

ESTATE PLANS GONE WRONG | AMERICAN VINTNERS SELL OUT
PLUMBING PRIVATE STOCK EXCHANGES

Worth

WEALTH IN PERSPECTIVE

THE TOP 100 WEALTH ADVISORS

AMERICA'S PREMIER FINANCIAL STRATEGISTS
FOR GLOBAL INVESTING

Post-Auction Blues

THE HIDDEN COSTS OF
ART COLLECTING

Debuting This Month

THE WORTH
FINANCIAL MAKEOVER

Liquid Assets

HOW TO INVEST IN THE 21st CENTURY'S HOT COMMODITY

OCTOBER 2007
worth.com
A CURTCO MEDIA PUBLICATION

THE TOP 100 WEALTH ADVISORS

In good times, wealth advisors temper exuberance, keeping those with much to lose focused on life goals rather than quick kills. In bad times, they provide reassurance by offering the kind of wisdom that only years of study, determination and experience can provide. In the following pages, WORTH contributor Judy Martel offers insights into the way leading wealth advisors and their clients work together to build security and trust. We then present the Top 100 Wealth Advisors for 2007. Each year, WORTH honors financial strategists who go above and beyond mere service to their clients. We recognize those who offer wise counsel, consistency and integrity. Simply put, they are the best at what they do.

	FIRM, CITY	PHONE	FIRM ASSETS	LARGEST CLIENT'S NET WORTH	MEDIAN CLIENT NET WORTH	MINIMUM ASSETS FOR NEW CLIENT
Kansas						
Peter Mallouk, MBA, CFP	Creative Planning Private Wealth Mgmt., Overland Park	913.338.2727	\$591 million	\$215 million	\$2.8 million	N/A

The Top 100 Methodology

FOR SOME, THE ARRIVAL OF SPRING heralds new beginnings after a long winter. For the editorial staff of *Worth*, it signals the return of a daunting, yearly task: the selection of the Top 100 Wealth Advisors from a large pool of highly qualified applicants. The complex process of gathering, organizing and assessing the information that wealth advisors submit takes months to complete, and sometimes pushes hard against deadlines set for the publication of the October issue, in which the final list is published.

While this task is never easy, it was particularly difficult this year. The hundreds of advisors who answered our Top 100 questionnaire offered keen insights into the current investment climate. A number of the responses we received were exceptionally thorough and original, evidencing the kind of comprehensive financial expertise and client focus that elevates advisors to the pinnacle of their profession. Some who made the list in the past are noticeably absent this year; others who have never participated before make their debut.

In anticipation of the inevitable questions about how we choose the individuals we honor, please know that our methodology is straightforward. While our weighing of the various criteria may change in response to market shifts or economic activity, the methodology we use to gather, organize and analyze the information remains constant.

The process begins with an invitation to our readers to nominate those wealth advisors who have truly gone above and beyond the call of duty in meeting their clients' needs. We also solicit nominations from private banks, wealth management and investment firms and industry associations. Nominated advisors, and others who wish to participate, then complete a detailed online questionnaire in which they provide their educational and professional credentials, work history, compensation structure, client retention rate and other

background information. We then ask about areas of expertise, their approaches to working with new clients and how they meet the unique needs of the affluent clientele they serve.

While we give this information considerable weight in our selection process, we place the greatest importance upon each candidate's ability to intelligently discuss the current investment climate, the markets and their strategies for success. At this point, the competition becomes fierce. Affluent investors pay their wealth advisors to be independent thinkers, and based on the spectrum of analyses we read, many earn their keep. This year, very few agreed on the best way to invest in a global market where phenomenal growth—and risk—can be found offshore, and dramatic market swings have become daily events. Even fewer claimed that their strategies were foolproof. Many, however, explained their insights clearly, concisely and with conviction—exactly how they should communicate with their clients.

Following our compilation of a preliminary list, the final step in the selection process is one of verification. *Worth's* editorial staff confirms, to the extent possible, that the information advisors provide is accurate and truthful. We run background checks and occasionally ask additional questions of both advisors and their clients. By the time this step is completed, spring is just a memory and the dog days of summer are upon us. With deadlines approaching, we finalize our list, confident in the choices we've made.

The competition this year was extremely tough. But that's how it should be. Wealth management is not an easy profession—the men and women who guide their clients through life's triumphs and challenges must be smart, resilient, decisive and dedicated. Those honored in the following pages embody all these qualities and more. We salute them. They are *Worth's* Top 100 Wealth Advisors for 2007. —Douglas McWhirter