



## 2013 Connecticut Five Star Wealth Managers

In a consumer study about dynamics between wealth managers and their clients, Five Star Professional polled wealth managers and consumers about communications. Both groups said that connecting three to four times a year is the right communications strategy, but expectations are not aligned in all areas:

- 29 percent of consumers want to be contacted by their wealth manager whenever events require an update; only 7 percent of wealth managers say they contact clients based on the impact of events.
- 63 percent of consumers say they receive the right amount of communication from their wealth manager.

*From research conducted by Five Star Professional, April 2011.*

Wealth managers, broadly defined, are those individuals who help you manage your financial world and/or implement aspects of your financial strategies. Common examples of wealth managers

are financial advisors, financial planners, investment advisors, tax advisors and estate planning attorneys.

How do you find a wealth manager with experience, who has a good base of clients with high retention rates, and who has undergone a regulatory and complaint review? And when you find them, are they accepting new clients?

*Connecticut* magazine and Five Star Professional partnered to find wealth managers who satisfy 10 objective eligibility and evaluation criteria that are associated with wealth managers who provide quality services to their clients. Among many distinguishing attributes, the average one-year client retention rate for this year's award winners is more than 96 percent.

“Don't listen to other people. Investigate for yourself. Be wary of advisers who say they never had a down year.”

— *Five Star Wealth Manager*

### A Select AWARD

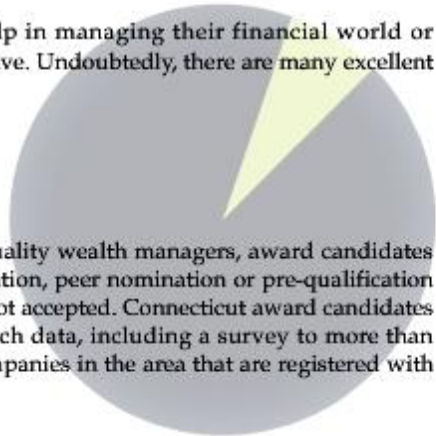
The 2013 Five Star Wealth Managers are a select group, representing less than 2 percent of the wealth managers in the Connecticut area.<sup>(1)</sup>

Although this list is a useful tool for anyone looking for help in managing their financial world or implementing aspects of their financial strategies, it should not be considered exhaustive. Undoubtedly, there are many excellent wealth managers who, for one reason or another, are not on this year's list.

### Award CANDIDATES

4,900 registered financial services professionals and all identified financial service companies in the area that are registered with FINRA or the SEC.

In order to consider a broad population of high-quality wealth managers, award candidates are identified by one of three sources: firm nomination, peer nomination or pre-qualification based on industry standing. Self-nominations are not accepted. Connecticut award candidates were identified using internal and external research data, including a survey to more than



# Determination OF AWARD WINNERS

Award candidates who satisfied 10 objective eligibility and evaluation criteria that are associated with wealth managers who provide quality services were named 2013 Five Star Wealth Managers.<sup>(3)</sup>

## Eligibility Criteria - Required<sup>(4)</sup>

1. Credentialed as an investment advisory representative (IAR), a FINRA-registered representative, a CPA or a licensed attorney.
2. Actively employed as a credentialed professional in the financial services industry for a minimum of five years.
3. Favorable regulatory and complaint history review.<sup>(6)</sup>
4. Fulfilled their firm review based on internal firm standards.
5. Accepting new clients.

## Evaluation Criteria - Considered<sup>(5)</sup>

6. One-year client retention rate (the average one-year client retention rate of this year's award winners is more than 96 percent).
7. Five-year client retention rate.
8. Non-institutional discretionary and/or non-discretionary client assets administered (this year's award winners administer an average of \$107 million in client assets).
9. Number of client households served (on average, this year's award winners serve 244 households).
10. Education and professional designations.

## Research DISCLOSURES

• Wealth managers do not pay a fee to be considered or placed on the final list of Five Star Wealth Managers.

- The Five Star award is not indicative of the wealth manager's future performance.
- Wealth managers may or may not use discretion in their practice and therefore may not manage their clients' assets.
- The inclusion of a wealth manager on the Five Star Wealth Manager list should not be construed as an endorsement of the wealth manager by Five Star Professional or *Connecticut* magazine.
- Working with a Five Star Wealth Manager or any wealth manager is no guarantee as to future investment success, nor is there any guarantee that the selected wealth managers will be awarded this accomplishment by Five Star Professional in the future.
- Five Star Professional is not an advisory firm, and the content of this article should not be considered financial advice. For more information on the Five Star award and the research/selection methodology, go to [www.fivestarpromotional.com](http://www.fivestarpromotional.com).
- <sup>(3)</sup> 2,263 award candidates in the Connecticut area were considered for the Five Star Wealth Manager award. 526 (approximately 24 percent of the award candidates) were named 2013 Five Star Wealth Managers.

<sup>(3)</sup> Wealth managers were required to certify that any information they provided was accurate.

<sup>(4)</sup> Criteria 4, 8 and 9 do not apply to attorneys or CPAs.

<sup>(5)</sup> As defined by Five Star Professional, the wealth manager has not:

- Been subject to a regulatory action that resulted in a license being suspended or revoked, or payment of a fine.
- Had more than a total of three customer complaints filed against them (settled or pending) with any regulatory authority or Five Star Professional's consumer complaint process.
- Individually contributed to a financial settlement of a customer complaint filed with a regulatory authority.
- Filed for personal bankruptcy.
- Been convicted of a felony.

Five Star Professional conducts a regulatory review of each nominated wealth manager using the Investment Adviser Public Disclosure (IAPD) website. Five Star Professional also uses multiple supporting processes to help ensure that a favorable regulatory and complaint history exists. Data submitted through these processes was applied per the above criteria:

- Each wealth manager who passes the Five Star Professional regulatory review must attest that they meet the definition of favorable regulatory history, based upon the criteria listed above.
- Five Star Professional promotes via local advertising the opportunity for consumers to confidentially submit complaints regarding a wealth manager.
- Five Star Professional contacted approximately 1 in 12 households identified as having a high propensity to use the services of wealth managers in order to provide consumers the opportunity to submit complaints regarding a wealth manager. More than 6,000 households in the Connecticut area were contacted.

The Five Star Wealth Manager selection criteria were updated for the 2012 award year. 2005 - 2011 Five Star Wealth Managers scored highest in overall satisfaction based on feedback from clients, peers and industry experts. No more than 7 percent of wealth managers receive the award each year. Contact Five Star Professional at [info@fivestarpromotional.com](mailto:info@fivestarpromotional.com) for additional information regarding the selection process for 2005 - 2011 award winners.



The Five Star award goes to less than 7 percent of wealth managers.

## Insights from Five Star Wealth Managers

“Wishful thinking is not planning. If you plan for the worst, you will never be unpleasantly surprised.”

“Clients don't care how much you know until they know how much you care.”

“Only invest in something that you understand.”

“What matters most is how you recover from setbacks.”



## Award winners listed by primary services and listed alphabetically by last name.

**Christopher Fry · Speckmann Needham and Fry/Ameriprise Financial Services, Inc.**  
Page 33

**Michael Gacek · Wealth Preservation Partners**  
Page 33

Camille Gagliardi · Gagliardi & Associates/  
Ameriprise Financial Services, Inc.

Ross Galloway · Janney Montgomery Scott

Lawrence Ganim · Ganim Group

James Garstang · Ameriprise Financial  
Services, Inc.

Gary Gauthier · Ameriprise Financial  
Services, Inc.

William Gemmill · Ameriprise Financial  
Services, Inc.

Jay Gershman · Retirement Visions

David Gershoni · Gershoni & Associates/  
Ameriprise Financial Services, Inc.

Jeffrey Giantonio · Ridgeline Financial Partners

William Giaquinto · Giaquinto Wealth  
Management Group

**Patricia Gibeley · Ameriprise Financial  
Services, Inc.** Page 33

Martha Gibson · Merrill Lynch

**Simone Gladstone · Compass Rose Strategic  
Partners** Page 12

Joshua Gottfried · Gottfried & Somberg Wealth  
Management

Jonathan Gottlieb · Morgan Stanley

Robert Grenus · Integrated Financial Partners/  
Lincoln Financial Advisors

Nicholas Guiditta · Ameriprise Financial  
Services, Inc.

**Hal Guy · StoneCastle Consulting** Page 30

Steven Haas · Ameriprise Financial Services, Inc.

**Steven Hahn · Ameriprise Financial Services,  
Inc.** Page 34

Steven Hartman · Morgan Stanley

John Hathaway · Hathaway Financial Group

**Bob Havens · TJB Financial Services** Page 34

Jennifer Hedlund · Ameriprise Financial  
Services, Inc.

Peter Heger, Jr. · Janney Montgomery Scott

John Henehan · Ameriprise Financial  
Services, Inc.

Michael Hillgen-Santa · Hillgen-Santa Financial  
Group

Christopher Holloway · Merrill Lynch

**Denis Horrigan · Connecticut Wealth  
Management**

James Ian · Barnum Financial Group

Jonathan Ingalls · Ameriprise Financial  
Services, Inc.

**Joseph Irizarry · Ameriprise Financial  
Services, Inc.** Page 34

**Steven Jacques · Lighthouse Financial**  
Page 23

Allan Jay · Morgan Stanley

**Peter Jesanis · Key Financial Concepts**  
Page 34

**Jeff Jolly · Ameriprise Financial Services, Inc.**  
Page 17

Mark Jones · Ameriprise Financial Services, Inc.

Stephen Joyner · Integrated Financial Partners

Peter Junggren, Jr. · Morgan Stanley

**Patricia Kane · Connecticut Wealth Management**

Sharon Kaplove · Ameriprise Financial  
Services, Inc.

John Kapouch · More for Less Financial Solutions

Joan Kenney-Romano · Ameriprise Financial  
Services, Inc.

Bradford Kidney · Morgan Stanley

**Scott Kieper · The MW Financial Group**  
Page 30

Leigh King · Ameriprise Financial Services, Inc.

Jay Klein · Maffe Financial

Charles Kreidler · Kreidler Financial

Robert Kreidler · Kreidler Financial

Malcolm Kroll · Ameriprise Financial  
Services, Inc.

Kyle Kummer · MML Investor Services

**Lawrence Kushner · Cornerstone Wealth  
Management Group** Page 34

Michael Langlois · Merrill Lynch

Raymond LaPalme · Ameriprise Financial  
Services, Inc.

Brenda Larkin · Sagemark Consulting

**Lewis Lassow · Ameriprise Financial Services,  
Inc.** Page 31

**Kevin Leahy · Connecticut Wealth Management**

**Christopher Lee · New England Capital  
Financial Advisors** Page 24

Dennis Leone · Ameriprise Financial  
Services, Inc.

**Daryl J. LePage · Brook Wealth Management**  
Page 24

**Jeremy Lobo · Lobo & Pascale Wealth  
Management** Page 35

David Long · Personal Tax & Planning Associates

Alfred Loomer · Loomer & Associates/  
Ameriprise Financial Services, Inc.

Matthew Lubanko · Morgan Stanley

Robert Lucarelli · Ameriprise Financial  
Services, Inc.

Randall Macgovern · Maffe Financial Group

Giuseppe Mancini · James Garstang and  
Associates/Ameriprise Financial Services, Inc.

**David Mangs · Mangs Financial** Page 25

Joseph Mariani, Jr. · Merrill Lynch

**Paul Mariano · Charter Oak Insurance and  
Financial Service Company** Page 35

Joseph Massaro · Massaro Wealth Management

Scott Mather · Ameriprise Financial  
Services, Inc.

Michael Matson · Matson Financial Advisors

James McCabe · McCabe & Associates/  
Ameriprise Financial Services, Inc.

**Michael McCabe · McCabe Wealth  
Management** Page 31

Elizabeth McClelland · Benjamin F. Edwards  
& Company

Abby McElroy · RBC Wealth Management

Alexandra Miele · The Andriole Wealth  
Management Group/ Merrill Lynch

Douglas Miller · Johnson Brunetti

William Mills · Morgan Stanley

Arthur Mocabee, Jr. · AXA Advisors

Christian Morgan · Ameriprise Financial  
Services, Inc.

Ryan Morrissey · Northstar Wealth Partners

Richard Morrow · Morgan Stanley

Scott Moulton · AXA Advisors

David Mulhall · LPL Financial

Bevin Nealon · Merrill Lynch

Roberta Nestor · Nestor Financial Network

Christopher Neubert · Monoco Advisors

**Stephen Nitz · Fairfield County Financial  
Services** Page 14

**Robert Panza · Morgan Stanley** Page 15

David Parent · Financial Vision

Gary Parese · Morgan Stanley

**Robert Pascarell · Financial Network Limited**  
Page 27

**Eric Passeri · Beirne Wealth Consulting**  
Page 9

Gary Paul · Ameriprise Financial Services, Inc.

Christopher Pekala · Ameriprise Financial  
Services, Inc.

Stefan Pellish · Ameriprise Financial  
Services, Inc.



Award winners listed by primary services and listed alphabetically by last name.

Christopher Perry - Fleming Perry & Cox  
 John Planell - Ameriprise Financial Services, Inc.  
 Charles Polka - MetLife Securities  
 Jennifer Polla - Merrill Lynch  
**Lori Price - Price Financial Group Page 16**  
**David Primozich - Egidio Assante Wealth Management Page 32**  
 Constance C. Proll - Ameriprise Financial Services, Inc.  
 Ray Quiles - Barnum Financial Group  
 William Rabbitt - Private Capital Group  
 Pedro Ramirez, Jr. - Belpointe Asset Management  
 Paul Raymond - ProEquities  
 LeGrand Redfield - Asset Management Group  
 Seth Renaud - Connecticut Investors Group  
 Lise Robinson - Oppenheimer & Company  
 W. Gregory Rodiger III - The Connecticut Group  
 Paul Rohner - Ameriprise Financial Services, Inc.  
 Craig Roncaioli - Bradway Financial  
**Jonathan Root - Ameriprise Financial Services, Inc. Page 17**  
 Andrew Roselli - Morgan Stanley  
 John Rosenau - Monoco Advisors  
 Charles Rousseau - New England Financial Group  
 Nicholas Roy - Somnio Financial Group  
 Gary Ruchin - Ruchin & Associates  
 Trisha Sauer - RBC Wealth Management  
 Brian Scanlon - Morgan Stanley  
 Aaron Schroeder - Farmingbury Financial Services  
**Tucker Scott - Oldham Resource Group Page 27**  
 Jeffrey Segal - Connecticut Investors Group  
 Gary Serio - Merrill Lynch  
 Patrick Shanley - MetLife  
 Todd Shepard - New England Financial Group  
**Michael Sherman - Ameriprise Financial Services, Inc. Page 32**  
 Steven Sherman - Morgan Stanley  
**Steven Smaglis - Ameriprise Financial Services, Inc. Page 35**  
 Michael Snow - Ameriprise Financial Services, Inc.  
**Jeffrey Snyder - First Financial Associates Page 35**  
**Jarrett Solomon - Connecticut Wealth Management**

Matthew Somberg - Gottfried & Somberg Wealth Management  
 Robert Somma - Ameriprise Financial Services, Inc.  
 Byron Speckmann - Ameriprise Financial Services, Inc.  
 Mark Steffen - Ameriprise Financial Services, Inc.  
 Marilyn Steinmetz - Mutual Service Associates  
**Linda Storms - New England Capital Financial Advisors Page 24**  
**Richard Stout III - Benchmark Wealth Management Page 18**  
 Richard Streisfeld - Morgan Stanley  
 June Strunk - Morgan Stanley  
 Brian Sullivan - Fiscal Dynamics  
 Matthew Sullivan - Sullivan Financial Group  
 Arthur Szepesi - Ameriprise Financial Services, Inc.  
 Christopher Szulc - AXA Advisors  
 Daniel Tarbell - Ameriprise Financial Services, Inc.  
 Earle Tarbell - Ameriprise Financial Services, Inc.  
**Barbara Ludlow Taussig - Morgan Stanley Page 36**  
 Craig Taylor - AXA Advisors  
 Robert Taylor - Ameriprise Financial Services, Inc.  
**Michael Tedone - Connecticut Wealth Management**  
 Kristina TenByck - Prosperity  
 Robert Tinkler - Raymond James Financial Services  
 Harold Trischman, Jr. - Morgan Stanley  
 Matthew Tuttle - Tuttle Wealth Management  
 Matthew Udal - Ameriprise Financial Services, Inc.  
 Glenn Ufland - Ameriprise Financial Services, Inc.  
 Robert Van Ostenbridge - Merrill Lynch  
 Lili Vasileff - Divorce and Money Matters  
 Jim Venditti - Middlesex Wealth Management Group  
 Peter Vescovi, Sr. - Covenant Financial & Wealth Management Services  
 Richard Vogler - Ameriprise Financial Services, Inc.  
 James Wallace - Newtown Investment Solutions  
 Jason Warnke - Ameriprise Financial Services, Inc.  
 Matthew Webber - Ameriprise Financial Services, Inc.

Jason Wein - Prime Financial Services  
 Ronald Weiner - Retirement Design & Management  
**Earl Wheway, Jr. - Morgan Stanley Page 15**  
 Mark White - Ameriprise Financial Services, Inc.  
 David Wilson - Matson Financial Advisors  
 Jan Wise - Best Wise Associates  
 Jeffrey Wolf - Merrill Lynch  
**Todd Zeidenberg - Securian Financial Page 36**  
 David Zellner - Merrill Lynch  
**Karl Zirolli - Summit Planning Group Page 19**

### Financial Services

**Michael Loscialpo - Primerica Page 35**

### Insurance

Edwin May - May Bonee & Walsh  
 Matthew Teel - Barnum Financial Group

### Investments

Daniel Adams - Adams Wealth Management/  
 Morgan Stanley  
**David Adams - Morgan Stanley Page 29**  
 Eric Anderson - HFM Wealth Management  
 Jason Andrews - Cutler & Andrews Financial Group/Wells Fargo Advisors, LLC  
 Michael Argiro - 4T Financial  
**Anthony Assante - Egidio Assante Wealth Management Page 29**  
 Catherine Maniscalco Avery - CAIM  
 John Babyak - Wolverine Investments  
 Stephen Bacon - PBI Financial Group  
 Joseph Bannon - Bannon and Company  
 Sue Banville - Edward Jones  
 Celeste Barham - Wells Fargo Advisors, LLC  
 John Barnes - RBC Wealth Management  
 Michael Bartolotta - Wells Fargo Advisors, LLC  
 Julie Beauchamp-Orlowski - Wells Fargo Advisors, LLC  
 Dolph Becker - Dolph F. Becker  
 Peter Bergendahl - Morgan Stanley  
 Mike Berling - Berling & Associates  
**James Betzig - Beirne Wealth Consulting Page 9**  
 Brian Bishop - Wells Fargo Advisors, LLC  
 Robert Boronski - Soundview Financial Associates