

CREAM OF THE CROP

BLOOMBERG'S TOP WEALTH MANAGERS

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**BLOOMBERG'S FIRST SURVEY OF
INDEPENDENT FINANCIAL ADVISERS SHOWS
THAT THE COUNTRY'S TOP WEALTH
MANAGERS ENJOYED A SURGE IN ASSETS
UNDER MANAGEMENT LAST YEAR**

DESPITE THE DOWNTURN IN THE STOCK market last year, Hamilton, Martell & Associates in San Ramon, Calif., saw its assets under management increase a whopping 67 percent. A remarkable achievement? Not really. Hamilton, Martell ranks only No. 25 among the 50 fastest-growing firms on Bloomberg's inaugural list of Top Wealth Managers, which we rank by average account size. At the very fastest grower, myCFO in Mountain View, Calif., assets under management soared a staggering 450 percent. Among all 313 firms that qualified for the final cut, the average growth in assets under management was 19.1 percent. (For more on the methodology we used to put the list together, see "Genus, Adviser; Species, Independent," page 58.)

The reason for such a strong showing, say many advisers on our list, is the flood of new accounts opened by very wealthy clients. The mean value of new accounts activated in 2000 was \$946,000, compared with a \$508,500 mean value of all accounts at year-end (see "Top Bananas," page 62). And the mean value of new accounts opened by the 50 fastest growers was an impressive \$1.25 million (see "Miracle Growers," page 66). Among all the firms, however, the average account size actually dropped 13.5 percent during the year, reflecting the bad news in the market.

MEAN ASSETS UNDER MANAGEMENT
\$208,741,100

MEDIAN ASSETS UNDER MANAGEMENT

\$75,694,800

Ironically, the drop in stock prices may have provided just the

boost many advisory firms needed—serving as a kind of catalyst for wealthy individuals to finally seek out professional financial advice. Many advisers on our list tell stories of affluent clients seeking to unburden themselves of the headaches of managing their own finances as stock prices plummeted—so they could spend more time on the businesses that made them their fortunes in the first place or pursue leisure activities or philanthropic goals.

Jeff Zlot, managing director of Presidio Strategies in San Francisco, which ranks No. 3 on our list with an average account size of

\$13.23 million, says wealthy individuals have been seeking him out because

AVERAGE CHANGE IN ASSETS UNDER MANAGEMENT DURING 2000

19.1 PERCENT

"they don't want to be encumbered or worried by their wealth. They want one point person to take care of all of their financial needs." Of course, Presidio, which has \$145.55 million in assets under management, has also benefited mightily from its connection to investment-banking boutique Presidio Merchant Partners, formerly GBA Financial Group. Once the investment bank orchestrates a liquidity event, many participants move their money straight to Presidio Strategies.

Bloomberg's new survey also took a look at the work being done to produce the extraordinary growth. It reveals that, as a rule, the most successful advisory firms deliver to

AVERAGE NUMBER OF OFFICES **2**

clients a full menu of services in addition to comprehensive financial planning. More than 60 percent of the firms offer asset management, investment consulting, tax planning, estate planning, and charitable planning. And many have adopted a structure akin to a multiclient family office—combining investment, tax, and estate planning with bill paying, property management, and concierge services. (See “How Services Are Offered,” below right.)

Quite a few firms on our list in addition to Presidio Strategies benefit from strong referral relationships with other professional firms. Assets under management at Lexington Advisors in Lexington, Mass., for example, grew from \$14.5 million in 1999 to \$55 million at the end of 2000—a pace quick enough to earn it the No. 4 spot on our list of the 50 fastest-growing firms. One reason for this firm’s success, says Michael Tucci, chief executive officer, is that he launched client-sharing arrangements with several local accounting firms, which allowed him to integrate tax planning

AVERAGE CUSTOMER-ACCOUNT SIZE

\$508,500

into his investment consultations. He also made alliances with local law firms to handle estate planning.

SilverOak Wealth Management, a Minneapolis advisory firm that ranks No. 3 among our fastest-growing firms and No. 48 in average account size, has also leveraged its relationship with accounting firm—and sister company—Silverman Olson Thorvilson & Kaufmann. The strong bond between the two firms is the main reason SilverOak was able to add 35 clients in 2000 and watch its assets under management surge from \$12.7 million to \$62.5 million, says Janet Stanzak, SilverOak president.

Most of the firms on the list of Top Wealth Managers indicated that they operate with very lean staffs. The median number of professionals at each firm is three.

On average, each professional manages \$32.6 million in assets. Median assets under management are \$75,694,800. Because the firms at the top of the list are so much larger than the firms at the bottom, however, mean assets under management are \$208,741,100. (See “Account Size,” right.)

Most of the firms are also very young. The mean age is 11.6 years. Interestingly, six firms that surfaced among the top slots were founded only last year. And one of these, BBR Partners in New York, ranks an impressive No. 2 in average account size. BBR, which was founded by three Goldman Sachs veterans, had 15 clients and \$396 million in assets under management at the

end of 2000, giving it an average account size of \$26.4 million.

So successful has BBR’s debut been, in fact, that the firm is willing to turn away the merely rich in favor of clients who are truly wealthy. BBR requires a minimum investment of \$10 million from clients to open an account and a commitment of 100 percent of their assets into BBR’s care, says Evan Roth, partner. By contrast, myCFO—the standout performer on the list—has no minimum account size. Because it charges a minimum of \$25,000 per year in management fees, however, virtually all its clients have at least \$10 million in assets. (For more on myCFO, see “myCornucopia,” page 60.)

The amazing success of myCFO, BBR, and many other firms on Bloomberg’s list drives home another point: that to attract wealthy clients,

FIRMS THAT ARE REGISTERED INVESTMENT ADVISERS

89.6 PERCENT

it helps to be where the money is. Not surprisingly, 43 of the Top Wealth Managers are in California; 20 are in New York; and 18, in Florida. The average firm has two offices; 89.6 percent of the firms are registered investment advisers.

Another clear-cut trend discovered in combing through the data is the growing popularity of separate accounts. Among the 67 firms in the \$100 million to \$199 million assets-under-management range, 40 percent offered separate accounts in 1999, 28 percent added them in 2000, and 19 percent are likely to add them within the next 12 months.

The attitude toward separate accounts at SYM Financial Corp. in Warsaw, Ind., which ranks No. 59, is fairly typical. Up to now the firm hasn’t offered them, says Jerald Yeager, vice president, but probably will begin offering them later this year. About 70 percent of the assets SYM Financial manages is in mutual funds and most of what’s left is in individual securities, says Yeager. “We’re happy to use mutual funds,” he adds, “but separate accounts need

ACCOUNT SIZE

ASSETS UNDER MGMT (\$MM)	ASSETS UNDER MGMT GROWTH (%)	MEAN-ACCOUNT SIZE (\$)	MEDIAN-ACCOUNT SIZE (\$)	MEAN NEW-ACCOUNT SIZE 2000 (\$)
200+	15.7	1,599,000	976,000	1,709,000
100–199	27.8	861,000	457,000	1,422,000
50–99	27.7	524,000	351,000	634,000
25–49	36.5	301,000	231,000	411,000

HOW SERVICES ARE OFFERED (IN-HOUSE/OUTSOURCED)

ASSETS UNDER MGMT (\$MM)	ASSET MGMT (%)	INVEST CONS (%)	TAX PLAN (%)	TAX PREP (%)	INSURANCE (%)	ESTATE PLAN (%)	TRUST SERVICES (%)	CHARITABLE PLAN (%)
200+	93.8/3.1	95.3/0	67.2/25.0	17.2/31.3	37.5/21.9	75.0/15.6	20.3/37.5	78.1/9.4
100–199	97.0/1.5	95.5/0	74.6/13.4	31.3/31.3	58.2/22.4	82.1/16.4	13.4/41.8	70.2/17.9
50–99	91.5/11.7	90.4/4.3	75.5/12.8	29.8/26.6	50.0/27.7	79.8/18.1	12.8/41.5	64.9/19.2
25–49	94.3/5.7	93.2/0	67.1/20.5	30.7/28.4	64.8/12.5	80.7/12.5	12.5/34.1	64.8/14.8

GENUS, ADVISER; SPECIES, INDEPENDENT

The rankings of Bloomberg's Top Wealth Managers are based on a survey conducted earlier this year. Survey questionnaires were mailed to *Wealth Manager* subscribers and to firms on several other industry lists. The questionnaire was also available on the *Wealth Manager* Website, wealth.bloomberg.com. In all, we received 1,049 responses.

The intended universe for our ranking was leading independent financial advisers with wealthy private clients. To focus on this target, we eliminated responses from firms with less than \$25 million in assets under management, firms for which individuals constitute less than 50 percent of the client base, and firms that do not offer comprehensive financial planning.

Because we wanted independent firms, we also screened out responses from banks, securities firms, trust companies, insurance companies, and their affiliates. Firms representing independent broker-dealers that operate as separate businesses with their

own identities were included. However, firms styling themselves as branches of independent broker-dealers without their own identities were screened out.

The final universe totaled 313 firms. This group can't be said to be statistically representative of any particular larger universe. Independent wealth-management firms are part of an emerging and rapidly evolving industry—one that is not accustomed to being publicly sorted and ranked based on financial characteristics. Indeed, our study found a good deal of confusion in the various ways firms said they reported their assets under management to the Securities and Exchange Commission on Form ADV. With a growing number of firms acting as consultants and coordinators of clients' assets, some reported figures for assets under management that reflected the money they directly manage, whereas others included assets for which they have supervisory responsibility but which are actively managed outside the firm in separate

accounts. We will revise our survey methodology next year to fully capture those distinctions, regardless of how firms report their numbers to the SEC.

Although some of the information submitted by respondents could not be verified independently, we believe the rankings and related aggregate data provide a valid, informative, and useful snapshot of these dynamic firms. We want to point out, though, that the average asset size among these firms is highly skewed because the top firms are much larger than those at the bottom of the list. Therefore, we have presented both mean and median figures for asset-related statistics. In addition, we deleted figures for No. 1-ranked myCFO from the calculation of asset-related statistics because of myCFO's extraordinarily large asset size. Here is how the 313 firms break down by assets under management: \$200 million or more, 64; \$100 million to \$199 million, 67; \$50 million to \$99 million, 94; \$25 million to \$49 million, 88. —SB

to be part of our offering. They will make us more attractive in the marketplace, and we anticipate customers asking for them in the future.”

Still, the popularity of separate accounts is not universal.

AVERAGE ASSETS PER PROFESSIONAL IN FIRM
\$32,596,200

One firm that steers clear of them is Woodside Asset Management in Menlo Park, Calif., which ranks No. 6. Woodside has 25 percent of its \$265 million in assets under management in mutual funds and manages the rest in-house in individual securities. “That is the most tax-efficient way to manage client money,” says Morgan White, chairman.

The compensation methods used by Bloomberg's Top Wealth Managers turn out to be surprisingly varied. Although nine of every 10 firms on the list charge asset-based fees, many also charge retainer fees. And many bill some clients by the hour. The use of commissions appears to decline as firms get larger. Nonetheless, 28.1 percent of the largest firms (\$200 million or more in assets under management) report some commission income.

This mix of compensation methods seems to reflect the degree to which the industry is in transition—demonstrating

that there is still no consensus on how to serve clients best. Kochis Fitz Tracy Fitzhugh & Gott of San Francisco, which

AVERAGE CHANGE IN CUSTOMER-ACCOUNT SIZE
-13.5 PERCENT

has an average account size of \$2.33 million and ranks No. 15 on Bloomberg's list, takes a typically eclectic approach to fees. The firm charges a flat fee of between \$8,000 and \$15,000 for the initial development of a financial plan and an ongoing annual fee based on the amount of assets under management. In addition, says Tim Kochis, chief executive officer, the firm charges an hourly fee for consultations on insurance, mortgage refinancing, or tax planning. Kochis says he is also thinking about adding bill paying to that list of hourly fee-based services. Currently, the firm offers to pay bills for certain clients on an ad hoc basis.

By contrast, the Evensky Group, in Coral Gables, Fla., is relying more and more on retainer fees. With \$360.19 million under management and an average-account size of \$1.63 million, the firm ranks No. 27 on Bloomberg's list. Principal

AVERAGE AGE OF FIRMS 11.6 YEARS

TOP 10 STATES FOR TOP WEALTH MANAGERS

CALIFORNIA, 43 FIRMS; NEW YORK, 20; FLORIDA, 18; ILLINOIS, 17; NEW JERSEY, 17; OHIO, 17; NORTH CAROLINA, 14; COLORADO, 13; MARYLAND, 13; PENNSYLVANIA, 13

Deena Katz says the firm has in fact begun to jettison asset-based fees for most new clients, leaving them in place just for its clients of long standing. The reason, says Katz, is “we’re finding a lot of people who are wearing their assets or driving them,” instead of keeping them in the bank or a brokerage account. As a result, many of these wealthy, active

clients didn’t have enough liquid assets in place to meet the Evensky Group’s former \$1 million minimum.

Katz says she’s looking to seal a long-term relationship with these clients through a retainer fee. And, to meet their needs, the Evensky Group has been scrambling to introduce account-aggregation technology so that it can handle bill

50 FASTEST GROWERS

MEDIAN ASSETS UNDER MGMT GROWTH (%)	MEAN-ACCOUNT SIZE (\$MM)	MEDIAN-ACCOUNT SIZE (\$MM)	MEAN NEW ACCOUNT (\$MM)
67.0	926	372	1,251

MyCFO excluded from account data

SEEDLINGS

COMPANIES ESTABLISHED IN 2000	LOCATION	ASSETS UNDER MANAGEMENT (\$)	AVG CLIENT-ACCOUNT SIZE (\$)
BBR Partners	New York, NY	396,000,000	26,400,000
Mediano Capital Management	Los Angeles, CA	125,000,000	N/A
Wealth Strategies	Princeton, NJ	50,000,000	2,000,000
Total Asset Management	Los Gatos, CA	43,000,000	830,000
Trinity Financial Advisors	Chicago, IL	41,940,000	840,000
S3	Minneapolis, MN	36,000,000	280,000

INVESTMENT PRODUCTS USED

ASSETS UNDER MGMT (\$MM)	MUTUAL FUNDS (%)	INDIVIDUAL SECURITIES (%)	VARIABLE PRODUCTS (%)	PARTNERSHIPS, LLCs, ETC. (%)
200	48	40	3	3
100-199	56	22	12	2
50-99	55	31	8	1
25-49	62	24	11	1

COMPENSATION METHODS USED

ASSETS UNDER MGMT (\$MM)	ASSET-BASED FEES (%)	COMMISSIONS (%)	RETAINER FEES (%)	HOURLY FEES (%)
200	95.3	28.1	35.9	37.5
100-199	89.6	49.3	58.2	43.3
50-99	89.4	41.5	47.9	47.9
25-49	86.4	59.1	45.5	54.5

myCORNUCOPIA

Among Bloomberg's Top Wealth Managers, none had a more incredible year than myCFO, in Mountain View, Calif., which ranks first in both average account size and asset growth. The firm got its start in 1999, when Silicon Valley billionaire Jim Clark sought managers to set up a family office of sorts. But if the term *family office* conjures up images of a posh town house staffed by professionals in gray flannel sworn to discretely serve the heirs of a large oil or manufacturing fortune, think again. Picture Banana Republic instead of Brooks Brothers, and you get a better sense of this Silicon Valley phenomenon, which in two short years has become the overseer of

\$44 billion worth of mostly new money and boasts state-of-the-art Internet technology that provides an on-line composite picture of each client's financial situation.

A prototype for the new multifamily office, myCFO strives for both high tech and high touch. At year-end 350 employees were serving 310 family accounts. Client intake involves a face-to-face meeting with in-house investment, tax, and estate experts, says Art Shaw, chief executive officer.

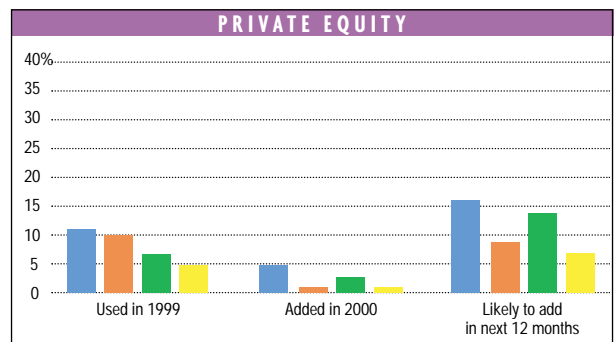
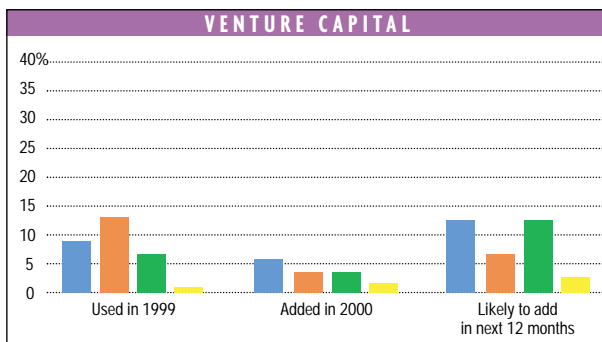
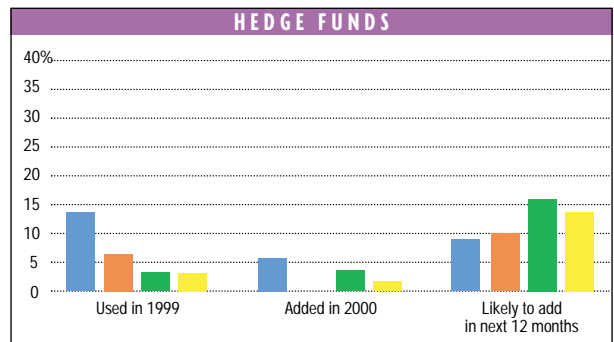
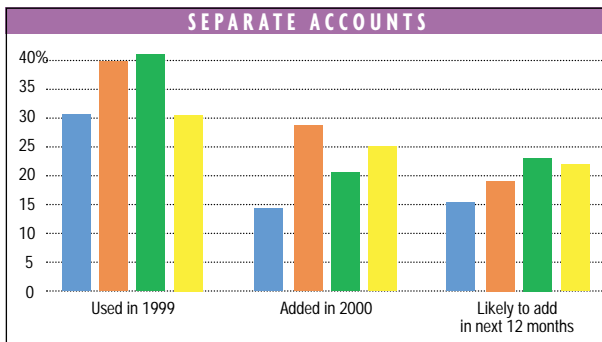
The firm was essentially "reverse engineered," adds Rich Hogan, who heads investment-advisory services at myCFO. "What mattered most at the beginning was Jim Clark getting his stuff out of

boxes at his accountant's [office]."

Interestingly, myCFO's average account size actually shrank a little in 2000 as the accounts of mere millionaires were added to those of Clark and the handful of other technology tycoons who were myCFO's initial clients. But the average account size was still an eye-popping \$142 million.

In fact, myCFO's numbers are so far off the charts, compared with those of other participants in the survey, that Bloomberg decided to keep them, well, off the charts. MyCFO numbers aren't included in any of the composite data because they would distort this snapshot of the current state of the independent financial-advisory business. —KB

THIRD-PARTY PRODUCTS USED BY TOP WEALTH MANAGERS



Firm size by assets under management (\$MM): ■ 200+ ■ 100-199 ■ 50-99 ■ 25-49

paying, car leasing, mortgage financing, and other services. The objective of the people at the firm, says Katz, is to become futurists—to help clients develop a picture of where they want to go and then help them get there.

If the Evensky Group—or any other firm—can achieve

that goal, it should also have no trouble staying at the top of Bloomberg's Top Wealth Managers list in years to come.

Kieran Beer is executive editor, Linda Hayes is assistant managing editor, and Shifra Burstein is researcher of Wealth Manager.

TOP BANANAS

RANK	COMPANY NAME	LOCATION	AVG CLIENT-ACCOUNT SIZE (\$MM)	ASSETS UNDER MANAGEMENT			AVERAGE ASSETS PER EMPLOYEE		AVG SIZE OF NEW ACCOUNT IN 2000	
				(\$MM)	% Change from 1999	% Change rank	(\$MM)	Rank	(\$MM)	Rank
1	myCFO	Mountain View, CA	141.94	44,000.00	450.0	1	125.71	3	150.00	1
2	BBR Partners	New York, NY	26.40	396.00	*	*	49.50	14	26.50	2
3	Presidio Strategies	San Francisco, CA	13.23	145.55	51.1	43	18.19	104	20.20	3
4	Guyasuta Investment Advisors	Pittsburgh, PA	4.20	424.00	4.4	242	38.55	22	4.00	8
5	Adams Hall Investment Management	Tulsa, OK	4.12	350.00	55.6	32	23.33	60	4.00	7
6	Woodside Asset Management	Menlo Park, CA	4.08	265.00	-12.0	285	24.09	58	4.00	9
7	Advisors Financial Strategies	Minnetonka, MN	4.00	120.00	20.0	118	40.00	21	3.50	11
8	Enright Financial Advisors	Westwood, NJ	4.00	140.00	-6.7	277	140.00	1	5.00	5
9	Wealth Management Services	Towson, MD	3.57	250.00	25.0	104	31.25	34	2.00	33
10	Brookstone Advisory	Lutherville, MD	3.33	50.00	0.0	252	50.00	11	N/A	N/A
11	Manchester Capital Management	Manchester, VT	2.87	255.60	96.9	14	23.24	62	2.00	27
12	Clifton Gunderson Financial Advisors	Oshkosh, WI	2.60	65.00	N/A	N/A	3.82	291	0.25	201
13	Plancorp	Chesterfield, MO	2.50	375.00	7.1	229	37.50	24	2.50	18
14	Riverbridge Partners	Minneapolis, MN	2.37	400.00	N/A	N/A	33.33	28	1.00	68
15	Kochis Fitz Tracy Fitzhugh & Gott	San Francisco, CA	2.33	465.00	26.8	83	21.14	77	3.00	14
16	Eveans, Bash, Magrino, and Klein	Overland Park, KS	2.16	858.00	-1.9	268	28.60	40	0.65	109
17	Coldstream Capital Management	Bellevue, WA	2.06	318.70	48.6	47	26.56	48	2.50	16
18	Sullivan & Serwitz	Los Altos, CA	2.00	250.00	25.0	101	62.50	5	2.00	31
19	Wealth Strategies	Princeton, NJ	2.00	50.00	*	*	5.56	282	2.00	34
20	Sagemark Consulting	Englewood, CO	1.88	750.00	N/A	N/A	16.67	126	2.00	29
21	Budros & Ruhlin	Columbus, OH	1.87	457.10	9.7	208	19.87	89	1.67	37
22	Global Value Investors	Princeton, NJ	1.77	195.02	9.1	212	21.67	74	1.20	50
23	Shine Investment Advisory Services	Englewood, CO	1.73	242.00	10.0	207	40.33	20	1.20	54
24	Professional Asset Strategies	Avon, CT	1.71	120.00	60.0	29	15.00	143	0.25	221
25	Buffington Mohr McNeal	Boise, ID	1.68	210.00	31.3	73	42.00	19	1.20	49
26	Sullivan, Bruyette, Speros & Blayney	McLean, VA	1.66	748.50	24.8	105	24.95	55	2.00	30
27	Evensky Group	Coral Gables, FL	1.63	360.19	28.4	80	25.73	49	2.04	20
28	F&D Advisors	Atlanta, GA	1.51	98.00	117.8	9	12.25	177	2.00	22
29	Greenbaum and Orecchio	Oradell, NJ	1.47	109.00	7.9	222	13.63	159	1.50	39
30	Burt Associates	Rockville, MD	1.36	149.90	0.0	253	21.41	75	1.43	42
31	Rowland Carmichael Advisors	Phoenix, AZ	1.33	220.00	11.1	195	27.50	43	1.00	70
32	Bingham, Osborn & Scarborough	San Francisco, CA	1.31	560.83	13.3	181	70.10	4	2.00	21
33	Financial Design Associates	Stinson Beach, CA	1.30	70.00	16.7	146	11.67	184	1.00	61
34	Successful Financial Solutions	Northbrook, IL	1.28	64.00	45.2	49	6.40	274	1.25	48
35	Sunset Financial Management	Albuquerque, NM	1.28	61.37	13.5	179	61.37	6	2.00	32
36	Eustice & Hoffman	Phoenix, AZ	1.25	299.00	19.6	129	42.71	16	0.50	133
37	Applied Financial Group	Atlanta, GA	1.20	90.00	12.5	183	15.00	138	1.00	59
38	Resources Planning Group	Chicago, IL	1.20	120.00	20.0	128	15.00	144	1.20	53
39	Reinoso & Co.	New York, NY	1.17	28.00	115.4	10	5.60	281	3.35	12
40	Alexander Randolph Advisory	Vienna, VA	1.16	110.00	15.8	152	8.46	234	0.50	122
41	Keats, Connelly & Associates	Phoenix, AZ	1.15	150.00	25.0	95	8.82	227	2.00	24
42	Vermillion Financial Advisors	Mount Prospect, IL	1.15	275.01	23.1	112	27.50	44	0.97	78
43	Leonard Wealth Management	El Segundo, CA	1.13	35.00	75.0	21	17.50	112	2.00	26
44	Bugen Stuart Korn & Cordaro	Chatham, NJ	1.11	359.70	21.8	115	19.98	87	3.00	13
45	Private Wealth Management Group	Princeton, NJ	1.10	106.00	26.2	85	21.20	76	1.10	56
46	Sigma Investment Management	Portland, OR	1.08	135.00	14.4	161	27.00	46	0.75	101
47	West Financial Services	Annandale, VA	1.07	375.00	13.6	177	20.83	79	2.00	35
48	SilverOak Wealth Management	Minneapolis, MN	1.04	62.50	392.1	3	15.63	134	1.00	73
49	LBMC Investment Advisors	Brentwood, TN	1.03	90.00	166.3	6	30.00	35	1.00	64
50	Lee Financial	Dallas, TX	1.03	940.91	16.0	150	31.36	32	2.00	25

All asset values are for 12/31/00. All rankings based on universe of 313 firms. * Firm founded after 1999.

RANK	COMPANY NAME	LOCATION	AVG CLIENT-ACCOUNT SIZE (\$MM)	ASSETS UNDER MANAGEMENT			AVERAGE ASSETS PER EMPLOYEE		AVG SIZE OF NEW ACCOUNT IN 2000	
				(\$MM)	% Change from 1999	% Change rank	(\$MM)	Rank	(\$MM)	Rank
51	Tasker Cooper Smith	Santa Rosa, CA	1.02	330.20	3.3	249	36.69	25	1.50	41
52	William M. Ripper	Forrest City, AR	1.02	86.00	62.3	28	7.82	252	0.82	88
53	Monitor Group	Fairfax, VA	1.01	172.00	7.5	226	17.20	116	1.30	46
54	ACS Financial Advisors	Cincinnati, OH	1.00	200.00	14.3	162	22.22	68	1.00	58
55	Bloomfield Financial Group	Santa Monica, CA	1.00	50.00	42.9	51	10.00	212	0.25	199
56	Wellington Capital Management	Chevy Chase, MD	1.00	40.00	14.3	172	10.00	219	0.60	119
57	Curran Group/First Union Securities	Albany, NY	0.99	296.96	7.5	225	42.42	18	0.50	131
58	Waller Financial Planning Group	Columbus, OH	0.99	215.00	7.1	230	19.55	93	0.63	111
59	SYM Financial	Warsaw, IN	0.98	400.00	14.3	171	7.27	259	0.60	118
60	Accredited Investors	Edina, MN	0.94	207.00	13.7	175	20.70	80	1.30	45
61	Sutliff Financial Planning	Columbus, OH	0.93	28.00	133.3	8	7.00	264	0.75	103
62	Navigation Group	Redwood Shores, CA	0.88	175.00	-12.5	286	29.17	38	3.80	10
63	Crescent Sterling	Metairie, LA	0.87	65.00	12.1	186	13.00	164	0.50	130
64	R.E. Wacker Associates	San Luis Obispo, CA	0.86	122.43	5.0	239	15.30	136	0.75	99
65	Diversified Management	Milwaukee, WI	0.84	109.31	7.9	221	21.86	72	1.52	38
66	Susan Freed & Associates	Washington, DC	0.84	72.00	30.9	75	14.40	149	0.75	102
67	Trinity Financial Advisors	Chicago, IL	0.84	41.94	*	*	8.39	236	0.95	79
68	De Stefano Wealth Management	Kilhei Maui, HI	0.83	25.00	66.7	23	25.00	52	0.40	164
69	Summit Financial Strategies	Columbus, OH	0.83	94.27	17.4	141	15.71	132	0.80	94
70	Total Asset Management	Los Gatos, CA	0.83	43.00	*	*	10.75	200	0.10	270
71	Cornerstone Capital Advisors	Uniontown, OH	0.82	90.00	20.0	120	11.25	189	0.80	90
72	Vaughan & Co. Securities	Ridgewood, NJ	0.81	244.00	10.9	197	24.40	56	1.00	75
73	Major Trends	Milwaukee, WI	0.80	312.35	-16.2	287	52.06	10	0.47	155
74	Jentner Financial Group	Akron, OH	0.79	80.60	80.7	18	13.43	160	0.50	139
75	Legacy Consulting Group	Plano, TX	0.79	43.50	42.6	52	10.88	196	1.20	51
76	Blankinship & Foster	Del Mar, CA	0.78	187.69	-1.7	267	26.81	47	2.12	19
77	Carnick & Rainsberger Advisors	Colorado Springs, CO	0.78	98.00	25.6	89	16.33	127	0.75	97
78	CFSE Wealth Management	Winter Park, FL	0.78	70.00	16.7	145	11.67	183	0.50	128
79	Welch Group	Birmingham, AL	0.77	205.00	109.2	12	17.08	120	1.00	76
80	R.W. Rogé & Co.	Bohemia, NY	0.75	135.00	12.5	185	19.29	97	2.00	28
81	Money Plans	Silver Spring, MD	0.74	51.00	-3.8	272	17.00	122	0.75	98
82	Family Wealth Counseling	Edwards, CO	0.71	66.00	0.0	256	33.00	30	0.83	86
83	FERS Personal Financial Services	Chicago, IL	0.71	50.00	25.0	92	8.33	239	0.50	134
84	Searcy Financial Services	Overland Park, KS	0.68	85.00	30.8	76	42.50	17	1.00	72
85	G.W. Henssler & Associates	Marietta, GA	0.67	699.20	8.4	216	19.98	88	N/A	N/A
86	Aequus Wealth Management	Chicago, IL	0.63	50.00	25.0	90	8.33	238	0.65	108
87	Bryn Mawr Asset Management	Bryn Mawr, PA	0.63	100.00	-69.2	288	18.18	105	0.70	105
88	John G. Ullman & Associates	Corning, NY	0.63	500.00	N/A	N/A	12.50	171	N/A	N/A
89	Morris Financial Concepts	Mount Pleasant, SC	0.63	50.00	78.6	20	8.33	244	1.75	36
90	Parsec Financial Management	Asheville, NC	0.63	462.00	10.0	206	28.88	39	N/A	N/A
91	Brinton Eaton Associates	Morristown, NJ	0.61	177.71	22.6	113	25.39	51	1.00	60
92	Kaye Capital Management	Los Angeles, CA	0.61	59.51	32.2	68	9.92	220	0.45	160
93	Savant Capital Management	Rockford, IL	0.61	278.60	22.3	114	23.22	63	1.00	71
94	Weil Capital Management	Palo Alto, CA	0.61	57.40	45.5	48	14.35	150	0.83	87
95	Financial Focus	Wolfeboro, NH	0.60	77.72	44.4	50	19.43	94	2.50	17
96	Petra Financial Advisors	Colorado Springs, CO	0.60	120.00	20.0	126	17.14	117	5.00	6
97	Western Pacific Investment Advisers	Portland, OR	0.60	300.00	33.3	66	27.27	45	0.75	104
98	Capital Management Group	Washington, DC	0.58	70.00	55.6	33	14.00	156	0.75	96
99	Ginger Vallery Lenihan	Bryan, TX	0.58	58.00	7.4	227	58.00	7	N/A	N/A
100	Integrity Financial Advisory	Fountain Valley, CA	0.58	26.00	18.2	133	8.67	230	1.05	57

TOP BANANAS

RANK	COMPANY NAME	LOCATION	AVG CLIENT-ACCOUNT SIZE (\$MM)	ASSETS UNDER MANAGEMENT			AVERAGE ASSETS PER EMPLOYEE		AVG SIZE OF NEW ACCOUNT IN 2000	
				(\$MM)	% Change from 1999	% Change rank	(\$MM)	Rank	(\$MM)	Rank
101	Florida Financial Advisors	Tampa, FL	0.57	50.00	4.2	243	16.67	124	0.20	237
102	Wortendyke Capital	Ramsey, NJ	0.56	51.00	10.9	198	10.20	210	0.55	121
103	Martin Capital Advisors	Austin, TX	0.54	70.00	0.0	262	11.67	185	0.35	180
104	Eclectic Associates	Fullerton, CA	0.52	141.26	15.6	153	23.54	59	0.50	132
105	Tealwood Asset Management	Minneapolis, MN	0.52	130.00	52.9	38	18.57	101	0.20	242
106	Berman Financial Group	Timonium, MD	0.51	105.00	10.5	201	13.13	162	0.85	85
107	Baltimore-Washington Financial Advisors	Ellicott City, MD	0.50	82.00	9.3	209	10.25	209	0.60	113
108	BHCO Capital Management	Dallas, TX	0.50	100.00	33.3	63	4.76	286	0.50	124
109	Financial Designs	San Diego, CA	0.50	100.00	11.1	192	7.14	262	0.25	204
110	Roi Group	Uniondale, NY	0.50	100.00	0.0	264	11.11	191	1.00	69
111	Strategic Wealth Management	Temecula, CA	0.50	36.70	31.5	72	9.18	222	0.68	107
112	F.I.G. Financial Advisory Services	Edmond, OK	0.49	105.00	N/A	N/A	15.00	139	0.40	165
113	Cotton Financial Advisors	Lynnwood, WA	0.48	84.50	8.3	217	16.90	123	0.62	112
114	Freedman Financial Associates	Peabody, MA	0.48	139.00	11.2	188	17.38	113	0.25	208
115	James Sprout & Associates	Fort Collins, CO	0.48	39.11	23.9	108	6.52	272	0.48	154
116	JK Financial	Dallas, TX	0.48	50.00	0.0	258	25.00	53	N/A	N/A
117	Kiely Financial Services	Greenville, NC	0.47	189.32	10.7	200	14.56	146	0.35	179
118	S.G. Zimmerman & Associates	San Diego, CA	0.47	35.00	25.0	99	8.75	229	0.50	146
119	Capelli Financial Services	Bloomfield Hills, MI	0.46	82.20	17.4	138	20.55	83	0.90	80
120	Bragg Financial Advisors	Charlotte, NC	0.45	290.00	16.0	149	24.17	57	1.10	55
121	Hartwood Group	Pittsburgh, PA	0.45	34.00	25.9	87	8.50	233	0.88	84
122	Cameron Thornton Associates	Burbank, CA	0.44	110.00	4.8	240	22.00	70	0.50	125
123	Halberstadt Financial Consultants	Princeton, NJ	0.44	34.00	17.2	143	8.50	232	0.70	106
124	Harold Shanbaum	Beverly Hills, CA	0.43	30.00	N/A	N/A	15.00	141	0.10	262
125	Huff, Stuart & Carlton	Forest, VA	0.43	47.00	14.6	160	11.75	180	0.40	169
126	Nicholas Pascarella & Co.	Denville, NJ	0.43	156.00	3.3	248	11.14	190	0.25	218
127	Alexandria Financial Associates	Alexandria, VA	0.42	77.86	13.3	180	9.73	221	0.49	153
128	Carroll Financial Associates	Charlotte, NC	0.42	750.00	11.1	190	37.50	23	0.15	250
129	Gary N. Bowyer & Associates	Park Ridge, IL	0.42	25.00	25.0	93	8.33	240	0.60	115
130	Investor Resources	Port Orchard, WA	0.42	55.00	-3.5	271	13.75	158	0.60	116
131	Jeffrey Alameida	Waiialua, HI	0.42	25.00	150.0	7	3.13	297	0.20	240
132	Ronald Blue & Co.	Atlanta, GA	0.42	2,400.00	14.3	169	10.43	207	0.55	120
133	Bailey and Associates	Columbia, SC	0.41	70.00	7.7	223	23.33	61	0.50	12
134	First Trust Advisors	Lisle, IL	0.41	35.00	40.0	57	0.54	307	0.40	166
135	Matrix Wealth Advisors	Charlotte, NC	0.41	43.38	30.9	74	7.23	260	0.26	196
136	Pacific Investment Advisors	Portland, OR	0.41	58.00	52.6	40	19.33	95	0.50	143
137	Wellesley Financial Architects	Wellesley, MA	0.41	52.97	4.1	245	13.24	161	0.50	152
138	Lockwood Financial Services	Westwood, KS	0.40	120.00	N/A	N/A	30.00	37	N/A	N/A
139	Otto & Associates	Katonah, NY	0.40	33.00	32.0	69	11.00	193	0.43	163
140	Swarthmore Financial Advisors	Media, PA	0.40	28.00	12.0	187	7.00	265	1.50	40
141	White Oaks Wealth Advisors	Minneapolis, MN	0.40	162.00	14.9	159	16.20	129	0.90	83
142	Financial Management Group	Cincinnati, OH	0.39	26.79	50.9	44	6.70	266	0.45	158
143	Spraker, Fitzgerald & Tamayo	Maitland, FL	0.39	65.50	14.1	173	10.92	195	0.45	161
144	HMS Financial Group	Dedham, MA	0.38	112.50	12.5	184	18.75	99	0.25	211
145	John W. Brooker & Co.	Oakland, CA	0.38	75.00	7.1	228	2.42	302	0.30	187
146	Kenneth Frenke & Co.	Arden, NC	0.38	45.00	25.0	96	7.50	255	0.50	141
147	Lloyd S. Levine & Associates	Northbrook, IL	0.38	150.00	0.0	260	30.00	36	0.25	216
148	Mullaney, Keating & Wright	Farmington, CT	0.38	127.24	N/A	N/A	25.45	50	N/A	N/A
149	Tilson Financial Group	Watchung, NJ	0.38	150.00	0.0	266	18.75	100	0.50	149
150	Mullen Advisory	Los Angeles, CA	0.36	32.00	3.2	250	10.67	204	0.30	192

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				(\$MM)	% Change from 1999	% Change rank	(\$MM)	Rank	(\$MM)	Rank
151	Nancy C. Nelson and Associates	Olympia, WA	0.36	32.94	-2.9	269	8.24	247	0.43	162
152	Personal Financial Planning	New Canaan, CT	0.35	58.84	-8.1	280	19.61	92	0.40	171
153	Tanner Financial Group	Larkspur, CA	0.35	88.00	6.0	235	12.57	167	0.25	226
154	THOR Investment Management	Cincinnati, OH	0.35	52.55	31.7	70	17.52	110	0.50	148
155	Vigil Trust & Financial Advocacy	Wausau, WI	0.35	175.00	59.1	30	35.00	27	0.50	151
156	Mackensen & Co.	Hampton, NH	0.34	54.91	-6.7	278	9.15	223	N/A	N/A
157	Mackers & Grant	Brookfield, WI	0.34	85.00	41.7	54	14.17	153	N/A	N/A
158	Family Firm	Bethesda, MD	0.33	95.10	55.3	34	12.68	166	N/A	N/A
159	Lighthouse Financial Advisors	Jersey City, NJ	0.33	25.00	108.3	13	12.50	172	0.30	190
160	Merriman Capital Management	Seattle, WA	0.33	295.66	5.5	236	18.48	102	0.35	181
161	Private Asset Management	San Diego, CA	0.33	1,000.00	53.8	37	35.71	26	0.50	145
162	Rochester Financial Services	Pittsford, NY	0.33	46.00	17.9	137	46.00	15	0.35	182
163	Tagge & Rutherford Financial	Elkhorn, NE	0.33	249.79	69.3	22	8.33	246	0.25	225
164	Austin Asset Management	Austin, TX	0.32	178.49	54.0	36	17.85	107	0.45	156
165	Edelman Financial Services	Fairfax, VA	0.32	1,700.00	13.3	182	19.32	96	0.25	203
166	St. Johns Investment	Jacksonville, FL	0.32	251.00	17.3	142	20.92	78	1.00	74
167	Tri Capital Financial Group	Charlotte, NC	0.32	130.00	4.0	246	14.44	148	0.38	174
168	Asset Planning	Knoxville, TN	0.31	70.00	1.4	251	11.67	181	0.25	198
169	Investment Insight	Cortlandt Manor, NY	0.31	37.50	24.6	106	12.50	170	N/A	N/A
170	Lee Financial Group	Columbia, MD	0.31	25.00	0.0	259	5.00	284	0.25	215
171	Sperosmith Investment Advisers	Beachwood, OH	0.31	225.66	-4.3	273	17.36	114	0.64	110
172	Chas P. Smith & Associates	Lakeland, FL	0.30	400.40	10.0	203	57.20	8	1.40	43
173	Dunham & Assoc Investment Counsel	San Diego, CA	0.30	230.00	17.9	136	7.19	261	0.26	195
174	GSS&C Financial Services	Elgin, IL	0.30	30.00	50.0	45	7.50	254	0.50	136
175	Johnson and Marotta Asset Mgmt	Palo Alto, CA	0.30	95.00	15.9	151	15.83	131	0.80	92
176	Kerwin-Beley & Associates	Mill Creek, WA	0.30	36.27	9.2	211	12.09	178	0.25	214
177	Kohlhepp Investment Advisors	Doylestown, PA	0.30	60.00	20.0	124	12.00	179	0.30	189
178	Welch, Suplee & Associates	Sarasota, FL	0.30	30.00	36.4	59	7.50	256	0.40	173
179	Bendit, Chepenim & Benoit	Jacksonville, FL	0.29	250.00	13.6	176	27.78	42	0.75	95
180	Hamilton Capital Management	Columbus, OH	0.29	205.00	40.4	55	14.64	145	N/A	N/A
181	M.D. Kiesh Financial Services	Huappauge, NY	0.29	50.00	28.2	81	6.25	275	0.90	82
182	OPTIMA Capital Management	San Antonio, TX	0.29	35.00	40.0	58	7.00	263	0.25	219
183	Heron Capital Management	New York, NY	0.28	28.30	17.4	140	14.15	154	0.20	239
184	Lexington Advisors	Lexington, MA	0.28	55.00	279.3	4	6.11	279	0.16	247
185	S3	Minneapolis, MN	0.28	36.00	*	*	9.00	224	1.40	44
186	Kays Financial Advisory	Marietta, GA	0.27	70.00	16.7	147	17.50	111	0.30	188
187	Lashbrook Financial Advisors	Ft. Lauderdale, FL	0.27	34.55	8.3	219	8.64	231	0.22	234
188	Prime Investment Advisory	Polomac, MD	0.27	32.00	-8.6	281	10.67	205	0.60	117
189	Firestone Capital Management	Coral Gables, FL	0.26	67.00	6.3	234	22.33	67	1.00	62
190	Pension Management	Houston, TX	0.26	26.00	-10.3	283	6.50	273	0.50	144
191	Conrad Capital Management	Melville, NY	0.25	75.00	15.4	154	7.50	253	0.35	176
192	Financial Management	Little Rock, AR	0.25	68.00	25.9	86	6.18	278	0.80	91
193	McNeil, Levy & Friedman	Houston, TX	0.25	75.00	25.0	97	8.33	243	0.25	217
194	Paragon Financial Group	Glastenbury, CT	0.25	124.98	4.8	241	12.50	174	0.25	220
195	Proplanco/Sindrich & Associates	Denver, CO	0.25	40.00	33.3	64	3.64	292	0.20	241
196	Truesdell Consulting & Accounting	Dunnellon, FL	0.25	75.00	25.0	103	10.71	203	0.50	150
197	W. Gary Wiles	San Diego, CA	0.25	100.00	11.1	196	33.33	29	0.23	232
198	Cooper Management Service	Lexington, KY	0.24	85.00	21.4	116	28.33	41	0.50	129
199	Asset Minders	Ft. Lauderdale, FL	0.23	40.00	8.1	220	20.00	85	0.24	229
200	Capital Financial Planning	York, PA	0.23	140.00	0.0	254	14.00	155	N/A	N/A

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201	Money Management Services	Birmingham, AL	0.23	225.00	-6.3	275	20.45	84	0.30	191
202	Oracle Retirement	Rockford, IL	0.23	25.00	N/A	N/A	6.25	276	0.15	257
203	Rinehart & Associates	Charlotte, NC	0.23	97.28	15.0	158	13.90	157	0.75	100
204	Howland & Associates	Lutz, FL	0.22	44.00	-6.4	276	11.00	192	0.40	168
205	Buckingham Asset Management	Clayton, MO	0.21	326.85	20.6	117	11.67	182	0.21	235
206	Cambridge Connection	Franklin, MI	0.21	165.00	17.9	135	6.60	269	0.30	185
207	F. Kirby Newburger	Mandeville, LA	0.21	45.30	10.8	199	22.65	65	0.32	184
208	Friedman & Associates	Novato, CA	0.21	87.00	52.6	39	21.75	73	1.00	63
209	Lori A. Dodson & Associates	Nashville, TN	0.21	56.37	10.2	202	18.79	98	1.00	65
210	North Star Financial Direction	Lakewood, CO	0.21	50.00	31.6	71	10.00	217	1.00	67
211	Rembert, D'Orazio & Fox	Falls Church, VA	0.21	360.00	14.3	168	32.73	31	0.30	193
212	Ten Haagen & Associates	Melville, NY	0.21	26.00	23.8	109	13.00	165	0.20	243
213	Bunting Capital Management	Virginia Beach, VA	0.20	34.73	7.0	231	11.58	187	0.35	175
214	GBS Financial	Santa Rosa, CA	0.20	500.00	11.1	193	10.42	208	0.20	238
215	Lawson & Watson	Greenboro, NC	0.20	60.00	20.0	125	10.00	216	0.40	170
216	Sarkausas & Associates	Rhineland, WI	0.20	100.00	0.0	265	14.29	152	N/A	N/A
217	Cornerstone Capital Management	Peachtree City, GA	0.19	39.50	40.1	56	19.75	90	0.13	260
218	Focus Financial Advisors	Rockford, IL	0.19	76.00	7.0	232	10.86	197	0.35	177
219	FR&B Financial Services	Bloomington, IL	0.19	27.00	80.0	19	5.40	283	0.60	114
220	Olde Economie Fin Cons/STAAR Fin	Baden, PA	0.19	30.00	15.4	157	2.73	300	N/A	N/A
221	Carter Financial	La Jolla, CA	0.18	45.20	17.4	139	22.60	66	0.50	127
222	High Country Capital Management	Montrose, CO	0.18	31.31	-3.2	270	7.83	251	0.15	253
223	Struthers Financial Services	Midland, MI	0.18	62.00	55.0	35	20.67	81	0.50	147
224	Virginia Asset Management	Richmond, VA	0.18	35.00	52.2	42	0.44	308	0.20	244
225	Bright Financial Advisors	Kalamazoo, MI	0.17	60.00	20.0	119	6.67	267	0.45	157
226	Brock & Associates/American Express	Tulsa, OK	0.17	165.00	26.9	82	20.63	82	0.80	89
227	Capital Management Group	Statesville, NC	0.17	100.00	0.0	255	14.29	151	0.25	200
228	Halpern Financial	Bethesda, MD	0.17	40.00	81.8	17	10.00	214	0.25	210
229	Joel B. Kemmerer/Sunamerica Secs	Santa Rosa, CA	0.17	100.00	N/A	N/A	50.00	13	0.10	267
230	Manex Financial Management	Columbus, OH	0.17	75.00	15.4	156	4.17	290	0.15	255
231	Mutual Fund Management	Troy, MI	0.17	51.31	11.1	194	17.10	119	0.50	142
232	Practical Investor	East Lansing, MI	0.17	30.00	20.0	127	10.00	218	0.23	231
233	Strategic Advisors	Colorado Springs, CO	0.17	75.39	N/A	N/A	8.38	237	0.80	93
234	World Choice Securities	Bedford, TX	0.17	100.00	66.7	27	2.08	303	N/A	N/A
235	Zambito Financial/LPL	Wayne, NJ	0.17	34.00	25.9	88	11.33	188	N/A	N/A
236	Financial Connections	Berkeley, CA	0.16	49.00	8.9	214	16.33	128	0.50	135
237	J.F. Kralik Advisors	Wheaton, IL	0.16	58.10	9.2	210	14.53	147	0.24	230
238	Schwarz Financial Concepts	Silver Spring, MD	0.16	25.00	25.0	100	8.33	245	0.15	258
239	Strategic Financial Services	Norwell, MA	0.16	80.00	14.3	170	8.00	248	0.08	275
240	Strategic Resources Planning	Toledo, OH	0.16	53.53	13.8	174	17.84	108	0.25	224
241	TriCapital Advisors	North Bethesda, MD	0.16	35.50	26.3	84	8.88	226	0.33	183
242	Wealth Management Group	Rochester, NY	0.16	26.35	28.5	79	6.59	270	0.27	194
243	Financial Security Analysts	Rydal, PA	0.15	120.00	N/A	N/A	15.00	140	0.22	233
244	Hirsch & Co.	Chesterfield, MO	0.15	75.00	15.4	155	8.33	241	0.15	254
245	JMI Financial Services	Rocky River, OH	0.15	60.02	-7.9	279	10.00	215	0.25	213
246	Progressive Planning	Salt Lake City, UT	0.15	120.00	9.0	213	17.14	118	0.25	222
247	GV Financial Advisors	Atlanta, GA	0.14	340.00	36.0	61	7.39	258	0.25	209
248	Hunt Collins & Associates	Winston-Salem, NC	0.14	110.00	19.6	130	22.00	71	0.50	138
249	JP Atkinson & Associates	Sterling, VA	0.14	34.00	209.1	5	1.31	305	0.50	140
250	PTI Securities	Chicago, IL	0.14	175.00	N/A	N/A	12.50	175	0.40	172

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BLOOMBERG'S TOP WEALTH MANAGERS

RANK	COMPANY NAME	LOCATION	AVG CLIENT-ACCOUNT SIZE (\$MM)	ASSETS UNDER MANAGEMENT			AVERAGE ASSETS PER EMPLOYEE		AVG SIZE OF NEW ACCOUNT IN 2000	
				(\$MM)	% Change from 1999	% Change rank	(\$MM)	Rank	(\$MM)	Rank
251	Allan Shapiro & Associates	New York, NY	0.13	65.00	30.0	77	13.00	163	N/A	N/A
252	Blake Street Group	Denver, CO	0.13	50.00	11.1	189	3.33	293	0.03	284
253	Investors Center	Avon, CT	0.13	65.00	85.7	16	10.83	199	0.45	159
254	J. Victor Conrad	Sewickley, PA	0.13	30.00	20.0	123	15.00	142	0.10	266
255	M Financial Planning Services	Cherry Hill, NJ	0.13	50.00	66.7	26	8.33	242	0.18	245
256	Money Matters	West Hartford, CT	0.13	50.00	25.0	98	25.00	54	0.10	269
257	Raskob Kambourian Fin Advisors	Tuscon, AZ	0.13	105.00	52.2	41	10.50	206	0.98	77
258	Yount & Associates	San Jose, CA	0.13	60.00	-11.8	284	20.00	86	0.25	228
259	Coast Financial Advisors	Charlotte Harbor, FL	0.12	30.00	114.3	11	4.29	288	0.08	274
260	Honkamp Krueger Financial Services	Dubuque, IA	0.12	281.49	23.5	111	8.80	228	0.10	263
261	Viking Asset Management	Bingham Farms, MI	0.12	101.00	N/A	N/A	10.10	211	0.18	246
262	Capital Investment Consulting	Washington, DC	0.11	30.00	87.5	15	10.00	213	0.08	273
263	Panko Financial Services	State College, PA	0.11	52.00	30.0	78	17.33	115	N/A	N/A
264	Wealth Managers	Santa Ana, CA	0.11	32.00	-5.9	274	8.00	249	0.25	227
265	Advanced Asset Management	Wyoming, MI	0.10	40.00	14.3	163	3.08	298	0.15	249
266	Gibbs Financial Services	Farmington, CT	0.10	32.15	8.9	215	10.72	201	0.05	281
267	HRC Services	Glenwood Landing, NY	0.10	500.00	5.3	238	31.25	33	N/A	N/A
268	Investment Mgmt & Consulting Group	Portland, ME	0.10	32.97	24.6	107	10.99	194	0.25	212
269	Investor Advisory Group	Charlotte, NC	0.10	71.00	7.6	224	17.75	109	0.10	265
270	Simson Carney & Zais	South Burlington, VT	0.10	30.00	50.0	46	5.00	285	0.25	223
271	GLT Wealth Advisors	Encinitas, CA	0.09	34.00	36.0	60	17.00	121	0.10	261
272	Hallett & Associates	Port Angeles, WA	0.09	39.90	33.0	67	6.65	268	0.05	282
273	Pignaturo Financial Group	Depew, NY	0.09	35.00	16.7	148	11.67	186	0.09	271
274	Specialized Investments	Huntersville, NC	0.09	50.00	19.0	131	12.50	176	0.15	259
275	Edmund F. Bosse	North Olmsted, OH	0.08	25.00	N/A	N/A	12.50	168	0.15	251
276	Vescor Consulting	New Port Richey, FL	0.08	26.00	23.8	110	4.33	287	0.16	248
277	Asset Planning Group	Amarillo, TX	0.07	27.00	42.1	53	1.17	306	0.20	236
278	Financial Mountain	Boulder, CO	0.07	32.53	-8.9	282	10.84	198	0.25	205
279	Hachey & Moran	Augusta, ME	0.07	25.00	56.3	31	12.50	169	0.15	252
280	Marlene M. Stewart	Portland, OR	0.07	25.00	0.0	261	12.50	173	0.10	268
281	DCH Financial Services	Tulsa, OK	0.06	40.84	11.1	191	7.43	257	0.06	277
282	Financial Services International	Seattle, WA	0.05	100.00	5.3	237	3.33	294	0.25	207
283	Christian Laver & Associates	Columbus, OH	0.04	80.00	14.3	164	8.89	225	0.05	279
284	Macbeth & Associates	Villa Park, IL	0.04	118.45	18.5	132	19.74	91	N/A	N/A
285	Nebel Financial Services	Annandale, VA	0.04	100.00	N/A	N/A	16.67	125	0.01	285
286	Stellar Financial	Juneau, AK	0.04	54.00	6.9	233	18.00	106	0.07	276
287	EFS Group	Sioux City, IA	0.03	30.00	20.0	122	6.00	280	0.05	280
288	Herbst, Brown & Associates	Plainfield, IL	0.03	110.00	10.0	204	7.86	250	0.35	178
289	Allegiance Financial Group	Roswell, GA	0.02	25.00	400.0	2	3.13	296	0.25	197
290	Financial Security Group	Ocala, FL	0.02	25.00	66.7	24	4.17	289	0.25	206
291	Wealth Cave Benefits	Largo, FL	0.02	50.00	N/A	N/A	2.63	301	2.70	15
292	Cary J. Cowan Sr.	St. Augustine, FL	0.01	30.00	25.0	91	1.36	304	0.05	278
N/A	Boone Financial Advisors	San Francisco, CA	N/A	155.00	3.3	247	15.50	135	1.25	47
N/A	Capital Planning	Bellevue, WA	N/A	500.00	N/A	N/A	22.73	64	0.50	126
N/A	Daniel Teplitz & Associates	Old Bridge, NJ	N/A	32.00	14.3	165	16.00	130	0.25	202
N/A	Dynasty Financial Strategies	South Setauket, NY	N/A	30.00	20.0	121	N/A	N/A	N/A	N/A
N/A	Gerson Horowitz Green Securities	New York, NY	N/A	100.00	0.0	257	50.00	12	N/A	N/A
N/A	Hamilton, Martell & Associates	San Ramon, CA	N/A	25.00	66.7	25	2.78	299	0.40	167
N/A	Hammel Financial Advisory Group	Brentwood, TN	N/A	60.80	18.0	134	15.20	137	0.30	186
N/A	Hayes & Associates	Coronado, CA	N/A	42.00	13.5	178	8.40	235	0.50	137

TOP BANANAS

RANK	COMPANY NAME	LOCATION	AVG CLIENT-ACCOUNT SIZE (\$MM)	ASSETS UNDER MANAGEMENT			AVERAGE ASSETS PER EMPLOYEE		AVG SIZE OF NEW ACCOUNT IN 2000	
				(\$MM)	% Change from 1999	% Change rank	(\$MM)	Rank	(\$MM)	Rank
N/A	Independent Adviser	Syosset, NY	N/A	100.00	25.0	94	N/A	N/A	0.10	264
N/A	Independent Service	Minneapolis, MN	N/A	265.00	10.0	205	22.08	69	0.90	81
N/A	Kayne Anderson Rudnick Invest.Mgmt.	Los Angeles, CA	N/A	6,500.00	8.3	218	54.17	9	2.00	23
N/A	Legend Financial Advisors	Pittsburgh, PA	N/A	92.00	35.3	62	6.57	271	1.20	52
N/A	Mediano Capital Management	Los Angeles, CA	N/A	125.00	*	*	15.63	133	10.00	4
N/A	Millennial Group	Akron, OH	N/A	40.00	14.3	166	0.17	309	0.15	256
N/A	Mowat, Subhan & Associates	Princeton, NJ	N/A	160.00	14.3	167	N/A	N/A	1.00	66
N/A	Oxford Group	Indianapolis, IN	N/A	14,000.00	0.0	263	127.27	2	N/A	N/A
N/A	Pinnacle Wealth Management	Hendersonville, NC	N/A	91.80	16.9	144	18.36	103	0.09	272
N/A	Questar Capital	Colorado Springs, CO	N/A	25.00	4.2	244	N/A	N/A	0.05	283
N/A	Royal Alliance Associates	Lancaster, PA	N/A	150.00	N/A	N/A	10.71	202	N/A	N/A
N/A	Rychel, Canella & Associates	Moon Township, PA	N/A	100.00	33.3	65	3.33	295	N/A	N/A
N/A	Summit Planning Group	Branford, CT	N/A	75.00	25.0	102	6.25	277	N/A	N/A

MIRACLE GROWERS

RANK	COMPANY NAME	LOCATION	% CHANGE	ASSETS UNDER MANAGEMENT (\$MM)	AVERAGE CLIENT-ACCOUNT SIZE			
					(\$MM)	Rank	% Change	Rank
1	myCFO	Mountain View, CA	450.0	44,000.00	141.94	1	-29.0	252
2	Allegiance Financial Group	Roswell, GA	400.0	25.00	0.02	289	353.1	1
3	SilverOak Wealth Management	Minneapolis, MN	392.1	62.50	1.04	48	105.1	3
4	Lexington Advisors	Lexington, MA	279.3	55.00	0.28	184	228.1	2
5	JP Atkinson & Associates	Sterling, VA	209.1	34.00	0.14	249	-14.2	234
6	LBMC Investment Advisors	Brentwood, TN	166.3	90.00	1.03	49	22.4	28
7	Jeffrey Alameida	Waialua, HI	150.0	25.00	0.42	131	-16.7	241
8	Sutliff Financial Planning	Columbus, OH	133.3	28.00	0.93	61	32.2	19
9	F&D Advisors	Atlanta, GA	117.8	98.00	1.51	28	34.0	15
10	Reinoso & Co.	New York, NY	115.4	28.00	1.17	39	70.5	5
11	Coast Financial Advisors	Charlotte Harbor, FL	114.3	30.00	0.12	259	3.0	126
12	Welch Group	Birmingham, AL	109.2	205.00	0.77	79	N/A	N/A
13	Lighthouse Financial Advisors	Jersey City, NJ	108.3	25.00	0.33	159	-2.8	188
14	Manchester Capital Management	Manchester, VT	96.9	255.60	2.87	11	63.7	7
15	Capital Investment Consulting	Washington, DC	87.5	30.00	0.11	262	17.2	38
16	Investors Center	Avon, CT	85.7	65.00	0.13	253	71.4	4
17	Halpern Financial	Bethesda, MD	81.8	40.00	0.17	228	2.3	133
18	Jentner Financial Group	Akron, OH	80.7	80.60	0.79	74	70.1	6
19	FR&B Financial Services	Bloomington, IL	80.0	27.00	0.19	219	-20.1	245
20	Morris Financial Concepts	Mt. Pleasant, SC	78.6	50.00	0.63	89	53.7	8
21	Leonard Wealth Management	El Segundo, CA	75.0	35.00	1.13	43	35.5	14
22	Tagge & Rutherford Financial	Elkhorn, NE	69.3	249.79	0.33	163	N/A	N/A
23	De Stefano Wealth Management	Kihei Maui, HI	66.7	25.00	0.83	68	N/A	N/A
24	Financial Security Group	Ocala, FL	66.7	25.00	0.02	290	N/A	N/A
25	Hamilton, Martell & Associates	San Ramon, CA	66.7	25.00	N/A	N/A	N/A	N/A
26	M Financial Planning Services	Cherry Hill, NJ	66.7	50.00	0.13	255	49.4	10
27	World Choice Securities	Bedford, TX	66.7	100.00	0.17	234	11.1	60
28	William M. Ripper	Forrest City, AR	62.3	86.00	1.02	52	29.4	22
29	Professional Asset Strategies	Avon, CT	60.0	120.00	1.71	24	2.9	127
30	Vigil Trust & Financial Advocacy	Wausau, WI	59.1	175.00	0.35	155	17.7	36
31	Hachey & Moran	Augusta, ME	56.3	25.00	0.07	279	33.9	16
32	Adams Hall Investment Management	Tulsa, OK	55.6	350.00	4.12	5	19.0	34
33	Capital Management Group	Washington, DC	55.6	70.00	0.58	98	3.7	115
34	Family Firm	Bethesda, MD	55.3	95.10	0.33	158	10.5	61
35	Struthers Financial Services	Midland, MI	55.0	62.00	0.18	223	32.9	18
36	Austin Asset Management	Austin, TX	54.0	178.49	0.32	164	15.9	43
37	Private Asset Management	San Diego, CA	53.8	1,000.00	0.33	161	12.8	53
38	Tealwood Asset Management	Minneapolis, MN	52.9	130.00	0.52	105	-8.2	214
39	Friedman & Associates	Novato, CA	52.6	87.00	0.21	208	30.8	20
40	Pacific Investment Advisors	Portland, OR	52.6	58.00	0.41	136	-12.8	231
41	Raskob Kambourian Financial Advisors	Tucson, AZ	52.2	105.00	0.13	257	23.6	27
42	Virginia Asset Management	Richmond, VA	52.2	35.00	0.18	224	-23.9	249
43	Presidio Strategies	San Francisco, CA	51.1	145.55	13.23	3	-3.9	194
44	Financial Management Group	Cincinnati, OH	50.9	26.79	0.39	142	22.0	29
45	GSS&C Financial Services	Elgin, IL	50.0	30.00	0.30	174	-10.0	221
46	Simson Carney & Zais	South Burlington, VT	50.0	30.00	0.10	270	40.0	13
47	Coldstream Capital Management	Bellevue, WA	48.6	318.70	2.06	17	5.5	94
48	Weil Capital Management	Palo Alto, CA	45.5	57.40	0.61	94	33.1	17
49	Successful Financial Solutions	Northbrook, IL	45.2	64.00	1.28	34	16.2	42
50	Financial Focus	Wolfeboro, NH	44.4	77.72	0.60	95	27.8	23

All asset values are for 12/31/00. All rankings based on universe of 313 firms.