

TOP 100 WOMEN FINANCIAL ADVISERS



The best advisers are doing land-office business as investors look for guidance in rocky markets. Our annual roster includes more than 20 new names. Who's the new No. 1?

The Top 100

Here are America's best female financial advisers from brokerages and banks, as identified by the Winner's Circle, a securities-industry research and consulting concern. The advisers, the firm says, follow the industry's best practices and have some of its biggest books of business. The scoring system assigns a value of 100 to the top adviser, then calculates the others by comparing each adviser with the No. 1 finisher in terms of assets under management, revenue generated and other factors. In honor of confidentiality agreements with the firms, revenue figures are not shown in the table. Total assets are those of each adviser's team and include both assets held at the firm and those held elsewhere but overseen by the team. Institutional assets are given less weight in the scoring. N indicates an adviser is new to the ranking this year.

Rank '08 '07	Name	Firm	Location	CUSTOMERS						Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$mil)	Score
				Individuals (Up to \$1 mil)	High Net Worth (\$1-10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional				
15 N	Erlin Botsford	Botsford/Biltmore Capital	Frisco, Texas	•	•	•	•			700	3-8	5-15+	96.08

(over please)

THE PUBLISHER'S SALE OF THIS REPRINT DOES NOT CONSTITUTE OR IMPLY ANY ENDORSEMENT OR SPONSORSHIP OF ANY PRODUCT, SERVICE, COMPANY OR ORGANIZATION. Custom Reprints (609)520-4331 P.O. Box 300 Princeton, N.J. 08543-0300. DO NOT EDIT OR ALTER REPRINTS • REPRODUCTIONS NOT PERMITTED #34195

Riding High

With markets on edge, investors are rushing for advice from professionals like these. Our annual ranking.

(the following has been excerpted)

by Suzanne McGee The stock market is jumpy, credit is crunched and worries mount daily about either a recession or a spike in inflation. But that's all good news for one group: first-rate financial advisers.

Nearly three-quarters of the 78 women returning to the list from last year have managed to boost their assets under management over the past 12 months.

There's no single path to the top 100, but each of the women on the list has met stringent criteria. The ranking, assembled by the Winner's Circle organization—a securities-industry consulting concern—is based on such factors as revenue generated for the advisers' firms, assets under management, recommendations from supervisors and peers, and regulatory records. Candidates are drawn largely from brokerage houses and banks.

Investment returns are not explicitly a factor in the ranking, because the advisers don't have audited investment results. But R.J. Shook, the Winner's Circle's chief, maintains that a top adviser's abilities to attract and retain clients is indicative of strong investment results; otherwise those clients would move their money and entrust it to someone else's care. In all, he says, the advisers on the list exemplify the industry's best practices.

The Top 100

Here are America's best female financial advisers from brokerages and banks, as identified by the Winner's Circle, a securities-industry research and consulting concern. The advisers, the firm says, follow the industry's best practices and have some of its biggest books of business. The scoring system assigns a value of 100 to the top adviser, then calculates the others by comparing each adviser with the No. 1 finisher in terms of assets under management, revenue generated and other factors. In honor of confidentiality agreements with the firms, revenue figures are not shown in the table. Total assets are those of each adviser's team and include both assets held at the firm and those held elsewhere but overseen by the team. Institutional assets are given less weight in the scoring. N indicates an adviser is new to the ranking this year.

CUSTOMERS													
Rank				Individuals	High	Ultra-High	Foun-	Endow-	Institu-	Total	Typical	Typical	Score
'08 '07	Name	Firm	Location	(Up to \$1 mil)	Net Worth (\$1-10 mil)	Net Worth (\$10 mil+)	dations	ments	tional	Assets (\$mil)	Account (\$mil)	Net Worth (\$mil)	
1	2	Saly Glassman	Merrill Lynch	Blue Bell, Pa.	•	•	•	•	•	\$1,650	\$10	\$15	100.00
2	1	Rebecca Rothstein	Smith Barney	Beverly Hills, Calif.	•	•	•	•	•	2,050	20	20	99.79
3	3	Ami Forte	Morgan Stanley	Palm Harbor, Fla.	•	•	•	•	•	1,030	10	30 700	98.91
4	4	Susan Kaplan	Kaplan Financial	Newton, Mass.	•	•	•	•	•	825	3.5	10	98.67
5	6	Lori Van Dusen	Citi Institutional Consulting	Rochester, N.Y.	•	•	•	•	•	5,000	25	35	98.46
6	7	Jacqueline Willens	UBS Financial Svcs	New York	•	•	•	•	•	910	3.9	6-20	98.22
7	8	Lorna Meyer	Merrill Lynch	San Francisco	•	•	•	•	•	1,650	25-50	100+	97.94
8	5	Patricia Bell	Merrill Lynch	Snort Hills, N.J.	•	•	•	•	•	602	4	5	97.77
9	9	Daggy Maldman	Lehman Brothers	San Francisco	•	•	•	•	•	1,700	30	50+	97.41
10	17	Gwen Campbell	UBS Financial Svcs	San Francisco	•	•	•	•	•	1,100	10+	10+	97.17
11	N	Melissa Harrison	Merrill Lynch	Denver	•	•	•	•	•	1,300	25	25	96.91
12	10	Mary Deatherage	Smith Barney	Little Falls, N.J.	•	•	•	•	•	1,377	4	10-20	96.65
13	15	Debbie Jorgensen	Merrill Lynch	San Francisco	•	•	•	•	•	550	10-50+	20-100+	96.44
14	20	Sonia Attkiss	Credit Suisse	New York	•	•	•	•	•	3,380	18-27	20-35	96.24
15	N	Erlin Botsford	Botsford/Biltmore Capital	Frisco, Texas	•	•	•	•	•	700	3-8	5-15+	96.08
17	N	Joanne Jensen	Citi Private Bank	New York	•	•	•	•	•	3,055	25	250	95.81
18	46	Stacy Grant	Merrill Lynch	San Francisco	•	•	•	•	•	2,900	25-50	50-75	95.59
19	35	Siri Berg	Credit Suisse	San Francisco	•	•	•	•	•	840	5-10	10-20	95.40
20	23	Meg Green	Meg Green Assoc.	N. Miami Beach, Fla.	•	•	•	•	•	855	3.5	5-10	95.20
21	11	Key R. Shirley	Financial Development	Atlanta	•	•	•	•	•	750	0.5-0.8	3	95.02
22	13	Sharon Oberlander	Merrill Lynch	Chicago	•	•	•	•	•	704	2.5	5-25	94.85
23	38	Nicole Primack Andres	Credit Suisse	New York	•	•	•	•	•	1,300	15	25	94.65
24	34	Maureen Rathle	Merrill Lynch	Chicago	•	•	•	•	•	1,715	20-40	40-50	94.48
25	14	Judith McGee	Raymond James	Portland, Ore.	•	•	•	•	•	395	0.75-1	2-5	94.37
26	28	Linda Stirling	RBC Wealth Mgmt	La Jolla, Calif.	•	•	•	•	•	315	2.5	5-10+	94.25
27	N	Erna Morgan McReynolds	Smith Barney	Oneonta, N.Y.	•	•	•	•	•	446	0.75	3	94.11
28	12	Teri Harmon	UBS Financial Svcs	Newport Beach, Calif.	•	•	•	•	•	500	0.5	2+	94.01
*29	N	Janine Craane	Merrill Lynch	New York	•	•	•	•	•	1,054	5	10	93.87
*30	18	Valery Craane	Merrill Lynch	New York	•	•	•	•	•	1,054	5	10	93.87
31	16	Sheryl Stephens	Raymond James Fin Svcs	Flint, Mich.	•	•	•	•	•	355	1	3-8	93.76
32	24	Nadine Wong	Morgan Stanley	New York	•	•	•	•	•	500	15+	20+	93.58
33	29	Carrie Coghlin Kuntz	D.B. Root Wealth Mgmt	Pittsburgh	•	•	•	•	•	950	1+	2-10+	93.43
34	22	Dodee Crockett	Merrill Lynch	Dallas	•	•	•	•	•	1,100	5-20	10-75	93.25
35	N	Lalla Marshall-Pence	Pence Wealth Mgmt	Newport Beach, Calif.	•	•	•	•	•	400	2.5	5-15	93.12
36	25	Sharon Sager	UBS Private Wealth Mgmt	New York	•	•	•	•	•	680	20	30	92.97
37	31	Cynthia Hewitt	Merrill Lynch	Wilmington, Del.	•	•	•	•	•	925	3.5	5-15	92.80
38	N	Stephanie Twomey	Citi Family Office	Mano Park, Calif.	•	•	•	•	•	762	6	15-25	92.66
39	21	Barbara Hudock	Hudock Moyer Wealth Mgmt	Williamsport, Pa.	•	•	•	•	•	410	3-10	3-10	92.54
40	43	Susan Rosenthal	Merrill Lynch	Durham, N.C.	•	•	•	•	•	285	1-3	2-10	92.41
41	27	Trudy Haussmann	Haussmann Financial	Newport Beach, Calif.	•	•	•	•	•	760	0.6	1-1.5	92.31
*42	56	Christina Benson Boyd	Merrill Lynch	Wayzata, Minn.	•	•	•	•	•	1,500	1-20	3-25	92.18

*Partner with an adviser shown nearby on ranking. Note: For more information on the Winner's Circle and the ranking methodology, go to www.wcorg.com

Source: R. J. Shook

Securities Offered through DeWaay Financial Network, LLC, Member FINRA/MSRB/SIPC. Advisory services offered through DeWaay Advisory, LLC, a Registered Investment Advisor and Biltmore Capital Advisors, A Registered Investment Advisor. The Botsford Group and Biltmore Capital Advisors are unaffiliated with DeWaay Financial Network, LLC.