



PRIVATE WEALTH GROUPS TO WATCH: 40 Leading Advisory Teams Throughout the US by Region

FINTRX highlights ten leading wealth advisory teams throughout the Northeast, Southeast, Midwest & Western parts of the US, examining the strategies and factors that set them apart.

 **2024**



Table of Contents

03	Introduction	26	10 Leading Advisory Teams in the Midwest
04	10 Leading Advisory Teams in the Northeast	27	Dianna Smith, The Ferguson-Smith-Cohen Group
05	Carl Cafaro, The Cafaro Group	28	Tom Freeman, FCS Private Wealth Mgmt. & FO
06	Debra Brede, D.K. Brede Investment Mgmt. Comp.	29	Abe Post Sr., Post & Associates
07	Mary Mullin, Mullin & Associates	30	Dana Locniskar, The Locniskar Pursel Bucher Biddinger Group
08	Peter Princi, The Princi Group	31	Melissa Spickler, The Spickler Wealth Mgmt. Group
09	Ramzi Nuwayhid, The Nuwayhid Group	32	Christina Boyd, Boyd Wealth Management Group
10	Susan Kaplan, Kaplan Financial	33	Judy Fredrickson, Metcalf Fredrickson Group
11	Ira Walker, Walker Wealth Management	34	Krystal Julius, Eckerline Julius Wealth Mgmt. Group
12	Jonathan Kuttin, Kuttin Wealth Management	35	Louis Close, Lake Street Private Wealth
13	Scott Stackman, The Stackman Casriel Group	36	Matthew Engen, Engen Neuenschwander & Assoc.
14	Brian Pelkey, The Pelkey Dannies Group	37	10 Leading Advisory Teams in the West
15	10 Leading Advisory Teams in the Southeast	38	Steven Schultz, The Schultz Group
16	Donna Joyner, Joyner & Associates	39	George Papadoyannis, Papadoyannis and Assoc.
17	Aimee Cogan, The Bellwether Group	40	J. Dorian Mckelvy, The McKelvy Group
18	Manish Mehta, The Summit Group	41	Mark Curtis, The Curtis Group
19	Margaret Starnier, The Starnier Group	42	Shawn Fowler, The Fowler Bull Group
20	Brett Hoge, The Hoge Barrett Group	43	Dale Miller, The Pacific Wealth Mgmt. Group
21	Christi Edwards, Edwards Pharris Wealth Mgmt.	44	Mark Binder, Wise River Advisors
22	Ronald Kern, Graystone Consulting	45	Charles Reardon, The Compass Rose Group
23	William Corbellini, Corbellini, Emanuelson, Kalyandurg	46	Rebecca Decesaro, The HDYG Team
24	Joe Montgomery, The Optimal Service Group	47	Marcia Bonnet, The Pelican Bay Group Wealth Mgmt.
25	Sarah Cammiso, Cammiso, Wilson & Associates	48	About FINTRX

Introduction

Welcome to our latest report, '40 Leading Advisory Teams Throughout the US by Region'. Within these pages, we embark on a journey across the United States, delving into the remarkable achievements of private wealth advisory teams that have distinguished themselves in the Northeastern, Southeastern, Midwestern, and Western regions. Each advisor listed within these pages stands as a beacon of excellence, their success underscored by numerous accolades and a steadfast commitment to their client's financial well-being.

As we explore the regional breakdown of these top-performing teams, we gain insight into the dynamic landscape of wealth management, where expertise, dedication and innovation converge to shape the future of the industry. Before we delve into the series, it's crucial to establish a clear framework for what qualifies a representative or group as a 'top advisor' in the RIA landscape. While assets under management (AUM) and client size are factors we consider, our evaluation extends beyond size or market share. We employ criteria that include influence, innovation, market impact and expertise to make a well-rounded determination. Join us as we celebrate the achievements of these exceptional advisors and glean inspiration from their unparalleled commitment to excellence.



Disclaimer: This report and accompanying information have been derived using FINTRX-proprietary data. All information contained within is accurate to the best of our knowledge, including--but not limited to--job titles, education history, professional history, AUM, etc. This report and its data are not intended for reproduction and should not be used as official investment advice. FINTRX is not affiliated with any persons or entities included in this report. Any use of this report or its contents is at the sole discretion and responsibility of the user. FINTRX shall not be held liable for any errors or omissions in the information provided.

10 Leading Advisory Teams in the **Northeast**





Carl Cafaro

The Cafaro Group at Merrill Lynch [↗](#)

Founder; Managing Director

Location	MA AUM Rank	Est. Group AUM	Industry Tenure
Newton, MA	9th	\$4.8B	23+ Years

Bio

Carl Cafaro, Founder and Managing Director of The Cafaro Group at Merrill Lynch, has over 23 years of experience in the financial services industry. Leading a team of 25 professionals, Carl delivers a superior client experience through a client-centric wealth management process tailored to high-net-worth families and individuals. Carl and his team offer wealth transfer strategies, retirement income planning, business succession planning, trust services and portfolio investment management. He also actively contributes to his community, serving on the Board of Trustees for Assumption University, the Board of Directors for the Catalina Film Festival and the advisory board at Engaging Minds.

The Cafaro Group, part of Merrill Lynch Wealth Management and based in Newton, Massachusetts, prioritizes the investor over the market, focusing on understanding each client's unique goals, priorities and risk tolerance to recommend tailored financial strategies. Committed to helping clients navigate significant financial decisions, the team provides advice on possibilities, fees and risks. Their use of Merrill Lynch's Investment Personality Assessment ensures customized approaches that align with individual goals. Serving individuals, families and small businesses, The Cafaro Group helps clients achieve financial success by aligning investment decisions with personally meaningful goals.

[View FINTRX Profile](#) [↗](#)



Debra Brede

D.K. Brede Investment Management Company 

Founder; Principal & Senior Wealth Advisor

Location	MA AUM Rank	Est. Group AUM	Industry Tenure
Wellesley, MA	74th	\$1.2B	39+ Years

Bio

Debra Brede, a renowned Wealth Advisor, Financial Planner, Speaker, Forbes Books Author and Philanthropist, brings nearly four decades of industry experience to her clientele. In 1990, she founded her independent practice, D.K. Brede Investment Management Company, which became part of GW & Wade, LLC, in December 2020, and as of March 2024, has joined the Colony Group. Debra and her team deliver investment management services to high-net-worth individuals, corporations, retirement plans, charitable trusts and municipalities. Recognized as a top wealth advisor by Barron's and Forbes, and featured on CNBC, Fox Business News, the Wall Street Journal, and the New York Times, Debra is also deeply committed to her community. She serves as a trustee of Agape Aids Orphan Care, on the Executive Board of Directors for Boston Rescue Mission, the Board of Trustees for Newton-Wellesley Hospital, and has received numerous awards for her philanthropic work and contributions to the financial industry.

D.K. Brede Investment Management Company is a boutique wealth management firm that specializes in serving high-net-worth individuals, families, and institutions, offering tailored wealth management strategies to meet their financial goals. The eight-person team integrates investment management, retirement planning, tax strategies and estate planning to create holistic financial solutions.

[View FINTRX Profile](#) 



Mary Mullin

Mullin & Associates at Merrill Lynch 

Managing Director

Location

Boston, MA

MA AUM Rank

42nd

Est. Group AUM

\$1.4B

Industry Tenure

41+ Years

Bio

Mary Mullin, Managing Director and Wealth Management Advisor at Mullin & Associates at Merrill Lynch, Pierce, Fenner & Smith Inc., is renowned for her exceptional service and personalized client care. As a Certified Financial Planner holding prestigious designations including CIMA®, CPWA®, CRPC®, and CSRIC™, Mary has been recognized on Barron's Top 100 Women Financial Advisors list for 12 consecutive years and Forbes' Best-in-State Wealth Advisors list multiple times. She is also deeply involved in her community, contributing to Our Lady of Fatima parish, the Lincoln Sudbury Scholarship Fund committee, and as a writer for MetroWest Daily News, Boston.com, and the Wall Street Journal.

Mullin & Associates, a goals-based wealth management team under Merrill Lynch, Pierce, Fenner & Smith Inc., specializes in serving ultra-high-net-worth families, business owners, family offices, foundations and endowments. Established in 1981, the team provides customized strategies by deeply understanding clients' values, needs and goals. With over 100 years of combined experience, they offer expertise in investment management, cash flow strategies, liability management, retirement planning, estate planning, and more. The team also provides access to banking services through Bank of America.

[View FINTRX Profile](#) 



Peter Princi

The Princi Group of Morgan Stanley [↗](#)

Managing Director

Location

Boston, MA

MA AUM Rank

5th

Est. Group AUM

\$7.2B

Industry Tenure

24+ Years

Bio

Peter Princi is a Managing Director and the founder of The Princi Group, a private wealth team at Morgan Stanley managing over \$7 billion in assets for high-net-worth and ultra-high-net-worth individuals, families, foundations, endowments, and trusts. Peter specializes in investment research, security and manager selection, asset allocation, and portfolio construction. He leads an 11-member team at The Princi Group, delivering wealth management and institutional consulting services tailored to each client's specific goals, risk parameters, and time frames. His expertise in capital markets and tactical portfolio construction has garnered him significant recognition, including being named to Barron's "Top 1200 Financial Advisors" and "Top 100 Financial Advisors" in 2020, as well as Forbes' "Best in State Wealth Advisors," Registered Rep's "Top 40 Wirehouse Financial Advisors Under 40," among numerous other accolades.

The Princi Group Wealth Management, based in Boston, Massachusetts, offers customized wealth management solutions backed by extensive resources. They focus on providing experienced financial planning services, tailored to clients' life and legacy goals, considering factors like family situation, career aspirations, education expenses, and retirement plans. Their range of services includes business succession planning, endowments and foundation management, and cash management solutions, providing comprehensive support to meet the diverse financial needs of their clients.

[View FINTRX Profile](#) [↗](#)



Ramzi Nuwayhid

The Nuwayhid Group at Merrill

Managing Director

Location	MA AUM Rank	Est. Group AUM	Industry Tenure
Boston, MA	48th	\$3B	30+ Years

Bio

Ramzi Nuwayhid is the Managing Director of The Nuwayhid Group, a private wealth advisory team within Merrill Private Wealth Management, a subsidiary of Merrill Lynch. Since 1994, he has provided financial strategies for ultra-high-net-worth families, specializing in advising officers and directors of publicly traded companies. Ramzi and his team employ a three-pillar approach to wealth management, integrating goals-based planning, investment management, and banking services. His accolades include being named to the Forbes "Best-in-State Wealth Advisors" list in 2018 and 2019, the Financial Times "Top 400 Financial Advisors" list in 2019, and recognition as one of America's Top 1,200 Financial Advisors in 2019. Ramzi offers customized financial solutions to corporate executives, business owners, and entrepreneurs, including asset management, concentrated stock management, estate and trust services, and banking and lending services from Bank of America. He is also deeply involved in his community, serving on the board of directors for St. Jude Children's Research Hospital and holding multiple committee roles.

The Nuwayhid Group, based in Boston, MA, specializes in delivering highly personalized, boutique-style services and goals-based wealth management strategies for individuals and families. By fostering lasting relationships with a select group of clients, the team collaborates with specialists to develop customized strategies that reflect their clients' aspirations. The group serves a diverse clientele including corporate executives, company founders, business owners, entrepreneurs, foundations, endowments and intergenerational families, offering expertise in executive finance, business succession planning, investment management and family wealth education.

[View FINTRX Profile !\[\]\(147b0c7dce349edf02b6b21226344f99_img.jpg\)](#)



Susan Kaplan

Kaplan Financial at LPL Financial LLC 

President

Location	MA AUM Rank	Est. Group AUM	Industry Tenure
Newton, MA	26th	\$2.3B	32+ Years

Bio

Susan Kaplan, President of Kaplan Financial within LPL Financial, is a distinguished finance professional with over 30 years of experience. Kaplan Financial Services, founded by Kaplan and [Ann DeCaprio](#) in 1993, specializes in personalized financial planning to build and protect wealth. The firm emphasizes clear communication and proven strategies to simplify wealth management. Susan holds multiple licenses, including Series 63, 6, 65, 2, 7, and SIE, and is registered as an RIA and broker dealer across several states including Massachusetts and Pennsylvania. Susan's exceptional service has earned her recognition as one of Barron's Top 100 Financial Advisors in 2020, Forbes' Top 250 Wealth Advisors in 2021 and acknowledgment by both Barron's and Forbes as one of the Top Women Financial Advisors and Best-In-State Wealth Advisors in 2023.

Kaplan Financial Services, a Newton, MA-based private wealth group under LPL Financial, is dedicated to comprehensive financial planning with a highly personal approach. Serving a diverse client base, from prominent Boston business leaders to millions of listeners influenced by Kaplan, the firm offers a full range of services including asset management, retirement planning, estate planning, risk analysis, tax planning, generational wealth planning and business planning. Alongside Kaplan and DeCaprio, the team is led by advisors [Lawrence Kaplan](#) and [Jamie Freidhof](#).

[View FINTRX Profile](#) 



Ira Walker

Walker Wealth Management at UBS 

Managing Director

Location	NJ AUM Rank	Est. Group AUM	Industry Tenure
Red Bank, NJ	82nd	\$1B	38+ Years

Bio

Ira Walker, Managing Director at Walker Wealth Management, a multi-family office within UBS Private Wealth Management, has nearly four decades of industry experience, including roles at Morgan Stanley and Shearson Lehman Brothers. Ira serves ultra-high-net-worth clients from UBS Headquarters in New York and Red Bank, NJ, within a boutique multi-family office environment. Ira is nationally recognized as a top-ranking Financial Advisor, inducted into Research magazine's Advisor Hall of Fame in 2008. He has been rated as a Top Advisor by Forbes and the Financial Times, featured in industry publications, and is a market commentator on Fox Business News. Ira is a longtime member of UBS's prestigious Pinnacle Council and actively contributes to his local community.

Walker Wealth Management operates in New York, NY and Red Bank, NJ. The team caters to ultra-high-net-worth clients, offering a family office environment with comprehensive services for managing family affairs. Their flexible investment platform provides various services, including investment management, accountancy, estate and philanthropic planning, family governance, concierge services, and wealth transfer planning. By leveraging the global resources of UBS, Walker Wealth Management delivers personalized portfolio management, prudent asset allocation, and continuous monitoring to ensure clients' investments are aligned with their financial goals.

[View FINTRX Profile](#) 



Jonathan Kuttin

Kuttin Wealth Management of Ameriprise 

Chief Executive Officer

Location	NY AUM Rank	Est. Group AUM	Industry Tenure
Hauppauge, NY	43rd	\$5.7B	29+ Years

Bio

Jonathan Kuttin, Chief Executive Officer of Kuttin Wealth Management, a private wealth advisory practice of Ameriprise Financial Services, LLC, specializes in retirement planning, wealth preservation, retirement income strategies, investments, estate planning, charitable giving, insurance and tax planning. He holds several qualifications, including CRPC®, AAMS®, AWMA®, CMFC®, and CRPS®. Jonathan has received numerous accolades including being named in Barron's Top 100 Financial Advisors, Top 100 Independent Financial Advisors, Forbes Best-in-State Wealth Advisors, the Financial Times 400 Top Financial Advisors, and Barron's Hall of Fame Advisor. Outside of work, Jonathan is actively involved in various charitable organizations such as Island Harvest, The Inn, Long Island Alzheimer Foundation and Wounded Warrior Project.

Kuttin Wealth Management, a branch of Ameriprise Financial Services, LLC, is a private wealth group based in Hauppauge, New York, that offers bespoke financial advice to help clients achieve their goals. Specializing in strategies for retirement, tax planning, wealth preservation, income, small business, and estate planning, the group delivers personalized recommendations tailored to individual goals and risk tolerance. Their comprehensive range of services includes cash management, insurance, annuities, and investment advisory solutions, all provided with transparent fees and a clear understanding of the services offered.

[View FINTRX Profile](#) 



Scott Stackman

The Stackman | Casriel Group at UBS [↗](#)

Managing Director

Location	NY AUM Rank	Est. Group AUM	Industry Tenure
New York, NY	32nd	\$8.8B	23+ Years

Bio

Scott Stackman is the Managing Director at The Stackman | Casriel Group, a part of UBS Financial Services Inc. Scott delivers wealth management services, personalized financial advice and tailored solutions to high-net-worth individuals and families. Renowned for his commitment to understanding clients' unique circumstances and integrating all aspects of their financial lives, Scott has been recognized on Forbes' Best-In-State Wealth Advisors list in 2019 and 2020, Barron's Top 100 Financial Advisors list multiple times and was ranked in Barron's "Top 50 Private Wealth Advisory Teams" in 2019.

The Stackman | Casriel Group, part of UBS Financial Services Inc., has been advising ultra-wealthy families for over 20 years, focusing on balancing wealth creation and preservation. They emphasize the importance of intelligent planning and diversification for long-term success. Leveraging the resources of the largest wealth management firm globally, they provide exceptional access and introductions to further clients' endeavors. Their services include transparent investment management for family offices, liquidity event strategies for business owners, and guidance for corporate executives through complex transitions.

[View FINTRX Profile](#) [↗](#)



Brian Pelkey

The Pelkey Dannies Group at Morgan Stanley [↗](#)

Managing Director

Location	VT AUM Rank	Est. Group AUM	Industry Tenure
Colchester, VT	1st	\$1.7B	40+ Years

Bio

Brian Pelkey, Managing Director of The Pelkey Dannies Group at Morgan Stanley's Wealth Management division, helps clients achieve their financial goals through practical planning and strategic investing. Brian specializes in working with high-net-worth individuals, endowments and foundations, offering comprehensive financial advice. Recognized for his expertise, Brian has been a member of Morgan Stanley's President's, Chairman's, or Master's Council for over 20 years. His accolades include being named one of Barron's Top 1,200 Financial Advisors in Vermont for over ten consecutive years and being listed in Forbes' Best-In-State Wealth Advisors from 2018 to 2023.

The Pelkey Dannies Group, a multigenerational team of six seasoned advisors within Morgan Stanley's private wealth management division, delivers tailored financial advice to sophisticated individual and institutional clients. Renowned for their personalized client service, the group crafts strategies that address each client's unique challenges and priorities. They offer a comprehensive suite of services, including portfolio management, financial planning, cash management, retirement planning, and estate planning strategies. By leveraging Morgan Stanley's global network, The Pelkey Dannies Group provides access to alternative investments and emphasizes sustainable investing and philanthropic management, aligning clients' investments with their values and goals.

[View FINTRX Profile](#) [↗](#)

10 Leading Advisory Teams in the **Southeast**





Donna Joyner

Joyner & Associates at Merrill Lynch [↗](#)

Managing Director



Location	GA AUM Rank	Est. Group AUM	Industry Tenure
Alpharetta, GA	71st	\$1.2B	26+ Years

Bio

Donna Joyner, Managing Director & Wealth Management Advisor at Joyner & Associates, a private wealth group within Merrill Lynch, is a trusted advisor to entrepreneurs, business owners, executives and multi-generational families. Donna specializes in tax-sensitive investing, wealth transfer, transaction planning, concentrated stock management, and retirement analysis. Her dedication to understanding and addressing her clients' unique interests has earned her numerous accolades, including being ranked #1 in Georgia on the Forbes "Best-in-State Wealth Advisors" list from 2020 to 2022, and inclusion in the Forbes "America's Top Women Wealth Advisors" and Barron's "Top 100 Women Financial Advisors" lists. Donna is also actively involved in her community, supporting organizations dedicated to the well-being of children and teens.

Joyner & Associates at Merrill Lynch is committed to helping clients achieve their long-term financial goals through personalized service and strong, trust-based relationships. Their mission is to understand each client's unique needs and aspirations, developing customized plans to manage investment risk and achieve financial success. The team takes a comprehensive approach, addressing current financial standings and future goals, including healthcare expenses, education funding, and wealth transfer. By leveraging the global resources of Merrill, Joyner & Associates provides expert financial planning, investment management, and retirement planning guidance.

[View FINTRX Profile](#) [↗](#)



Aimee Cogan

The Bellwether Group at Morgan Stanley

Managing Director; Sr. Investment Management Consultant

Location	FL AUM Rank	Est. Group AUM	Industry Tenure
Sarasota, FL	137th	\$1.4B	23+ Years

Bio

Aimee D. Cogan, Managing Director, Senior Investment Management Consultant and Co-Founder of the Bellwether Group at Morgan Stanley, brings over 20 years of banking and financial services experience to high-net-worth clients. Designated as a CFP®, CIMA®, and Morgan Stanley's Family Wealth Director, Aimee specializes in separately managed accounts, alternative investments, foreign currencies and precious metals. Her sophisticated approach has garnered national and regional recognition, including roles on Morgan Stanley's Financial Advisors Council and as chair of its Consulting Group Council. Since 2009, she has led the Bellwether Group in strategic asset allocation and portfolio management. Aimee is also committed to supporting organizations such as the Ringling College of Art and Design, Asolo Repertory Theater, Forty Carrots and Girls Inc.

The Bellwether Group at Morgan Stanley is a specialized team of six Financial Advisors and four support staff committed to delivering personalized wealth management strategies to a select clientele of fewer than 100 families. Leveraging over a century of combined experience and advanced industry designations, the team provides a broad range of services including wealth management, retirement and estate planning, alternative investments and more. Their approach emphasizes building long-term, engaged relationships with clients to tailor comprehensive financial solutions and secure their financial futures.

[View FINTRX Profile !\[\]\(e67eff789babac868c3bd58f85840c5a_img.jpg\)](#)



Manish Mehta

The Summit Group at UBS 

Managing Director

Location	FL AUM Rank	Est. Group AUM	Industry Tenure
Winter Park, FL	58th	\$1.8B	22+ Years

Bio

Manish Mehta, Managing Director at the Summit Group, a Private Wealth team under UBS, brings over two decades of industry experience as a specialized advisor for high-net-worth clients. Manish's expertise is evidenced by his CFA® and CFP® designations, a Post Graduate Diploma in Finance & International Business from India where he earned the highest academic honor for excellence, and executive education from the Wharton School of Business at the University of Pennsylvania. Manish's extensive experience includes serving as a Resident Director at Merrill Lynch and holding various roles at Morgan Stanley. His achievements have earned him numerous accolades, including being named a "Barron's Top 1200 Financial Advisor" for three consecutive years (2017-2019), recognized as one of the "Top 400 Financial Advisors" in the U.S. by the Financial Times in 2015, and honored as "Best-in-State" by Forbes in 2018 and 2019.

The Summit Group, part of UBS Financial Services Inc. in Winter Park, Florida, is a nine-person team offering global insights and opportunities to help clients manage their finances for short-term needs and long-term goals. Committed to customized service and long-term relationships, the team leverages UBS resources to offer services including wealth management, investment planning, retirement planning and estate planning, ensuring personalized solutions for clients' financial aspirations.

[View FINTRX Profile](#) 



Margaret Starner

The Starner Group of Raymond James 

Senior Vice President; Financial Planner

Location	FL AUM Rank	Est. Group AUM	Industry Tenure
Coral Gables, FL	127th	\$1.4B	43+ Years

Bio

Margaret Starner, CFP®, is a Senior Vice President and Financial Planner at The Starner Group of Raymond James, with over 43 years of industry experience. She founded The Starner Group in 1981, growing it into an invitation-only wealth management practice. Margaret excels in retirement planning, strategic financial planning, and wealth management, holding multiple licenses. She has been quoted in Money, Fortune, and The Wall Street Journal and has received numerous accolades, including being named one of America's Top 100 Women Advisors, one of America's Top 1,200 Financial Advisors, and being inducted into the Hall of Fame advisor in 2019. Margaret is dedicated to advocating for women, health and education, founding the Women's Leadership Alliance and the Raymond James Women's Advisory Board.

The Starner Group of Raymond James, based in Coral Gables, Florida, is a distinguished 7-person private wealth team renowned for its comprehensive wealth management services. The group offers personalized financial advice and strategies tailored to each client's needs. They prioritize building long-term relationships through open communication and transparency. Services offered include investment management, retirement planning, estate planning and wealth transfer strategies for affluent individuals and families.

[View FINTRX Profile](#) 



Brett Hoge

The Hoge Barrett Group of Truist 

Senior Managing Director

Location	NC AUM Rank	Est. Group AUM	Industry Tenure
Winston-Salem, NC	20th	\$1.7B	24+ Years

Bio

Brett Hoge, Senior Managing Director & Financial Advisor at The Hoge Barrett Group of Truist Investment Services, Inc., provides tailored investment and wealth management solutions for corporate executives, business owners and high-net-worth clients. His services include financial planning, risk management, investment management, estate planning, philanthropy, financial education and business management planning. Recognized as a Top Financial Advisor by Truist and Barron's and a Best-In-State Wealth Advisor by Forbes, Brett is deeply involved in his community. He has served as president of Big Brothers Big Sisters of Forsyth, Yadkin, and Davie counties and founded [The LVH ALS Foundation](#). Brett chairs the Investment Committee of the Clemmons Community Foundation and is an active board member for the Centers of Aging and Rehabilitation of Florida, Inc., and the JDRF Piedmont Triad Chapter.

The Hoge-Barrett Group of Truist Investment Services, Inc. is a multidisciplinary advisory practice in Winston-Salem, North Carolina, specializing in integrated investment strategies and personalized wealth management for affluent individuals, corporate executives, entrepreneurs, and their families. Their distinguished team offers investment, management and financial planning expertise, providing market strategy insights, asset allocation guidance, and access to an open-architecture investing platform. Services include asset management, tax-efficient income solutions, retirement and estate planning, and more.

[View FINTRX Profile](#) 



Christi Edwards

Edwards Pharris Wealth Management Group 

Managing Director

Location	TN AUM Rank	Est. Group AUM	Industry Tenure
Nashville, TN	27th	\$1.2B	43+ Years

Bio

Christi Edwards, a founding member and Managing Director of The Edwards Pharris Group at Morgan Stanley, provides highly customized advice to corporate executives, business owners, and professionals from the music and sports industries. Christi's expertise spans investment consulting, financial planning, and relationship management, focusing on fixed-income and cash management. Recognized for her comprehensive wealth management services, Christi's areas of expertise include retirement planning, cash management, trust and estate strategies, and philanthropy management. She is deeply involved in the Nashville community, having served on the board of Habitat for Humanity of Greater Nashville and supported organizations like Vanderbilt Children's Hospital and L'Ete du Vin.

The Edwards Pharris Group, based in Nashville, TN, is a private wealth team at Morgan Stanley consisting of six investment advisors led by Edwards and [Jason Pharris](#). Specializing in wealth management and family office services, the group caters to successful business leaders, corporate executives and individuals in the sports and entertainment industries. Recognized as the #2 Best In State Wealth Management Teams by Forbes in 2024, the team excels in helping clients achieve their financial goals while they focus on their thriving careers and personal lives.

[View FINTRX Profile](#) 



Ronald Kern

Graystone Consulting at Morgan Stanley [↗](#)

Managing Director

Location

San Antonio, TX

TX AUM Rank

17th

Est. Group AUM

\$4.6B

Industry Tenure

28+ Years

Bio

Ronald Kern, Managing Director at Graystone Consulting under Morgan Stanley, brings nearly three decades of financial services experience. Since 1996, Ron has held titles such as Institutional Consulting Director, Managing Director and Sports & Entertainment Director at Morgan Stanley. His credentials include a Certified Investment Management Analyst (CIMA) certification from Wharton and membership in the Investments & Wealth Institute and the Association of Professional Investment Consultants. Recognized by Barron's as one of the Top 1200 U.S. Financial Advisors in 2021 and 2022 and named one of Forbes' Best-In-State Wealth Advisors in 2023, Ron is a Brown University alumnus with a law degree from the University of Texas at Austin.

Graystone Consulting, an institutional consulting business of Morgan Stanley, is a team of 14 investment professionals based in San Antonio, Texas, with origins dating back to the early 1970s. They consult on nearly \$5 billion in assets, providing top-tier services to institutions and high-net-worth families. Graystone offers a broad spectrum of investment consulting solutions, from special projects to full discretionary portfolio management, tailored to clients' needs. Serving family offices, nonprofits, healthcare organizations, educational institutions, corporations and government entities, the group specializes in personalized, impact-driven investment strategies.

[View FINTRX Profile](#) [↗](#)



William Corbellini

Corbellini, Emanuelson, Kalyandurg & Associates 

Managing Director

Location	TX AUM Rank	Est. Group AUM	Industry Tenure
Dallas, TX	11th	\$4.6B	39+ Years

Bio

William Corbellini is a Managing Director and Private Wealth Advisor at Corbellini, Emanuelson, Kalyandurg & Associates at Merrill Lynch, serving the ultra-high-net-worth segment. As a founding member, he has been instrumental in shaping the group's investment approach, providing tailored solutions and asset allocations to meet clients' financial goals. William, a former US Air Force officer, is actively involved in several organizations including Big Thought, Ability Connections, the University of Colorado's Leeds School of Business, and the Parsons Scholar Program.

Corbellini, Emanuelson, Kalyandurg & Associates, affiliated with Merrill Lynch, Pierce, Fenner & Smith Incorporated, is a private wealth management group with over 175 years of combined experience. They focus on understanding clients' unique goals and risk tolerance, offering customized services supported by a global institution. The group's philosophy emphasizes building lasting relationships with a limited number of clients, collaborating with specialists to create strategies that reflect clients' aspirations for themselves and future generations. They specialize in serving diverse client segments including corporate executives, technology entrepreneurs and international clients.

[View FINTRX Profile](#) 



Joe Montgomery

The Optimal Service Group of Wells Fargo 

Founder & Managing Director - Investments

Location	VA AUM Rank	Est. Group AUM	Industry Tenure
Williamsburg, VA	20th	\$1.4B	48+ Years

Bio

Joseph Montgomery, CFP®, AIF®, Founder and Managing Director of Investments at The Optimal Service Group of Wells Fargo Advisors, specializes in creating custom investment strategies that balance income, growth and risk for high-net-worth individuals and institutional clients. His services include retirement planning, investment selection, risk management, and integrated solutions for various entities. Joseph has been named one of Barron's Top 100 Financial Advisors from 2009 to 2022, a Forbes Best-In-State Wealth Advisor in 2018 and 2023, and was inducted into Barron's Advisor Hall of Fame in 2022.

The Optimal Service Group of Wells Fargo Advisors, located in Williamsburg, Virginia, is committed to helping clients achieve wealth through disciplined, long-term investment strategies. Led by Montgomery, the group oversees approximately \$1.4 billion in assets. Their philosophy emphasizes diversification, patience and a holistic financial approach, guiding clients to steer clear of impulsive market decisions and maintain a focus on long-term objectives.

[View FINTRX Profile](#) 



Sarah Cammiso

Cammiso, Wilson & Associates at Merrill Lynch 

Managing Director

Location	VA AUM Rank	Est. Group AUM	Industry Tenure
Vienna, VA	96th	\$609M	30+ Years

Bio

Sarah Cammiso, Managing Director and Wealth Management Advisor for The Cammiso Group at Merrill Lynch Wealth Management, has guided hundreds of families in achieving their financial goals. With designations as a Certified Investment Management Analyst® and Chartered Retirement Planning CounselorSM, she excels in investment management and retirement planning. Sarah's expertise is further highlighted by her tenure as a faculty member at Merrill Lynch University, where she lectured on various financial topics. Recognized by Forbes as one of "America's Top Women Wealth Advisors" and "Best-in-State Wealth Advisors," and by Working Mother as one of the "Top Wealth Adviser Moms," she is a trusted advisor.

Cammiso, Wilson and Associates, a 5-person private wealth group affiliated with Merrill Lynch, Pierce, Fenner & Smith Incorporated, is based in Vienna, Virginia. Catering to active duty and retired military personnel, corporate executives, business owners, and clients with unique needs, the group offers services in retirement planning, education funding, tax minimization, philanthropic gifting, wealth transfer, and liability management. Their mission is to provide superior service with integrity, educate clients about their financial lives, and offer personalized advice based on sound wealth management strategies. Using tools like Merrill's Investment Personality Assessment, they tailor their financial approach to individual client preferences.

[View FINTRX Profile](#) 

10 Leading Advisory Teams in the **Midwest**





Dianna Smith

The Ferguson-Smith-Cohen Group [↗](#)

Co-Founder; Executive Director; Sr. Portfolio Mgmt. Director

Location	KS AUM Rank	Est. Group AUM	Industry Tenure
Leawood, KS	14th	\$1.5B	23+ Years

Bio

Dianna Smith, Co-Founder and Executive Director of the Ferguson Smith Cohen Group at Morgan Stanley, brings over two decades of industry experience, serving wealthy families, individuals and endowments/foundations. She holds the prestigious Certified Investment Management Analyst® certification and the Family Wealth Director designation, earned by fewer than 4% of all Morgan Stanley Advisors. Dianna provides comprehensive asset allocation, investment strategies, and tax-efficient planning. Her expertise has earned national and state recognition, including on Forbes Magazine's "Best-In-State Wealth Advisors" and "Top 250 Women Advisors" lists. Beyond her professional achievements, Dianna is deeply committed to her community, serving as Treasurer for the Heart of Kansas City National Charity League.

The Ferguson Smith Cohen Group, operating under Morgan Stanley, empowers clients to grow and preserve their wealth with confidence through a holistic approach to wealth management. The team offers services including asset management, retirement planning, portfolio management, financial planning and business succession planning, among others. Specializing in serving multigenerational families, entrepreneurs, executives, business owners, individuals in financial transition and stock plan participants, the team leverages its expertise alongside Morgan Stanley's research to craft active portfolio management strategies. Known for their extensive experience and personalized approach, they have been recognized by Forbes and Barron's.

[View FINTRX Profile](#) [↗](#)



Tom Freeman

FCS Private Wealth Management & Family Office [↗](#)

Managing Director; Family Office Consultant

Location	KS AUM Rank	Est. Group AUM	Industry Tenure
Leawood, KS	8th	\$1.8B	34+ Years

Bio

Thomas Freeman, Managing Director and Family Office Consultant at FCS Private Wealth Management (FCSWM) and Family Office of Wells Fargo, brings over three decades of expertise in serving high-net-worth clients. Beginning his career at Merrill Lynch and later advancing at UBS, Thomas founded his firm in 2020. He has earned prestigious accolades, including being named a Forbes Best-in-State Wealth Advisor and one of Barron's Top 1,200 Advisors in 2022. Beyond finance, Thomas's background as a former professional football player and marathon runner highlights his unwavering commitment and discipline.

FCS Private Wealth Management & Family Office is a Leawood, Kansas-based subsidiary of Wells Fargo Advisors Financial Network, LLC. Operating on principles of trust, competence and discretion, the 10-person team provides wealth management services to high-net-worth individuals with assets ranging from \$1 million to \$25 million through their Private Wealth Management division. For clients with assets exceeding \$25 million, their Family Office division offers specialized services including retirement planning, risk management, estate planning, tax-efficient investing, and philanthropy.

[View FINTRX Profile](#) [↗](#)



Abe Post Sr.

Post & Associates at Merrill Lynch [↗](#)

Managing Director

Location	MI AUM Rank	Est. Group AUM	Industry Tenure
Bloomfield Hills, MI	74th	\$1B	40+ Years

Bio

Abraham "Abe" Post serves as a Managing Director and Wealth Management Advisor at Post & Associates of Merrill Lynch. Known for his energetic and detail-oriented approach, Abe focuses on retirement planning and advises businesses on company-sponsored retirement plans. His expertise is recognized through multiple accolades, including repeated listings on Barron's "America's Top 1200 Financial Advisors State-by-State" and Forbes' "Best-in-State Wealth Advisors" in 2023. Abe holds prestigious designations such as the Chartered Retirement Planning CounselorSM (CRPC®) and the Retirement Benefits Consultant title.

Post & Associates, based in Bloomfield Hills, Michigan, is a wealth management group affiliated with Merrill Lynch, Pierce, Fenner & Smith Inc. Led by Abe and comprising four advisors—[Patrick Kosanke](#) and Jennifer Blizinski (Assistant Vice Presidents and Wealth Management Associates), [Edyta Carter](#) (Business Development Specialist) and Jackie Noble (Registered Wealth Management Associate)—the team is dedicated to understanding clients' values and priorities to design personalized financial plans that manage investment risk and achieve financial goals. They emphasize building long-term, multi-generational relationships and integrating investment portfolios with comprehensive wealth management strategies. Additionally, the team supports retirement benefit plan sponsors by managing defined contribution plans and fulfilling fiduciary responsibilities.

[View FINTRX Profile](#) [↗](#)



Dana Locniskar

The Locniskar Pursel Bucher Biddinger Group 

Managing Director

Location	MI AUM Rank	Est. Group AUM	Industry Tenure
Bloomfield Hills, MI	13th	\$3.9B	53+ Years

Bio

Dana Locniskar, Managing Director and Private Wealth Advisor for The Locniskar Pursel Bucher Biddinger Group at Merrill Lynch, boasts over 50 years of experience in wealth management for high-net-worth clients and institutions. Since joining Merrill in 1970, Dana has been consistently recognized for his expertise, with features on Forbes' "America's Top Wealth Advisors" list from 2016 to 2022 and Barron's "Top 1,200 Advisors" from 2009 to 2022. His work involves customized advice in wealth management, concentrated stock strategies, trust and estate planning. Dana is deeply involved in his community, serving on boards for several organizations such as the Community Foundation for Southeast Michigan, City Year Detroit, and Teach for America Detroit. He is a Trustee Emeritus at Detroit Public Television and the Futures Foundation and is active with the Robert H. Tannahill Society Estate Planning Council at the Detroit Institute of Arts, United Way of Michigan's Alexis de Tocqueville Society, and the National Association of Charitable Gift Planners. Additionally, Dana is the founding president of The Planned Giving Roundtable of Southeast Michigan and has spent over 25 years volunteering at Cornerstone Schools.

The Locniskar Pursel Bucher Biddinger Group, part of Merrill Lynch, is a multi-generational team that guides client families through the complexities of significant wealth. They emphasize continuity and connectivity across life stages, providing customized advice to nurture long-term family legacies. Apart from Dana's leadership, the team includes, but is not limited to, [Thomas Pursel](#), a Managing Director, [Matthew Biddinger](#), [Griffin Nienberg](#) and [John Rochow](#), who all serve as Senior Vice Presidents and Financial Advisors.

[View FINTRX Profile](#) 



Melissa Spickler

The Spickler Wealth Management Group [↗](#)

Managing Director

Location	MI AUM Rank	Est. Group AUM	Industry Tenure
Bloomfield Hills, MI	41st	\$1.5B	43+ Years

Bio

Melissa Spickler, Managing Director and Wealth Management Advisor at The Spickler Wealth Management Group of Merrill Lynch, is celebrated for her exceptional wealth management services. She serves a diverse clientele including affluent families, women in transition, executives, closely held businesses, retirees, entrepreneurs and members of the LGBT community. As a qualified Portfolio Manager, Melissa offers personalized strategies that align with client's goals, risk tolerance and liquidity needs, leveraging Merrill Lynch's resources and third-party managers. Recognized by Forbes and Barron's for multiple years, she is widely regarded as one of America's top financial advisors.

The Spickler Wealth Management Group, part of Merrill Lynch, Pierce, Fenner & Smith Inc., delivers personalized wealth management strategies to a diverse clientele including entrepreneurs, corporate executives, business owners, corporations and the LGBT community. Services include retirement planning, wealth transfer strategies and business owner solutions, emphasizing long-term performance and wealth preservation. The Spickler Wealth Management Group collaborates with Bank of America specialists for comprehensive trust and estate planning. Additionally, they support retirement plan sponsors with strategic investment guidance and compliance assistance.

[View FINTRX Profile](#) [↗](#)



Christina Boyd

Boyd Wealth Management Group [↗](#)

Managing Director

Location	MN AUM Rank	Est. Group AUM	Industry Tenure
Wayzata, MN	8th	\$1.B	28+ Years

Bio

Christina Boyd, Managing Director and Senior Financial Advisor at Boyd Wealth Management Group of Merrill Lynch, provides tailored financial advice to high-net-worth clients. Barron's has recognized Christina as one of America's Top 1,200 Financial Advisors since 2014, and Forbes ranked her as Minnesota's #1 "Best-in-State Wealth Advisor" from 2018 to 2022. She focuses on comprehensive wealth management strategies, including retirement planning, estate planning and investment risk management. Additionally, Christina is actively involved in community service, notably with Children's Hospitals & Clinics of Minnesota.

The Boyd Wealth Management Group, a subsidiary of Merrill Lynch based in the greater Minneapolis area, comprises a dedicated team of seven professionals. Focused on personalized advice and exceptional service, the group assists clients with education funding, retirement planning, healthcare cost management, and wealth transfer. They have built enduring relationships with clients, some lasting over 40 years and spanning multiple generations.

[View FINTRX Profile](#) [↗](#)



Judy Fredrickson

Metcalfe Fredrickson Group at UBS 

Managing Director

Location	MN AUM Rank	Est. Group AUM	Industry Tenure
Wayzata, MN	2nd	\$4.2B	21+ Years

Bio

Judy Fredrickson, Managing Director and Financial Advisor at Metcalfe Fredrickson Group at UBS, has provided investment planning and wealth management services for affluent families and institutions since 2012. Her expertise includes pre-transaction planning for private business owners and multi-generational wealth management. A former Principal at Alliance Bernstein and executive at Imation Corporation and Eastman Kodak Company, Judy actively engages in family governance education.

The Metcalfe Fredrickson Group, part of UBS Financial Services Inc. based in the greater Minneapolis area, specializes in sophisticated planning and investment management for high-net-worth individuals, families, endowments, foundations and corporations. Led by Judy and [Robert Metcalfe](#), the team excels in pre-transaction planning for business owners and asset management for privately owned companies, addressing unique entrepreneurial challenges. Their collaborative approach involves working closely with clients' trust, estate attorneys, and CPAs to provide comprehensive multi-generational wealth planning and transfer strategies.

[View FINTRX Profile](#) 



Krystal Julius

Eckerline Julius Wealth Management Group

Managing Director

Location	MN AUM Rank	Est. Group AUM	Industry Tenure
Wayzata, MN	14th	\$1.4B	15+ Years

Bio

Krystal Julius, Managing Director, Wealth Management Advisor for Merrill's Eckerline Julius Wealth Management Group, has been a valuable member since 2008. Based in the greater Minneapolis area, she holds a CRPC® designation and a marketing management degree from the University of Saint Thomas. Krystal excels in retirement planning, investment management and wealth preservation, utilizing the resources of Bank of America and Merrill. Krystal is also an active community participant and is often involved in YMCA activities.

The Eckerline Julius Wealth Management Group at Merrill, led by Krystal, comprises seven professionals. With decades of experience, advanced education, and a genuine commitment to client success, they offer a comprehensive suite of services, including investment management, banking and lending, strategy and planning, trust and estate planning, insurance and philanthropy. Serving high-net-worth individuals, families, and businesses, the team prioritizes a personalized approach, client interests, and privacy, recognizing that wealth management extends beyond financial assets to encompass all aspects of their clients' lives.

[View FINTRX Profile](#)



Louis Close

Lake Street Private Wealth at UBS 

Managing Director

Location	MN AUM Rank	Est. Group AUM	Industry Tenure
Wayzata, MN	4th	\$3.6B	31+ Years

Bio

Louis Close, Managing Director and Private Wealth Advisor at Lake Street Private Wealth of UBS, has served clients since 1992. Recognized by Barron's as one of the Top 1,200 Financial Advisors in America from 2010 to 2019 and by the Financial Times as a Top 400 Advisor, Louis offers a tailored approach to wealth management. He holds a CIMA® designation from The Wharton School and collaborates extensively with clients' legal and financial advisors. Additionally, Louis is committed to his community, serving on boards for Bolder Options and the University of Minnesota's Athletic Department.

Lake Street Private Wealth, part of UBS Financial Services Inc. in the greater Minneapolis area, excels in providing high-net-worth families with tailored investment strategies to meet their financial goals. Their team of six dedicated professionals prioritizes collaboration, working closely with client's tax and legal advisors to develop customized, coordinated plans. Committed to exceptional personalized service, they offer a comprehensive range of services, including investment management, estate planning, and expertise in alternative investments, ensuring clients effectively navigate the complexities of wealth management and achieve their financial objectives.

[View FINTRX Profile](#) 



Matthew Engen

Engen Neuenschwander & Associates [↗](#)

Senior Vice President; Senior Resident Director

Location	ND AUM Rank	Est. Group AUM	Industry Tenure
Fargo, ND	9th	\$620M	28+ Years

Bio

Matthew Engen, Senior Vice President and Wealth Management Advisor at Engen Neuenschwander & Associates of Merrill Lynch, brings nearly three decades of industry experience to his role. Matthew develops customized financial strategies tailored to individual client needs. His dedication has garnered him considerable recognition earning accolades such as being named one of Barron's "Top 1,200 Financial Advisors" for 2021 and 2022, as well as appearing on Forbes' "Best-in-State Wealth Advisors" list in 2022 and 2023. As Senior Resident Director, Matthew oversees the Merrill office in Fargo, North Dakota, leveraging a wealth of resources from Merrill and Bank of America to offer services including estate planning and philanthropic solutions.

Engen Neuenschwander & Associates, a Fargo, ND-based private wealth group affiliated with Merrill Lynch, Pierce, Fenner & Smith Inc., specializes in personalized wealth management services for individuals and families, emphasizing the importance of building lifelong, multi-generational relationships. The team, led by Matthew, includes other skilled advisors like [John Neuenschwander](#), Vice President and Senior Relationship Manager and [Kristine Shea](#), Vice President and Senior Financial Advisor, among others.

[View FINTRX Profile](#) [↗](#)

10 Leading Advisory Teams in the **West**





Steven Schultz

The Schultz Group at UBS

Managing Director

Location	AZ AUM Rank	Est. Group AUM	Industry Tenure
Phoenix, AZ	13th	\$2B	42+ Years

Bio

Steven Schultz is a Managing Director at The Schultz Group, a part of UBS Financial Services Inc. With over four decades of experience as a financial advisor, he provides professional investment management and personalized client relationships. Steven specializes in wealth solutions, education funding and charitable giving structures, holding multiple state registrations and licenses for securities and life insurance. Since starting his career in 1981, Steven has worked at Morgan Stanley and Citigroup Global Markets Inc. before joining UBS in 2013. Recognized as an industry leader, he has been named to Barron's Top 1,200 Financial Advisors list multiple times and recognized by Forbes as one of America's Top Wealth Advisors and Best-in-State Wealth Advisors.

The Schultz Group, a wealth management practice based in Phoenix, Arizona, within UBS Financial Services Inc., is dedicated to providing comprehensive financial solutions. They take a holistic approach, addressing all aspects of their clients' financial lives. The multi-generational team at The Schultz Group prioritizes building long-term relationships and delivering quality service through customized strategies tailored to each client's goals. Their mission is to help clients grow, preserve and transfer their wealth across generations while upholding family values.

[View FINTRX Profile !\[\]\(3ada81272cf52cdd8ab6f0935cd6f39e_img.jpg\)](#)



George Papadoyannis

Papadoyannis and Associates at Ameriprise

Private Wealth Advisor

Location (s)	CA AUM Rank	Est. Group AUM	Industry Tenure
San Jose, San Mateo, & Chico, CA	84th	\$1.1B	33+ Years

Bio

George Papadoyannis, a Private Wealth Advisor at Papadoyannis and Associates, part of Ameriprise Financial Services, specializes in wealth preservation, estate and retirement planning, small business solutions, charitable giving, and education savings. George holds the Certified Financial Planner (CFP®) designation and an MBA in Finance and Marketing from Thunderbird School of Global Management. He is also a member of the Chairman's Advisory Council and the [Financial Planning Association](#). Recognized as a Yellow Ribbon Company and Military Friendly® Employer, George is committed to supporting military veterans and their families. His accolades include being named one of Forbes' Best-in-State Wealth Advisors for multiple years and ranking among Barron's Top 100 Independent Financial Advisors.

Papadoyannis and Associates, a private wealth group within Ameriprise Financial Services, LLC, offers personalized financial advice, investment management, and portfolio recommendations tailored to each client's goals and risk tolerance. With a multigenerational approach, the group collaborates with clients and their families to develop comprehensive wealth preservation and transfer strategies aligned with the family's values. Offering services spanning investments, retirement planning, estate planning and tax planning, Papadoyannis and Associates has received accolades including Forbes Best-in-State Wealth Management Teams.

[View FINTRX Profile](#)



J. Dorian McKelvy

The McKelvy Group at Morgan Stanley [↗](#)

Managing Director

Location	CA AUM Rank	Est. Group AUM	Industry Tenure
Menlo Park, CA	52nd	\$9.9B	40+ Years

Bio

J. Dorian McKelvy is the Managing Director at The McKelvy Group at Morgan Stanley, one of Morgan Stanley's largest private client practices. With over four decades of industry experience, McKelvy specializes in investment strategies and complex estate plans for high-net-worth clients. As a distinguished member of Morgan Stanley's Directors Council, Dorian has been honored with accolades from esteemed publications such as Barron's, Financial Times, and the San Francisco Business Times. He started his career at Davis Skaggs Investment Management in 1983 and joined Morgan Stanley in 2009. Dorian holds numerous certifications, including Series 7, 8, 63, 65, 31, and Life & Variable Annuity Insurance, and is a graduate of California Polytechnic and Stanford's Executive Education program. Outside of work, he volunteers for the Juvenile Diabetes Research Foundation and enjoys racing sailboats in San Francisco Bay.

The McKelvy Group, a distinguished private wealth advisory firm deeply rooted in Silicon Valley, has been guiding clients for 40+ years. Ranked 4th in Northern California by Forbes, the team excels in alternative income strategies, sustainable investing, and tax-efficient retirement planning utilizing alternative investments. Their services include retirement and estate planning, wealth management, and business succession planning, among others.

[View FINTRX Profile](#) [↗](#)



Mark Curtis

The Curtis Group at Morgan Stanley [↗](#)

Managing Director

Location	CA AUM Rank	Est. Group AUM	Industry Tenure
Palo Alto, CA	1st	\$223.9B	42+ Years

Bio

Mark Curtis, Managing Director at The Curtis Group within Graystone Consulting, a division of Morgan Stanley, provides investment advice to high-net-worth individuals, family offices, corporations, foundations and endowments. Recognized by Barron's Magazine and the Financial Times for his expertise in wealth management, alternative investments, annuities, asset management, cash management and retirement planning, he joined Graystone in 1981 and has been instrumental in client analysis and investment strategy ever since. Mark holds a BA in Urban Studies from Stanford and an MBA in Finance from UCLA, along with Series 3, 7, 63 and 65 licenses. He has been listed in Barron's "Top 100 Financial Advisors" from 2004 to 2016 and serves on the advisory boards for Riverwood Capital and Formation 8.

The Curtis Group, part of Morgan Stanley's Graystone Consulting division, has been providing investment advice for over 35 years. The firm offers a range of services including wealth and asset management, financial planning, and executive financial services, catering to affluent individuals, family offices, corporations, foundations, endowments, pension funds, and corporate retirement plans. Specializing in customized guidance, alternative investments, and sustainable investing options, The Curtis Group helps clients navigate volatile markets and achieve their long-term goals.

[View FINTRX Profile](#) [↗](#)



Shawn Fowler

The Fowler Bull Group at Morgan Stanley [↗](#)

Managing Director

Location	CO AUM Rank	Est. Group AUM	Industry Tenure
Denver, CO	2nd	\$12.8B	31+ Years

Bio

Shawn Fowler, Managing Director and Private Wealth Advisor at The Fowler Bull Group within Morgan Stanley, specializes in developing tax-efficient global portfolios designed for long-term capital appreciation and consistent cash flow growth. Starting his career in 1991 in institutional fixed income and bank risk analytics at RAF Financial Corporation, Shawn joined Morgan Stanley in 2001. Shawn has been honored as Barron's #1 Financial Advisor in Colorado from 2014 to 2020 and ranked among the Top 100 Advisors nationally from 2017 to 2020. Forbes also named him the #1 advisor in Colorado from 2018 to 2020 and included him in America's Top 100 Wealth Advisors from 2017 to 2020. Beyond his professional accolades, Shawn is actively involved in charitable organizations, including the Children's Diabetes Foundation, Denver Center for the Performing Arts, Denver Health Foundation, Graland Country Day School, Mizel Museum and the Jewish Community Center.

The Fowler Bull Group, part of Morgan Stanley, is a private wealth management team based in Denver, Colorado. They specialize in serving a select number of affluent families and institutions, primarily from the Mountain States region. With over 20 years of experience, they adhere to a disciplined investing approach, emphasizing quality, liquidity, transparency, and consistent cash flow growth. The group provides a wide range of financial services, including wealth planning, investment management, pre-liquidity planning, philanthropy management, hedging strategies, consolidated reporting, family governance, wealth education and an open architecture platform. The Fowler Bull Group was named among Barron's Top 50 Private Wealth Advisory Teams in America in 2019 and 2020.

[View FINTRX Profile](#) [↗](#)



Dale Miller

The Pacific Wealth Management Group

Managing Director; Corporate Client Group Director

Location(s)	ID AUM Rank	Est. Group AUM	Industry Tenure
Kirkland, WA	1st	\$2.8B	31+ Years

Bio

Dale Miller, Managing Director, Corporate Client Group Director and Private Wealth Advisor of The Pacific Wealth Management Group at Morgan Stanley, specializes in business succession planning and executive financial services. He has facilitated over \$20 billion in client securities transactions and was named to Forbes' Best-in-State Wealth Advisors in 2020. Dale began his career in Washington D.C. in 1991, transitioning from investment banking and bond trading to working with individual clients in the late 1990s. In 2003, he founded The Pacific Wealth Management Group, which now includes nearly two dozen professionals offering advanced solutions such as art banking, estate planning, private banking, aviation financing, executive liquidity planning, and alternative investments. Dale is actively involved in his community, serving on nonprofit boards and engaging with the local school district.

The Pacific Wealth Management Group, a part of Morgan Stanley in Kirkland, Washington, is a premier private wealth group offering a comprehensive suite of services. These include investment management, estate planning, multigenerational wealth planning, concentrated stock strategies, international wealth management, and business succession planning. The team also provides valuable educational resources, such as monthly investment webcasts, expert market insights, and publications on market complexities and investment strategies.

[View FINTRX Profile !\[\]\(dc38b8cc7085cb587e06b8d8e5bbb240_img.jpg\)](#)



Mark Binder

Wise River Advisors at UBS

Managing Director & Family Office Consultant

Location	NV AUM Rank	Est. Group AUM	Industry Tenure
Las Vegas, NV	1st	\$6B	30+ Years

Bio

Mark Binder is a Managing Director at Wise River Advisors, a private wealth management group under UBS Financial Services Inc. Joining UBS in 2013 after roles at Merrill Lynch and Goldman Sachs, Mark provides wealth management and investment services to ultra-affluent individuals, families, corporations, endowments and foundations. Mark's dedication has earned him recognition in Barron's Top 100 Private Wealth Management Teams, Barron's Top 1,200 Financial Advisors, Forbes' lists of America's Top Wealth Advisors and Best-in-State Wealth Advisors.

Wise River Advisors at UBS offers wealth management and investment solutions to ultra-high-net-worth individuals, families, partnerships, endowments and foundations throughout the Las Vegas Metropolitan area and across Southern California. Managing over \$6 billion in assets with a team of approximately 24 advisors, the group employs a sophisticated investment process to deliver attractive after-tax, inflation-adjusted returns while minimizing risk. Services include tailored investment strategies, lending solutions, tax planning, direct investment access, trust and estate planning and alternative investments.

[View FINTRX Profile !\[\]\(4b0f6f8747e121bd229dcfb441884c5d_img.jpg\)](#)



Charles Reardon

The Compass Rose Group at Morgan Stanley [↗](#)

Executive Director

Location	NM AUM Rank	Est. Group AUM	Industry Tenure
Albuquerque, NM	6th	\$1.4B	37+ Years

Bio

Charles Reardon, Executive Director and Wealth Advisor with The Compass Rose Group at Morgan Stanley, specializes in financial planning and investment strategies for professionals, business owners, and families. Charles has been recognized as one of Barron's Top 1000 Advisors from 2009 to 2016 and one of Barron's Top 1200 Advisors from 2017 to 2019, achieving the #1 spot for New Mexico in 2017. Outside of work, Charles is deeply committed to his community, having served as board president for the Albuquerque Country Club, the Albuquerque Boys and Girls Club and the Rio Grande Food Project, where he continues to dedicate his time.

The Compass Rose Group at Morgan Stanley manages over \$1.3 billion in client assets, backed by over 200 years of combined industry experience. Their comprehensive services include long-term financial planning, in-house discretionary portfolio management, tax mitigation, alternative investments, corporate retirement planning, wealth management, estate planning, trust services, asset management, 401(k) rollovers, business succession planning, sustainable investing, and cash management. In 2023, the team was also recognized on Forbes' Best-In-State Wealth Management Teams for New Mexico.

[View FINTRX Profile](#) [↗](#)



Rebecca DeCesaro

The HDYG Team at J.P. Morgan Securities [↗](#)

Senior Managing Director

Location	OR AUM Rank	Est. Group AUM	Industry Tenure
Portland, OR	9th	\$2.2B	15+ Years

Bio

Rebecca DeCesaro is a Senior Managing Director at The HDYG Team, part of J.P. Morgan Securities. She joined J.P. Morgan Wealth Management in 2023, following a distinguished career at First Republic, U.S. Trust, Merchants Trust Company, Montgomery Securities, Charles Schwab Corp., and Brown Brothers Harriman. Specializing in portfolio and wealth management services, she leverages her extensive institutional knowledge to benefit her clients. Rebecca has received numerous accolades, including being named one of Forbes' Top Women Wealth Advisors in 2021 and Best-In-State Wealth Advisor for Oregon in 2023, as well as ranking among Barron's Top 1200 U.S. Financial Advisors. Actively involved in her community, she serves on the boards of Oregon Public Broadcasting and Literary Arts, demonstrating her dedication to supporting the Portland community.

The HDYG Team, part of J.P. Morgan, is a distinguished private wealth group based in Portland, Oregon, celebrated for its decades of experience and client-centered approach. The team excels at addressing complex issues that substantial wealth can create, offering expert guidance in estate planning and social impact for nonprofit clients. Their investment strategies are customized to each client's risk tolerance, time horizon, and tax situation, avoiding one-size-fits-all models. Additionally, the HDYG Team provides a concierge service to ease clients' administrative burdens.

[View FINTRX Profile](#) [↗](#)



Marcia Bonnet

The Pelican Bay Group Wealth Management [↗](#)

Senior Vice President

Location	WY AUM Rank	Est. Group AUM	Industry Tenure
Sheridan, WY	1st	\$4.7B	30+ Years

Bio

Marcia Bonnet is a Senior Vice President and Financial Advisor at The Pelican Bay Group Wealth Management, part of Morgan Stanley, where she has worked since 2009. With over 30 years of experience in financial services, Marcia has spent her entire career with Morgan Stanley and its predecessor firms, starting in Billings, MT, in 1991. She holds several designations, including Senior Portfolio Manager, Financial Planning Specialist, Family Wealth Advisor and Chartered Retirement Planning Counselor (CRPC®). Marcia specializes in financial planning, investment management and client service.

Established in 1989, The Pelican Bay Group Wealth Management is a private wealth management group within Morgan Stanley. The team utilizes modern planning techniques and investment technology to build customized investment experiences focused on legacy planning and multigenerational wealth transfer. Managing approximately \$4 billion in assets, the group comprises around 20 financial advisors and 18 support staff nationwide. They provide a comprehensive suite of services including wealth management, asset management, retirement planning, institutional services and sustainable investing.

[View FINTRX Profile](#) [↗](#)

About FINTRX

[FINTRX](#) is a unified data and research platform providing comprehensive data intelligence on **850,000+** family office & investment advisor records, each designed to help asset-raising professionals identify, access and map the global private wealth ecosystem. Our data - sourced from both public and private sources - covers **4,000+** family offices, **23,000+** family office contacts, **40,000+** investment advisor entities, **20,000+** [private wealth groups](#) and **753,000+** registered reps & associated contacts.

At FINTRX, we harness cutting-edge [AI technology](#) to deliver precise insights into family offices and RIAs across the globe. With **375+** search filters, FINTRX offers a seamless platform to monitor the movement of private capital, uncover allocation patterns, and break down investment data. Our overarching mission is to empower financial professionals by equipping them with the right tools and insights needed to foster meaningful connections with prospective investors.

[Request a Demo!](#)

