

Rank	'13	'12	Name	Firm	Location	CUSTOMERS						Total Asset (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$mil)
						Individuals (Up to \$1mil)	High Net Worth (\$1-10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional			
1	1		<b>David Zier</b>	Convergent Wealth	Potomac, Md.			▪				10548	34.2	52
2	2		<b>Barry Garber</b>	Deutsche Bank Alex. Brown	Baltimore, Md.		▪	▪	▪	▪	▪	1800	15	20
3	8		<b>Kent Pearce</b>	Merrill Lynch	Towson, Md.	▪	▪	▪	▪	▪		1175	7	20
4	13		<b>Gerald Scheinker</b>	Janney Montgomery Scott	Baltimore, Md.	▪	▪	▪	▪	▪		735	2.5	6
5	9		<b>Greg Hurlbrink</b>	Morgan Stanley	Baltimore, Md.	▪	▪	▪	▪	▪		1075	4	15
6	6		<b>E. Geoffrey Sella</b>	SPC Financial	Rockville, Md.	▪	▪					599	0.7	0.87
7	4		<b>Larry Boggs</b>	Wells Fargo	Cumberland, Md.	▪	▪	▪				909	3	5
8	7		<b>Brett D. Clifford</b>	Deutsche Bank Alex. Brown	Baltimore, Md.		▪	▪				1460	10	20
9	N		<b>Peter Dunne</b>	Merrill Lynch	Bethesda, Md.		▪	▪	▪	▪		4700	40	40
10	15		<b>James Meek</b>	Graystone Consulting	Baltimore, Md.		▪	▪	▪	▪		1051	10	15
11	10		<b>Joseph Jacques</b>	Jacques Financial	Rockville, Md.	▪				▪		546	0.75	1.5
12	16		<b>Brian Kroneberger Jr.</b>	RBC Wealth Managment	Hunt Valley, Md.	▪	▪	▪		▪		975	2	3
13	5		<b>Tom Hill</b>	Morgan Stanley	Easton, Md.	▪	▪	▪	▪			820	3	10
14	12		<b>Robert Collins</b>	Wells Fargo	Bethesda, Md.	▪	▪	▪				639	2.5	6
15	N		<b>Richard Hans</b>	Merrill Lynch	Baltimore, Md.	▪	▪	▪				700	4	5
16	17		<b>Jim Holzapfel</b>	Wells Fargo	Hagerstown, Md.	▪	▪	▪	▪	▪		651	1.5	3
17	11		<b>Michael Meredith</b>	Merrill Lynch	Baltimore, Md.	▪	▪	▪				822	3	5
18	N		<b>Jeff Leventhal</b>	HighTower	Bethesda, Md.	▪	▪	▪		▪		500	3	7.5
19	18		<b>Jonathan Murray</b>	UBS Financial Services	Hunt Valley, Md.	▪	▪	▪		▪		620	2.5	5
20	19		<b>Ronald Fishbein</b>	Morgan Stanley	Gaithersburg, Md.	▪	▪	▪				588	3	5