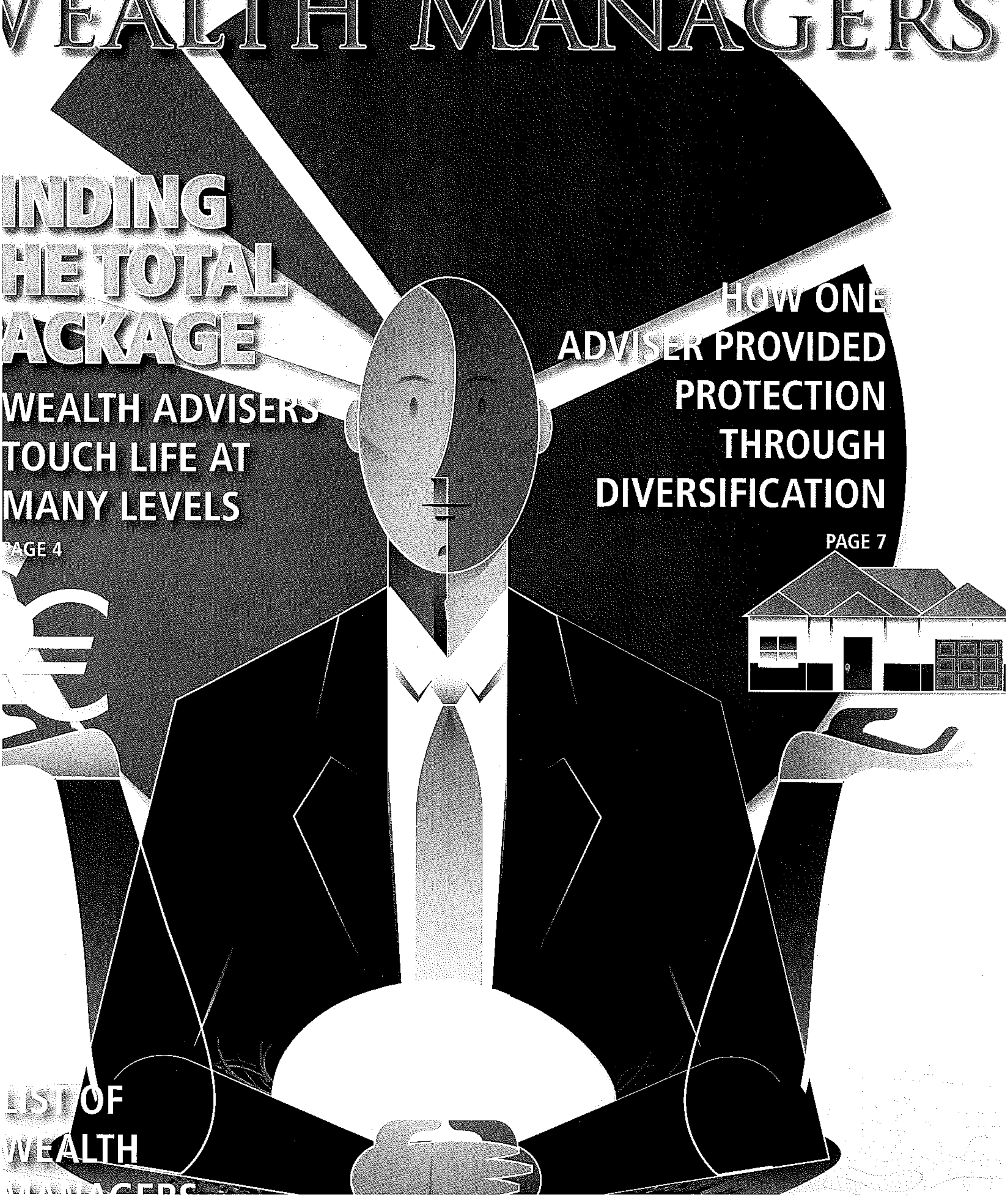
SONVILLE'S *Premier*

WEALTH MANAGERS

Feb. 22-28, 2013



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WEALTH ADVISERS TOUCH LIFE AT MANY LEVELS

AGE 4

HOW ONE ADVISER PROVIDED PROTECTION THROUGH DIVERSIFICATION

PAGE 7

LIST OF WEALTH MANAGERS

Trust only one factor to seek in a wealth manager

Other factors include education, experience, values

BY CHRISTIAN CONTE
STAFF WRITER

JACKSONVILLE — The definition of a wealth manager may vary, but the litmus test for what makes a good manager — providing services that reach far beyond financial planning to every aspect of a client's life — is constant.

The title of wealth manager is not a professional designation, but a business model. Wealth managers are much more than a financial adviser who offers advice on investments. They also provide advice for spending and saving, taxes, insurance and estate planning. But, possibly even more importantly, wealth managers say the characteristics of a good manager include honesty, integrity, objectivity, a team-oriented approach and a solid understanding about the economic environment and markets.

"You can't just be an investment adviser who buys blue chips," said John Thompson, a partner at the Forbes & Thompson Wealth Management Group of Wells Fargo Advisors.

For many wealth managers, trust is the most important characteristic. Kristin McLauchlan, the chairman and CEO at Legacy Trust Family Wealth Offices, said that is why the word "trust" is part of that company's name. Trust is important, wealth managers say, because their clients hand over all their financial information to them. Clients have to be able to trust their wealth manager to make the right decisions for them.


McLauchlan

One of the largest challenges in the wealth management industry is that there is a lack of regulation. Anyone can call themselves a wealth

SPECIALTY WEALTH MANAGERS

Wealth managers can cover general wealth or they may have a speciality.

- **Highly compensated corporate executives, focusing on things such as stock options and having high concentrations of wealth in one particular company**
- **Individuals who own a bulk of their assets in an illiquid asset such as real estate, art, antiques or commodities**
- **Those who specialize in special health care and medical needs**
- **Those who specialize in the needs of a particular employment field, such as physicians only, dentists only or attorneys only**
- **Those who specialize in divorce situations**

SOURCE: Staff research

managers can sell products and receive a commission. If someone is receiving a commission for a financial product, they don't have to represent your best interest. If a wealth manager receives a fee for advice, they have to be registered

"Anybody can give you advice. You want that advice to come from someone with the appropriate education and experience."

David Albaneze
Chief investment officer
The LBA Group

as an investment adviser, which is a regulated position. A registered investment adviser must act as a fiduciary in the client's best interest.

"Anybody can give you advice," Albaneze said. "You want that advice to come from someone with the appropriate education and experience."

Bill Carr, a certified financial planner and wealth manager at Retirement Strategies Inc., said wealth management relationship should begin by exploring what is important to the client, including values such as family, community

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THE List

WEALTH MANAGEMENT

Ranked by assets under local management **Research by Eleanor Snite**

2013 Rank	2012 Rank	Name Address Telephone & fax, website	Assets under management locally	Area employees in wealth management/ Minimum amount for new client account	Top area wealth management executive Title Email	Primary services	Years in area
1	1	**Merrill Lynch** 50 N. Laura St., 37th Floor, Jacksonville, 32202 904-634-6000, 904-998-7999, askmerrill.ml.com	$11.9 billion	171 $250,000	Anthony S. Kurlas Managing director Not provided	Wealth management, institutional consulting services, private banking investment group, mortgages	75
2	2	**Morgan Stanley** 50 N. Laura St., Suite 2000, Jacksonville, 32202 904-632-0200, 904-632-0259 morganstanley.com	$5.9 billion	123 WND	Joseph R. Agee III Executive director, complex manager Not provided	Fully integrated wealth management	41
3	NR	**Raymond James & Associates** 245 Riverside Ave., Suite 500, Jacksonville, 32202 904-858-4100, 904-858-4086 rjcoastal.com	$3.6 billion	63 WND	Thomas Galvin Jr. Senior vice president, regional director Not provided	Wealth & asset management, retirement planning, estate planning, stock & bond brokerage, investment banking, banking & trust services	37
4	3	**UBS Financial Services** 1 Independent Drive, 30th floor, Jacksonville, 32202 904-354-6000, 888-415-4744, ubs.com	$3.5 billion	65 $250,000	Dino Ragazzo, Branch manager Jacksonville & Ponte Vedra Beach dino.ragazzo@ubs.com	Financial planning, asset & liability management, estate planning, alternative strategies, corporate & executive services	33
5	NR	**Aitken, Dunn & Associates** 510 State Road A1A N., Ponte Vedra, 32082 904-273-3837, WND pwa.ml.com/aitken	$2.5 billion	7 $2.5 million	Christopher Aitken Managing director – wealth management Not provided	Investment solutions, concentrated stock management, banking & lending, estate planning & trust services, philanthropy, family, office & tax management	99
6	4	**Ameriprise Financial Services Inc.** 6817 Southpoint Parkway, Suite 1103, Jacksonville, 32216 904-421-7526, 904-421-7539, ameriprise.com	$1.98 billion	55 No minimum	Charles R. Kalb Jr. Financial adviser, franchise consultant charles.r.kalb@ampf.com	All areas of financial planning, investment management, protection planning	29
7	5	**SunTrust Bank, North Florida** 76 S. Laura St., 23rd Floor, Jacksonville, 32202 904-632-2972, 904-632-2774 suntrust.com	$1.6 billion	32 $25,000	Christina Doss Managing director, private wealth management Not provided	Comprehensive financial planning, retirement & estate planning, trust & fiduciary, managed accounts, stocks, bonds, mutual funds, exchange-traded funds, annuities, insurance	45
8	NR	**Intrepid Capital Management Inc.** 1400 Marsh Landing Parkway, Suite 106, Jacksonville Beach, 32250 904-246-3433, 904-246-3533, intrepidcapitalfunds.com	$1.36 billion	18 $2,500 to $3 million	Matt Berquist Director - private client group mberquist@intrepidcapital.net	Asset management, wealth management, financial planning	19
9	6	**New York Life** 7880 Gate Parkway, Suite 200, Jacksonville, 32256 904-997-3000, 904-997-3012, jacksonville.nyloffices.com	$800 million	15 $25,000	Robin Wahby Managing partner North Florida rwahby@nyl.com	Asset management, risk management, financial planning, retirement planning	109
10	NR	**Current/Sherman Group** 50 N. Laura St., Suite 3700, Jacksonville, 32202 904-634-6174, WND fa.ml.com/currentshermangroup	$727 million	4 $1 million	Dana Robert Current dana_current@ml.com Steven J. Sherman Steven_Sherman@ml.com Advisers	Wealth management, asset management, retirement planning, trust & estate services, retirement plans, foundations & endowments, insurance, credit & lending	23
11	NR	**MetLife** 7077 Bonneval Road, Jacksonville, 32216 904-332-8830, WND, centralfl.metlife.com	$519 million	17 WND	Tony DeBellis Financial services representative Not provided	Retirement planning, wealth management, estate & tax planning, executive & business-owner planning & group benefits	53
12	NR	**Forbes & Thompson Wealth Management Group of Wells Fargo Advisors** 1 Independent Drive, Suite 2400, Jacksonville, 32202 904-351-7654, 904-351-7601 forbesthompson.com	$397 million	8 $1 million	Thomas Forbes II thomas.forbes@wfadvisors.com John Thompson john.thompson@wfadvisors.com Senior vice presidents	Estate planning strategies, institutional-style investment management, business succession planning, trust & endowment consulting, private banking	8
13	13	**BB&T - Branch Banking & Trust Co.** 200 W. Forsyth St., Suite 130, Jacksonville, 32202 904-361-5287, 904-361-5286 bbt.com/bbtdotcom/wealth/start.page	$375 million	8 $1 million	Michael (Mike) I. Maguire Team director, wealth management – North Florida mmaguire@bbandt.com	Financial, estate & tax planning, investment management, personal trust services, banking & credit, risk management products & services	11
14	NR	**The Lighthouse Group at Morgan Stanley** 50 State Road A1A N., Suite 112, Ponte Vedra Beach, 32082 904-273-7563, WND fa.morganstanleyindividual.com/lighthouse/	$330 million	6 WND	Dennis Rosa Senior vice president dennis.rosa @morganstanley.com	Wealth management, probability analysis, retirement planning, college & estate planning, tax minimization	14
15	8	**Legacy Trust Family Wealth Offices** 822 State Road A1A N., Suite 101, Ponte Vedra Beach, 32082 904-280-9100, 904-280-9109, legacytrustcompany.com	$313 million	11 $5 million	Kristin D. McLauchlan CEO, chairman kdm@legacytrustcompany.com	Generational wealth management	11
16	11	**The LBA Group** 501 Riverside Ave., Suite 800, Jacksonville, 32202 904-396-4015, 904-399-4012, thelbagroup.com	$255 million	5 $500,000	Carrie B. Jones Principal cjones@thelbagroup.com	Wealth management, portfolio management, investment counseling, retirement planning, estate & tax planning	14
17	9	**Waddell & Reed** 9995 Gate Parkway N., Suite 250, Jacksonville, 32246 904-448-2743, 904-448-2747, waddell.com	$250 million	8 WND	James Docster Financial adviser Not provided	Managed accounts, mutual funds, securities, insurance, financial planning	33
18	NR	**Dixon Hughes Goodman Wealth Advisors** 6622 Southpoint Drive S., Suite 496, Jacksonville, 32216 904-296-2140, 904-296-2141, dhgwa.com	$225 million	2 WND	Bill Laird Financial adviser bill.laird@dhgwa.com	Comprehensive investment, insurance & tax planning advice	15
19	14	**Ullmann Financial** 5000 Sawgrass Village Circle, Suite 25, Ponte Vedra Beach, 32082 904-280-3700, 904-280-3785 ullmannfinancial.com	$210 million	3 No minimum	Deanna Brown dbrown@ullmannfinancial.com Glenn Ullmann glennullmann @ullmannfinancial.com Partners	Comprehensive financial planning & asset management	11
20	12	**Camarda Wealth Advisory Group** 4371 U.S. Highway 17, Suite 201, Fleming Island, 32003 904-278-1177, 904-278-1070, camarda.com	$204 million	6 $300,000	J. M. Camarda Chairman jcamarda@camarda.com	Portfolio management, estate, asset protection, business planning, tax advice, financial planning, life insurance analysis & placement	20
21	NR	**Butensky & Cohen Financial Security Inc.** 110 Professional Drive, Suite 101, Ponte Vedra Beach, 32082 904-273-9850, 904-273-6920, butenskycohen.com	$175 million	9 $250,000	Jan D. Butensky President jan@butenskycohen.com	Asset management, retirement planning, 401(k) rollovers, management of IRAs & other retirement investment plans	18
22	16	**Capital Analysts of Jacksonville, Florida Inc.** 8160 Baymeadows Way W., Suite 310, Jacksonville, 32256 904-730-7433, 904-448-5396, capanjax.com	$170 million	6 $200,000	R. Bruce Ogier President bogier@capanjax.com	Comprehensive financial planning, wealth management, employee benefits	45
23	17	**Retirement Strategies Inc.** 9471 Baymeadows Road, Suite 303, Jacksonville, 32256 904-730-3863, 904-730-5177 retirementstrategies.net	$167 million	8 $1,500 to $7,500 per year	James W. Carr Jr. bcarr@retirementstrategies.net William S. Hart bhart@retirementstrategies.net Partners	Financial planning, investment management, income & estate tax strategies, insurance advice	20
24	15	**Krier Wealth Management** 3840 Belfort Road, Suite 201, Jacksonville, 32216 904-296-8138, 904-296-2238, krierwealth.com	$160 million	3 $300,000	Joseph A. Krier President joekrier@krierwealth.com	Investment management, retirement planning, estate planning & risk management/insurance for individuals & businesses	16