

Robb Report Worth

WEALTH IN PERSPECTIVE



WEALTH ADVISORS

THE LEADING FINANCIAL EXPERTS' STRATEGIES FOR SUCCESS

ALTERNATIVE REALITIES

The Best Mix of Hedge Funds and
Private Equity for You

THE GOLDEN RULE

How to Avoid Ch...

ALAN GOLDFARB, CFP[®], AIF[®]
Worth's Top 100 Wealth Advisors



METHODOLOGY: “SECRETS” REVEALED

*Dedication, vision and experience
are requisite to be counted among
the best of the best.*



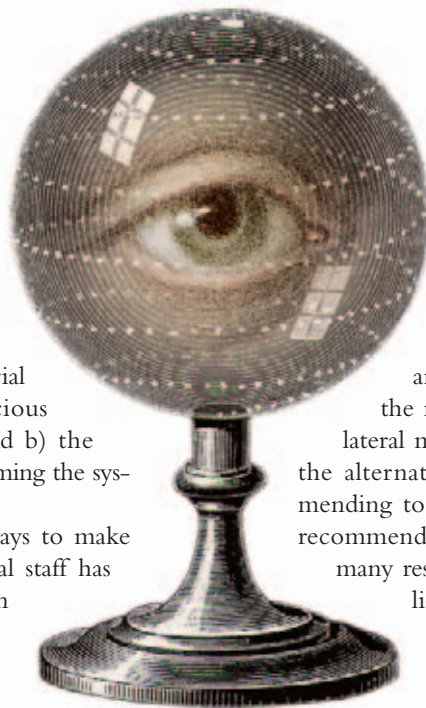
EARLIER THIS YEAR, *Worth* learned that an enterprising huckster was offering a seminar in which, for a modest fee, he would reveal secrets to being named to *Worth's* Top 100 Wealth Advisors list. Privately, our editorial staff enjoyed a chuckle at a) the audacious opportunism of the seminar's host, and b) the notion that there is some secret way of gaming the system to guarantee inclusion on the list.

For the record, there are no secret ways to make our list. To the contrary, *Worth's* editorial staff has made every effort to create a selection process that is objective, fair and, above all else, transparent.

Each year we ask our readers to nominate those wealth advisors who have gone above and beyond the call of duty in meeting their clients' needs—those who are truly exceptional. We also extend this request to private banks, wealth management and investment firms and to other industry associations.

Nominated advisors complete a detailed questionnaire in which they provide their educational credentials, compensation structure, client retention rate and other information on their professional background. They also are required to answer all the questions that investors should ask of potential wealth advisors: What returns have you achieved for your other clients, and how? Have you ever been sued by disgruntled clients? What alternative investments are you recommending? And so on.

Reviewing the responses of hundreds of highly qualified and dedicated wealth advisors is no small task. In this often painstaking process, the editorial staff of *Worth* gives weight to the qualifications and responses that we believe are telling of an advisor's capabilities. For instance, advanced degrees in business, finance and law, as well as financial certifications, evidence a true commitment to achievement and to the profession. Furthermore, professional longevity counts—no



22-year-olds with economics degrees need apply.

Most importantly, though, we look for candidates who can intelligently discuss the current investment climate, the markets, returns achieved for their clients and their strategies for success. Given that the major markets these days are only offering lateral moves, advisors must also be able to discuss the alternative investment vehicles they are recommending to their clients. Those advisors who do not recommend alternative investments—and there were many respondents in this group—do not make the list. When the seas are calm, the conscientious sailor does not wait for the wind; he looks for a paddle.

In responding to our questions, it is not enough to simply offer up marketing slogans or the text from recent brochures. Respondents must provide answers that are detailed and insightful, but that are also accessible. Here's why: Above all else, wealth advisors must be able to communicate with their clients. Through counsel and education, they must guide their clients through both the fat and lean years. We assume, with good reason, that those wealth advisors who take the time to thoroughly, expertly and clearly answer our questions will answer their clients' questions in the same way.

It is this basic assumption that informs our selection methodology from beginning to end. We ask questions, we perform background checks and, finally, we invite the clients of various candidates to tell us why their advisor should or should not be on the list. Our goal in this process is to identify those who possess the superior qualities that define a top wealth advisor: vigilance, expertise and the ability to communicate honestly and frankly with clients.

These qualities are certainly no secret. In fact, they are found in each of those professionals named in *Worth's* 100 Top Wealth Advisors list for 2005.

—Douglas McWhirter



Wealth Advisors (cont.)

	FIRM CITY	PHONE	FIRM ASSETS	LARGEST CLIENT NET WORTH	MEDIAN CLIENT NET WORTH	MINIMUM ASSETS FOR NEW CLIENTS
North Carolina						
Benton S. Bragg, MBA, CFA, CFP, ChFC, CLU	Bragg Financial Advisors, Charlotte	704.377.0261	\$455 million	\$18 million	\$2.3 million	\$1 million
Larry Carroll, CFP, CMFC	Carroll Financial Associates, Charlotte	704.553.8006	\$1 billion	\$48 million	\$2 million	\$0.5 million
Ohio						
Michael J. Chasnoff, CFP	Truepoint Capital, Cincinnati	513.792.6648	\$421 million	\$95 million	\$6.5 million	\$1.5 million
Joseph Evelo	Merrill Lynch Private Banking & Invest., Cincinnati	513.579.3888	\$1.4 trillion	\$250 million	\$12 million	\$5 million
William Heichel, JD, CFP	Pinnacle Wealth Planning Services, Mansfield	419.526.2060	\$250 million	\$90 million	\$10.5 million	\$1.5 million
Jeffrey R. Loehnis, CPA, CFP	Hamilton Capital Management, Columbus	614.273.1000	\$550 million	\$70 million	\$12 million	\$0.75 million
Neil Waxman, CFP	Capital Advisors, Shaker Heights	216.295.7900	\$385 million	\$65 million	\$16 million	\$2 million
Oklahoma						
Joseph Bowie, CFP	Retirement Invest. Advisors, Oklahoma City	405.842.3443	\$271 million	\$75 million	\$2.45 million	\$0.75 million
Chuck Fuller, CIMA	Bridgewater Investment Mgmt., Tulsa	918.392.1990	\$105 million	\$250 million	\$25 million	\$0.5 million
Pennsylvania						
Edd H. Hyde, CFP, CIMA	Radnor Financial Advisors, Wayne	610.975.0284	\$518 million	NA	\$6 million	\$3 million
David Lees, CPA, CFA	myCIO Wealth Partners, Philadelphia	267.295.2281	\$4 billion	\$1.8 billion	\$29 million	\$2 million
Scott Levin, JD, MBA, CFP, ChFC	Pitcairn Financial Group, Jenkintown	215.881.6065	\$2 billion	\$300 million	\$10 million	\$5 million
Grant Rawdin, JD, CFP	Wescott Financial Advisory Group, Philadelphia	215.979.1600	\$925 million	\$205 million	\$25 million	\$2 million
Peter Rohr, CFP, CFM, CIMA	Merrill Lynch Private Banking & Invest., Philadelphia	215.587.4683	\$1.4 trillion	\$1 billion	\$18 million	\$10 million
Louis P. Stanasolovich, CFP	Legend Financial Advisors, Pittsburgh	888.236.5960	\$230 million	\$22 million	\$2.4 million	\$1 million
Rhode Island						
Malcolm A. Makin, CFP	Professional Planning Group, Westerly	401.596.2800	\$300 million	\$16 million	\$7.4 million	\$0.1 million
Tennessee						
Howard Safer, MBA, CPA	Regions Morgan Keegan Trust, Nashville	615.313.2174	\$84 billion	\$30 million	\$7 million	\$1 million
John Ueleke, MBA, CLU, ChFC, CFP	Legacy Wealth Management, Memphis	901.758.9006	\$350 million	\$50 million	\$5 million	\$1 million
Texas						
Frank Amsler, CFP, CFA, CIMA	Merrill Lynch Private Banking & Invest., Houston	713.658.1251	\$1.4 trillion	\$1 billion	\$70 million	\$10 million
Kalita Beck Blessing, CFP	Quest Capital Management, Dallas	214.691.6090	\$438 million	\$36 million	\$4.25 million	\$1 million
David Diesslin, MBA, CFP	Diesslin & Associates, Fort Worth	817.332.6122	\$383 million	\$38.5 million	\$4.4 million	No minimum
John Eadie, CPA, PFS, CFP, CIMA, CFA	Wealth Mgmt. Services Frost Nat'l. Bank, San Antonio	210.220.6187	\$17 billion	\$370 million	\$11 million	\$5 million
Alan Goldfarb, CFP, MBA	Weaver and Tidwell Financial Advisors, Dallas	972.960.1100	\$188 million	\$22 million	\$4.2 million	\$0.75 million
Richard Joyner, CPA, CFP, CIMA, PFS	Tolleson Wealth Management, Dallas	214.780.2512	\$1.3 billion	\$500 million	\$50 million	\$10 million
Deborah Stavis, CFP	Stavis, Margolis Advisory Services, Houston	713.552.9277	\$433 million	\$46 million	\$2.6 million	\$1 million
Brian J. Turrentine, CPA	JPMorgan Private Bank, Dallas	214.758.2009	\$304 billion	\$3.5 billion	\$150 million	No minimum
Utah						
John Bird, MBA, CFA, CFP	Albion Financial Group, Salt Lake City	801.487.3700	\$400 million	\$65 million	\$3 million	\$1 million
Virginia						
Patricia Houlihan, CFP	Houlihan Financial Resource Group, Reston	703.796.0800	\$75 million	\$17 million	\$7 million	\$1 million
Joseph Montgomery, CFP	Wachovia Securities, Williamsburg	757.220.1782	\$6.8 billion	\$1 billion	\$6.5 million	\$5 million
Washington						
Dean Braun	Smith Barney, Seattle	206.343.2922	\$1 billion	\$150 million	\$29 million	\$3 million
Stephen Kutz	JPMorgan Private Bank, Seattle	206.622.0136	\$304 billion	\$350 million	\$45 million	No minimum
Wisconsin						
Vernon C. Sumnicht, MBA, CFP	Sumnicht & Associates, Appleton	920.731.4455	\$330 million	\$100 million	\$42 million	\$10 million

CFA: Chartered Financial Analyst; CFM: Certified Financial Manager; CFP: Certified Financial Planner; ChFC: Chartered Financial Consultant; CIMA: Certified Investment Management Analyst; CLU: Chartered Life Underwriter; CPA: Certified Public Accountant; CFTA: Certified Trust and Financial Advisor; JD: Doctor of Law; MBA: Master of Business Administration; PFS: Personal Financial Specialist; PhD: Doctor

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Alan Goldfarb, CFP®, AIF®

Three Forest Plaza
12221 Merit Drive
Suite 1300
Dallas Texas 75251
TEL 972 960 1100
FAX 972 960 7526

Cash America International Building
1600 West Seventh Street
Suite 300
Fort Worth TX 76102
TEL 817 882 7788
FAX 817 882 7787

TOLL FREE 888 988 PLAN
WEBSITE www.wtadvisors.com
EMAIL wtadvisors@wtadvisors.com

Alan Goldfarb is the Chief Financial Strategist for Weaver and Tidwell Financial Advisors, Ltd., the financial advisory arm of Weaver and Tidwell, L.L.P. – the largest independent accounting firm in Texas.

Alan is also the Director of the Financial Services MBA Program at the University of Dallas' Graduate School of Management, the first masters program in the country for the personal financial services industry. Additionally he is the Executive Director for the Southwest Institute for Personal Financial Education.

Named five times by Worth Magazine to its top financial advisor list, Alan's well-recognized planning, training and implementation skills complement the Weaver and Tidwell Advisors team. He was formerly the Regional Director of Financial Planning Services at the international accounting firm of Coopers & Lybrand and is listed in Marquis' Who's Who in America and Who's Who in Finance and Business.

Alan has been named a top financial planner by D Magazine each year since the list has been published. He has served as the National Vice Chairman of Planned Giving for the American Heart Association and on the National Board of the International Association for Financial Planning. Alan now serves as Chairman - Elect of the Certified Financial Planner Board of Professional Review and on the Board of the Dallas Summer Musicals.

He has earned his undergraduate degree in Engineering and Management from Fairleigh Dickinson University, his MBA in Economics and Management from the University of North Texas, his Certified Financial Planner (CFP) designation from the College for Financial Planning and his Accredited Investment Fiduciary (AIF) designation from the Center for Fiduciary Studies from the Joseph M. Katz Graduate School of Business at the University of Pittsburgh.

Alan has served on the NASD district business conduct committee and is a Securities Arbitrator and Mediator with the American Arbitration Association as well as the New York Stock Exchange.