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July 2011

# Formulas for Success

**WEALTH MAGNETS: OUR ANNUAL RANKING  
OF THE TOP FIRMS BY AUM** page13

**Plus:**

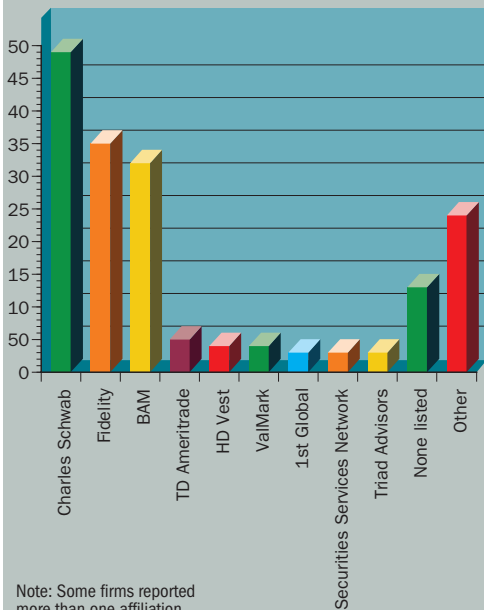
How the country's best  
CPA financial planners grow  
their businesses page12

A Supplement to  
**accounting**TODAY

## THE \$100+ MILLION CLUB

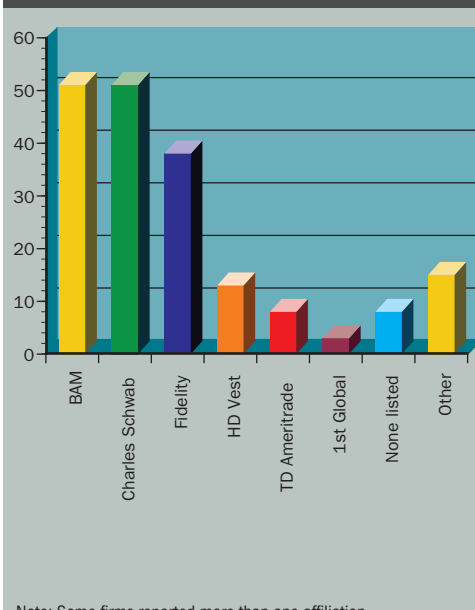
AUM \$	FIRM NAME	LOCATION	OFFICES	STAFF	MANAGING PARTNER
\$6,714,316,818	Plante Moran Financial Advisors	Southfield, Mich.	15	105	Robert Palmer
5,315,263,806	myCIO Wealth Partners	Philadelphia	1	27	David Lees
3,948,000,000	Joel Isaacson & Co.	New York City	1	36	Joel Isaacson
3,942,000,000	RSM McGladrey	Minneapolis	27	72	Randy Matz
2,355,808,600	Wipfli	Milwaukee	20	873	Rick Dreher
1,948,000,000	Savant Capital Management	Rockford, Ill.	7	70	Brent Brodeski
1,900,000,000	LarsonAllen Financial	Minneapolis	7	47	Tony Hallada
1,840,000,000	BKD Wealth Advisors	Springfield, Mo.	4	36	Jack Thurman
1,467,315,555	HbK Sorce Financial	Erie, Pa.	9	51	Christopher Allegretti
1,333,295,909	SignatureFD	Atlanta	2	25	Jeffrey Peller
1,308,230,613	Baker Tilly Virchow Krause	Madison, Wis.	11	1,350	Tim Christen
1,101,336,005	Moss Adams Wealth Advisors	Seattle	9	34	Rebecca Pomeroy
1,100,000,000	Berkowitz Dick Pollack & Brant	Miami	3	162	Richard Berkowitz
1,079,000,000	Honkamp Krueger Financial Services	Dubuque, Iowa	6	47	John Darrah
935,000,000	Truepoint	Cincinnati	1	23	Michael Chasnoff
854,000,000	Capital Performance Advisors	Walnut Creek, Calif.			Barry Oliver
820,000,000	Dixon Hughes Goodman Wealth Advisors	Asheville, N.C.	13	23	Woody Hoyle
819,927,216	Elliott Davis Investment Advisors	Greenville, S.C.	4	21	Allen Gillespie
805,000,000	Howard Financial Services	Dallas	1	16	James Howard
754,000,000	Clifton Gunderson Wealth Management	Middleton, Wis.	9	50	Brad Mueller
724,634,152	Windham Brannon Financial Group	Atlanta	1	16	James Heard
700,000,000	CCR Wealth Management	Westborough, Mass.	2	10	David Borden
700,000,000	Vista Wealth Management	San Francisco	5	15	Michael Spector
684,000,000	Jackson Thornton Asset Management	Montgomery, Ala.			George Smith
670,000,000	Forum Financial Management	Lombard, Ill.	3	22	Norbert Mindel
650,000,000	Citrin Cooperman Wealth Management	New York City	5	7	David Bruckman
628,000,000	Schneider Downs Wealth Management Advisors	Pittsburgh	2	10	Don Linzer
624,000,000	Sequoia Financial Group	Cleveland	3	25	Thomas Haught
580,000,000	Investment Partners	New Philadelphia, Ohio	4	16	Steven Stocker
555,000,000	GHP Investment Advisors	Denver	1	7	Steven Levey
522,531,841	SPC Financial	Rockville, Md.	1	27	Edward Geoffrey Sella
514,000,000	Dopkins Wealth Management	Williamsville, N.Y.			Brian Cannon
500,000,000	HA&W Wealth Management/Tegra Financial	Atlanta	1	15	Nick Bhandari
426,322,000	Weaver Wealth Management	Dallas	6	15	David Sego
425,000,000	Anchin, Block & Anchin	New York City	1	5	Frank Schettino
425,000,000	Dynasty Quest	Sedona, Ariz.	2	2	Steven Siegel

**The \$100+ Million Club**  
Broker-dealer affiliations (% of firms)



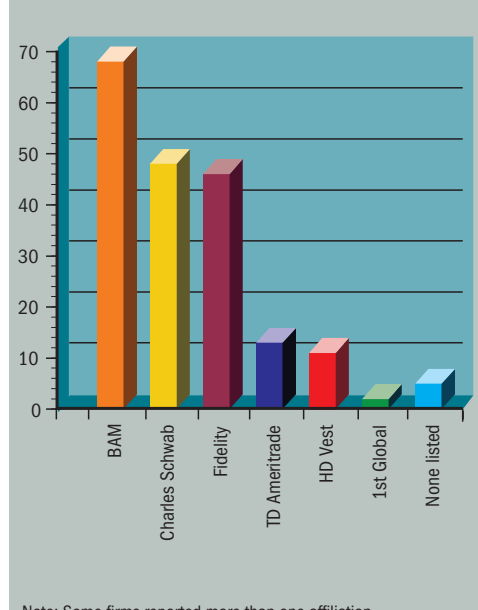
Note: Some firms reported more than one affiliation

**The \$50+ Million Club**  
Broker-dealer affiliations (% of firms)



Note: Some firms reported more than one affiliation

**The Rising Stars**  
Broker-dealer affiliations (% of firms)



Note: Some firms reported more than one affiliation

**THE \$100+ MILLION CLUB (CONT'D)**

AUM \$	FIRM NAME	LOCATION	OFFICES	STAFF	MANAGING PARTNER
387,729,084	Valley National Advisors	Bethlehem, Pa.	4	25	Thomas Riddle
383,653,051	Beaird Harris Wealth Management	Dallas	1	8	Pat Beaird
359,000,000	Corrigan Financial	Middletown, R.I.	1	18	Daniel Corrigan
355,000,000	LBMC Investment Advisors	Brentwood, Tenn.	3	4	Greg Herman
351,000,000	ML&R Wealth Management	Austin, Texas			Steve Harvey
350,000,000	EisnerAmper Wealth Management and Corporate Benefits	Bridgewater, N.J.	8	25	Marc Scudillo
329,310,383	Lassus Wherley	New Providence, N.J.	2	25	Clare Wherley
305,000,000	Wealthquest Financial Services	Norfolk, Va.			Jeff Chernitzer
300,000,000	Orizon Group	Omaha, Neb.	1	40	Gene Garrelts
264,600,000	Kemper Capital Management	Robinson, Ill.	5	15	Thomas Moore
256,313,000	Boulay Financial Advisors	Eden Prairie, Minn.	1	9	Dave Bremer
255,547,541	CRA Financial	Northfield, N.J.	1	5	M. Reynolds / T. Reynolds
252,000,000	SMF Financial Advisors	Clifton, N.J.			Michael Shenker
250,000,000	SS&G Wealth Management	Akron, Ohio	2	10	Carina Diamond
245,000,000	KEB Asset Management	Springfield, Ill.			Marc Carter
244,739,987	Traphagen Investment Advisors	Oradell, N.J.	1	4	P. Traphagen/R. Traphagen
243,000,000	Herbein Wealth Management	Wyomissing, Pa.			William Morgan
220,277,578	Jack Oujo CPA	Wall, N.J.	1	8	Jack Oujo
215,278,000	Glass Jacobson	Owings Mills, Md.	2	65	Edward Jacobson
212,499,108	Asset Strategies	Casper, Wyo.	4	8	Connie Brezik
205,000,000	KLR Wealth Management	Providence, R.I.	3	4	Peri Ann Aptaker
205,000,000	SC&H Group	Sparks, Md.	3	270	Ronald Causey
204,000,000	Lauterbach Financial Advisors	El Paso, Texas			Jon Sonnen
201,000,000	WebsterRogers Investment Advisors	Florence, S.C.			Frank Rogers
200,000,000	Grant/GrossMendelsohn	Baltimore	1	5	Chris Grant
200,000,000	Tellone Management Group	Anaheim Hills, Calif.	1	9	Dean Tellone
199,000,000	A & F Financial Advisors	Charleston, W.Va.			Gary Swingle
185,000,000	Weiser Capital Management	New York City	4	8	Doug Phillips
184,933,342	Mutual Fund Management/Arvai & Associates	Troy, Mich.	1	4	Frank Arvai
181,000,000	Kraft Asset Management	Nashville, Tenn.			Stephen High
173,000,000	Nova Investment Group	Atlanta			J. Cohen / S. Bromberg
170,000,000	Mark Sheptoff Financial Planning	Glastonbury, Ct.	1	2	Mark Sheptoff
170,000,000	Susquehanna Financial Advisors	Mechanicsburg, Pa.	1	3	Edward Gormley
169,000,000	Mason Road Wealth Advisors	St. Louis			William Bender
158,000,000	Witt Mares Financial Vision	Williamsburg, Va.			David Bush
147,000,000	Andrews, Lucia Wealth Management	San Mateo, Calif.			Robert Lucia
147,000,000	FMRTD Financial Resources	Cranford, N.J.	1	7	Joseph Fazio
144,500,000	KMH Wealth Management	Victoria, Texas	1	6	Thomas Lane Keller
144,000,000	FMF & E Wealth Management	Syracuse, N.Y.			Chris Gardner
140,000,000	Blue Ocean Strategic Capital	Syracuse, N.Y.	1	6	Theodore Sarenski
138,900,000	Kolb+Co.	Brookfield, Wis.	1	3	Mark Miller
132,000,000	HD Financial Services	Omaha, Neb.			Richard Homan
131,427,468	PFM Capital Management	Sandy Springs, Ga.	1	5	Robert Atkinson
130,274,905	Netting & Pace CPAs	San Antonio	1	11	Conrad Netting
130,000,000	Wealth Management Group	Dover, Del.			Scott Brown
125,000,000	Wilner & Scherr	Baltimore	1	7	Howard Wilner
119,000,000	RF&L Wealth Management	Boston			N. Doherty / R. Hass
116,000,000	AMD Financial Services	St. Louis			Stan Royer
114,000,000	Shinn Financial Group	Fort Collins, Colo.	1	3	Ralph Shinn
109,000,000	M. White Financial Services	Baytown, Texas	1	4	Matthew White
109,000,000	SK Wealth Management	Providence, R.I.	1	6	Jason Archambault
105,000,000	ShankerValleau Wealth Advisors	Evanston, Ill.	1	8	Lawrence Shanker
102,000,000	BGEMD Capital Advisors	Richardson, Texas			John Garvey
102,000,000	Financial Resource Group	Gaithersburg, Md.			Joseph Kilner
100,000,000	Great River Asset Management	Burlington, Iowa			Jim Walker
100,000,000	PKS Investment Advisors	Ocean City, Md.			Winn Booth

**THE \$50+ MILLION CLUB**

AUM \$	FIRM NAME	LOCATION	OFFICES	STAFF	MANAGING PARTNER
99,000,000	AVL Wealthcare	Gulfport, Miss.			Germaine Weldon
99,000,000	JDH Wealth Management	Santa Rosa, Calif.			Tim Delaney
96,000,000	Solutions for Wealth Management	Bourbonnais, Ill.			Mark Smith
90,000,000	Briggs Wealth Management	Glastonbury, Ct.	1	4	Mark Briggs
89,207,000	Ronald P. Austin CPA/PFS	Lafayette, Ind.	1	1	Ronald Austin

**THE \$50+ MILLION CLUB (CONT'D)**

AUM \$	FIRM NAME	LOCATION	OFFICES	STAFF	MANAGING PARTNER
87,416,268	Hollis Huff Lewis Financial Services	Houston	2	5	Keith Huff
85,264,000	Sweeney Kovar	Danville, Calif.	1	15	K. Sweeney / J. Kovar
85,000,000	Gunn & Co. Investment Management	Jacksonville, Fla.	1	3	Marshall Gunn
83,000,000	ARK Financial Services	Bethesda, Md.			Andrew Kline
83,000,000	Wasserman Wealth Management	Farmington Hills, Mich.			Bradley Wasserman
82,000,000	PBGH Financial Advisors	Fredricksburg, Va.			Daniel Bender
81,500,000	Bishop & Co.	Jacksonville, Fla.	1	16	Matthew Bishop
78,000,000	Heartland Investment Advisors	Kansas City, Mo.			Douglas Hunt
78,000,000	WIN Advisor Group	Denver			Mark Autterson
76,000,000	KB Investment Advisors	St. Louis			Nathan Rages
75,000,000	Horne Wealth Advisors	Ridgeland, Miss.			Stan Purvis
75,000,000	SFC Asset Management	State College, Pa.			James Karchner
71,000,000	Shoreline Asset Management	New Castle, Ind.			Marion Shore
67,000,000	Capital Asset Management	Jeffersonville, Ind.			Gregory Rogers
66,000,000	D3 Financial Counselors	Downers Grove, Ill.	2	6	Donald Duncan
66,000,000	The Whitlock Co.	Springfield, Mo.	3	30	Joe Page
65,000,000	Green Wealth Management	Salem, Ore.			Phil Green
62,000,000	Capstone Wealth Management	Tuscaloosa, Ala.			William Jessup
60,000,000	Squire Wealth Advisors	Orem, Utah			Tim Christensen
59,000,000	Waypoint Wealth Management	Hunt Valley, Md.			G. Palmer / D. Callan
57,995,000	Johnson Financial	Mandeville, La.	2	5	Steve Johnson
56,000,000	Scafa Financial Services	Pennington, N.J.	1	4	Elizabeth Scafa
54,268,250	WealthGuard Advisory Group	Alpharetta, Ga.	1	1	John Williams
54,000,000	Peak Investment Advisors	Gaithersburg, Md.	1	7	Dan Falk
53,837,000	Dexter Ward & Associates	Denison, Texas	2	3	Dexter Ward
52,500,000	Bishop Financial Advisors	Hudson, Ohio	1	3	Brian Bishop
52,000,000	Poinciana Advisors Group	Palm Beach, Fla.			Karyl Neal
51,300,000	Klane Wealth Management	St. Paul, Minn.	1	1	Steven Klane
51,000,000	Salem Asset Management	Salem, Ore.			Joanne Humphrey
50,900,000	Onyx Financial Advisors	Idaho Falls, Idaho	1	5	Ken Simpson
50,354,000	Coventry Financial Group	Quitman, Texas	1	5	Larry Coventry
50,000,000	Biscotti, Toback & Co.	Garden City, N.Y.	1	27	Louis Biscotti
50,000,000	M.J. Baker & Associates	Avon Lake, Ohio	1	3	Michael Baker

**THE RISING STARS**

AUM \$	FIRM NAME	LOCATION	OFFICES	STAFF	MANAGING PARTNER
47,000,000	Dental Wealth Advisors	Kirkland, Wash.			Sam Martin
46,000,000	Peak Investment Solutions	Roseville, Calif.			Ken Pope
45,000,000	Portland Financial Advisors	Beaverton, Ore.	1	4	Russell Francis
45,000,000	Strategic Investment Advisors	Cape Girardeau, Mo.			James Hillin
43,000,000	Cornerstone Wealth Advisors	Overland Park, Kan.			David Imhoff
42,872,000	TDC Capital Advisors	Bryan, Texas	1	3	Ronnie Craig
42,000,000	Bullock Capital Alliance	Colorado Springs, Colo.	1	1	David Bullock
42,000,000	Walpole Financial Advisors	Goleta, Calif.			Jean-Luc Bourdon
38,000,000	Focus Asset Management Co.	Virginia Beach, Va.			Lawton Baker
38,000,000	Siena Capital Management	Grand Ledge, Mich.			R. Millbrook / S. Hicks
36,000,000	William MacDonald CPA CFP	Portsmouth, N.H.	2	2	William MacDonald
35,000,000	Carey & Hanna CPAs & Financial Solutions	Ventura, Calif.	1	6	Davin Carey
35,000,000	CLM Capital Management	Sanford, Maine			Bruce McNamee
35,000,000	Financial Advocates	Costa Mesa, Calif.			James Pickett
34,000,000	Capital Wealthcare Advisors	Wichita, Kan.			Kedre Mellor
33,100,000	Allied Financial Partners	Victor, N.Y.	3	14	Thomas Tette
33,000,000	Michelle Miller CPA CFP	Austin, Texas			Michelle Miller
31,000,000	HBE Investment Advisors	Lincoln, Neb.			John Hanigan
30,500,000	Evergreen Financial Financial Advisors	Portland, Ore.	1	1	Nelson Rutherford
30,000,000	Forest Asset Management	Berwyn, Ill.			JoAnne May
30,000,000	Pile Wealth Management	Indianapolis			Mike Winslow
29,770,000	Fitzgerald Financial Partners	Houston	1	1	Michael Fitzgerald
29,533,191	Financial Life Advisors	San Antonio	1	3	Jim Oliver
29,500,000	Cottle & Swanson CPAs	Bellevue, Wash.	1	5	Mark Cottle
29,000,000	Fortress Financial Group	Ashland, Ore.	2	2	Jack Gibbs
29,000,000	Maze Financial Planning	Chapel Hill, N.C.			Bill Bunch
28,000,000	Focused Financial Management	Baton Rouge, La.			Brent Salter
28,000,000	Naarden Financial Group	Pocatello, Idaho			Alan Van Orden
27,000,000	LGC&D Wealth Management	Providence, R.I.			Jerrold Dorfman
27,000,000	Moss & Co.	Maitland, Fla.	1	2	Jeffrey Moss
26,500,000	Hutchins & Haake	Overland Park, Kan.	1	15	Dan Hutchins

26,286,426	Kuhl Investments	Lake Bluff, Ill.	1	1	Larry Kuhl
26,000,000	Pritchard, Osborne Financial Services	St. Louis			Steve Dumstorff
24,000,000	WillefordCPA Wealth Advisors	Roswell, Ga.			Rick Willeford
23,000,000	Madison Wealth Advisors	Lee's Summit, Mo.			Doug Clark
22,000,000	CTM Financial	Knoxville, Tenn.			Pat Taylor
21,000,000	Credo Investment Advisors	Bozeman, Mont.			Tom Shea
21,000,000	D & T Financial Advisors	Concord, Calif.			Gary Downs
21,000,000	Lake Travis Financial Advisors	Austin, Texas			John Bradnax
20,000,000	BST Wealth Management	Albany, N.Y.			Lissa McNaughton
20,000,000	Innovative Financial	Lakewood, Colo.	1	1	DeDe Jones
20,000,000	Mayfield Advisors	Palo Alto, Calif.			Bert Torres
19,000,000	FR Financial Advisors	Coral Springs, Fla.			Allen Forrest
19,000,000	Lake Mary Wealth Management	Maitland, Fla.			Paula Taylor
19,000,000	Millares Asset Management	Coral Gables, Fla.			Ruben Millares
18,000,000	Clarity Wealth Management	Irvine, Calif.			Gina Chironis
18,000,000	Craun Freeman Tax & Wealth Management	Rochester, Mich.	1	3	Robert Craun
18,000,000	RJ Pohl Advisor Services	Evansville, Ind.			Ron Pohl
17,000,000	Spectrum Wealth Advisors	Columbia, S.C.			Rob Coleman
16,000,000	Schiff Wealth Advisors	Baltimore			Michael Schiff
15,000,000	Springwood Financial Advisors	Dallas			Karen Ehmke
13,000,000	Eastern Advisors	Fall River, Mass.			Ed Siegal
12,900,000	John R. Monaco CPA	Brewster, N.Y.	2	3	John Monaco
10,000,000	Chadwick Wealth Management	Fair Lawn, N.J.			Stu Herrmann
10,000,000	Sage Asset Management	Twin Falls, Idaho			Lisa Donnelley
10,000,000	Stephenson Accountancy Corp.	Colton, Calif.	1	2	Douglas Stephenson

The rankings are based upon the assets under management or administration information received via survey by CPA Wealth Provider of 186 CPA firms that have a financial planning practice. To be included, a financial professional in the office must hold a CPA credential. Some of the figures listed are based on calendar-year, fiscal-year or current figures as reported by the firms. CPA Wealth Provider is an independent, unaffiliated third party. The rankings are not indicative of an advisor's performance and are not representative of any client's experience. The numbers contained herein are deemed reliable but accuracy cannot be guaranteed.