

# BARRON'S

THE DOW JONES BUSINESS AND FINANCIAL WEEKLY

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## THE TOP 100 INDEPENDENT FINANCIAL ADVISORS

The advisors in our exclusive listing know how to ride the market's waves.



Dale Stephanos for Barron's

## Top 100 Independent Financial Advisors

Here are America's leading financial advisors, based on assets under management, revenue generated for the advisors' firms, and quality of practices. We assigned the No. 1 advisor a score of 100 and compared the rest with the winner. N denotes the advisor was not on last year's list.

RANK	'13	'12	Name	Firm	Location	CUSTOMERS					Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
						Retail (Up to \$1 mil)	High Net Worth (\$1-10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments			
33	31		Timothy Grimes	Grimes	Westborough, Mass.	•	•	•			1,535	3.5	7

(over please)

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DOW JONES

## COVER STORY

This year's bull market has been a boon to the top independent financial advisors and their clients. Our exclusive listing.

# The Indie 100

by Steve Garmhausen

*The following has been excerpted*

Not long ago, investors didn't dare take a peek at their account statements, fearful of the lingering effects of the financial crisis. This year's bull market has changed all that. Many investors are feeling confident and ambitious.

For the U.S.'s top independent advisors, that has meant a surge in new business. Combined with strong investment performance, the new assets are making for a standout year.

The top 100 independents boosted the assets they handle by an average of 16%

in the 12 months through June 30, up from the 12% annual pace posted for those on our 2012 list. Average assets handled by an advisor and his or her team jumped to \$3.6 billion from \$3.1 billion a year earlier.

*Barron's* has been ranking independent advisors since 2007. As with our other advisor listings, which include folks from big Wall Street firms, this ranking is based on assets, quality of practices, revenue that advisors generate for their firms, and other factors.

Investment performance is not an

explicit criterion, because the clients of the advisors have widely differing goals. Since many are quite wealthy—the typical customer of the top 100 has a net worth of \$19.5 million—the goal is often asset preservation. In fact, investing to meet goals, rather than to beat benchmarks, is a growing trend among the advisors and their clients. And exactly what types of investments are used to meet the goals is also changing, with more and more advisors embracing alternative investments like hedge funds.

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