

RANKING CRITERIA

BARRON'S RANKINGS

- 100+ pieces of data gathered from each advisor during the nominations process for each ranking
- Each general category features a significant number of subcalculations
- Financial Advisor rankings are based on three general categories of criteria: assets, revenue, and quality of practice
- Quality of practice component includes an advisor's regulatory/compliance record and philanthropic and charitable activities

FINANCIAL ADVISOR MAGAZINE'S INDEPENDENT RIA RATING

- Ranked by total assets
- Must manage \$50 million or more
- Must offer financial planning services predominately to individual clients

ADVISORONE'S TOP WEALTH MANAGER

- Average AUM per client
- Six years of ADV-reported assets
- B/Ds or banks ineligible
- Must be registered SEC-registered RIAs

REGISTERED REP'S TOP 100 REGISTERED INVESTMENT ADVISORS

- Ranked by assets under management
- Greater than 50% of firm assets must be from the retail marketplace
- Must provide financial planning services, portfolio management for individuals or conduct due diligence on third party advisors
- Must not be doing business as a broker/dealer, bank or insurance company or be a subsidiary of a large financial institution
- RIAs must not invest in proprietary products

WASHINGTONIAN MAGAZINE

- Based on a survey of area financial professionals and research conducted by the magazine

NATIONAL ASSOCIATION OF BOARD CERTIFIED ADVISORY PRACTICES

- Objective questionnaire reviewing 20 categories of practice management
- Three areas of practice management are the highest influencers in choosing advisors: (1) client education and customer service model; (2) financial planning; (3) risk management

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