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 listed alphabetically by state

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

FT 300 Top Registered Investment Advisers

Firm name	City	Client segments served: Retail (individuals with <$1m)	HNW (individuals with $1m – $10m)	Ultra HNW (individuals with $10m +)	Institutional
Kayne Anderson Rudnick Investment Management	Los Angeles	✓	✓	✓	✓
KCM Investment Advisors LLC	San Rafael	✓	✓	✓	✓
Litman Gregory Asset Management	Larkspur	✓	✓	✓	✓
Loring Ward	San Jose	✓	✓	✓	✓
LourdMurray	Beverly Hills	✓	✓	✓	✓
Mission Wealth Management, LLC	Santa Barbara	✓	✓	✓	✓
Morton Capital Management	Calabasas	✓	✓	✓	✓
Osborne Partners Capital Management, LLC	San Francisco		✓	✓	✓
Pence Wealth Management	Newport Beach	✓	✓	✓	
Pillar Pacific Capital Management, LLC	Daly City	✓	✓	✓	✓
PlanMember Securities Corporation	Carpinteria	✓			✓
Pure Financial Advisors, Inc.	San Diego	✓	✓	✓	
Quantum Capital Management	San Francisco	✓	✓	✓	✓
Rand & Associates	San Francisco	✓	✓	✓	✓
Sand Hill Global Advisors	Palo Alto	✓	✓	✓	✓
Saratoga Research & Investment Management	Saratoga	✓	✓	✓	✓
Scharf Investments LLC	Scotts Valley	✓	✓	✓	✓
Signature Estate & Investment Advisors (SEIA)	Los Angeles	✓	✓	✓	✓
The Advisory Group of San Francisco, LLC	San Francisco	✓	✓	✓	✓
The Presidio Group	San Francisco			✓	✓
The Sierra Group	Santa Monica	✓	✓	✓	✓
Thomas Wirig Doll	Walnut Creek	✓	✓	✓	✓
United Capital Financial Advisers, LLC	Newport Beach	✓	✓	✓	✓
Vista Wealth Management, LLC	Palo Alto	✓	✓	✓	
Washington Wealth Management	San Diego	✓	✓		✓
WESCAP Group	Burbank	✓	✓	✓	✓
Westmount Asset Management, LLC	Los Angeles	✓	✓	✓	✓
Wetherby Asset Management	San Francisco	✓	✓	✓	✓
Willow Creek Wealth Management Inc.	Sebastopol	✓	✓	✓	✓
Colorado					
BRC Investment Management LLC	Greenwood Village	✓	✓		✓
BSW Wealth Partners	Boulder	✓	✓	✓	
Capital Investment Counsel	Denver	✓	✓	✓	✓
Crestone Capital Advisors LLC	Boulder		✓	✓	
Sargent Bickham Lagudis, LLC	Boulder	✓	✓	✓	✓
Connecticut					
Beirne Wealth Consulting Services, LLC	Milford	✓	✓	✓	✓
Bradley, Foster & Sargent, Inc.	Hartford	✓	✓	✓	✓
Essex Financial Services	Essex	✓	✓	✓	✓
Fieldpoint Private	Greenwich		✓	✓	✓
Greenwich Wealth Management	Greenwich	✓	✓	✓	✓
NorthCoast Asset Management	Greenwich	✓	✓	✓	✓
Resnick Investment Advisors, LLC	Westport	✓	✓	✓	✓
Delaware					
Capital Markets IQ	Wilmington	✓	✓	✓	✓
District of Columbia					
Avenir Corporation	Washington	✓	✓	✓	✓
Farr, Miller & Washington, LLC	Washington		✓	✓	✓
Marshfield Associates	Washington	✓	✓	✓	✓
Florida					
Banyan Partners LLC	Palm Beach Gardens	✓	✓	✓	✓
Bott-Anderson Partners, Inc.	Jacksonville		✓	✓	✓
Cumberland Advisors	Sarasota	✓	✓	✓	✓
Evensky & Katz LLC	Coral Gables	✓	✓	✓	✓
Foldes Financial Management	Miami	✓	✓		✓
GenSpring Family Offices	Jupiter		✓	✓	✓
Global Financial Private Capital, LLC	Sarasota	✓	✓		✓
Investacorp Advisory Services, Inc.	Miami	✓	✓	✓	✓
Investor Solutions, Inc.	Coconut Grove	✓	✓		✓
Palisades Hudson Asset Management, L.P.	Fort Lauderdale	✓	✓	✓	
ProVise Management Group, LLC	Clearwater	✓	✓	✓	✓
Singer Xenos Wealth Management	Coral Gables	✓	✓	✓	✓
Wasmer, Schroeder & Company	Naples	✓	✓	✓	✓
WaterOak Advisors	Winter Park	✓	✓	✓	✓
WE Family Offices	Miami			✓	
Georgia					
Arcus Capital Partners LLC	Atlanta	✓	✓	✓	✓
Asset Preservation Advisors	Atlanta			✓	
Balentine	Atlanta	✓	✓	✓	✓
Brightworth	Atlanta	✓	✓	✓	✓
CornerCap Investment Counsel	Atlanta	✓	✓	✓	✓
Crawford Investment Counsel, Inc.	Atlanta	✓	✓	✓	✓
GV Financial Advisors	Atlanta		✓	✓	✓
Henssler Financial	Kennesaw	✓	✓	✓	✓
Homrich Berg	Atlanta	✓	✓	✓	
SignatureFD, LLC	Atlanta	✓	✓	✓	✓
Hawaii					
CKW Financial Group	Honolulu	✓	✓	✓	✓
Idaho					
Yellowstone Partners	Idaho Falls	✓	✓	✓	✓
Illinois					
Altair Advisers, LLC	Chicago		✓	✓	✓
Balasa Dinverno Foltz LLC	Itasca	✓	✓	✓	✓
Brookstone Capital Management, LLC	Wheaton	✓	✓		✓
Cedar Hill Associates, LLC	Chicago	✓	✓	✓	✓
Chesley, Taft & Associates, LLC	Chicago		✓	✓	✓
Chicago Partners Wealth Advisors	Chicago	✓	✓	✓	✓
Cozad Asset Management, Inc.	Champaign	✓	✓	✓	✓
Embree Financial Group	Chicago	✓	✓		✓
Geneva Advisors	Chicago	✓	✓	✓	✓
Great Lakes Advisors	Chicago	✓	✓	✓	✓
HighPoint Planning Partners	Downers Grove	✓	✓	✓	✓
HighTower's The Lerner Group	Deerfield	✓	✓	✓	✓
IPI Wealth Management, Inc.	Decatur	✓	✓	✓	✓
JMG Financial Group, Ltd.	Oak Brook	✓	✓	✓	
Kovitz Investment Group, LLC	Chicago	✓	✓	✓	✓
Leonetti & Associates, LLC	Buffalo Grove	✓	✓	✓	✓
Mid-Continent Capital, LLC	Chicago		✓	✓	✓
Pekin Singer Strauss Asset Management	Chicago	✓	✓	✓	
Relative Value Partners LLC	Northbrook	✓	✓	✓	✓
RMB Capital	Chicago	✓	✓	✓	✓
Savant Capital Management	Rockford	✓	✓	✓	✓
Strategic Wealth Partners LLC	Deerfield	✓	✓	✓	✓
Whitnell & Co.	Oak Brook	✓	✓	✓	
Indiana					
Bedel Financial Consulting, Inc.	Indianapolis	✓	✓		✓
Column Capital	Indianapolis	✓	✓	✓	
Donaldson Capital Management, LLC	Evansville	✓	✓	✓	✓
Oxford Financial Group, Ltd.	Indianapolis	✓	✓	✓	✓
Phillips Financial Management, LLC	Fort Wayne	✓	✓	✓	✓
Valeo Financial Advisors, LLC	Indianapolis	✓	✓	✓	✓
Iowa					
Honkamp Krueger Financial Services, Inc.	Dubuque	✓	✓	✓	✓
Steele Capital Management, Inc.	Dubuque	✓	✓	✓	✓
Kansas					
Creative Planning, Inc.	Leawood	✓	✓	✓	✓
Vantage Investment Partners, LLC	Merriam	✓	✓	✓	✓
Kentucky					
ARGI Investment Services	Louisville				

FT 300 Top Registered Investment Advisers

		Client segments served			
Firm name	City	Retail (individuals with <$1 m)	HNW (individuals with $1 m – $10m)	Ultra HNW (individuals with $10m +)	Institutional
MCF Advisors	Covington	✓	✓	✓	✓
Louisiana					
Resource Management, LLC	Metairie	✓	✓	✓	✓
St. Denis J. Villere & Co. LLC	New Orleans	✓	✓	✓	✓
Maryland					
Baltimore Washington Financial Advisors	Columbia	✓	✓	✓	✓
Chevy Chase Trust	Bethesda	✓	✓	✓	
Convergent Wealth Advisors	Potomac		✓	✓	✓
FBB Capital Partners	Bethesda	✓	✓	✓	
Heritage Investors Management Corp.	Bethesda	✓	✓	✓	✓
Highline Wealth Management, LLC	Rockville		✓	✓	✓
HighTower Bethesda	Bethesda	✓	✓	✓	✓
HighTower's Kelly Wealth Management	Hunt Valley	✓	✓	✓	✓
Maryland Capital Management	Baltimore	✓	✓	✓	✓
Pinnacle Advisory Group, Inc.	Columbia	✓	✓	✓	✓
Retirement Management Systems	Annapolis	✓	✓		
WMS Partners, LLC	Towson	✓	✓	✓	
Massachusetts					
Adviser Investments	Newton	✓	✓	✓	✓
Athena Capital Advisors LLC	Lincoln			✓	✓
Baldwin Brothers, Inc.	Marion		✓	✓	✓
Ballentine Partners, LLC	Waltham	✓	✓	✓	✓
Breckinridge Capital Advisors	Boston	✓	✓	✓	✓
Choate Investment Advisors LLC	Boston	✓	✓	✓	✓
Federal Street Advisors, Inc.	Boston	✓	✓	✓	✓
Grimes & Company, Inc.	Westborough	✓	✓	✓	
Kaplan Financial Services, Inc.	Newton	✓	✓	✓	
Reynders, McVeigh Capital Management, LLC	Boston	✓	✓	✓	✓
SCS Financial	Boston			✓	✓
The Colony Group, LLC	Boston	✓	✓	✓	
Welch & Forbes LLC	Boston	✓	✓	✓	✓
Wellesley Investment Advisors	Wellesley	✓	✓	✓	✓
Michigan					
Flexible Plan Investments, Ltd.	Bloomfield Hills	✓	✓		✓
LJPR, LLC	Troy	✓	✓		✓
Mainstay Capital Management, LLC	Grand Blanc	✓	✓	✓	
Rehmann Financial	Lansing	✓	✓	✓	✓
Retirement Income Solutions, Inc.	Ann Arbor	✓	✓		✓
Telemus Capital, LLC	Southfield		✓	✓	✓
Minnesota					
JNBA Financial Advisors	Minneapolis	✓	✓	✓	✓
Minneapolis Portfolio Management Group LLC	Minneapolis	✓	✓		✓
Riverbridge Partners, LLC	Minneapolis	✓	✓	✓	✓
Windsor Financial Group, LLC	Minneapolis	✓	✓	✓	✓
Mississippi					
Medley & Brown	Jackson	✓	✓	✓	✓
Missouri					
Acropolis Investment Management, LLC	Chesterfield	✓	✓	✓	✓
BKD Wealth Advisors, LLC	Springfield	✓	✓	✓	✓
Matter Family Office	St. Louis		✓	✓	
Moneta Group Investment Advisors, LLC	Clayton		✓	✓	✓
Plancorp, LLC	St. Louis	✓	✓	✓	✓
Zemenick & Walker, Inc.	Clayton	✓	✓	✓	✓
Montana					
Stack Financial Management	Whitefish	✓	✓	✓	✓
Nebraska					
Carson Wealth Management Group	Omaha	✓	✓	✓	
Lawson Kroeker Investment Management	Omaha	✓	✓	✓	✓
New Jersey					
Condor Capital Management	Martinsville	✓	✓	✓	✓
Massey, Quick & Co. LLC	Morristown	✓	✓	✓	✓
Meyer Capital Group	Marlton	✓	✓	✓	✓
Modera Wealth Management	Westwood	✓	✓	✓	✓
Pathstone Family Office	Fort Lee	✓	✓	✓	✓
Private Advisor Group	Morristown	✓	✓	✓	✓
RegentAtlantic	Morristown	✓	✓	✓	✓
The MDE Group	Morristown		✓	✓	✓
New York					
Alesco Advisors LLC	Pittsford	✓	✓	✓	✓
Altfest Personal Wealth Management	New York	✓	✓	✓	
Barrett Asset Management LLC	New York		✓	✓	✓
Bridgewater Advisors Inc.	New York	✓	✓	✓	✓
Capital Counsel LLC	New York		✓		✓
Clarfeld	Tarrytown		✓	✓	✓
Constellation Wealth Advisors LLC	New York		✓	✓	✓
Courier Capital Corporation	Buffalo	✓	✓	✓	✓
Douglas C. Lane & Associates, Inc.	New York	✓	✓	✓	✓
Douglass Winthrop Advisors LLC	New York		✓	✓	✓
Dynasty Wealth Management, LLC	New York		✓	✓	
Edge Wealth Management LLC	New York	✓	✓	✓	✓
Evercore Wealth Management	New York		✓	✓	✓
Geller Family Office Services, LLC	New York			✓	✓
Gerstein Fisher	New York	✓	✓	✓	✓
HighTower's HSW Advisors	New York		✓	✓	✓
Highmount Capital	New York		✓	✓	
HighTower's Morse, Towey & White Group	New York	✓	✓	✓	
Ingalls & Snyder LLC	New York	✓	✓	✓	✓
Joel Isaacson & Co., LLC	New York		✓	✓	
Klingman & Associates, LLC	New York	✓	✓	✓	✓
Linden Global Strategies LLC	New York		✓	✓	✓
LVW Advisors, LLC	Pittsford		✓	✓	✓
M. Griffith Investment Services, Inc.	New Hartford	✓	✓	✓	✓
Matrix Asset Advisors, Inc.	New York	✓	✓	✓	✓
Nottingham Advisors	Buffalo	✓	✓	✓	✓
Offit Capital	New York		✓	✓	✓
Schafer Cullen Capital Management, Inc.	New York	✓	✓	✓	✓
Silvercrest Asset Management	New York	✓	✓	✓	✓
Sontag Advisory	New York	✓	✓	✓	✓
TAG Associates, LLC	New York			✓	✓
The Portfolio Strategy Group, LLC	White Plains	✓	✓	✓	✓
Tiedemann Wealth Management	New York		✓	✓	✓
Tirschwell & Loewy, Inc.	New York		✓	✓	
North Carolina					
Carroll Financial Associates, Inc.	Charlotte	✓	✓	✓	✓
Horizon Investments	Charlotte	✓			✓
Novare Capital Management	Charlotte	✓	✓	✓	
Parsec Financial	Asheville	✓	✓	✓	
Stearns Financial Group	Greensboro	✓	✓	✓	✓
Ohio					
Bahl & Gaynor Investment Counsel	Cincinnati	✓	✓	✓	✓
Bartlett & Co., LLC	Cincinnati	✓	✓	✓	✓
Budros, Ruhlin & Roe, Inc.	Columbus	✓	✓	✓	✓
Carnegie Investment Counsel	Beachwood	✓	✓	✓	✓
Foster & Motley, Inc.	Cincinnati	✓	✓	✓	✓
Hamilton Capital Management, Inc.	Columbus	✓	✓	✓	✓
Johnson Investment Counsel	Cincinnati	✓	✓	✓	✓
McDonald Partners, LLC	Cleveland	✓	✓	✓	✓
OBS Financial Advisors, Inc.	Whitehouse	✓	✓		✓
RiverPoint Capital Management	Cincinnati	✓	✓	✓	✓

FT 300 Top Registered Investment Advisers

Firm name	City	Client segments served			
		Retail (individuals with <$1m)	HNW (individuals with $1m – $10m)	Ultra HNW (individuals with $10m +)	Institutional
Spero-Smith Investment Advisers, Inc.	Cleveland	✓	✓	✓	✓
Summit Financial Strategies, Inc.	Columbus	✓	✓	✓	✓
Truepoint Wealth Counsel	Cincinnati	✓	✓	✓	✓
Oklahoma					
Capital Advisors, Inc.	Tulsa	✓	✓	✓	✓
Exencial Wealth Advisors	Oklahoma City	✓	✓	✓	✓
Tom Johnson Investment Management, LLC	Oklahoma City	✓	✓		✓
Oregon					
Ferguson Wellman Capital Management	Portland	✓	✓	✓	✓
Northside Capital Management, LLC	Hood River		✓	✓	
Vision Capital Management, Inc.	Portland	✓	✓		✓
Pennsylvania					
Cornerstone Advisors Asset Management, Inc.	Bethlehem		✓	✓	✓
Fort Pitt Capital Group	Pittsburgh	✓	✓	✓	✓
Fragasso Financial Advisors	Pittsburgh	✓	✓	✓	✓
HBKS Wealth Advisors	Erie	✓	✓	✓	✓
Logan Capital Management, Inc.	Ardmore	✓	✓	✓	✓
Mill Creek Capital Advisors, LLC	Conshohocken	✓	✓	✓	✓
myCIO Wealth Partners, LLC	Philadelphia	✓	✓	✓	✓
Palladiem, LLC	Malvern		✓		✓
Prudent Management Associates	Philadelphia		✓	✓	✓
Sage Financial Group	Conshohocken	✓	✓	✓	
Schneider Downs Wealth Management Advisors, LP	Pittsburgh	✓	✓	✓	✓
Tower Bridge Advisors	Conshohocken	✓	✓	✓	✓
Veritable, L.P.	Newtown Square		✓	✓	
Wescott Financial Advisory Group LLC	Philadelphia	✓	✓	✓	✓
XPYRIA Investment Advisors	Pittsburgh	✓	✓	✓	✓
Rhode Island					
Endurance Wealth Management	Providence		✓	✓	✓
Professional Planning Group	Westerly	✓	✓	✓	✓
Tennessee					
CapWealth Advisors	Franklin	✓	✓	✓	✓
Highland Capital Management, LLC	Memphis	✓	✓	✓	✓
Legacy Wealth Management	Memphis	✓	✓	✓	✓
TrustCore	Brentwood	✓	✓	✓	✓
Texas					
Covenant Multifamily Office LLC	San Antonio	✓	✓	✓	✓
Money Matters with Ken Moraif	Plano	✓	✓		
Retirement Advisors of America	Addison	✓	✓		
Sendero Wealth Management	San Antonio	✓	✓	✓	✓
SFMG Wealth Advisors	Plano	✓	✓	✓	
South Tex as Money Management	San Antonio	✓	✓	✓	✓
Tanglewood Wealth Management, Inc.	Houston	✓	✓	✓	✓
True North Advisors	Dallas	✓	✓	✓	✓
Vermont					
Manchester Capital Management LLC	Manchester	✓	✓	✓	✓
Virginia					
Bumey Company	Falls Church	✓	✓	✓	✓
Cassaday & Company, Inc.	McLean	✓	✓	✓	
Catawba Capital Management	Roanoke	✓	✓		✓
Edelman Financial Services LLC	Fairfax	✓	✓	✓	✓
Glassman Wealth Services	McLean	✓	✓	✓	✓
Mason Investment Advisory Services, Inc.	Reston	✓	✓	✓	✓
SIGNATURE.	Norfolk		✓	✓	✓
The London Company of Virginia, LLC	Richmond	✓	✓	✓	✓
West Financial Services, Inc.	McLean	✓	✓	✓	✓
Wilbanks Smith & Thomas Asset Management, LLC	Norfolk	✓	✓	✓	✓
Washington					
Badgley Phelps Investment Managers	Seattle	✓	✓	✓	✓
Brighton Jones	Seattle	✓	✓	✓	✓
Bristlecone Advisors, LLC	Seattle		✓	✓	✓
Empirical Wealth Management	Seattle	✓	✓	✓	
Evergreen Capital	Bellevue	✓	✓	✓	
Fisher Investments	Camas	✓	✓	✓	✓
Freestone Capital Management	Seattle	✓	✓	✓	✓
Laird Norton Wealth Management	Seattle		✓	✓	✓
Merriman Wealth Management, LLC	Seattle	✓	✓	✓	
SNW Asset Management	Seattle		✓		✓
Threshold Group	Gig Harbor		✓	✓	✓
Wisconsin					
Annex Wealth Management, LLC	Elm Grove	✓	✓		✓
Cleary Gull	Milwaukee	✓	✓	✓	✓
Diversified Management, Inc.	Milwaukee	✓	✓	✓	
Orgel Wealth Management	Altoona	✓	✓	✓	✓
Sadoff Investment Management	Milwaukee	✓	✓		✓

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