

BARRON'S

THE DOW JONES BUSINESS AND FINANCIAL WEEKLY

www.barrons.com

AUGUST 29, 2011

THE TOP 100 INDEPENDENT FINANCIAL ADVISORS



Dale Stephanos for Barron's

TOP 100

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, revenues generated for their firms and the quality of the advisors' practices. The scoring system assigns a top score of 100 and then rates the rest by comparing them with the No. 1-ranked advisor. "N" indicates the advisor wasn't ranked in 2010.

RANK '11 '10	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+)	Founda- tions	Endow- ments	Institu- tional				
34.	37.	Timothy Grimes	Grimes & Co.	Westborough, Mass.	•	•	•				1,168	3.5	91.394

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SPECIAL REPORT

The independent financial advisors on our list are thriving in dangerous markets.

Top 100 Indies

By Suzanne McGee

The following has been excerpted

It is in times like these that a good financial advisor earns his keep.

As a group, the top 100 increased their assets under management by 21%. Our listing doesn't break out how much of the gain came from investment performance rather than new business—clients' investment goals are too varied to calculate meaningful averages—but there is every indication that returns were strong. Why else would the group have a client retention rate of 98% for the year?

The clients are mostly quite wealthy, and even the most savvy of them often say they couldn't live without a good advisor. Gary Judis of Beverly Hills, Calif., soon realized he needed one after he retired as chairman of a mortgage bank in 1998.

"The speed, the sophistication were things that I just couldn't manage myself, even if I had wanted to work that hard during my retirement," he recalls.

Ranking Methodology

The formula Barron's uses to rank advisors is proprietary. It has three major components: assets managed, revenue produced and quality of practice. Investment returns are not a component of the rankings because an advisor's returns are dictated largely by the risk tolerance of clients. The quality-of-practice component includes an evaluation of each advisor's regulatory record.

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