

Book of Lists

The **essential tool** for doing business in Greater Philadelphia **2010**

The List

LIST FACTS

M= millions

Source: Barron's.

Footnotes: 1- Investable assets, "X" indicates that at least 5 percent of the adviser's business comes from that area;
* Andrew Nehrbas is now employed with Janney Montgomery Scott; Chip Kurtzman and Bryan Rogers are now employed with Credit Suisse Securities (USA) LLC; Gary Olson is now employed with UBS Financial Services Inc. Because of financial industry mergers, Merrill Lynch and Morgan Stanley advisers are now doing business as Merrill Lynch Smith Barney and Wachovia Securities advisers are now doing business as Wells Fargo Advisors.

This list represents the top 40 advisers in the state of Pennsylvania, as identified by Barron's magazine. Rankings reflect the volume of assets overseen by the advisers and their teams, revenues generated for the firms and the quality of the advisers' practices. Less weight is given to assets of institutional clients and to assets overseen by private bankers, who operate differently from advisers at brokerage houses and independent firms. The scoring system assigns a top score of 100 and rates the rest by comparing them with the winner. This list was previously published by Barron's in February 2009.



If you wish to be considered for other Lists, please visit www.bizjournals.com/philadelphia/bol_survey/ to complete a nomination form for your company.

List appeared October 23, 2009

Top Pennsylvania wealth advisers (Ranked by Barron's quantitative and qualitative criteria)

'09 Rank	Name Firm	City/State	Individuals up to \$1M ¹	High net worth \$1M-\$10M ¹	Ultra high net worth \$10M+ ¹	Foundations	Endowments	Institutional	Typical account size (in millions)	Typical net worth (in millions)	Team total assets (in millions)
21.	Peter Stroppe UBS Financial Services	Pittsburgh, Pa.	X	X	X				\$3	\$5	\$460
22.	Patricia C. Brennan Key Financial	West Chester, Pa.	X	X					\$1-\$3	\$1-\$5	\$220.5
23.	James Lowden UBS Financial Services	Pittsburgh, Pa.	X	X	X				\$1	\$1-\$5	\$510
24.	David Wilson Morgan Stanley	Wayne, Pa.	X	X	X				\$2	\$5-\$10	\$200
25.	Samuel Spanos Merrill Lynch	Beaver, Pa.	X	X					\$0.5	\$2	\$300
26.	Robert Beck Wachovia Securities	Allentown, Pa.	X	X	X				\$2	\$3	\$367
27.	Stephan Todd Walker Morgan Stanley	Philadelphia, Pa.		X	X	X	X	X	\$10+	\$50	\$1,700
28.	Susan Yelen Smith Barney	Wilkes-Barre, Pa.	X	X	X				\$1-\$5	\$1.1-\$7	\$259.4
29.	Carrie Coghill-Kuntz D.B. Root	Pittsburgh, Pa.	X	X			X	X	\$1+	\$2-\$10+	\$950
30.	Jeffrey Martindes Merrill Lynch	Newtown, Pa.	X	X					\$1.5	\$5	\$300