

BARRON'S

THE DOW JONES BUSINESS AND FINANCIAL WEEKLY

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THE TOP 100 INDEPENDENT ADVISORS



Dave Klug for Barron's

2015 TOP 100 INDEPENDENT ADVISORS

Here are America's top independent financial advisors, as identified by *Barron's*. The ranking reflects the volume of assets overseen by the advisors and their teams, revenue generated for the firms, and the quality of the advisors' practices. A ranking of "N" denotes an advisor who is new to the list.

RANK '15 '14	Name	Firm	Location	Retail (Up to \$1 mil)	High Net Worth (\$1 mil-10 mil)	Ultrahigh Net Worth (\$10 mil+)	Founda- tions	Endow- ments	Institu- tional	Team Total Assets (\$mil)	Typical Account Size (\$mil)	Typical Net Worth (\$mil)
32. 41.	Timothy Grimes	Grimes	Westborough, Mass.	•	•	•				2,098	3.5	7

(over please)

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DOW JONES

Taking a Winning Tack

By Steve Garmhausen

The following has been excerpted

The winds of change are blowing through the ranks of independent investment advisors. More advisors than ever are going independent, drawn by the promise of autonomy and greater latitude in how they serve clients. At this rate, says research firm Cerulli Associates, a quarter of all advisors will be indies by 2018, compared with 20% late last year.

Our ranking of the Top 100 independents is based on assets under management, the quality of the advisors' practices, and the revenue they generate for their firms.

As a group, the Top 100 is an impressive lot, averaging 27 years of industry experience and \$3.8 billion in client assets under management. Their client rosters average about 1,100 households, and a typical account for one of those households is just over \$9 million.

When compared with elite advisors at the large Wall Street firms like Merrill Lynch and Morgan Stanley, the Top 100 indies serve 27% more client households and have teams that are more than twice the size. The average Top 100 indie team consists of 38 people. ■

