

2020 FIVE STAR WEALTH MANAGERS

YOU NEED TO KNOW



Meet these New Jersey award winners

You work hard and want your money to work hard for you with solid investments and financial strategies that fit your family and your situation. These days, finding the

right wealth manager is an integral part of one's financial freedom and well-being. But where should you turn to find the adviser who can start working for you?

Five Star Professional employed a rigorous research process to identify the Five Star Wealth Manager award winners in the New Jersey area. Award-winning professionals were carefully selected from among thousands of wealth managers for their knowledge, service and experience.

Winners featured here represent some of New Jersey's most dedicated

wealth managers, each committed to pursuing professional excellence and providing exceptional service to their clients.

Five Star Professional identified award candidates based on industry data and nominations received from industry firms and individuals in New Jersey (self-nominations are not accepted). Only candidates who satisfied 10 objective eligibility and evaluation criteria have been named Five Star Wealth Managers. The select list of New Jersey Five Star Wealth Managers was announced in the January 2020 issue of New Jersey Monthly.

For the full list of New Jersey Five Star Wealth Managers and an overview of the research methodology, visit fivestarpromotional.com.

Ryan Appleby - M&T Securities

Robert W. Carson - Planning Solutions Group

John Anderson · Tempewick Wealth Management · 973-285-1000

Maxim Champion - Morgan Stanley

Kathy Armstrong - Heritage Capital

John Anderson · Tempewick Wealth Management · 973-285-1000

Jan Aronowitz - Scarborough Co. Management

John Bacci - Foundation Financial Advisors

Martha Crocker - Foundation Financial Advisors

Karen Bacher - Joseph Klein Associates

William Conroy - Conroy & Associates



Award winner seen in

+ The Wall Street Journal

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria. Eligibility criteria — required: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Actively licensed as a registered investment adviser or as a principal of a registered investment adviser firm for a minimum of 5 years; 3. Favorable regulatory and complaint history review (As defined by Five Star Professional, the wealth manager has not: A. Been subject to a regulatory action that resulted in a license being suspended or revoked, or payment of a fine; B. Had more than a total of three settled or pending complaints filed against them and/or a total of five settled, pending, dismissed or denied complaints with any regulatory authority or Five Star Professional's consumer complaint process. Unfavorable feedback may have been discovered through a check of complaints registered with a regulatory authority or complaints registered through Five Star Professional's consumer complaint process; feedback may not be representative of any one clients' experience; C. Individually contributed to a financial settlement of a customer complaint; D. Filed for personal bankruptcy within the past 11 years; E. Been terminated from a financial services firm within the past 11 years; F. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients. Evaluation criteria — considered: 6. One-year client retention rate; 7. Five-year client retention rate; 8. Non-institutional discretionary and/or non-discretionary client assets administered; 9. Number of client households served; 10. Education and professional designations. Wealth managers do not pay a fee to be considered or placed on the final list of Five Star Wealth Managers. Award does not evaluate quality of services provided to clients. Once awarded, wealth managers may purchase additional profile ad space or promotional products. 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 this publication. 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. For more information on the Five Star award and the research/selection methodology, go to fivestarpromotional.com. 6,210 New Jersey wealth managers were considered for the award; 480 (8% of candidates) were named 2020 Five Star Wealth Managers. 2019: 6,097 considered, 477 winners; 2018: 4,383 considered, 415 winners; 2017: 3,868 considered, 664 winners; 2016: 4,143 considered, 626 winners; 2015: 5,063 considered, 672 winners; 2014: 3,315 considered, 646 winners; 2013: 4,049 considered, 733 winners; 2012: 1,312 considered, 400 winners.