

Financial Advisor 100

FA 100 2019

RANK	BUSINESS NAME	TOTAL AUM (THOUSANDS)	YEARS IN THE BUSINESS	ACCOUNTS UNDER MANAGEMENT
1	Salem Investment Counselors	1,356,991	33	1,652
2	Montag & Caldwell	2,100,413	43	439
3	Dana Investment Advisors	5,183,224	39	2,449
4	Century Management Financial Advisors	1,033,809	38	913
5	NorthStar Asset Management	1,577,049	23	2,062
6	NewSouth Capital Management	3,683,498	34	235
7	California Financial Advisors	1,083,937	21	2,627
8	Richmond Capital Management	5,506,418	32	232
9	Tom Johnson Investment Management	1,191,482	28	3,273
10	Richard C. Young & Co.	1,004,731	29	1,489
11	Sound Shore Management	5,104,007	25	625
12	Gamble Jones Investment Counsel	1,275,053	28	1,176
13	C. S. McKee	9,688,441	17	320
14	Carret Asset Management	2,474,880	15	2,140

Ranked
#5
On CNBC's
FA Top100

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“Finding the right advisor to help with your financial needs and goals can be complicated. There are so many factors to assess. Many advisors will use a high asset under management as a selling point metric when marketing themselves to potential investors. However, AUM isn’t the whole story when a potential client is determining which financial advisory firm is right for them.

The [CNBC FA 100 celebrates](#) the advisory firms that top the list when it comes to offering a comprehensive planning and financial service that helps clients navigate through their complex financial life.

The CNBC rankings are based on data culled from thousands of advisory firms and provided by [AccuPoint Solutions](#). Factors included in the rankings were disclosures, years in business, average account size, total accounts under management, number of investment advisors, the ratio of investment advisors to total number of employees and discretionary assets under management and total AUM. Each section was weighted according to specific criteria created by CNBC and AccuPoint.”

FA 100: CNBC ranks the top-rated financial advisory firms of 2019

*CNBC Financial Advisor 100 Article Published Oct. 10th 2019

<https://www.cnbc.com/2019/10/10/fa-100-cnbc-charts-the-top-rated-financial-advisory-firms-of-2019.html>

100 top firms helping clients meet their financial goals

It's evident that the financial advice business has evolved over the years. The industry continues to mature, and financial advisors are always finding ways to address and meet the demands of today's investors.

In fact, given the increased complexity of everyone's financial lives, investors are eager to seek some help and education regarding income investment planning and strategies. Obviously, advisors can play a key role in helping clients grow and protect their wealth. With that said, the [CNBC FA 100](#) recognizes those advisory firms that continue to find ways to work closely with clients to help them mitigate risk and meet their financial goals....

....The CNBC FA 100 ranking takes into consideration a variety of key factors beyond AUM. The ranking is based on a proprietary methodology developed by CNBC in partnership with data provider [AccuPoint Solutions](#). (See methodology box below.

FA 100 Methodology

CNBC enlisted data provider [AccuPoint Solutions](#) to assist with delivering the CNBC FA 100 ranking of registered investment advisors.

The methodology consisted of first analyzing a variety of core data points from AccuPoint's database of financial services firms. This analysis started with an initial list of **35,511 RIA firms**.

AccuPoint then applied weighted categories to further refine and rank the firms, ultimately creating the list of the top 100.

The primary data points used in the analysis were reviewed, either as a minimum baseline or within a range, eliminating those firms that did not meet our requirements. Once the initial list was compiled, weightings were also applied accordingly. These data points included:

- Disclosures
- Number of years in the business
- Number of employees
- Number of investment advisors registered with the firm
- The ratio of investment advisors to total number of employees
- Total assets under management
- Percentage of discretionary assets under management
- Total accounts under management
- Number of states where the RIA is registered
- Country of domicile

*CNBC 's "100 top firms helping clients meet their financial goals" Article Published Oct. 10th 2019

<https://www.cnbc.com/2019/10/10/fa-100-top-ranked-advisory-firms-meet-their-clients-financial-goals.html>