The List: Top 100 Independent Advisors in America

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August 1, 2009

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METHODOLOGY:

The annual Registered Rep. Top 100 IBD financial advisor list was spearheaded this year by Discovery, an online database of financial service intermediaries published by the Financial Information Group of Shrewsburry, N.J. Discovery has created a proprietary methodology for ranking FINRA registered representatives. In this list, the advisors were ranked by assets under management using the Discovery-RR database system. Discovery maintains data on the registered rep universe then validates the ranking via direct survey. Some advisors from past years are not on this year's list.

	Name	Firm	City	AUM (in millions)	Yrs in the Biz	Business Description/Speciality
1.	**Ronald Carson**	Carson Wealth Management Group (LPL Financial)	Omaha, NE	$2,000	31	Investment management, retirement planning, estate and tax planning services.
2.	**John Hyland**	Morristown Financial Group (LPL Financial)	Morristown, NJ	$1,800	19	Investment management, retirement planning, corporate pension/401(k) plans.
3.	**Christopher Sorce**	HBK Sorce Financial (Purshe Kaplan Sterling Investments)	Erie, PA	$1,400	14	Independent, personal financial planning and investment advisory firm.
3.	**William (Mike) Robertson**	Robertson & Associates (First Allied)	Houston, TX	$1,400	33	Managed money, estate planning and investment banking for HNW and UHNW.
5.	**Matthew Delaney**	Wharton Business Group (FSC Securities)	Exton, PA	$1,300	16	Independent consultant to business owners, endowments, foundations and hospitals.
6.	**Bradley and Cleves Delp**	The Delp Company (LPL Financial)	Maumee, OH	$1,000	15	Ultra-HNW investment advisory, estate planning and risk management.
7.	**Susan Kaplan**	Kaplan Financial Services (LPL Financial)	Newton Lower Falls, MA	$750	26	Asset management and comprehensive financial planning.
8.	**John Darrah**	Honkamp Krueger Financial Services (ProEquities)	Dubuque, IA	$742	28	CPA advising personal financial and wealth management firms.
9.	**Earl Winthrop**	LPL Financial	Avon, CT	$705	24	Independent comprehensive wealth management services.
10.	**Brett N. Karras**	The Karras Company (Raymond James Financial Services)	Roy, UT	$685	16	Comprehensive wealth management.

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11.	**William Garbarino**	Lincoln Financial Advisors	Danbury, CT	$650	24	Retail clients, corporate executives, financial and estate planning.
11.	**Gerard Klingman**	Klingman & Associates (Raymond James Financial Services)	New York, NY	$650	26	Wealth management.
11. 11.	**James Bashaw** **Van Pearcy**	James E. Bashaw and Co. (LPL Financial) Van Pearcy's Wealth Services Team (Raymond James Financial Services)	Houston, TX Midland, TX	$650 $650	25 22	Holistic private wealth advisory for families, small businesses and non-profit organizations. Wealth management and estate/asset protection.
15.	**Thomas Gau**	Retirement Planning Specialists (SagePoint Financial)	Ashland, OR	$640	25	Specialize in individuals who are retired or are about to retire.
16.	**Malcolm Makin**	Professional Planning Group (Raymond James Financial Services)	Westerly, RI	$605	32	Full service, comprehensive wealth management for individuals and endowments.
17.	**Lee Rosenberg**	ARS Financial Services (Cadaret, Grant)	Jericho, NY	$555	35	Personal financial planning, written financial plans, estate and retirement planning.
18.	**Randolph Carver**	Carver Financial Services (Raymond James Financial Services)	Mentor, OH	$550	22	Comprehensive customized wealth management for individuals, corporations and institutions.

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18.	**Garrett Ahrens**	Ahrens Investment Partners (LPL Financial)	Lafayette, LA	$550	20	Financial asset allocation.
20. 21.	**Sally Law** **Salvador (Sal) Flores Jr.**	Law & Assosciates (Raymond James Financial Services) Flores Capital Management (Raymond James Financial Services)	Glen Echo, MD Chandler, AZ	$535 $520	36 29	Wealth management and financial planning. Superior financial service with a commitment to excellence and integrity.
22.	**Laila Marshall-Pence**	Pence Wealth Management (LPL Financial)	Newport Beach, CA	$500	29	Full spectrum financial planning and wealth management for individual investors.
22.	**Larry Carroll**	Carroll Financial (Financial Network Investment Corporation)	Charlotte, NC	$500	29	Retirement planning, fee-based asset management.
22.	**Ronald Weiner**	RDM Financial Group (RDM Investment Services)	**Westport, CT**	$500	20	Investment strategy and diversified investment advisory.
22.	**David Borden**	Borden CCR Wealth Management (Multi-Financial Securities Corporation)	Westborough, MA	$500	13	Wealth management services for HNW individuals and business owners.
26.	**Bruce Johnson**	CapTrust Financial Advisors (Wells Fargo Advisors Financial Network)	Holland, MI	$470	27	Investment consulting.

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27.	**Debra Brede**	D.K. Brede Investment Management. Company (Commonwealth)	Needham, MA	$454	28	Wealth management for HNW clients and business owners.
28.	**Meg Green**	Meg Green & Associates (Royal Alliance)	Miami, FL	$450	29	Financial planning, investment management and tax-sensitive portfolios for HNW investors.
29. 30.	**Steven Stocker Don Campagna**	Investment Partners (Commonwealth Financial Network) Personal Portfolio Management (Raymond James Financial Services)	New Philadelphia, OH Boca Raton, FL	$445 $444	19 27	Wealth management for HNW and mass affluent, portfolio management for retirement plans, corporations, family trusts, endowments, foundations. RIA, comprehensive financial planning, asset allocation, high net worht individuals, businesses.
31. 32.	**Roy Williams Mark Smith**	Prestige Wealth Management (LPL Financial) M J Smith and Associates (Raymond James Financial Services)	Pennington, NJ Englewood, CO	$441 $420	27 26	Comprehensive wealth management, providing customized planning solutions to HNW indivduals. Wealth management and retirement planning. Fee-based asset management services with a comprehensive financial planning approach, including tax planning.

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33. 34.	**Edward (Jeff) Sella** Bradley Orvieto	SPC Financial Services (Raymond James Financial Services) Strategic Asset Management Group Advisors (Mutual Service Corporation)	Rockville, MD Fort Lauderdale, FL	$403 $400	28 29	Estate and tax planning, financial planning for unmarried couples and couples entering a second marriage. Wealth management for HNW and non-profits.
34.	**Robert Oden**	Mutual Service Corporation	Fort Lauderdale, FL	$400	27	Fee-based wealth management.
34.	**David McNamara**	VSR Financial Services	West Des Moines, IA	$400	25	N/A
34.	**Herbert Gilbert**	Gilbert Advanced Asset Mangement (LPL Financial)	Johnson City, TN	$400	21	Advanced asset managemt for retirees and pre-retirees.
34. 34.	**George Dorvillier J. David Tanner**	LPL Financial Tanner Capital Management (Raymond James Financial Services)	La Jolla, CA Provo, UT	$400 $400	23 22	Helping clients reach financial independence. HNW entrepreneurs who are selling businesses, with special emphasis on charitable strategies.
40	**David Millican**	Atlanta Capital Group (LPL Financial)	Atlanta, GA	$385	14	Boutique wealth management focusing on HNW families.
41.	**Steven Booren**	Capital Consulting (LPL Financial)	Englewood, CO	$375	31	Unbiased, independent investment advice.

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42.	**John Lynch**	Lynch Retirement Investment Group (Wells Fargo Advisors Financial Network)	Fulton, MD	$372	23	Retirement planning.
43.	**Lee Rosenberg**	ARS Financial Services (Cadaret, Grant)	Jericho, NY	$371	26	Comprehensive financial planning for HNW clients.
44.	**Mark Cortazzo**	MACRO Consulting Group (SII Investments)	Parsippany, NJ	$360	21	Full service, independent financial advisory firm, specializing in retirement income planning.
45.	**Trudy Haussmann**	Haussmann Financial (Securities America)	Newport Beach, CA	$356	23	Boutique financial planning firm, specializing in retirement for Fortune 500 employees.
46.	**David Daniel**	Summit Financial (Wells Fargo Advisors Financial Network)	Lafayette, LA	$354	32	Discretionary fee-based advice.
47.	**Kalita Bleck Blessing**	Quest Capital Management (Raymond James Financial Services)	Dallas, TX	$352	17	Financial planning.
48.	**Kerrick Bubb**	KWB & Associates (LPL Financial)	Redlands, CA	$351	22	Comprehensive wealth management with an emphasis on retirement and estate planning.
49.	**Barbara Hudock**	Hudock Moyer Wealth Management (Wells Fargo Advisors Financial Network)	Williamsport, PA	$350	34	Investment consulting.

	Name	Firm	City	AUM (in millions)	Yrs in the Biz	Business Description/Speciality
49.	**Nadim Joseph Nahas**	NWK Group (First Allied)	San Francisco, CA	$350	16	Retirement plan consulting and wealth management.
49.	**James Cox**	Harris Financial Group (LPL Financial)	Colonial Heights, VA	$350	13	Retirement planning.
49.	**James McKee**	Berthel, Fisher & Company Financial Services	Eugene, OR	$350	12	Income investing for retirement, with a client asset minimum of $1.5 million.
53.	**Steven Novick**	LPL Financial	New Canaan, CT	$340	14	N/A
54.	**Janice Hobbs**	JanHobbs Financial Group (LPL Financial)	Orange, CA	$338	25	Financial planning and wealth management.
54.	**Carole Ford**	Ford Financial Group (LPL Financial)	Fresno, CA	$338	26	Independent fee-based investment management and financial planning for HNW individuals and families.
56.	**Charles Morris**	Raymond James Financial Services	Baton Rouge, LA	$322	26	Financial planning.
57.	**Deborah Danielson**	Danielson Financial Group (LPL Financial)	Las Vegas, NV	$310	28	Financial planning, investment management and tax-sensitive portfolios for HNW investors.
58.	**Stephan Cassaday**	Cassaday & Company (Royal Alliance)	Mc Lean, VA	$307	32	Financial planning and investment management for HNW individuals and small businesses.
58.	**Barry Glassman**	Cassaday & Company (Royal Alliance)	Mc Lean, VA	$307	14	Comprehensive wealth management for HNW families.

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60.	**Stephen Johnson**	Raymond James Financial Services.	Draper, UT	$301	30	Wealth management for retail clients, ERISA plans
61.	**Dale Cebert**	Cebert Wealth Management Group (National Planning Corporation)	The Villages, FL	$300	27	Retirement income planning specialists.
61.	**Michael Steranka**	Retirement Planning Services (Broker Dealer Financial Services)	Millersville, MD	$300	15	Income planning, investment planning, tax planning, education planning.
63.	**Michael Hines**	Consolidated Planning Corporation (Raymond James Financial Services)	Atlanta, GA	$293	43	Financial planning for retirees, doctors, lawyers, dentists and educators; intergenerational planning.
64.	**Thomas Hamlin**	Hamlin Financial and Insurance Services (Raymond James Financial Services)	Portland, OR	$292	19	Pre-retirees and retirees, inflation hedging.
65.	**John Moore**	Raymond James Financial Services	Albuquerque, NM	$283	11	Financial planning.
66.	**Robert Kantor**	XML Financial Group (LPL Financial)	Rockville. MD	$280	46	Financial planning.
67.	**Todd Sanford**	Sanford Financial Services (Raymond James Financial Services)	Portage, MI	$270	26	Multi-specialty firm for educators, small-business owners and employees of major corporations with a local presence.

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68.	**Sheryl Stephens**	Stephens Wealth Management (Raymond James Financial Services)	Flint, MI	$262	34	Fee-based consulting, including asset mgt., estate planning, retirement planning, tax planning, philanthropy and insurance solutions for HNW clients, professionals and business owners.
68.	**Robert Valente**	RAV Financial Services (Sigma Financial Corporation)	Beachwood, OH	$260	37	Customized wealth management, including asset management, financial and estate planning.
70.	**Robert Wamhoff**	Wamhoff Financial Planning (VSR Financial Services)	Hazelwood, MO	$255	19	Financial planning, tax planning and charitable planning.
71.	**Carl Stuart**	Raymond James Financial Services	Austin, TX	$250	11	Investment management, risk management and estate planning.
71.	**Roger Green**	Green Financial Resources (Multi-Financial Securities)	Duluth, GA	$250	21	Financial planning, advisory and wealth management.
73.	**Judith Mcgee**	McGee Financial Strategies (Raymond James Financial Services)	Portland, OR	$247	34	Wealth management, financial planning, retirement planning, estate and trust planning for the well-educated, professional client.

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74. 75. 75.	**Karen Hansen** **Nadine Wilkes** **Paul Weinstein**	Woodbury Financial Services Weinstein Wilkes Financial Group (Raymond James Financial Services) Weintsein Wilkes Financial Group (Raymond James Financial Services)	Anchorage, AK Ft. Myers, FL Fy. Myers, FL	$245 $236 $236	20 26 26	Strong acumen for building businesses and creating wealth for clients in all walks of life. Comprehensive financial planning for HNW clients. HNW clients.
77. 78.	**Bennett Marks** **Richard H. Wagener**	Marks Group Wealth Management (LPL Financial) Wagener-Lee Wealth Advisors (Raymond James Financial Services)	Hopkins, MN Columbia, MD	$235 $233	27 34	Provide HNW clients with personalized service and investment decisions on a local level. Comprehensive wealth management, portfolio management, retirement, tax and estate planning for corporate executives, professionals and retirees.
79.	**Kathleen Muldoon**	Carter Financial Management (Raymond James Financial Services)	Dallas, TX	$231	29	Financial planning.
80.	**Dudley Barnes**	Barnes-Petty Financial Advisors (Raymond James Financial Services,)	Clarksdale, MS	$230	34	Comprehensive financial planning in rural America.

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80.	**Carol Rogers**	Rogers & Company Wealth Management (LPL Financial)	Saint Louis, MO	$230	33	Certified Private Wealth Manager providing comprehensive planning and wealth management solutions to HNW families and individuals.
82.	**Wayne Schluchter**	First Allied Securities	Saint Cloud, MN	$227	12	Comprehensive wealth management services with a focus on cash flow and risk management.
83.	**Daniel Gavin**	Gavin & Associates (Raymond James Financial Services)	Midland, MI	$225	37	Financial planning, investment management for mid/upper level management.
83. 83.	**Michael McNamara Kevin VanDyke**	McNamara Financial Services (Commonwealth) Bloomfield Hills Financial (SII Investments)	Marshfield, MA Bloomfield Hills, MI	$225 $225	29 13	Retail financial consulting and wealth management practice. Retirement planning specialist with a focus on automotive industry retirees.
86.	**David Workman**	LPL Financial	Logansport, IN	$223	22	Managing retirement plans.
87.	**John Dardis**	Jack Dardis & Associates (Next Financial Group)	Metairie, LA	$215	29	N/A
88.	**Patricia Meidell**	American Retirement Planners (Associated Securities)	Reno, NV	$213	36	Providing financial advice and individualized solutions with the goal of enabling our clients to attain their lifetime goals and aspirations.

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89.	**Daniel Boyce**	Center for Financial Planning (Raymond James Financial Services)	Southfield, MI	$210	27	Wealth management for HNW individuals.
89.	**Stephen Wedel**	Four Seasons Wealth Management (LPL Financial)	Saint Louis, MO	$210	26	Holistic fee-based financial planning with an emphasis on retirement planning and capital preservation for executives, business owners and HNW individuals.
89.	**Russell Cesari**	Northwest Financial (LPL Financial)	Herndon, VA	$210	10	Wealth management and comprehensive financial planning.
92.	**Mark Brown**	Brown & Tedstrom	Denver, CO (LPL Financial)	$205	26	Comprehensive wealth management for successful entrepreneurs and business owners.
93.	**Marilyn Gunther**	Center for Financial Planning (Raymond James Financial Services)	Southfield, MI	$203	25	Comprehensive financial planning for moderately HNW clients. Specializations in retirement planning and planning for physicians.
94.	**Ken Stern**	Ken Stern & Associates (First Allied Securities)	San Diego, CA	$200	20	Uncompromised family wealth planning/investment management; integrating investment strategies with creative estate and legacy planning.
94.	Richard Basler	Raymond James Financial Services	Saint Louis, MO	$200	39	Comprehensive investment management.

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94.	**Holmes Pettey**	Barnes-Pettey (Raymond James Financial Services)	Clarksdale, MS	$200	24	Helping clients manage their money.
94.	**Robby Harfst**	Harfst & Associates (Raymond James Financial Services)	Ashland, OR	$200	17	Financial advisory for individuals and small businesses.
94.	**David Armstrong**	Monument Wealth Management (LPL Financial)	Alexandria, VA	$200	10	Full-service financial planning and discretionary asset management using ETFs and individual securities.
99.	**Wayne Von Borstel**	Von Borstel & Associates (LPL Financial)	The Dalles, OR	$197	24	Wealth management.
100. 100. 102.	**Lori Price** **Joe Sgroi** **Jon Wax**	Price Financial Group (Securities America) Sgroi Financial (Cadaret, Grant) Waller & Wax Advisors (Raymond James Financial Services)	Wilton, CT West Seneca, NY Tampa, FL	$195 $195 $192	21 37 13	Providing unparalleled client service and education. Specialize in tax sheltered annuity marketplace, particularly school systems and non-profit organizations. Assisting clients to reach their financial goals. Clients are typically in one of three stages: young, established, pre-retirement.

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103. 103.	**Ty Bernicke Larry Braunstein**	Bernicke & Associates (Raymond James Financial Services) LMB Group (First Allied Securities)	Eau Claire, WI New York, NY	$190 $190	12 26	Retirement planning. Focus on producing inflation-adjusted income solutions for life for the near affluent.
105.	**Robert Taylor**	Choice Financial Services (ING Financial Partners)	Oklahoma City, OK	$185	24	Assisting our clients in every aspect of their financial lives.
106.	**John Klevens**	Klevens Capital Mgt. (KMS Financial Services)	Bellevue, WA	$180	18	Investment and retirement planning.
107.	**Michael Boone**	MW Boone & Associates (LPL Financial)	Bellevue, WA	$179	24	Comprehensive financial planning.
108.	**Byron Braun**	Braun Wealth Management Group (Wells Fargo Advisors Financial Network)	Fort Wayne, IN	$177	31	Financial planning and asset management.
109.	**Robert Bjork**	Birch Cove Group (Raymond James Financial Services)	Bloomington, MN	$175	28	High-touch wealth management and financial planning for HNW clients.

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110. 111. 112.	**Bill E. Carter Larry Baker Brian Farley**	Carter Financial Management (Raymond James Financial Services) Baker Krizner Financial Planning (Cadaret, Grant) Farley Planning Group (First Allied Securities)	Dallas, TX Springfield, OH Eagan, MN	$167 $164 $162	31 35 13	Multi-disciplinary firm serving affluent individuals, families and professionals, with unified financial, tax, legal, business & philanthropic strategies. Designing personalized financial and/or estate plans, including tax planning, employee benefit and retirement plans and insurance. Wealth management and retirement cash flow planning.
113.	**Harold Castner**	Wells Fargo Advisors Financial Network	Nashville, TN	$160	19	N/A
114.	**John Ohmer**	YBR Financial Advisors (LPL Financial)	San Francisco, CA	$157	22	Working with affluent individuals as they approach and enter financial independence.
115. 116.	**Scott Wigren Scot Madson**	Alden Capital Management (Raymond James Financial Services) Navigator Planning Group (SII Investments)	Bellevue, WA Green Bay, WI	$155 $154	20 31	Financial planning services, including comprehensive retirement planning, financial and estate planning, and investment advisory services. Deferred compensation for business plans, business succession and retirement planning.

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117.	**Dewitt Alexandre**	Dominick & Dominick (Direct Trading Institutional)	New York, NY	$150	31	N/A
117.	**Barbara Warner**	Warner Financial (Mutual Service Corporation)	Bethesda, MD	$150	26	HNW families and individuals.
117.	**William Burke**	Mendham Capital Management (Raymond James Financial Services)	Mendham, NJ	$150	26	Provide customized investment management services for successful executives, professionals and business owners.
117.	**Kevin Ellman**	Wealth Preservation Solutions (NFP Securities)	Ridgewood, NJ	$150	18	Wealth management, financial planning and investment advisory.