

Rank	'16	'15	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			
1	1		Robert Scherer	Graystone Consulting	Potomac, Md.		▪	▪	▪	▪	8000	25	25
2	2		Kent Pearce	Merrill Lynch Wealth Management	Towson, Md.		▪	▪	▪		1190	7	20
3	3		Leo Kelly	HighTower	Hunt Valley, Md.		▪	▪		▪	1702	5	10
4	5		Barry Garber	Deutsche Bank Alex. Brown	Baltimore, Md.		▪	▪	▪	▪	2350	15	25
5	4		Greg Hurlbrink	Morgan Stanley Wealth Management	Baltimore, Md.	▪	▪	▪	▪	▪	1335	5.5	15
6	7		E. Geoffrey Sella	SPC Financial (Raymond James)	Rockville, Md.	▪	▪				637	0.7	1
7	6		Larry Boggs	Wells Fargo Advisors	Cumberland, Md.	▪	▪	▪			1122	3	5
8	8		Joseph Jacques	Jacques Financial	Rockville, Md.	▪	▪			▪	664	0.8	1.2
9	17		Gregory Baker	Merrill Lynch Wealth Management	Bethesda, Md.	▪	▪	▪			818	2.5	4
10	21		Ross Charkatz	Graystone Consulting	Potomac, Md.		▪	▪	▪	▪	8000	25	25
11	12		Gerald Scheinker	Janney Montgomery Scott	Baltimore, Md.	▪	▪	▪		▪	940	2.8	7.5
12	22		Brian Kroneberger, Jr.	RBC Wealth Management	Hunt Valley, Md.		▪	▪		▪	1400	3	5
13	11		Robert Collins	Collins Investment Group	Bethesda, Md.	▪	▪	▪			753	3	6
14	10		Peter Dunne	Merrill Lynch Wealth Management	Bethesda, Md.		▪	▪	▪	▪	4302	40	40
15	N		Brett Clifford	Morgan Stanley Private Wealth Management	Baltimore, Md.		▪	▪			1295	25	50
16	18		Ronald Fishbein	Morgan Stanley Wealth Management	Rockville, Md.	▪	▪	▪			753	2.5	4
17	16		John Lynch	Lynch Ret.Inv.Grp. (Raymond James)	Fulton, Md.	▪	▪				496	0.8	5
18	N		Jeff Leventhal	HighTower	Bethesda, Md.	▪	▪	▪		▪	810	3	7.5
19	20		Jonathan Murray	UBS Financial Services	Hunt Valley, Md.	▪	▪	▪			880	1.4	3
20	24		William Orr	Merrill Lynch - Private Banking & Investment Group	Frederick, Md.	▪	▪	▪	▪		613	10	15
21	23		Ann Marie Etergino	RBC Wealth Management	Chevy Chase, Md.	▪	▪	▪	▪	▪	809	4	10
21	19		Jim Holzapfel	Wells Fargo Advisors	Hagerstown, Md.	▪	▪	▪	▪		743	1.5	3.5
23	N		Richard Wagener	Wagener-Lee (Raymond James)	Columbia, Md.	▪	▪	▪		▪	707	1.6	3.5
24	N		William Morgan III	Ameriprise Financial	Ellicott City, Md.	▪	▪	▪			868	0.9	2.3