

# AMERICA'S TOP 100 WIREHOUSE ADVISORS

Name	Firm	City	Assets under management (\$ in millions)	Yrs in the business	Business Description/Specialty
1. <b>Paul G. Tashima</b>	UBS Financial Services	Chicago	9,693	18	Short-term cash management for HNW individuals, family offices, institutions.
2. <b>Drew J. Zager</b>	Morgan Stanley Private Wealth Management	Los Angeles	6,655	24	Fixed income management.
3. <b>Andy Chase</b>	Morgan Stanley Smith Barney	Menlo Park, Calif.	5,900	28	Corporate executive services.
4. <b>Ron Hart</b>	Morgan Stanley Smith Barney	Atlanta	5,890	26	Corporate cash management, executives, business owners, HNW family practice.
5. <b>Dorian McKelvy</b>	Morgan Stanley Private Wealth Management	Menlo Park, Calif.	5,746	26	Ultra HNW/custody and execution services for money managers.
6. <b>Gregory D. Glyman</b>	UBS Financial Services	Chicago	4,870	25	Short-term cash management for HNW individuals, family offices, institutions.
7. <b>Jim Ryan</b>	Merrill Lynch Global Wealth Management	New York City	4,730	28	HNW families and nonprofit organizations.
8. <b>Scott Waxman</b>	Morgan Stanley Private Wealth Management	San Francisco	3,959	25	N/A
9. <b>Stephen Anthony Jakosa</b>	UBS Financial Services	San Francisco	3,711	30	Transactions with third-party managers.
10. <b>Mark Curtis</b>	Morgan Stanley Smith Barney	Palo Alto, Calif.	3,400	28	Corporate executive services.
11. <b>Thomas Keegan</b>	Merrill Lynch Global Wealth Management	New York City	3,193	21	Provides investment services to a select group of HNW individuals and corporations.
12. <b>Gregory V. Vaughan</b>	Morgan Stanley Private Wealth Management	Menlo Park, Calif.	2,744	31	Family office/ultra HNW.
13. <b>Bruce E. Gsell</b>	Merrill Lynch Global Wealth Management	Short Hills, N.J.	2,633	34	Corporate executives.
14. <b>Bob Inbody</b>	Morgan Stanley Smith Barney	La Jolla, Calif.	2,600	38	Commodities.
15. <b>Karen McDonald</b>	Morgan Stanley Smith Barney	Palo Alto, Calif.	2,600	16	Corporate executive services.
16. <b>Jeff Erdmann</b>	Merrill Lynch Global Wealth Management	Greenwich, Conn.	2,456	24	Senior executives, wealthy families.
17. <b>John McNamee</b>	Merrill Lynch Global Wealth Management	Century City, Calif.	2,417	14	Personalized wealth management services for an elite group of affluent executives, entrepreneurs, private equity partners and family groups.
18. <b>Brian C. Pfeiffer</b>	Morgan Stanley Private Wealth Management	New York City	2,400	20	Asset and risk management solutions for families and foundations.
19. <b>David L. Hayes</b>	Morgan Stanley Private Wealth Management	San Francisco	2,333	32	N/A
20. <b>Troy A. Griep</b>	Morgan Stanley Private Wealth Management	San Francisco	2,290	19	Families/select institutions.
21. <b>John Batista Bocchino</b>	Morgan Stanley Smith Barney	New York City	2,283	13	Latin American business. Primarily wealth management for IA's. Business with middle market institutions.
22. <b>Robert D. Dixon</b>	Morgan Stanley Private Wealth Management	Menlo Park, Calif.	2,276	31	N/A
23. <b>Richard Jones</b>	Merrill Lynch Global Wealth Management	Century City, Calif.	2,243	27	Discretionary investment management, trust and estate planning, brokerage, hedging and diversification strategies, credit and banking needs, endowments and foundations.

**METHODOLOGY:** This year's list of Top 100 Wirehouse Advisors in America was assembled from names submitted by Morgan Stanley Smith Barney, Merrill Lynch Global Wealth Management, Wells Fargo Advisors, and UBS Financial Services. They are ranked by assets under management custodied at the wirehouses, effective June 30, 2010 (Merrill Lynch and UBS figures are effective May 31, 2010). Only those advisors for whom a majority of assets correspond to retail clients were eligible for the list.

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24. <b>Reza Zafari</b>	Merrill Lynch Global Wealth Management	Century City, Calif.	2,235	26	Discretionary investment management, trust and estate planning, brokerage, hedging and diversification strategies, credit and banking needs, endowments and foundations.
25. <b>V. Rob Fisher Jr.</b>	UBS Financial Services	Houston	2,126	15	HNW clients and corporate compensation plans.
26. <b>Frank L. Polk</b>	Morgan Stanley Private Wealth Management	New York City	2,100	23	Ultra HNW/finance industry professionals.
27. <b>Heliane M. Steden</b>	Merrill Lynch Global Wealth Management	Greenwich, Conn.	2,068	10	Customized family office type services to ultra HNW clients.
28. <b>William K. Blount</b>	UBS Financial Services	Portland, Ore.	2,043	51	N/A
29. <b>James R. Barry</b>	Merrill Lynch Global Wealth Management	Princeton, N.J.	2,006	9	Retirement planning, concentrated position strategies, asset allocation and risk management as well as "tax aware" investment and estate strategies.
30. <b>Scott C. Wilson</b>	Morgan Stanley Private Wealth Management	New York City	2,000	31	Ultra HNW.
31. <b>Phil C. Shaffer</b>	Morgan Stanley Smith Barney	Columbus, Ohio	2,000	25	Endowment, foundations and university consulting; HNW families.
32. <b>Craig Dobbs</b>	Morgan Stanley Smith Barney	Indianapolis, Ind.	2,000	20+	Institutional/Taft-Hartley plans.
33. <b>Robert M. Stulberg</b>	Merrill Lynch Global Wealth Management	Bloomfield Hills, N.J.	1,991	25	Tailors approach to allow clients to maximize after-tax returns and to meet their financial needs and objectives in the most conservative manner possible.
34. <b>Thomas P. Kazazes</b>	Morgan Stanley Private Wealth Management	New York City	1,963	22	N/A
35. <b>Eric Gray</b>	Merrill Lynch Global Wealth Management	Century City, Calif.	1,958	17	Asset allocation, values-based financial planning, and portfolio construction for Ultra HNW clients.
36. <b>Rebecca Rothstein</b>	Morgan Stanley Private Wealth Management	Beverly Hills, Calif.	1,950	20+	HNW/Wealth Management.
37. <b>Matthew O'Haren</b>	Morgan Stanley Private Wealth Management	San Francisco	1,919	23	N/A
38. <b>Marvin McIntyre</b>	Morgan Stanley Smith Barney	Washington, D.C.	1,800	42	Comprehensive wealth management practice focused on lifestyle protection, with additional expertise in corporate benefit plans, tax and estate planning, and philanthropy.
39. <b>Grant W. Lee</b>	Morgan Stanley Private Wealth Management	San Francisco	1,786	23	N/A
40. <b>William J. Greco</b>	UBS Financial Services	Hartford, Conn.	1,696	23	Wealth management for HNW clients.
41. <b>John Fitzpatrick</b>	UBS Financial Services	New York City	1,690	24	Wealth management for HNW clients.
42. <b>Gary Tantleff</b>	UBS Financial Services	Bedminster	1,641	17	Asset and liability management for credit unions.
43. <b>Mark S. Douglass</b>	Morgan Stanley Private Wealth Management	San Francisco	1,623	27	Asset allocation/ultra HNW.
44. <b>Louis D. Paster</b>	UBS Financial Services	Chicago	1,620	15	Short-term cash management for HNW individuals, family offices, institutions.
45. <b>Antonio P. Da Roza</b>	Morgan Stanley Private Wealth Management	San Francisco	1,602	19	HNW corporate executives.
46. <b>Christopher J. Mahoney</b>	Merrill Lynch Global Wealth Management	Paramus, N.J.	1,551	26	Families with wealth management needs and institutions with retirement plans.
47. <b>Palmer N. Murray</b>	Morgan Stanley Private Wealth Management	Los Angeles	1,541	13	N/A

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48. <b>Steven J. Weber</b>	Morgan Stanley Private Wealth Management	Los Angeles	1,537	13	N/A
49. <b>Michael Bollinger</b>	Morgan Stanley Private Wealth Management	Houston	1,478	16	Ultra HNW families/foundations.
50. <b>Jason Fertitta</b>	Morgan Stanley Private Wealth Management	Houston	1,478	10	Ultra HNW families/foundations.
51. <b>Matthew Dermer</b>	Wells Fargo Advisors	New York City	1,469	19	Corporate cash management.
52. <b>Jesse Eaton</b>	Wells Fargo Advisors	New York City	1,468	15	Corporate cash management.
53. <b>Gerald Chasin</b>	UBS Financial Services	Garden City, NY	1,468	44	N/A
54. <b>Robert A. Lesko</b>	Morgan Stanley Private Wealth Management	San Francisco	1,464	13	Asset management for families/institutions.
55. <b>Phil Hartl</b>	Merrill Lynch Global Wealth Management	Century City, Calif.	1,455	15	Entrepreneurs and executives from the biotechnology and healthcare industries.
56. <b>Fotios Piniros</b>	Morgan Stanley Private Wealth Management	New York City	1,450	15	Alternative investments.
57. <b>James Hulburd</b>	Merrill Lynch Global Wealth Management	San Francisco	1,415	25	Very focused business working with a small number of select clients.
58. <b>Emily Van Hoorickx</b>	UBS Financial Services	San Jose, Calif.	1,413	29	Serving the needs of corporations and their employees.
59. <b>Kenneth E. LaBarge</b>	UBS Financial Services	Chicago	1,412	28	Short-term cash management for HNW individuals, family offices, institutions.
60. <b>David Woo</b>	Morgan Stanley Private Wealth Management	San Francisco	1,386	13	N/A
61. <b>Scott K. Magnesen</b>	Morgan Stanley Smith Barney	Oakbrook, Ill.	1,386	27	Helping people transition from work to retirement, developing an investment strategy.
62. <b>Peter Arbogast</b>	Merrill Lynch Global Wealth Management	San Francisco	1,370	20	Deal with a number of entrepreneurs and senior executives developing strategies to liquidate concentrated positions and creating asset allocations for their diversified assets.
63. <b>Champ Warren</b>	Merrill Lynch Global Wealth Management	Houston	1,358	12	Oversee assets for HNW entrepreneurs who have sold a business or taken it public.
64. <b>Reed Smith</b>	Merrill Lynch Global Wealth Management	Houston	1,343	8	Oversee assets for HNW entrepreneurs who have sold a business or taken it public.
65. <b>Noel Weil</b>	Merrill Lynch Global Wealth Management	New York City	1,328	18	Private banking.
66. <b>Lucy Piotrowski</b>	UBS Financial Services	Chicago	1,328	13	Short-term cash management for HNW individuals, family offices, institutions.
67. <b>Patrick J. Dwyer</b>	Merrill Lynch Global Wealth Management	Miami	1,314	16	Ultra HNW.
68. <b>Allan Yarkin</b>	Morgan Stanley Smith Barney	Aventura, Fla.	1,300	33	HNW clients and families as well as business owners with wealth planning, asset management and risk management.
69. <b>Dana Jackson</b>	Morgan Stanley Private Wealth Management	Menlo Park, Calif.	1,300	16	Advising families through changes in financial circumstances.
70. <b>Michael Jankiewicz</b>	UBS Financial Services	San Francisco	1,299	24	Transactions with third-party managers.
71. <b>Jonathan E. Kass</b>	Merrill Lynch Global Wealth Management	New York City	1,271	14	Financial, estate planning; portfolio management.
72. <b>Michael Jefferies</b>	UBS Financial Services	Kansas City, Mo.	1,246	35	N/A

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73. <b>Douglas A. Sharon</b>	Morgan Stanley Smith Barney	Boston	1,226	29	HNW clients and families; business owners with wealth planning, asset management and risk management.
74. <b>Louis J. Chiavacci</b>	Merrill Lynch Global Wealth Management	Coral Gables, Fla.	1,218	22	Ultra HNW families.
75. <b>Edward Burke Buckley</b>	Morgan Stanley Private Wealth Management	San Francisco	1,217	6	N/A
76. <b>Alexander Yu</b>	Morgan Stanley Private Wealth Management	San Francisco	1,214	16	N/A
77. <b>John A. Beirne</b>	Merrill Lynch Global Wealth Management	New Haven, Conn.	1,209	42	Consulting to tax exempt accounts.
78. <b>John L. Glotzbach</b>	Morgan Stanley Smith Barney	Chicago	1,200	23	Futures, commodities, foreign exchange and options.
79. <b>Shelley Bergman</b>	Morgan Stanley Smith Barney	New York City	1,200	25	Family offices.
80. <b>Joshua P. Gully</b>	Morgan Stanley Private Wealth Management	New York City	1,175	18	N/A
81. <b>Michael Sawyer</b>	Morgan Stanley Private Wealth Management	New York City	1,150	29	N/A
82. <b>Daniel Livingstone</b>	UBS Financial Services	New York City	1,143	24	Fixed income/municipal bonds.
83. <b>Ajay J. Desai</b>	Morgan Stanley Smith Barney	Chicago	1,110	9	Portfolio management for ultra HNW families.
84. <b>Michael Joseph Gallagher</b>	Morgan Stanley Smith Barney	Chicago	1,103	24	Stock plan services.
85. <b>Michael Victor</b>	Morgan Stanley Smith Barney	Menlo Park, Calif.	1,100	25	Corporate services.
86. <b>Graham Roberts</b>	Morgan Stanley Smith Barney	Atlanta	1,100	25	HNW family practice.
87. <b>Mary M. Deatherage</b>	Morgan Stanley Smith Barney	Little Falls, N.J.	1,100	24	Ultra HNW clients, endowments, foundations.
88. <b>Stephen S. Brown</b>	Merrill Lynch Global Wealth Management	Rochester, N.Y.	1,077	21	Ultra HNW clients including: corporate executives, entrepreneurs, affluent families and professional athletes.
89. <b>John M. Williams</b>	Morgan Stanley Private Wealth Management	Washington, D.C.	1,070	24	N/A
90. <b>Andrew D. Burish</b>	UBS Financial Services	Madison, Wis.	1,058	27	HNW/ultra HNW.
91. <b>Daniel T. O'Connell</b>	Merrill Lynch Global Wealth Management	Garden City, NY	1,046	24	HNW clients.
92. <b>William H. Easom</b>	Morgan Stanley Smith Barney	Chicago	1,044	26	Helping corporate executives transition from working into retirement.
93. <b>Bruce A. Pomerantz</b>	Wells Fargo Advisors	Short Hills, N.J.	1,040	32	N/A
94. <b>Roger Carter</b>	Merrill Lynch Global Wealth Management	San Francisco	1,040	30	My business focus is acting as the CIO and virtual family office for 30 of the wealthiest families in the country.
95. <b>Jeffrey Gorla</b>	Morgan Stanley Smith Barney	Paramus, N.J.	1,036	22	Retirement specialist team.
96. <b>Gregory O. Klenke</b>	UBS Financial Services	Houston	1,032	13	HNW clients/corporate compensation plans.
97. <b>Jonathan M. Harris</b>	Morgan Stanley Private Wealth Management	San Francisco	1,025	14	N/A
98. <b>Paul J. Marvin</b>	Merrill Lynch Global Wealth Management	New York City	1,023	28	Provide basic advisory services for HNW clients.
99. <b>Maxwell Peckler</b>	UBS Financial Services	Boston	1,021	15	N/A
100. <b>Robert C. Rathjen</b>	UBS Financial Services	Houston	1,007	22	Institutional consultant specializing in foundations, retirement plans and endowments.