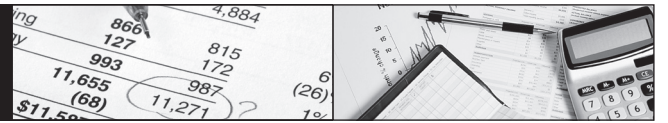


# NASHVILLE BUSINESS JOURNAL

MUSIC CITY'S BUSINESS SOURCE

## Financial planners

Ranked by local investment assets



Prior rank	Name Address	Phone Website	Assets under local management*	Certified planning professionals   Total employees	Client percentage: Individual   Corporate	Business percentage: Fee-based   Commission   Fee-only	Contacts	Year founded locally
<b>1</b>	<b>3</b> Raymond James Financial 880 Carillon Parkway, St. Petersburg 33716 <i>Morgan Keegan's prior rank</i>	727-567-1000 raymondjames.com	\$7.5B	129   353	80%   20%	20%   80%   0%	Top local executive: Bill Lynch, Branch manager - 2525 West End Ave.	1982
				<b>Acquired Morgan Keegan in April 2012 in a \$1.2B deal.</b>				
<b>2</b>	<b>1</b> Morgan Stanley Smith Barney 3102 West End Ave., Suite 200, Nashville 37203	269-2448 morganstanleysmithbarney.com	\$5.5B	35   100	87%   13%	55%   35%   10%	Top local executive: Rebecca Stilwell, Managing director, complex manager, rebecca.stilwell@mssb.com	1975
<b>3</b>	<b>2</b> UBS Financial Services Inc. 3102 West End Ave., Suite 500, Nashville 37203	750-8000 ubs.com	\$5B	8   70	70%   30%	Declined	Top local executive: Anthony Thorpe, Executive director, anthony.thorpe@ubs.com	1932
<b>4</b>	<b>3</b> Merrill Lynch 150 Fourth Ave. N., Suite 1700, Nashville 37219	747-5610 ml.com	\$3.7B	51   80	80%   20%	70%   30%   0%	Top local executive: Douglas Revere, Director, douglas_revere@ml.com CFO: Victor Garcia, Administrative manager, vic_garcia@ml.com	1957
<b>5</b>	<b>4</b> Ward Financial Advisory Group of Wells Fargo Advisors 10 Cadillac Drive, Suite 300, Brentwood 37207	372-1197 wardfinancialadvisory.wfadv.com	\$3.4B	10   12	24%   76%	100%   0%   20%	Top local executive: Brian Ward, Managing director-investments officer, senior institutional consultant, brian.ward@wardfa.com	1992
<b>6</b>	<b>6</b> Peachtree Planning of Tennessee 9019 Overlook Blvd., D-1, Brentwood 37027	376-8300 peachtreepanning.com	\$2.6B	14   31	60%   40%	20%   80%   0%	Top local executive: Darrell Dawes, President	2004
<b>7</b>	<b>7</b> Hilliard Lyons 3401 West End Ave., Suite 160, Nashville 37203	297-2211 hilliard.com	\$1.8B	7   50	85%   15%	65%   35%   0%	Top local executive: Dan Foutch, Senior vice president, regional manager, dfoutch@hilliard.com	1980
<b>8</b>	<b>9</b> Thoroughbred Financial Services 5110 Maryland Way, Suite 300, Brentwood 37027	371-0001 thoroughbredfinancial.com	\$1.7B	14   55	70%   30%	80%   20%   0%	Top local executive: Thomas Parker, President	2000
<b>9</b>	<b>10</b> Northwestern Mutual 1600 Division St., Suite 400, Nashville 37203	742-8700 northwesternmutual.com	\$1.3B	27   123 <sup>1</sup>	95%   5%	48%   52%   0%	Top local executive: Charles Pruett, Managing partner COO: Micky James, Director of development CFO: Robin Bennett, Director of finance	1869
<b>10</b>	<b>11</b> TrustCore Financial Services Inc. 105 Westwood Place, Suite 400, Brentwood 37027	377-1177 trustcore.com	\$1.2B	28   26	90%   10%	99%   1%   0%	Top local executive: Roger Reed, President, roger.reed@trustcore.com	1984
<b>11</b>	<b>13</b> Southwestern Investment Services Inc. 720 Cool Springs Blvd, Suite 100, Franklin 37067	861-6102 raymondjames.com/southwestern	\$1.1B	11   43	90%   10%	43%   57%   0%	Top local executive: Jeffrey Dobyns, President, jeff.dobyns@raymondjames.com, COO: David Adams, Vice president, david.adams@raymondjames.com	2002
<b>12</b>	<b>-4</b> <b>8</b> Capital Financial Group 8 Cadillac Drive, Suite 150, Brentwood 37027	309-6300 capitalfinancialgroup.net	\$869M	20   70	60%   40%	33%   67%   0%	Top local executive: Timothy Sinks, Managing partner COO: Greg Sirko, Director of agent development	1896
				<b>A year-over-year decrease of 49%</b>				
<b>13</b>	<b>12</b> First Tennessee Bank 511 Union Street, Suite 400, Nashville 37219	734-6027 firsttennessee.com	\$779.9M	9   11	80%   20%	35%   65%   0%	Top local executive: Chris Kimler, Senior vice president, Wealth Management regional director, crkimler@firsttennessee.com	1864
<b>14</b>	<b>15</b> LBMC Financial Services 5250 Virginia Way, Suite 300, Brentwood 37027	377-4600 lbmc.com	\$630M	3   4	100%   0%	100%   0%   0%	Top local executive: Gregory Herman, Principal, gherman@lbmc.com	1998
<b>15</b>	<b>New!</b> Kings Point Capital Management 112 Westwood Place, Suite 210, Brentwood 37027	620-3900 kingspt.com	\$400M	4   5	100%   0%	100%   0%   100%	Top local executive: Jeff Bates, Managing partner, jbates@kingspt.com CFO: Jack Salzman	2006
<b>16</b>	<b>17</b> The R.O.W. Group 2020 21st Ave. S., Suite 200, Nashville 37212	250-7600 therowgroup.com	\$374.3M	1   7	25%   75%	50%   50%   0%	Top local executive: Kenneth Innis, Chairman and founder, keninnis@therowgroup.com CFO: Mary Jo Innis, President, maryjoinnis@therowgroup.com	1985
<b>17</b>	<b>16</b> Ronald Blue & Co. 210 Westwood Place, Suite 110, Brentwood 37027	373-2800 ronblue.com	\$350.8M	4   9	82%   18%	0%   0%   100%	Top local executive: Bruce Williams, Managing director, bruce.williams@ronblue.com	1994
<b>18</b>	<b>New!</b> Fifth Third Investment Advisors 424 Church Street, Suite 600, Nashville 37219	687-3115 53.com	\$340M	4   380	91%   9%	40%   60%   0%	Top local executive: Tara Alford, Senior vice president, IA executive CFO: Mike Shingleton	2004
<b>19</b>	<b>+4</b> <b>23</b> Sailer Financial Inc. 320 Seven Springs Way, Suite 130, Brentwood 37027	370-1253 sailerfinancial.com	\$260M	2   5	95%   5%	100%   0%   0%	Top local executive: Amy Sailer, President COO: Jeremy Hutzel, Vice president	2002
				<b>A year-over-year increase of 137%</b>				
<b>20</b>	<b>18</b> Kraft Asset Management 555 Great Circle Road, Nashville 37228	782-4286 kraftasset.com	\$180M	2   3	80%   20%	0%   0%   100%	Top local executive: Stephen High, Chief manager, stephen@kraftasset.com	2001
<b>21</b>	<b>19</b> Investment Planners 2 Maryland Farms, Suite 129, Brentwood 37027	360-5600 investment-planners.com	\$142M	2   2	70%   30%	90%   10%   0%	Top local executives: Bart Jones, bjones@investment-planners.com; Scott Winters, swinters@investment-planners.com - Owners	2000
<b>22</b>	<b>21</b> Snow Creek Wealth Management 905 Harpeth Valley Place, Nashville 37221	673-7795 snowcreekwealth.com	\$121.5M	3   3	100%   0%	0%   0%   100%	Top local executive: David Goldberg, President, dgoldberg@snowcreekwealth.com	2007
<b>23</b>	<b>24</b> Hammel Financial Advisory Group 5123 Virginia Way, Suite B-13, Brentwood 37069	371-5222 hammelfinancial.com	\$103M	2   3	100%   0%	0%   0%   100%	Top local executive: Melissa Hammel, Managing member, melissa@hammelfinancial.com	1981
<b>24</b>	<b>25</b> Bills Asset Management 3001 Flagstone Drive, Franklin 37069	371-5928 billsasset.com	\$65M	1   1	95%   5%	100%   0%   0%	Top local executive: Sam "Bo" Bills Jr., President, bo@billsasset.com COO: Sam Bills	2000
<b>25</b>	<b>New!</b> Bolen   Dodson & Associates 7003 Chadwick Drive, Suite 350, Brentwood 37027	242-3808 lifewealthcoach.com	\$61.4M	1   2	90%   10%	0%   0%   100%	Top local executive: Robert Bolen, President, bob@lifewealthcoach.com	2003

