Ohio	312.00	22.74	1.16	28.23	-4.29
331	Droms Strauss Advisors	St. Louis, Mo.	310.00	25.00	1.55	9.38	14.29
332	KR Financial Services	Hollywood, Fla.	306.96	90.40	1.13	68.00	13.33
333	Financial Planning and Information Services	De Pere, Wis.	305.00	18.68	0.44	15.24	2.99
334	Aveo Capital Partners	Greenwood Village, Colo.	304.58	41.38	1.07	-10.39	57.78
335	Asset Management Advisors	Houston, Texas	304.00	55.10	4.75	50.26	3.23
336	ARS Wealth Advisors	St. Petersburg, Fla.	303.76	22.17	0.93	20.29	1.56
337	The L. Warner Companies	Timonium, Md.	303.12	14.86	1.40	18.57	-3.13
338	Heller Wealth Advisors	Summit, N.J.	302.59	14.76	1.51	0.42	14.29
339	WNA Wealth Advisors	Hinsdale, Ill.	302.07	20.55	0.79	7.86	11.76
340	Ferrell Wealth Management	Winter Park, Fla.	301.18	16.73	1.41	3.64	12.63
ASSET CATEGORY: \$100 MILLION TO <\$300 MILLION							
341	LVZ Advisors	Holland, Mich.	299.93	28.69	0.24	8.10	19.05
342	Asset Strategies	Casper, Wyo.	299.56	9.01	1.29	15.12	-5.31
343	Kuntz Leshar Capital	Lancaster, Pa.	297.67	30.37	0.74	11.98	16.43
344	Hooker & Holcombe Investment Advisers	West Hartford, Conn.	295.22	11.38	2.68	-16.97	34.15
345	Advocacy Wealth Management	Atlanta, Ga.	293.00	69.36	0.59	8.39	56.25
346	Goodman Financial Corporation	Houston, Texas	291.99	22.20	1.61	15.45	5.85
347	Ruggie Wealth Management	Tavares, Fla.	286.00	13.94	1.00	8.37	5.15
348	Asset Management Group	Stamford, Conn.	284.95	22.81	1.00	21.95	0.70
349	Bernhardt Wealth Management	McLean, Va.	278.97	38.76	1.73	15.49	20.15
350	Avant-Garde Advisors	Centennial, Colo.	278.14	73.59	0.76	10.38	57.26
351	Burton Enright Welch	Walnut Creek, Calif.	277.84	17.19	1.05	10.53	6.02
352	Archford Capital Strategies	Swansea, Ill.	277.60	†	1.09	†	†
353	MACRO Consulting Group	Parsippany, N.J.	276.00	38.00	0.80	20.00	15.00
354	Schroeder, Braxton & Vogt	Amherst, N.Y.	273.73	12.70	0.54	4.00	8.37
355	Consilium Wealth Advisory	Richardson, Texas	270.00	1,700.00	10.80	260.00	400.00
356	Rowling & Associates	San Diego, Calif.	268.00	6.53	1.48	3.58	2.84
357	WorthPointe	Austin, Texas	266.00	77.33	0.76	26.67	40.00

*Discretionary and nondiscretionary assets under management reported on Form ADV. **Average assets per client relationship. † Founded in 2013, not meaningful.

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