



Thursday, February 23, 2012

2012 Top Advisor Rankings: Maryland

Ranked #1: In the early 1990s, most wealth managers invested their clients' money exclusively in stocks and bonds. That didn't make sense to David Zier. "Why would you just invest in stocks and bonds when there was the whole world out there?" he says. Zier's advocacy of an institutional-style approach, in which portfolios might include everything from hedge funds to commodities to private equity, is a big reason Convergent has become a major player in the advisory world. In essence, the firm got a nice jump on the now-popular strategy of holding alternative investments. The typical client is in the "stay-rich game," so Zier's job is simply to preserve capital and beat inflation. These days, he is finding inflation-beating yield in places like emerging-market debt and domestic and foreign commercial mortgages. But Zier, 41, isn't afraid to explore other investments: He once researched bison on behalf of a client and helped buy a herd. Talk about alternatives. - STEVE GARMHAUSEN

			CUSTOMERS						Total	Typical	Typical		
Rank			Individuals	High	Ultra-			Assets	Account	Net Worth			
12	11	Name	Firm	Location	(Up to \$1mil)	(\$1-10 mil)	(\$10 mil+)	Foundations	Endowments	Institutional	(\$mil)	(\$mil)	(\$mil)
1	1	David Zier	Convergent Wealth Advisors	Potomac	▪	▪	▪	▪			9093	55	65
2	5	Barry Garber	Deutsche Bank Alex. Brown	Baltimore	▪	▪	▪	▪	▪		1550	15	20
3	13	Leo Kelly	Merrill Lynch	Hunt Valley	▪	▪	▪	▪			712	5	10
4	6	Larry Boggs	Wells Fargo	Cumberland	▪	▪	▪	▪			860	3	5
5	4	Tom Hill	Morgan Stanley Smith Barney	Easton	▪	▪	▪	▪			780	3	10
6	7	E. Geoffrey Sella	SPC Financial	Rockville	▪	▪					491	0.42	0.83
7	8	Brett D. Clifford	Deutsche Bank Alex. Brown	Baltimore	▪	▪	▪				1425	10	15
8	9	Kent Pearce	Merrill Lynch	Towson	▪	▪	▪	▪	▪		1070	10	50
9	3	Greg Hurlbrink	Morgan Stanley Smith Barney	Baltimore	▪	▪	▪	▪	▪		997	4	15
10	11	Joseph Jacques	Jacques Financial	Rockville	▪	▪				▪	536	0.75	1.5
11	10	Michael Meredith	Merrill Lynch	Baltimore	▪	▪	▪				820	3	5
12	14	Robert Collins	Collins Investment Group	Bethesda	▪	▪	▪				581	2.5	6
13	N	Gerald Scheinker	Janney Montgomery Scott	Baltimore	▪	▪	▪				680	2.5	5
14	18	John Lynch	Wells Fargo Financial Network	Fulton	▪	▪					432	1.5	5
15	19	James Meek	Morgan Stanley Smith Barney	Baltimore	▪	▪	▪	▪	▪		810	10	15
16	20	Brian Kroneberger Jr.	RBC Wealth Mgmt	Hunt Valley	▪	▪	▪			▪	900	1.5	2
17	12	Jim Holzapfel	Wells Fargo	Hagerstown	▪	▪	▪	▪	▪		612	1	2.5
18	15	Jonathan Murray	UBS Financial Services	Hunt Valley	▪	▪	▪			▪	505	2	4
19	17	Ronald Fishbein	Morgan Stanley Smith Barney	Gaithersburg	▪	▪	▪				481	3	4.5
20	N	M. Kent Strosnider	Morgan Stanley Smith Barney	Baltimore	▪	▪	▪	▪			435	2	4