

# FEA

FINANCIAL ADVISOR

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JULY 2008



FA's THIRD ANNUAL RIA SURVEY

## How Does *Your* Firm Stack Up?

RIA firm assets grew more slowly in 2007 while employee head counts were up—signs of heightened competition and perhaps the end of an easy-growth era.

# slower build

FA's RIA  
2008  
SURVEY

By Robert Casey

# FA's 2008 RIA Ranking (By Total Assets)

2007 TOTAL ASSETS RANK*	FIRM NAME	LOCATION	YEAR END 2007 ASSETS (\$MM)	% GROWTH IN ASSETS 2006-2007	ASSETS PER CLIENT (\$MM)**	% GROWTH IN ASSETS PER CLIENT	RANK IN ASSETS PER CLIENT
291	Sensible Financial Planning and Management	Cambridge, Mass.	135.00	-27.03	1.06	-42.54	217
292	Kuntz Leshner Capital	Lancaster, Pa.	133.29	24.00	0.51	17.83	331
293	Horizon Advisors	Houston, Tex.	132.47	14.33	1.87	-11.44	109
294	WJ Interests	Sugar Land, Tex.	132.30	15.34	1.15	6.32	198
295	Kahler Financial Group	Rapid City, S.D.	132.09	12.27	2.00	-4.74	94
296	Stevens Portfolio Design	Deerfield, Ill.	131.23	25.26	1.51	5.10	138
297	Asset Planning Corporation	Knoxville, Tenn.	130.84	9.39	1.01	7.69	229
298	Callan Capital	La Jolla, Calif.	130.00	+	2.95	+	59
299	Hardy Reed Frugé Capital Advisors	Tupelo, Miss.	127.83	19.51	0.88	-13.46	256
300	Mark Sheptoff Financial Planning	Glastonbury, Conn.	126.00	16.67	0.93	-1.48	243
301	Legacy Consulting Group	Plano, Tex.	125.03	11.38	1.33	7.82	169
302	Hopwood Financial Services	Great Falls, Va.	125.02	23.62	1.28	5.96	176
303	The Retirement Planning Group	Overland Park, Kan.	125.01	19.50	0.53	1.70	323
304	Summit Wealth Group	Colorado Springs, Colo.	125.00	7.76	0.25	-28.88	374
305	Classic Capital	Short Hills, N.J.	124.50	20.11	1.48	1.52	143
306	Houlihan Financial Resource Group	Reston, Va.	124.16	6.54	1.97	-1.91	97
307	Kraft Asset Management	Nashville, Tenn.	122.95	19.24	1.43	-4.33	153
308	Netting & Pace	San Antonio, Tex.	122.23	7.74	2.22	-2.05	83
309	Miller Advisors	Kirkland, Wash.	122.00	10.91	0.55	18.47	318
310	Focus Financial Advisors	Rockford, Ill.	120.90	11.79	0.98	2.71	234
311	Keller & Associates	Victoria, Tex.	120.29	8.51	0.77	7.12	281
312	Morris Financial Concepts	Mt. Pleasant, S.C.	116.51	14.43	0.57	-0.23	313
313	RMR Financial Advisors	Madison, Wis.	116.19	9.39	0.58	3.97	312
314	Roof Advisory Group	Harrisburg, Pa.	114.30	37.11	1.41	21.87	154
315	Ritter Daniher Financial Advisory	Cincinnati, Ohio	113.34	24.90	0.94	6.16	241
316	Kemp Financial Management	Fullerton, Calif.	113.01	26.96	0.79	2.10	278
317	Searcy Financial Services	Overland Park, Kan.	112.50	10.62	0.82	7.39	270
318	Holbrook Global Strategies	Palo Alto, Calif.	112.40	14.46	3.51	3.73	45
319	The Darrow Company	Concord, Mass.	112.06	32.07	1.14	15.90	199
320	Dean Consulting & Associates	San Diego, Calif.	111.44	6.51	1.49	6.51	142
321	Paradigm Financial Advisors	Des Peres, Mo.	110.87	17.97	1.09	2.94	212
322	Access Financial Resources	Oklahoma City, Okla.	110.10	0.00	0.58	-20.63	311
323	Polaris Equity Management	San Francisco, Calif.	110.00	15.79	0.55	44.74	319
324	Sentinel Wealth Management	Reston, Va.	109.10	6.74	1.54	0.72	132
325	Anderson Riley & Spoor	St. Petersburg, Fla.	108.00	44.00	0.83	21.85	267
326	Focus Wealth Management	Middleburg, Va.	108.00	8.07	1.35	-5.44	165
327	Family Financial Architects	Natick, Mass.	107.29	9.46	0.78	3.91	280
328	D B & B Financial Services	Syracuse, N.Y.	107.19	4.96	0.46	4.51	342
329	Kummer Financial Strategies	Highlands Ranch, Colo.	107.00	27.38	0.31	0.09	366
330	Tortoise Investment Management	White Plains, N.Y.	106.97	42.37	1.39	10.93	158
331	Macke Financial Advisory Group	Fort Myers, Fla.	106.88	24.04	0.80	20.34	273
332	RPH Financial Services	Sciota, Pa.	105.25	15.46	0.59	17.41	310
333	Sutterfield Financial Group	Bartlesville, Okla.	104.52	44.90	0.16	11.46	380
334	J W Coons Advisors	Columbus, Ohio	104.04	127.72	2.89	32.84	60
335	Brown Financial Advisory	Fairhope, Ala.	103.75	9.26	0.66	14.79	297
336	Slayton Lewis	Salt Lake City, Utah	103.67	23.06	1.96	11.45	100
337	Rochester Financial Services	Pittsford, N.Y.	102.47	11.10	0.44	6.35	347
338	Welz Financial Services	Stockton, Calif.	102.14	3.68	0.87	-6.87	257
339	Wealth Health	Roseland, N.J.	102.00	85.45	1.46	-20.52	145
340	Mendel Money Management	Northbrook, Ill.	102.00	24.39	0.85	19.21	262

\*Discretionary and nondiscretionary assets under management reported on Form ADV. \*\*Average assets per client relationship. + Not meaningful. Firm founded in 2007.