FT 300

Top Registered Investment Advisers

Thursday June 26 2014

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Bright lights in tough times

The inaugural edition of the FT 300 list begins by asking what makes a top-quality adviser Pages 2-3

FT 300 Top Registered Investment Advisers



The leading firms in the FT 300

The top registered independent advisers in the US, listed state by state, with the methodology on Page 12

FT 300 The FT 300 top registered investment advisers in the US I	listed alphabetically by state													
Client segments served									Client segments served					
Firm name	City	Retail (individuals with <\$1m)	HNW (individuals with \$1m - \$10m)	Ultra HNW (individuals with \$10m +)	Institutional	Firm name	City	Retail (individuals with <\$1 m)	HNW (individuals with \$1m – \$10m)	Ultra HNW (individuals with \$10m +)	Institutional			
Alaska						Beacon Pointe Advisors	Newport Beach	√	√	✓	/			
Alaska Permanent Capital Management	Anchorage		✓		✓	Brouwer & Janachowski LLC	Tiburon	✓	✓	✓	1			
						California Financial Advisors	San Ramon	✓	✓					
Arizona						Cardiff Park Advisors	Carlsbad	✓	✓	✓	✓			
Miller Russell Associates	Phoenix	✓	✓	✓	✓	Churchill Management Group	Los Angeles	✓	✓	✓	✓			
TCI Wealth Advisors, Inc.	Tucson	✓	✓	✓	✓	Clifford Swan Investment Counsel	Pasadena	✓	✓	✓	✓			
TFO Phoenix	Phoenix	✓	✓	✓	✓	Destination Wealth Management	Walnut Creek	✓	✓	✓	✓			
United Planners Financial Services of America	Scottsdale	✓	✓	✓	✓	Dowling & Yahnke, LLC	San Diego	✓	✓	✓	✓			
						First Republic Investment Management, Inc.	San Francisco	✓	✓	✓	✓			
California						Gemmer Asset Management LLC	Walnut Creek	✓	✓	✓	✓			
AMI Asset Management Corporation	Los Angeles		✓	✓	✓	Genovese Burford & Brothers	Sacramento	✓	✓	✓	V			
Aspiriant	Los Angeles		✓	✓	✓	Golub Group, LLC	San Mateo	✓	✓	✓	✓			
Atherton Lane Advisers LLC	Menlo Park	✓	✓	✓	✓	Halbert Hargrove	Long Beach	✓	✓	✓	V			
Baker Street Advisors, LLC	San Francisco		✓	✓	✓	Hanson McClain Advisors	Sacramento	✓	✓		✓			

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		<u>« s</u>	I S	_ ⊃ s	<u>=</u>			<u>« s</u>	I S	_ ⊃ <u>\$</u>	<u>=</u>		
Kayne Anderson Rudnick Investment Management	Los Angeles	V	√	V	V	Singer Xenos Wealth Management	Coral Gables	V	1	\\ \(\)	V		
KCM Investment Advisors LLC	San Rafael	V	V	\\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	\\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	Wasmer, Schroeder & Company	Naples	V	V	\\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \		
Litman Gregory Asset Management	Larkspur	V	V	V	√	WaterOak Advisors	Winter Park	✓	~	V	V		
Loring Ward	San Jose	V	✓	V	V	WE Family Offices	Miami			V			
LourdMurray	Beverly Hills	V	V	V	√								
Mission Wealth Management, LLC	Santa Barbara	✓	✓	✓	✓	Georgia							
Morton Capital Management	Calabasas	✓	✓	✓	✓	Arcus Capital Partners LLC	Atlanta	✓	V	✓	✓		
Osborne Partners Capital Management, LLC	San Francisco		✓	✓	✓	Asset Preservation Advisors	Atlanta			✓			
Pence Wealth Management	Newport Beach	✓	✓	✓		Balentine	Atlanta	✓	✓	✓	✓		
Pillar Pacific Capital Management, LLC	Daly City	✓	✓	✓	✓	Brightworth	Atlanta	✓	✓	✓	✓		
PlanMember Securities Corporation	Carpinteria	✓			✓	CornerCap Investment Counsel	Atlanta	✓	✓	✓	✓		
Pure Financial Advisors, Inc.	San Diego	✓	✓	✓		Crawford Investment Counsel, Inc.	Atlanta	✓	✓	✓	1		
Quantum Capital Management	San Francisco	✓	✓	✓	✓	GV Financial Advisors	Atlanta		✓	✓	✓		
Rand & Associates	San Francisco	✓	✓	✓	✓	Henssler Financial	Kennesaw	✓	✓	√	1		
Sand Hill Global Advisors	Palo Alto	√	✓	✓	✓	Homrich Berg	Atlanta	1	✓	✓			
Saratoga Research & Investment Management	Saratoga	✓	✓	1	✓	SignatureFD, LLC	Atlanta	√	✓	✓	1		
Scharf Investments LLC	Scotts Valley	1	✓	1	1								
Signature Estate & Investment Advisors (SEIA)	Los Angeles	/	✓	/	/	Hawaii							
The Advisory Group of San Francisco, LLC	San Francisco	/	/	/	/	CKW Financial Group	Honolulu	1	/	/	1		
	San Francisco	ľ	ľ	· /	V	CKW Tillancial Gloup	Tioriolala	V	ľ	ľ	ľ		
The Presidio Group		1		v	v	Ideb e							
The Sierra Group	Santa Monica	V	V .	V .	V	Idaho	"						
Thomas Wirig Doll	Walnut Creek	V	✓	\	✓	Yellowstone Partners	Idaho Falls	✓	~	\	\		
United Capital Financial Advisers, LLC	Newport Beach	✓	✓	√	✓								
Vista Wealth Management, LLC	Palo Alto	✓	✓	✓		Illinois							
Washington Wealth Management	San Diego	✓	✓		✓	Altair Advisers, LLC	Chicago		✓	✓	✓		
WESCAP Group	Burbank	✓	✓	✓	✓	Balasa Dinverno Foltz LLC	Itasca	✓	✓	✓	✓		
Westmount Asset Management, LLC	Los Angeles	✓	✓	✓	✓	Brookstone Capital Management, LLC	Wheaton	✓	✓		✓		
Wetherby Asset Management	San Francisco	✓	✓	✓	✓	Cedar Hill Associates, LLC	Chicago	✓	✓	✓	✓		
Willow Creek Wealth Management Inc.	Sebastopol	✓	✓	✓	✓	Chesley, Taft & Associates, LLC	Chicago		✓	✓	~		
						Chicago Partners Wealth Advisors	Chicago	✓	✓	√	✓		
Colorado						Cozad Asset Management, Inc.	Champaign	1	✓	✓	V		
BRC Investment Management LLC	Greenwood Village	✓	✓		✓	Embree Financial Group	Chicago	1	✓		✓		
BSW Wealth Partners	Boulder	✓	✓	1		Geneva Advisors	Chicago	✓	1	/	/		
Capital Investment Counsel	Denver	/	/	1	1	Great Lakes Advisors	Chicago	1	√	1	/		
Crestone Capital Advisors LLC	Boulder		✓	1		HighPoint Planning Partners	Downers Grove	1	1	1	/		
Sargent Bickham Lagudis, LLC	Boulder	1	1		1	HighTower's The Lerner Group	Deerfield		·	1	1		
Surgent Dicknam Laguars, LLC	boulder	ľ	ľ	ľ	ľ	IPI Wealth Management, Inc.	Decatur	1	1	1,	1,		
Commontions						•	Oak Brook	V	V ✓	V	v		
Connecticut	AAUG I				1,	JMG Financial Group, Ltd.		V .		\\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \			
Beirne Wealth Consulting Services, LLC	Milford	V	V	V		Kovitz Investment Group, LLC	Chicago	V	V	V	V		
Bradley, Foster & Sargent, Inc.	Hartford	\	✓	\	V	Leonetti & Associates, LLC	Buffalo Grove	✓	V	\	V		
Essex Financial Services	Essex	✓	✓	✓	√	Mid-Continent Capital, LLC	Chicago		V	√	√		
Fieldpoint Private	Greenwich		✓	✓	✓	Pekin Singer Strauss Asset Management	Chicago	✓	✓	✓			
Greenwich Wealth Management	Greenwich	✓	✓	✓	✓	Relative Value Partners LLC	Northbrook	✓	✓	✓	✓		
NorthCoast Asset Management	Greenwich	✓	✓	✓	✓	RMB Capital	Chicago	✓	✓	✓	✓		
Resnick Investment Advisors, LLC	Westport	✓	✓	✓	✓	Savant Capital Management	Rockford	✓	✓	✓	✓		
						Strategic Wealth Partners LLC	Deerfield	✓	✓	✓	✓		
Delaware						Whitnell & Co.	Oak Brook	✓	V	V			
Capital Markets IQ	Wilmington	✓	✓	✓	✓								
						Indiana							
District of Columbia						Bedel Financial Consulting, Inc.	<u>Indianapolis</u>	1	✓		1		
Avenir Corporation	Washington	/	1	/	/	Column Capital	Indianapolis	/	V ✓	1			
·	_				/	·	Evansville		√	./	1		
Farr, Miller & Washington, LLC	Washington		1	·	1	Donaldson Capital Management, LLC		V		V	v		
Marshfield Associates	Washington	\ <u>\</u>	V	V	V	Oxford Financial Group, Ltd.	Indianapolis	V	√	V	V		
						Phillips Financial Management, LLC	Fort Wayne	~	V	V	V		
Florida						Valeo Financial Advisors, LLC	Indianapolis		V	V	V		
Banyan Partners LLC	Palm Beach Gardens	V	√	V	V								
Bott-Anderson Partners, Inc.	Jacksonville		✓	✓	✓	lowa							
Cumberland Advisors	Sarasota	✓	✓	✓	✓	Honkamp Krueger Financial Services, Inc.	Dubuque	✓	✓	✓	✓		
Evensky & Katz LLC	Coral Gables	✓	✓	✓	✓	Steele Capital Management, Inc.	Dubuque	✓	~	✓	✓		
Foldes Financial Management	Miami	✓	✓		✓								
GenSpring Family Offices	Jupiter		✓	1	1	Kansas							
denspring running offices		/	√		✓	Creative Planning, Inc.	Leawood	✓	✓	√	√		
Global Financial Private Capital, LLC	Sarasota												
Global Financial Private Capital, LLC	Sarasota Miami	/	✓	✓	✓	Vantage Investment Partners. LLC	Merriam	✓	✓	✓	✓		
Global Financial Private Capital, LLC Investacorp Advisory Services, Inc.	Miami	✓ ✓	✓ ✓	✓	✓ ✓	Vantage Investment Partners, LLC	Merriam	√	√	V	✓		
Global Financial Private Capital, LLC		✓ ✓	✓ ✓	✓	✓ ✓	Vantage Investment Partners, LLC Kentucky	Merriam	✓	V	√			

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<u>E.</u>	City	etail /ith <	ith \$	lltra l	nstitu	Firm r	City	etail /ith <	ith \$	Iltra I	nstitu		
MCF Advisors	Covington	_ & ≥	_ <u></u>	_ ⊃ <u>\$</u> _ ✓	<u>-</u>	正 Lawson Kroeker Investment Management	Omaha	_ & ≥	_ I ≥	_ ⊃	\		
	jeeningten												
Louisiana						New Jersey							
Resource Management, LLC	Metairie	✓	✓	✓	✓	Condor Capital Management	Martinsville	✓	✓	✓	✓		
St. Denis J. Villere & Co. LLC	New Orleans	✓	V	V	✓	Massey, Quick & Co. LLC	Morristown	√	✓	✓	✓		
Maryland						Meyer Capital Group Modera Wealth Management	Marlton Westwood	✓ ✓	√	V	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\		
Baltimore Washington Financial Advisors	Columbia	1	1	1	1	Pathstone Family Office	Fort Lee	V /		V	✓ ✓		
Chevy Chase Trust	Bethesda	· ✓	·	✓	·	Private Advisor Group	Morristown	· ·	·	·	√		
Convergent Wealth Advisors	Potomac		✓	✓	✓	RegentAtlantic	Morristown	✓	✓	✓	✓		
FBB Capital Partners	Bethesda	✓	✓	✓		The MDE Group	Morristown		✓	✓	✓		
Heritage Investors Management Corp.	Bethesda	✓	✓	✓	✓								
Highline Wealth Management, LLC	Rockville		✓	✓	✓	New York							
HighTower Bethesda	Bethesda	✓	✓	✓	✓	Alesco Advisors LLC	Pittsford	✓	✓	✓	✓		
HighTower's Kelly Wealth Management	Hunt Valley	V	V	V	✓	Altfest Personal Wealth Management	New York	✓	✓	✓			
Maryland Capital Management	Baltimore	V	V	✓	V	Barrett Asset Management LLC	New York		√	✓	V		
Pinnacle Advisory Group, Inc. Retirement Management Systems	Columbia	V	V	V	V	Bridgewater Advisors Inc.	New York New York	V	✓ ✓	V	V		
Retirement Management Systems WMS Partners, LLC	Annapolis Towson	1	V	1		Capital Counsel LLC Clarfeld	New York Tarrytown		V	1	v _		
s i di di ci si si ci si	104/3011	,		,		Constellation Wealth Advisors LLC	New York		✓ ✓	<i>✓</i>	, 		
Massachusetts						Courier Capital Corporation	Buffalo	✓	✓	✓	✓		
Adviser Investments	Newton	✓	✓	✓	✓	Douglas C. Lane & Associates, Inc.	New York	✓	✓	✓	✓		
Athena Capital Advisors LLC	Lincoln			✓	✓	Douglass Winthrop Advisors LLC	New York		✓	✓	✓		
Baldwin Brothers, Inc.	Marion		✓	✓	✓	Dynasty Wealth Management, LLC	New York		✓	✓			
Ballentine Partners, LLC	Waltham	✓	✓	✓	✓	Edge Wealth Management LLC	New York	✓	✓	✓	✓		
Breckinridge Capital Advisors	Boston	✓	✓	✓	✓	Evercore Wealth Management	New York		✓	✓	✓		
Choate Investment Advisors LLC	Boston	✓	V	V	V	Geller Family Office Services, LLC	New York			V	✓		
Federal Street Advisors, Inc.	Boston	√	V	V	✓	Gerstein Fisher	New York	✓	\	V	V		
Grimes & Company, Inc.	Westborough	V	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	✓ ✓		HighTower's HSW Advisors	New York New York		✓ ✓	V	V		
Kaplan Financial Services, Inc. Reynders, McVeigh Capital Management, LLC	Newton Boston	v √		V	1	Highmount Capital HighTower's Morse, Towey & White Group	New York	1		V			
SCS Financial	Boston	,		√	√	Ingalls & Snyder LLC	New York	√	√	√	√		
The Colony Group, LLC	Boston	✓	✓	✓		Joel Isaacson & Co., LLC	New York		✓	✓			
Welch & Forbes LLC	Boston	✓	✓	✓	✓	Klingman & Associates, LLC	New York	✓	1	✓	✓		
Wellesley Investment Advisors	Wellesley	✓	✓	✓	✓	Linden Global Strategies LLC	New York		✓	✓	✓		
						LVW Advisors, LLC	Pittsford		✓	✓	✓		
Michigan						M. Griffith Investment Services, Inc.	New Hartford	✓	✓	✓	✓		
Flexible Plan Investments, Ltd.	Bloomfield Hills	✓	✓		✓	Matrix Asset Advisors, Inc.	New York	✓	✓	✓	✓		
LJPR, LLC	Troy	✓	V		√	Nottingham Advisors	Buffalo	~	V	V	✓		
Mainstay Capital Management, LLC	Grand Blanc	√	\\ \(\)	✓ ✓		Offit Capital	New York		V	V	V		
Rehmann Financial Retirement Income Solutions, Inc.	Lansing Ann Arbor	V	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\	V	\\ \(\)	Schafer Cullen Capital Management, Inc. Silvercrest Asset Management	New York New York	V	✓ ✓	V	V		
Telemus Capital, LLC	Southfield	V		/		Sontag Advisory	New York	\(V	\sqrt{\sqrt{\sqrt{\sqrt{\colored}}}		
	Southield					TAG Associates, LLC	New York			✓	√		
Minnesota						The Portfolio Strategy Group, LLC	White Plains	✓	√	1	V		
JNBA Financial Advisors	Minneapolis	✓	✓	✓	✓	Tiedemann Wealth Management	New York		✓	✓	✓		
Minneapolis Portfolio Management Group LLC	Minneapolis	✓	✓		✓	Tirschwell & Loewy, Inc.	New York		✓	✓			
Riverbridge Partners, LLC	Minneapolis	✓	✓	✓	✓								
Windsor Financial Group, LLC	Minneapolis	✓	✓	✓	✓	North Carolina							
						Carroll Financial Associates, Inc.	Charlotte	✓	✓	✓	✓		
Mississippi	Indiana.					Horizon Investments	Charlotte	√			\		
Medley & Brown	Jackson	~	V	V	V	Novare Capital Management Parsec Financial	Charlotte Asheville	✓ ✓	✓ ✓	✓ ✓			
Missouri						Stearns Financial Group	Greensboro	V		√	1		
Acropolis Investment Management, LLC	Chesterfield	1	1	√	✓	Seamsereiai Group	GICCHISSOIO						
BKD Wealth Advisors, LLC	Springfield	✓	✓	✓	✓	Ohio							
Matter Family Office	St. Louis		✓	✓		Bahl & Gaynor Investment Counsel	Cincinnati	✓	✓	✓	✓		
Moneta Group Investment Advisors, LLC	Clayton		✓	✓	✓	Bartlett & Co., LLC	Cincinnati	✓	✓	✓	✓		
Plancorp, LLC	St. Louis	✓	✓	✓	✓	Budros, Ruhlin & Roe, Inc.	Columbus	✓	✓	✓	✓		
Zemenick & Walker, Inc.	Clayton	✓	✓	✓	✓	Carnegie Investment Counsel	Beachwood	✓	✓	✓	✓		
						Foster & Motley, Inc.	Cincinnati	V	√	✓	V		
Montana						Hamilton Capital Management, Inc.	Columbus	✓	✓	✓	✓		
Stack Financial Management	Whitefish	√	√	✓	\	Johnson Investment Counsel	Cincinnati	V	√	V	V		
Nehracka						McDonald Partners, LLC	Cleveland	V	√	✓	V		
Nebraska Carson Wealth Management Group	Omaha	1	1	1		OBS Financial Advisors, Inc. RiverPoint Capital Management	Whitehouse Cincinnati	✓ ✓	✓ ✓	✓	∀		
Carson recular management group	Jilialia		1			teri ome capital management	Ciriciiniati	ľ	ľ		1		

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Spero-Smith Investment Advisers, Inc.	Cleveland	✓	✓	✓	✓	Retirement Advisors of America	Addison	√	√					
Summit Financial Strategies, Inc.	Columbus	✓	✓	✓	✓	Sendero Wealth Management	San Antonio	✓	✓	✓	✓			
Truepoint Wealth Counsel	Cincinnati	✓	✓	√	✓	SFMG Wealth Advisors	Plano	✓	√	✓				
						South Tex as Money Management	San Antonio	✓	✓	✓	/			
Oklahoma						Tanglewood Wealth Management, Inc.	Houston	✓	√	√	/			
Capital Advisors, Inc.	Tulsa	✓	✓	✓	✓	True North Advisors	Dallas	✓	✓	✓	V			
Exencial Wealth Advisors	Oklahoma City	✓	✓	√	✓									
Tom Johnson Investment Management, LLC	Oklahoma City	✓	✓		✓	Vermont								
.o.n.som.som.mesamenemanagemeny 220	omanoma city					Manchester Capital Management LLC	Manchester	✓	/	/	/			
Oregon						maneriestei eapitai management 220	- Indirected	·						
Ferguson Wellman Capital Management	Portland	1	1	✓	V	Virginia								
Northside Capital Management, LLC	Hood River		✓	✓		Burney Company	Falls Church	✓	✓	✓	1			
Vision Capital Management, Inc.	Portland	1	✓		/	Cassaday & Company, Inc.	McLean	✓	/	/				
rision capital management, me	i or traine				,	Catawba Capital Management	Roanoke	<i>√</i>	·		/			
Pennsylvania						Edelman Financial Services LLC	Fairfax	√ ·	/	/				
Cornerstone Advisors Asset Management, Inc.	Bethlehem		1	1	/	Glassman Wealth Services	McLean	<i>√</i>	/	·	1			
Fort Pitt Capital Group	Pittsburgh	✓	<i>y</i>	1	/	Mason Investment Advisory Services, Inc.	Reston	√ ·	/	/	1			
Fragasso Financial Advisors	Pittsburgh	√ ·	·	·	√ ·	SIGNATURE.	Norfolk	·	/	/	1			
HBKS Wealth Advisors	Erie	1	/	1	1	The London Company of Virginia, LLC	Richmond	✓	/	/	1			
ogan Capital Management, Inc.	Ardmore	1	1	1	1	West Financial Services, Inc.	McLean	1	1	1	1			
Mill Creek Capital Advisors, LLC	Conshohocken	·		1	/	Wilbanks Smith & Thomas Asset Management, LLC	Norfolk	·	/	/	1			
myCIO Wealth Partners, LLC	Philadelphia	√ ·	·	·	/	Wilbania Smith a Montas Asset Management, EEC	Norroik				Ė			
Palladiem, LLC	Malvern	ľ	·	·	/	Washington								
Prudent Management Associates	Philadelphia		<i>y</i>	1		Badgley Phelps Investment Managers	Seattle	1	/	1	1			
Sage Financial Group	Conshohocken	./		1	ľ	Brighton Jones	Seattle	./	./	./	1			
Schneider Downs Wealth Management Advisors, LP	Pittsburgh	√ ×	1	1	1	Bristlecone Advisors, LLC	Seattle	•	1	1	1			
ower Bridge Advisors	Conshohocken	1	/	1	1	Empirical Wealth Management	Seattle	1	1	/	1			
/eritable, L.P.	Newtown Square	ľ	1	1	ľ	Evergreen Capital	Bellevue	1	1	1				
Nescott Financial Advisory Group LLC	Philadelphia	./	· (·	./			./	./	./	./			
(PYRIA Investment Advisors	Pittsburgh	-/	./	./	./	Fisher Investments Freestone Capital Management	Seattle	./	./	./	./			
THIN THE CHIEFLE NAVISORS	ricsburgii	ľ	v	•	ľ	Laird Norton Wealth Management	Seattle	·	/	/	1			
Rhode Island						Merriman Wealth Management, LLC	Seattle	1	1	1	Ť			
Endurance Wealth Management	Providence		./		./	SNW Asset Management	Seattle	ľ	./	ľ	./			
Professional Planning Group	Westerly	✓	./	./	./	Threshold Group	Gig Harbor		./	./	./			
riolessional Flaming Group	westerry	V	V	V	V	miesnoia droup	Gig Harbor		\v	V	V			
						Wisconsin								
ennessee	Franklin						Elm Crovo	✓						
apWealth Advisors lighland Capital Management, LLC	Franklin	✓ ✓	v	v	V	Annex Wealth Management, LLC	Elm Grove Milwaukee	∀	V	./	V			
	Memphis	V	V	V	V	Cleary Gull		V	V	V	V			
egacy Wealth Management	Memphis	✓ ✓	V	V	V	Diversified Management, Inc.	Milwaukee	√	V	V				
FrustCore	Brentwood	V	V	~	V	Orgel Wealth Management	Altoona	✓ ✓	V	V	V			
·						Sadoff Investment Management	Milwaukee	√	√					
exas	C. A. i. i													
Covenant Multifamily Office LLC	San Antonio	V	V	V	V									
Money Matters with Ken Moraif	Plano	✓	V											

Methodology A quantifiable and objective way to establish who is in an elite group, but not a competitive ranking

The principle behind the Financial Times 300 is to centre the criteria on the affluent and wealthy investors who tend to be readers of the Financial Times.

We assessed the registered investment adviser (RIA) practices from the perspective of current and prospective investors.

The Financial Times' methodology is quantifiable and objective. We went through the database of RIAs who are registered with the US Securities and Exchange Commission, and selected those practices reporting to the SEC that they had \$300m or more in assets under management. That ensured a list

of firms with established and institutionalised investment processes. The RIA firms had no subjective input.

The FT then invited qualifying RIA firms – more than 2,000 – to fill in a lengthy application that gave more information about their practices. We augmented that information with our own research into the practices, including data from regulatory filings.

The formula the FT uses to grade advisers is based on six broad factors and calculates a numeric score for each adviser.

Areas of consideration include adviser assets under management, asset growth, the firm's years in

existence, industry certifications of key employees at the firms, SEC compliance record and online accessibility:

- Assets under management (AUM): signals experience managing money and client trust.
- AUM growth rate: growing assets is a proxy for performance, as well as for asset retention, and ability to generate new business.
- Firm's years in existence: indicates reliability as a firm, and experience managing assets through varying market environments.
- Compliance record: provides evidence of past client disputes; a string of complaints can signal potential problems.
- Industry certifications (CFA, CFP, etc): shows technical and industry knowledge, obtaining these designations signals to clients a professional commitment to investment skills.
- Online accessibility: illustrates commitment to providing investors with easy access and transparent contact information.

Assets under management and asset growth comprise 85-90 per

cent of each adviser's score.

Additionally, to serve our readers' interests and provide a diversity of advisers, the FT places a cap on the number of RIAs from any one state that's roughly correlated to the distribution of millionaires across the US.

We present the FT 300 as an elite group, not a competitive ranking of 1 to 300.

We acknowledge that ranking the industry's most elite advisers from 1 to 300 is a futile exercise, since each advisory firm takes its own approach to its practice and has different specialisations.

Loren Fox