

Another look...

Just missed the list

Rank	Firm name	Assets under mgt.
26.	Jackson Financial Advisors	\$150 M
26.	Strategic Wealth Advisors LLC	\$150 M
28.	Foothills Asset Management Ltd.	\$143 M
29.	Camden Financial Management	\$139.02 M
30.	Able Financial Group	\$130 M
31.	Robinson, Tighe Sponcil Private Wealth Management	\$129.13 M
32.	Health Management LLC	\$125 M
33.	Johnson Financial Advisors	\$111.2 M
34.	ABL Wealth Management	\$99 M
35.	Legacy Financial Group & Associates Inc.	\$85 M
36.	The Planning Group	\$64.39 M
37.	Health Engineering LLC	\$64.2 M
38.	Progressing Financial Concepts/ New England Financial	\$2 M

Historical perspective

2010

Rank	Firm name	Assets under mgt.
1.	GenSpring Family Offices	\$2 B
2.	Madison Scottsdale LC	\$1.8 B
3.	First Financial Equity Corp.	\$1.1 B
3.	Miller/Russell & Associates LLC	\$1.1 B
5.	Householder Group Inc.	\$1 B
6.	TCI Wealth Advisors Inc.	\$844 M
7.	Stoker Ostler Wealth Advisers	\$675 M

2009

Rank	Firm name	Assets under mgt.
1.	SagePoint Financial Inc.	\$27.2 B
2.	Madison Scottsdale LLC	\$1.72 B
3.	GenSpring Family Offices	\$1.7 B
4.	Miller/Russell & Associates Inc.	\$1 B
5.	TCI Wealth Advisors Inc.	\$718 M
6.	Stoker Ostler Wealth Advisers	\$580 M
7.	WealthTrust - Arizona	\$450 M

2008

Rank	Firm name	Assets under mgt.
1.	GenSpring Family Offices	\$2.1 B
2.	Madison Scottsdale LLC	\$1.8 B
3.	Miller/Russell & Associates LLC	\$1.6 B
4.	TCI Wealth Advisors Inc.	\$932 M
5.	Stoker Ostler Wealth Advisers	\$780 M
6.	WealthTrust - Arizona	\$651 M
7.	Lowry Hill	\$552 M

2007

Rank	Firm name	Assets under mgt.
1.	Inlign Wealth Management LLC	\$1.77 B
2.	Madison Scottsdale LC	\$1.5 B
3.	Miller/Russell & Associates LLC	\$1.4 B
4.	Private Wealth Management	\$708 M
5.	L. Roy Papp & Associates LLP	\$636 M
6.	Lowry Hill	\$562 M
7.	WealthTrust - Arizona	\$556 M

About this list

SOURCE: Representatives of the investment advisers. To be included in future surveys for this list, please send an email with contact information to Research Director Dale Brown at dbrown@bizjournals.com.

NOTES: In case of ties, companies are listed alphabetically. NL - not listed in 2010 DND - did not disclose NA - not available M - million
Householder Group Inc., No. 5 last year, did not respond by press time

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Rank 2011	Firm name	Telephone	Fax	Total assets under mgmt. locally	Minimum \$ req'd for individual acc't	Total local employees	Types of advisory services	compensation for services	Principal(s)
2010	Address	Web		Total number of accounts		Total local professionals			Year estab. locally
1	GenSpring Family Offices 2355 E. Camelback Road, Ste. 750 Phoenix 85016	602-385-3266		\$2.2 B 692		\$10 M 49 38	investment; portfolio design, implementation, and management; family office services	percentage of assets under management	Christina Burroughs, Rich Dozer 2002
2	Madison Scottsdale LC 8777 N. Gainey Center Drive, Ste. 220 Scottsdale 85258	480-596-3338		\$1.8 B 48		\$10 M 9 5	investment management for the insurance industry	percentage of assets under management	Jeffrey Sims, Anjanette Fowler, William Fain 1993
3	Miller/Russell & Associates LLC 2701 E. Camelback Road, Ste. 120 Phoenix 85016	602-468-1232		\$1.2 B M 433		\$2 M 16 8	wealth management, investment management, retirement plan consulting	percentage of assets under management, fixed fees	Dennis Miller, principal 1991
4	First Financial Equity Corp. 7373 N. Scottsdale Road, Ste. D-120 Scottsdale 85253	480-951-0079		\$1.1 B 2,900		\$50,000 25 139	individual, pension, institutional, financial planning	percentage of assets under management, hourly charges, fixed fees, commission	George Fischer, president 1985
5	TCI Wealth Advisors Inc. 7550 E. McDonald Drive, Ste. D Scottsdale 85250	480-991-0401 Fax 480-991-0574		\$1 B 1,067		\$500,000 26 10	consultative wealth advisory services, wealth management, portfolio design/implementation	percentage of assets under management, hourly charges, fixed fees	Michael Grosso, Trisa Summers 1990
6	Stoker Ostler Wealth Advisers 4900 N. Scottsdale Road, Ste. 2600 Scottsdale 85251	480-890-8088		\$680 M 482		\$500,000 18 18	customized investment portfolios and personal financial planning	percentage of assets under management	Philip Stoker, managing director 1997
7	L. Roy Papp & Associates LLP 2201 E. Camelback Road, Ste. 227B Phoenix 85016	602-956-0980		\$580.55 M 214		\$1 M 17 1	HNWI, investment companies, foundations, pensions, charitable organizations	percentage of assets under management	L. Roy Papp, Harry Papp, Julie Hein 1978
8	United Planners 7333 E. Doubletree Ranch Road, Ste. 120 Scottsdale 85258	800-966-8737		\$566.22 M DND		NA 50 83	financial planning, retirement planning, investment management	percentage of assets under management, hourly charges, fixed fees	Thomas Oliver, president, CEO 1987
9	Ironwood Investment Counsel LLC 14646 N. Kierland Blvd., Ste. 135 Scottsdale 85254	602-493-4042		\$512.92 M 257		\$500,000 11 4	investment management and consulting, portfolio design, implementation, asset allocation	percentage of assets under management	Paul Alston, Jeffrey Shiffra 2011
10	Watermark Wealth Strategies LLC 8377 E. Hartford Drive, Ste. 110 Scottsdale 85255	480-969-1717		\$500 M 600		\$100,000 12 9	financial planning; estate, investment, retirement and tax planning services	percentage of assets under management, hourly charges, fixed fees, commission	Thomas Lundgaard, partner 2009
10	WealthTrust - Arizona 8434 E. Shea Blvd. Scottsdale 85260	480-483-7300 Fax 480-443-4880		\$500 M 2500		NA 16 7	fee-based investment services	percentage of assets under management	Holly Deem, CEO 2006
12	Ronald Blue & Co. 60 E. Rio Salado Parkway, Ste. 1012 Tempe 85281	480-820-2660		\$465.64 M 1120		\$25,000 21 5	financial planning, investment management, tax planning, estate planning	percentage of assets under management, other	Beverly DeStefano 1992
13	Rowland Carmichael Advisors Inc. 7272 E. Indian School Road, Ste. 322 Scottsdale 85251	480-421-2660		\$380.61 M 177		\$1 M 9 5	family wealth management, financial planning, portfolio management for HNWI	percentage of assets under management	Timothy Rowland, David Carmichael 1986
14	Keats, Connelly and Associates LLC 3336 N. 32nd St., Ste. 100 Phoenix 85018	602-955-5007		\$276 M 400		NA 26 15	financial planning and investment advisory services	percentage of assets under management, hourly charges, fixed fees	Robert Keats, Dale Walters 1990
15	Ziegler Wealth Management 8501 N. Scottsdale Road, Ste. 250 Scottsdale 85253	480-951-0501		\$275 M 260		\$250,000 8 5	asset management, integrating client investment goals with tax and legal strategies.	percentage of assets under management, commission	Bill Herf, v.p., branch mgr. 2002
16	Autus Asset Management 16436 N. Scottsdale Road, Ste. 105 Scottsdale 85254	480-348-6493		\$232.44 M 377		\$500,000 6 6	customized portfolio management	percentage of assets under management	M. Fiedler, D. Cuppy, S. Fields, K. Goll 2002
17	PacWest Financial Management Inc. 1643 E. Bethany Home Road Phoenix 85016	602-997-8882		\$214.50 M 214		\$300,000 7 5	portfolio construction, investment management, retirement planning	percentage of assets under management	Grace Lau, CEO 1997
18	The La Porte Wealth Strategies Group 14850 N. Scottsdale Road, Ste. 155 Scottsdale 85254	480-365-6888		\$200 M 400		\$500,000 5 3	asset management, estate planning, financial planning, retirement planning, 401(k)	percentage of assets under management	Tom LaPorte, sr. v.p., investments 1976
19	Harnden & Associates 10240 W. Bell Road, Ste. D Sun City 85374	623-972-3133 Fax 623-876-9226		\$187 M 420		\$250,000 10 6	financial planning and advice, investments, insurance	fixed fees, commission	Steve Harnden, private wealth advisor 1995
20	Stonagate Financial Group 7373 N. Scottsdale Road, Ste. D205 Scottsdale 85253	602-953-8450		\$175 M 200		\$250,000 7 4	investment management, estate planning, tax planning, financial planning	percentage of assets under management, hourly charges	Jameson Van Houten, president DND
21	Pathlight Investors LLC 3131 E. Camelback Road, Ste. 211 Phoenix 85016	602-795-7600 Fax 602-795-7601		\$170 M 400		\$100,000 5 3	research and investment-focused advisory firm, active portfolio management	percentage of assets under management	Adrian Larson, M.J. Nodilo, Patsy Nodilo 2009
22	Hanson, Ayala & Associates 7010 E. Chauncey Lane, Ste. 200 Phoenix 85054	602-923-9800 Fax 602-923-9801		\$167 M 350		\$500,000 6 4	private wealth advisory services, financial planning and asset management	percentage of assets under management, fixed fees, commission	Jason Ayala, Renee Hanson 1997
23	Stellar Capital Management LLC 2200 E. Camelback Road, Ste. 130 Phoenix 85016	602-778-0307		\$157.5 M 159		\$500,000 6 4	customized portfolio management of stocks and bonds, retirement plan investment services	percentage of assets under management	Steve Taddie, managing partner 1984
24	Your Source Financial 7150 E. Camelback Road, Ste. 500 Scottsdale 85251	602-343-1700		\$157 M 360		\$100,000 5 4	independent wealth management services	percentage of assets under management, hourly charges, fixed fees	Raymond DiMuro, principal 2000
25	Olympus Financial Advisors 5040 E. Shea Blvd., Ste. 162 Scottsdale 85254	480-607-6558 Fax 480-991-4469		\$152 M 77		\$1 M 2 1	wealth management and advisory services	percentage of assets under management	Michael Blake, president, CEO 2002