

Rank		Name	Firm	Location	CUSTOMERS						Total Asset (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$mil)
'17	'16				Individuals (Up to \$1mil)	High Net Worth (\$1-10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional			
1	1	<b>Robert Scherer</b>	Graystone Consulting	Potomac, Md.	.	.	.	.	.	8011	25	25	
2	3	<b>Leo Kelly</b>	HighTower	Hunt Valley, Md.	.	.	.	.	.	2056	5	15	
3	2	<b>Kent Pearce</b>	Merrill Lynch Wealth Management	Towson, Md.	.	.	.	.	.	1253	7	20	
4	4	<b>Barry Garber</b>	Alex. Brown / Raymond James	Baltimore, Md.	.	.	.	.	.	2500	15	25	
5	5	<b>Greg Hurlbrink</b>	Morgan Stanley Wealth Management	Baltimore, Md.	.	.	.	.	.	1083	5.5	15	
6	8	<b>Joseph Jacques</b>	Jacques Financial	Rockville, Md.	.	.	.	.	.	695	0.8	1.2	
7	15	<b>Brett D. Clifford</b>	Morgan Stanley Private Wealth Management	Baltimore, Md.	.	.	.	.	.	1209	15	25	
8	6	<b>E. Geoffrey Sella</b>	SPC Financial / Raymond James	Rockville, Md.	.	.	.	.	.	666	0.7	1.6	
9	10	<b>Ross Charkatz</b>	Graystone Consulting	Potomac, Md.	.	.	.	.	.	7996	25	25	
10	14	<b>Peter Dunne</b>	Merrill Lynch Wealth Management	Bethesda, Md.	.	.	.	.	.	4263	40	40	