

# 2014 Philadelphia Five Star Wealth Managers



Finding a wealth manager who suits your needs can be a daunting task. In fact, many consumers have a hard time figuring out where to even begin.

Sometimes, a few simple questions can set one off on the right path. Asking a wealth manager what makes working with him or her a unique experience can help you understand how they work and if their style meshes with your own. Further, asking a financial advisor to talk about any specialties they might have can help uncover skills you might find useful.

Ultimately, how do you find an experienced wealth manager who you feel comfortable working with? One who has high retention rates? One who has undergone a thorough complaint and regulatory review? One who has tenure in the industry?

*Philadelphia* magazine and Five Star Professional partnered to find wealth managers who satisfy 10 objective eligibility and evaluation criteria. Among many distinguishing attributes, the average one-year client retention rate for this year's award winners is more than 96 percent. 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.

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. Philadelphia award candidates were identified using internal and external research data.

# Determination

Award candidates who satisfied 10 objective eligibility and evaluation criteria were named 2014 Five Star Wealth Managers.

#### Eligibility Criteria - Required

- 1. Credentialed as an investment advisory representative or a registered investment advisor.
- Actively employed as a credentialed professional in the financial services industry for a minimum of five years.
- 3. Favorable regulatory and complaint history review.
- 4. Fulfilled their firm review based on internal firm standards.
- 5. Accepting new clients.

#### Evaluation Criteria - Considered

- 6. One-year client retention rate.
- 7. Five-year client retention rate.
- Non-institutional discretionary and/or non-discretionary client assets administered.
- 9. Number of client households served.
- 10. Education and professional designations.

# Research

- 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 *Philadelphia* 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.fivestarprofessional.com.
- 4,438 award candidates in the Philadelphia area were considered for the Five Star Wealth Manager award. 856 (approximately 20 percent of the award candidates) were named 2014 Five Star Wealth Managers.

#### **Regulatory Review**

- 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.
- Individually contributed to a mancial 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.

For more information on the program, go to FiveStarProfessional.com/awards/cpa\_epa\_wm\_program.php.

# Blue Bell Private Wealth Management

Proactive Risk Management With Four Five Star Wealth Managers



Fee-Only Advisor — Your Success Is Our Success

eft to right: Two-year winner Jon Sobotkin, three-year winner J. Scott Miller, Jr., two-year winner Justin Capetola, three-year winner J. Scott Miller

- Independent we don't answer to Wall Street, you won't be pushed product
- Recognized quoted in several publications, such as The Wall Street Journal
- Unbiased advice please call for a no-risk complimentary consultation

Our approach is time tested, offering impartial investment advice and proactive risk management built with a combined experience of 75 years among our Five Star Wealth Managers. As an independent, fee-only advisor, our income is earned solely from our clients. Our loyalty is to them, not Wall Street or a large bank. We do not have proprietary or affiliated product to push or bonuses to earn by steering clients towards expensive investments. Simple asset allocation is not an optimal investment solution. We offer proactive risk management strategies appropriate for investors of all types including

institutional firms, multigenerational families, successful business people, entrepreneurs, lawyers and physicians. The foundation of our risk management approach dates back to 1972, when Scott Sr. broke into the investment business and has proven itself successful through bull, bear and flat markets. We are large enough to offer institutional strategies, but small enough to provide our clients the personal attention they deserve. Please schedule a complimentary consultation, you will not believe the difference in our approach. We would like to thank all of our clients for the trust they place in us.



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Please remember that past performance may not be indicative of future results. Different types of investments involve varying degrees of risk, and there can be no assurance that the future performance of any specific investment, investment strategy or product made reference to directly or this publication will be profitable, equal any corresponding indicated historical performance level(s) or be suitable for your portfolio. Due to various factors, including changing market conditions, the content may no longer be reflective of current opinions or positions. Moreover, you should not assume that any discussion or information contained in this publication serves as the receipt of, or as a substitute for, personalized investment advice from Blue Bell Private Wealth Management. A copy of our current written disclosure statement discussing our advisory services and fees is available for review upon request.

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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 complaint filed with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance. 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of candidates) were named Five Star Wealth Managers.

# Richard A. Becker

Providing Tailored Investment Strategies to Help Accumulate, Manage and Transition Wealth



Areas of Focus: Comprehensive Wealth Management Services

- Three-year winner Richard A. Becker, Managing Director Investment Officer
- · Committed to first-class client service and satisfaction for more than 26 years
- Uses client-centered approach to investment and retirement strategies
  - · Builds relationships on trust, integrity and objective advice

With more than 26 years of investment industry experience, Rich helps clients establish investment objectives and maintain a financial roadmap to help build wealth. He relies on his vast investment experience and a degree in economics from the Wharton School of Business to provide insight and advice in today's market. His recommendations and decisions are based upon each client's unique needs, risk tolerance and financial goals.

Rich understands that his most valuable assets are the relationships he has with his clients. One of the hallmarks of his continued success is his dedication to applying all of the resources available to develop creative strategies for each client and to deliver these with outstanding personal service.



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Nells Fargo Advisors, LLC, Member SIPC. [CAR 0914-05231 09/29/14].

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FIVE STAR

# Sterling Investment Advisors, Ltd.

Visit Our Website for Our Special Welcome Letter to Philadelphia Magazine Readers



Areas of Focus: Goal Setting and Investment Management

- eft to right: Three-year winner Timothy Flatley, David Newcomb, Michelle Smaltz, Paul McClatchy, Lisa Curcio, Matthew Croley, two-year winner Sean Flatley
- Top 10 Independent Investment Manager, Barron's Winner's Circle Organization
- Premier Advisor by National Association of Board Certified Advisor Practices
- Worth magazine Leading Wealth Advisor, SmartCEO Reader's Choice Advisor

Sterling Investment Advisors, Ltd. recognizes that different situations — educating, children, building retirement wealth, insuring against loss, reducing taxes, planning estates, setting up trusts, etc. - bring their own complexities. Our team concept results in our clients developing a support group of

professionals to delegate the management of these issues. Sterling was recognized by The Philadelphia 100 as one of the 100 fastest-growing companies in the Philadelphia area. This group was selected by Wharton Small Business School and the Philadelphia Business Journal.

Sterling Investment Advisors, Ltd.

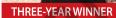
1055 Westlakes Drive, Suite 150 • Berwyn, PA 19312 Office: 610-560-0400, Ext. 111 flatleyt@sterling-advisors.com · www.sterling-advisors.com

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# The Stribrny Group at Morgan Stanley

A Customized Approach for the Individual Investor



Personalized access to *qlobal* resources and products

Left to right: Marisa Varano, Client Service Associate; Joseph R. Croll, Financial Advisor; Rose DeFalco, Portfolio Associate; three-year winner Dirk Stribrny, CFP®, Financial Advisor; Susan Sussman, Senior Client Service Associate; Kevin Sives, Financial Advisor

- Executive financial services, section 16 officers and directors, 10b5-1 plans
- Financial planning, retirement planning, estate planning strategies
  - · Access to banking, lending services, trust services, philanthropic services

To create fully customized investment plans for a diverse to seek out promising investment and wealth management group of clients with a broad range of financial goals, Dirk strategies that might be applied to the benefit of our clients. begins with the same question: "What is the least amount of risk needed to help achieve an acceptably high probability of the extraordinary depth and breadth of resources needed to reaching this client's objectives?" This commitment drives him address any financial challenge.

With a full, open investment platform, he provides access to

# Morgan Stanley

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# Fairman Group Family Office

Improving Lives of High-Net-Worth Individuals and Families



Areas of Focus: Family Office, Investments, Tax and Strategic Planning

Left to right: Douglas E. Morisoli, CFA, CPA, CFP<sup>\*</sup>; three-year winner Roy Fairman, CPA/PFS; Marianne Inforzato, CFP<sup>\*</sup> three-year winner Shawn P. Kindt, CPA/PFS, CFP<sup>\*</sup>

- A fiduciary responsibility to do what is best for you
- Full integration of your investment, tax, retirement, estate and trust needs
- Fee-only: no affiliations, no commissions, no product sales, no conflicts

Many families lack the time, willingness or ability to effectively manage all aspects of their wealth. The team of knowledgeable, trusted and caring professionals at Fairman Group Family Office (FGFO) provides independent, personalized advice and fully integrated family office solutions that enable clients to sleep well at night.

Income, estate and gift taxes negatively impact wealth accumulation, preservation and transfer. Unlike many other

advisors, FGFO embraces tax planning as a core part of the investment and strategic planning process.

Hiring the right advisor is critical. From paying your bills and administering the family finances to investing and planning for multigenerational wealth, FGFO is uniquely positioned to coordinate and serve all areas of your financial needs. We welcome the opportunity to discuss how we may assist you.

# FAIRMAN GROUP

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westment Advisory Services offered through The Fairman Group LLC, an SEC-Registered Investment Advisor.

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# WhartonHill Advisors

**Retirement Plan Fiduciary Consulting and Investment Advisory Services** 



A comprehensive qualified plan assessment can identify risks, gaps and deficiencies

Left to right: Dan O'Sullivan, AIF"; Richard Hepp; Tom Conroy; Jessica Bachinsky; Connie Geist; Karen McCloskey, AIF®; 2014 winner Andrew J. DeGroat, AIF®; Maureen Gillespie; John Wenz

- Retirement plan investment fiduciary services, 3(21) or 3(38)
- Coordinate employee communication and education services
  - · Comprehensive vendor benchmarking and due diligence services

WhartonHill Advisors provide independent, client-focused Our knowledge, dedication and experience help deliver retirement plan advisory and consulting services on a cofiduciary basis that gualified plan trustees and fiduciaries need to satisfy their duties and obligations outlined within ERISA.

Starting with our first 401(k) clients in 1990, we understood the need for independent, specific consulting services that benefited both plan sponsors and their employees.

comprehensive services in areas such as plan design assistance, investment due diligence, employee education and vendor management.

You and your plan participants come first with us. Discover the benefits of our fiduciary experience, tactical guidance and unbiased advice.



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# Kenneth W. Rudzinski

Serve First, Serve Last, Serve Always



Wealth Management, Retirement Income Solutions, Customized Legacy Planning

Left to right: Pat Bryant; Christina Jensen; 2014 winner Kenneth W. Rudzinski, CFP\*, CLU\*, ChFC\*, CRPC\*, CASL\*, CAP\*; Lori Rutkowski; Alex Rudzinski

- We specialize in tax-efficient wealth creation, distribution and preservation solutions
- We build the detailed road map to your retirement and financial and legacy goals
- We customize your planning with a concierge level of service that is second-to-none

Because we have over 40 years of experience and work predominately with high-net-worth families, we have developed a thorough understanding of the unique problems and opportunities that you may confront. This translates into a proven ability to obtain measurable and meaningful results for you, your business and, ultimately, your family. But we don't stop there. We have access to the pre-eminent ideas our company offers and provide you with confidential, highly customized, second-to-none personal service. "Serve first, serve last, serve always" is the LFA motto and mission.

Ken Rudzinski is a partner at Heritage Financial Consultants, LLC, a full-service, independent wealth management firm. We are founded on the principle that the client relationship, customer service, prudent recommendations and access to quality research, products and solutions ultimately define our place in the financial services industry. Our firm currently has over \$2.6 billion of client-invested assets. With more than 20 associates and a national presence, the firm has been ranked by *Inc. 5000* as one of the fastest growing companies since 2010.



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# Paul T. Murray

Helping You Make Smart Financial Decisions

#### THREE-YEAR WINNER

Three-year winner Paul T. Murray, ChFC®, CDFA™

Goals-based financial planning

Experienced investment management

Divorce financial advice and planning

Beginning his career in wealth management in 2000, Paul T. Murray has seen the best and the worst of the financial markets. He will focus on where you are most financially vulnerable by addressing your uncertainties and needs, such as income in retirement, financial security post-divorce and education funding. Once your unique goals have been established, he'll apply risk-managed, tax-sensitive investment strategies designed to help you pursue them. Together, you can make smart financial decisions.

# PTM

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No strategy can assure success or guarantee against loss. Securities offered through LPL Financial, member FINRA/SIPC-Investment advice offered through Private Advisor Group, a registered investment advisor and separate entity from LPL Financial.

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Focusing on Your Goals, in All Aspects of Your Life

# **Roffman Miller Associates**

We Don't Just Build Portfolios. We Build Relationships.



Individual Portfolio Construction, Customized Planning

Left to right: Mark Frombach, CFA, MBA; 2014 winner Bob Hofmann, CFP®; three-year winner Peter Miller, Founder; Paulette Greenwell, CFA, MBA; 2012 winner Ryan Crooks, MBA; F. Tucker Schade; Susan Arnold; Kevin Cooke, CFP®, MBA; Lori Hartman

- Helping clients reach their financial goals for the last quarter century
- Tax-efficient and risk-conscious wealth management
- A no-conflict, fiduciary partner working for the best interest of clients

Roffman Miller Associates was founded in 1990. Through all the economic ups and downs, the firm has upheld an important mantra: stay the course. As the firm's successful history proves so well, long-term investing is the most effective way to enhance wealth. As each individual has varying goals, obligations and risk factors, our team listens and takes a customized approach to our client's portfolios.



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# Jeffrey R. Schulte

We Offer Preeminent Comprehensive Wealth Management

"To share an inheritance is a financial and emotional experience." — JRS

Left to right: Teresa Bush, Client Manager; 2014 winner Jeffrey R. Schulte, ChFC®, Partner Beth Chapman, Director of Financial Planning

- We lead with advice in the creation of your money management strategies
- Family dynamics drive the formation of a wealth management plan
  - We create personal, customized financial plans

Jeff Schulte is a partner at Cantor Fitzgerald Wealth Partners. He has over 30 years of experience in wealth management. Past accomplishments include being founder of eMoney Advisor and Wharton Business Group. Jeff holds a bachelor's degree in economics from the University of Pennsylvania.



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Additional information regarding CFWP and services offered is available upon request. This material is not intended as an offer or solicitation for the purchase or sale of a security or any particular financial instrument. Investing in securities or other financial instruments involves serious risks and investors may lose money. Each investor needs to review a security transaction for his or her own particular situation. All expressions of opinion are subject to change without notice in reaction to shifting market conditions. Past performance does not guarantee future returns.

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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; C. Individually contributed to a financial settlement of a customer complaint filed with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of candidates) were named Five Star Wealth Managers.

FIVE STAR

# Financial Coach Retirement Gameplan™

Are You Asking the Right Retirement Planning Questions?

- How do we maintain control over our lives in retirement and not let the markets control us?
- How much income do we take and how do we take it? How do we verify that amount?
- How do we minimize the costs of investing and the associated tax consequences?

Are you getting the right answers?

#### THREE-YEAR WINNER

Left to right: Carmen Mulhern; two-year winner Jeff Mastronardo, CFP®, ChFC®; 2012 winner Jim McLaughlin, CFP®; Becky Mulhern, RP; three-year winner Owen Mulhern, CFP®; Meghan Tait; Mike Traynor, CFA®, MBA

At Financial Coach, the mission of our gameplan<sup>™</sup> process is to put you, our client, in the best position to succeed. Truly knowing who you are is the launchpad for that mission. With transparency and straight talk, we address your most pressing fears and align our guidance with your unique hopes and dreams. Our team of coaches allows us to see your whole picture, make the complex seem simple and turn challenges into opportunities. Begin your retirement gameplan<sup>™</sup> today!



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Securities offered through LPL Financial, Member FINRA/SIPC. Investment Advice offered through FC Advisory LLC, a registered investment advisor. Financial Coach and FC Advisory LLC are

separate entities from LPL Financial.

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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 complaint filed with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 serve; 10. Education and professional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance. 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of candidates) were named Five Star Wealth Managers.

# **Citadel Investment Services Team**

Available Through CUSO Financial Services, L.P.

THREE-YEAR WINNER

Specializing in Investment, Retirement and Financial Planning

Left to right: Seth Borders, Joseph P. Mylotte, Clinton Smedley, 2014 winner David B. Layo, two-year winner John G. Kane, 2012 winner Jim McCrudden, three-year winner Kevin J. McDermott, A.J. Hiller

- Highly trained, award-winning professionals recognized as industry leaders
- Financial solutions customized to each individual
  - · Conveniently located in Citadel branch offices and at our Citadel Wealth Management Center

The most important aspect of successful investment, retirement and financial planning is the relationship that you have with your investment advisor. At Citadel, we want to earn your confidence and be your financial partner.

Our highly trained CFS\* investment advisors will help you design a "blueprint" to better organize and manage your

financial life. We begin by working closely with you, spending the time needed to earn your confidence and then focusing on meeting your unique needs, preferences and goals.

We look forward to beginning a new relationship with you.

1209 West Chester Pike • West Chester, PA 19382 Phone: 800-666-0191 CitadelBanking.com

\*Non-deposit investment products and services are offered through CUSO Financial Services, L.P. ("CFS"), a registered broker-dealer (Member FINRA/SIPC) and SEC-Registered Investment Advisor. Products offered through CFS: are not NCUA/NCUSIF or otherwise federally insured, are not guarantees or obligations of the credit union, and may involve investment risk including possible loss of principal. Investment Representatives are registered through CFS. The Credit Union has contracted with CFS to make non-deposit investment products and services available to credit union members.

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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; C. Individually contributed to a financial settlement of a customer complaint filed with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance. 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of candidates) were named Five Star Wealth Managers.

FIVE STAR



Left to right: Dana Rising; Erin Cresko; two-year winner Danielle R. Page, CFP®; Anna Matos

A genuine relationship with your financial team is essential. The Page Group will build a solid foundation by partnering with you, offering experienced guidance with integrity. Our team provides the highest level of individualized service so you can concentrate on what is important to you.

# The Page Group

Focus on Your Family. We Will Do the Rest.

Comprehensive planning for every stage of life

- Building relationships for generations
- Committed to your financial success

# THE PAGE GROUP

RAYMOND JAMES One Pitcairn Place

165 Township Line Road, Suite 1500 Jenkintown, PA 19046 Office: 215-884-7243 danielle.page@raymondjames.com www.pagegrouprja.com

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Left to right: Pamela B. Cohen, Client Associate; three-year winner Stephen G. Frank, Managing Director – Investment Officer; Derek R. Brooks, CFP<sup>+</sup>, Financial Consultant

Stephen Frank started his career committed to the same principles that still guide his practice today: integrity, objectivity, independence and trust. Together with his team, he has built a highly successful business through hard work and superior service, benefiting from word-of-mouth referrals from existing clients and professional contacts. With over 50 years of combined experience, the Frank Financial Consulting Group of Wells Fargo Advisors serves a wide range of high-net-worth clients, including small-business owners, professionals and corporate 401(k) plans.

Stephen G. Frank

#### Building Relationships Based on Trust

- Providing sound investment advice and superior service
- Investment portfolios designed to build and preserve wealth
- Dedicated to achieving your financial and life goals

# FRANK

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NOT FDIC-Insured NO Bank Guarantee MAY Lose Value

1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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; C. Individually contributed to a financial settlement of a customer complaint field with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance. 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of candidates) were named Five Star Wealth Managers.

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria:



Left to right: Three-year winner David J. Kron, Managing Director – Investments; 2014 winner Matthew S. Cass, CRPC\*; Financial Consultant three-year winner Andrew M. Polis, Managing Director – Investments

The Kron & Polis Financial Group believes that the short- and long-term financial choices you make today should serve as a strong foundation for helping attain your goals and preserving your legacy. With more than 50 years of combined experience and a team-based approach, we have the skills and resources to help ensure your financial decisions today are consistent with your life goals for tomorrow. Please call or visit us on the Web for more information.

### Kron & Polis Financial Group of Wells Fargo Advisors

Generations of Experience

· Comprehensive wealth management services Goal-based investment planning · Personalized customer service

Kron & Polis Financial Group

of Wells Fargo Advisors 30 South 17th Street, Suite 2000 Philadelphia, PA 19103 Office: 215-496-7645 Toll-free: 800-331-4262, Ext. 2614 kpfinancialGroup@wellsfargoadvisors.com www.KP-financial-group.com

Vells Fargo Advisors, LLC, Member SIPC. [CAR 1014-04528].



Two-year winner Jill Broder Steinberg

Walden Capital Advisors provides high-net-worth women and men comprehensive investment advice. We are your partner in this process - working together to define your financial and life goals, developing investment strategies designed to help you to achieve them and adjusting your portfolio over time. Our goal is to help you achieve yours.

Our focus is on couples, women (divorced, widowed, single) and retirement plans for smaller businesses and professional practices.

Education: Wharton MBA, Princeton University BA.

# **Jill Broder Steinberg**

#### A Personal Approach to Investing

Build strong relationships with clients

- · Focus clients on achieving financial and life goals
- Personalized service and diversified investment strategies



Two Bala Plaza, Suite 602 Bala Cynwyd, PA 19004 Office: 610-664-6100 Fax: 610-664-6120 jill@waldenadv.com www.waldenadv.com

Walden Capital Advisors is a registered investment advisor with the SEC. Information contained here is for informational purposes only and should not be considered advice.

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Three-year winner Rosemary G. Caligiuri, President, CASL®

Harvest Group was founded with the goal of assisting our clients in every aspect of their financial lives. Using an educational, collaborative approach and the highest standard of ethics, we work to provide wealth accumulation and preservation, income security and long-term financial independence.

## Rosemary G. Caligiuri

Experience • Knowledge Passion • Integrity

Independent, objective and unbiased advisors

- Wealth accumulation and preservation
- Retirement income planning

Harvest Group Financial Services Corporation 1707 Langhorne-Newtown Road, Suite 1 Langhorne, PA 19047 Phone: 215-860-6056 • Toll-free: 800-893-6056 rosemary@harvestgroupfinancial.com www.harvestgroupfinancialservices.com

semary G. Caligiun (dba Harvest Group) is a registered representative offering securities and advisory services through Centaurus Financial Inc., Member FINRA and SIPC, a registered broker dealer, and a registered Investment advisor. Supervisory Branch: 3902 State Street, Suite 101, Santa Barbara, CA 93105, 1–888-569–1982. Harvest Group Financial Services and Centaurus Financial are not affiliated.



Left to right: 2012 – 2014 winner Fred Bremier III, Financial Advisor; 2012 – 2014 winner Bob Lankin, J.D. CFP<sup>®</sup>, CEP<sup>®</sup>, Branch Manager; 2013 – 2014 winner Kevin Kane, Financial Advisor

With more than 75 years of combined industry experience, Fred, Bob and Kevin believe that having choices is important to investing. Each financial advisor has the unique freedom to offer objective, unbiased advice — which means everything we do is client-focused, not transactional-focused. Our goal is to become your partner in building the future you desire.

## Bob Lankin Fred Bremier Kevin Kane

100 percent committed to our clients
Goal planning and monitoring

Straightforward investing approach

## RAYMOND JAMES®

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> www.boblankin.com www.raymondjames.com/quakertown www.raymondjames.com/kevin

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Left to right: Kelly Cullen, CIMA\*; 2014 winner Joslyn Ewart, CFP\*; Steven Schaad; Mckenzie Frankel, CFP\*

In everything we do, we believe in maximizing potential. We believe in thinking differently about money. We partner with clients to help them make informed decisions, so they may achieve all that is important to them. We serve as wealth managers because we have found that most affluent clients want help with their entire financial lives. Our highly systemized consultative process addresses wealth enhancement, wealth transfer, wealth protection and charitable giving.

# Entrust Financial, LLC®

#### Worry-Free Finance So You Can Focus On What You Love

- We partner with you using an easy-to-understand, whole-client approach
- Our astute investment consulting is the foundation of your financial house
- We help successful women experience financial security and independence



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Left to right: Timothy Sabol, Financial Advisor; two-year winner Ayesha Selden, Financial Advisor; three-year winner Terry Jue, Financial Advisor; two-year winner Christy Neill, Financial Advisor; two-year winner David Sacker, Financial Advisor

We believe success should be measured not just by your financial well-being, but by how confident you feel about your future. We specialize in the financial planning, investment advice, insurance and complex estate planning strategy needs of private individuals, nonprofits and small businesses. Our mission is to help you reach your financial goals through an ongoing relationship based on personalized, knowledgeable advice.

# Ameriprise Financial Services, Inc.

Personalized Financial Planning and Wealth Management

- Comprehensive wealth management strategies
- Customized approach to financial planning
- Committed to providing thoughtful guidance and personalized service



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The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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 complaint registered through a check of complaints registered with a regulatory authority or complaint filed with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance. 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of candidates) were named Five Star Wealth Managers.

FIVE STAR



Left to right: Front row: 2014 winner Stephen Gitter, Senior Vice President – Investments; two-year winner Frank Brodsky, Senior Vice President – Investments Back row: Two-year winner Steve Kanteliotis, Senior Vice President – Investments; 2014 winner David Engel, CFP°, First Vice President – Investment Officer; Tom Penrose, Senior Vice President – Investment Officer

The Logan Square Group of Wells Fargo Advisors offers the intimacy and personal attention of a boutique firm while utilizing the global resources of one of the world's largest financial services firms. The team places a premium on integrity and provides attentive, individualized client service that extends far beyond investments. Please call or visit us on the Web for more information.

Wells Fargo Advisors, LLC, Member SIPC. [CAR 1014-04591].

# Kanteliotis • Gitter Brodsky • Engel

More Than 100 Years of Investment Experience

- Comprehensive asset management
- Personalized wealth management planning
- Dedicated to helping clients achieve life goals

#### LOGAN SQUARE GROUP of Wells Fargo Advisors

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#### THREE-YEAR WINNER

Three-year winner William J. Mastalski

Bill Mastalski currently serves as first vice president – wealth management in the Bryn Mawr, Pennsylvania office. Bill and his very capable staff provide prompt, caring attention to client concerns. Each client receives an investment strategy based on his or her current financial data, specific financial needs or goals and individual risk tolerance. As the client's needs change, from growth of capital to generation of income, so can the client's investment strategy. Bill understands that his most valuable assets are the relationships he has with his clients.

Bill has received the Rutgers University Home Extension's Adult Education Award for his years of service in presenting financial planning seminars. Bill is also a member of the Delaware, Montgomery, Philadelphia and Southern New Jersey Estate Planning Councils.

Janney Montgomery Scott LLC. Member NYSE, FINRA, SIPC.

# William J. Mastalski

#### **Trusted Financial Advice**

- Unbiased, objective personalized service
- Committed to providing thoughtful guidance
- Client-centered approach to investment strategies

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FIVE STAP PROFESSIONAL 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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 complaint process; Unfavorable feedback may have been discovered through a check of complaints registered with a regulatory authority or complaint filed with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new client; 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 awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance. 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of candidates) were named Five Star Wealth Managers.

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria:

# David T. Hibshman

Trusted Financial Advisor

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Customized investment and retirement services

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Bala Cynwyd, PA 19004

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www.financialhealthgroup.com

2014 winner David T. Hibshman, CPA, CFP®

Thank you to my clients for your trust, loyalty, referrals, and friendships over the past 25-plus years. I am honored and humbled by all who considered me worthy of this prestigious Five Star Professional award. As a CPA, CFP\* professional and 17-year qualifying and life member of the Million Dollar Roundtable (MDRT), including



member of the Million Dollar Roundtable (MDRT), including three Top of the Table awards, I remain committed to providing sound advice and responsive, personalized service based upon mutual trust, honesty and ethical standards. I am grateful to have the opportunity to serve you.

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Left to right: Two-year winners Lisa W. Fouraker, CFP<sup>®</sup>, Vice President – Financial Advisor and Steven C. Victor, Senior Vice President – Financial Advisor

We are committed to providing comprehensive wealth management solutions for affluent individuals and families, professionals and corporate retirement plans. We utilize a tailored consulting process that emphasizes the importance of goals in the wealth management process. We build and develop retirement, education and asset allocation plans for each member of our client base. For our affluent clients we focus on issues including wealth accumulation, preservation and wealth transfer for future generations. Let's take the next step — contact us to set up a meeting.

# Victor/Fouraker Group

#### There's Wealth in Our Approach

- Comprehensive planning
- Extensive investment experience
- Successful wealth management



#### **RBC Wealth Management**<sup>®</sup>

Six Tower Bridge, 181 Washington Street, Suite 500 Conshohocken, PA 19428

Office: 484-530-2851 Lisa.Fouraker@RBC.com Steve.Victor@RBC.com www.VictorFourakerGroup.com

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FIVE STAR PROFESSIONAL



Left to right: Deb Barr, Client Associate; Stephanie Tomasulo, Senior Client Associate; three-year winner Robert P. Tomasulo, CFP<sup>®</sup>, Managing Director – Investment Officer, Premier Advisor; Sheila Jacobs, CFP<sup>®</sup>, Financial Advisor

Most people don't plan to fail, they fail to plan. A truly customized and successful financial strategy begins by identifying your objectives, time horizons and tolerance for risk. Once I understand your goals, the real work begins. As a premier advisor, I will help keep your investment plan on track, reviewing and adjusting the strategy as your needs change and the investment environment shifts. In my experience the best dividends are earned through constant vigilance.

# Robert P. Tomasulo

Advice and Service You Can Count On

Comprehensive wealth management services

- Retirement and estate investment planning
  - 37 years of investment experience



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Left to right: Three-year winner Charles Bartler, CLU®, ChFC® and Christopher Bartler

Charles Bartler, CLU<sup>®</sup> and ChFC<sup>®</sup>, and his staff have worked extensively in the field of retirement distribution since 1976, transitioning individuals into retirement with his comprehensive six-step process. Chris Bartler joined his father in 2008 as the director of operations. Their mission is to guide their clients in making the right decisions for their retirement.

# Bartler Wealth Management Group

Knowledge Makes the Difference

Comprehensive retirement solutions

- Lifetime income strategies
- Retirement income distribution planning

Bartler Wealth Management Group, LLC 1 International Plaza, Suite 550 Philadelphia, PA 19113 Phone: 215-665-1058 cbartler@bartlerwealth.com bartlerwealth.com

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FIVE STAP

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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 complaint species for a segured through a check of complaints registered with a regulatory authority or complaint filed with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance. 4;438 Philadelphia wealth managers were considered for the award; 856 (20% of candidates) were named Five Star Wealth Managers.



Left to right: Teresa A. Verone, Investment Associate; 2014 winner Scott A. Karkenny, Senior Vice President – Financial Advisor

The Karkenny Team has been helping families and businesses over two generations build lifelong, multigenerational client relationships through a foundation of trust and confidence. Our business is built on our experience and knowledge of wealth management, specializing in personalized retirement income planning. Scott is a dedicated, hands-on financial advisor whose passion is to help people live more financially secure lives putting their interests first.

# The Karkenny Team

Personalized Wealth Management Planning

Retirement income planning

- Comprehensive investment selection
- Exceptional client service



#### **RBC Wealth Management**

181 Washington Street, Suite 500 Conshohocken, PA 19428 Office: 484-530-2857 Toll-free: 877-530-3060 scott.karkenny@rbc.com www.karkennyteam.com

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#### Left to right: 2014 winner Timothy A. Rudy, CMFC; Joseph A. Pancerella, CPA/PFS CFP®

Pancerella Financial Group provides comprehensive, unbiased advice integrating your investments, insurance and personal tax situation into an easy-to-understand financial approach. We earn our clients' trust on a foundation of ethics, integrity and communication. Our advisors have over 40 years of exceeding client expectations. Tim Rudy, our Five Star Wealth Manager, is a retired Navy Reserve Commander with 22 years of military service.

## Pancerella Financial Group

**Build Your Financial Foundation** 

Investment advice and management
Financial and retirement planning
Professional and personal service



300 North Pottstown Pike, Suite 230 Exton, PA 19341 301 West Lancaster Avenue Reading, PA 19607 Office: 610-796-1066, Ext. 221 timothy.rudy@nextfinancial.com www.pancerellafinancial.com

Securities and Investment Advisory Services offered through NEXT Financial Group, Inc., Member FINRA and SIPC Pancerella Financial Group is not an affiliate of NEXT Financial Group, Inc. The Five Star award is not indicative of the wealth manager's future performance. 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 any other entity.

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FIVE STAR



Left to right: Brian P. Kearon, Portfolio Management Associate, Assistant Vice President; two-year winners Joanne A. Tadeo, CRPC\*, Financial Advisor, Vice President and Gail E. Tanzola-Seymour, CRPC<sup>•</sup>, Financial Advisor, Vice President; three-year winner Christopher J. Kearon, Financial Advisor, Senior Vice President

As financial advisors, we are committed to building a relationship of trust in



which we can work closely with you to help define your objectives, explore alternatives and choose the financial and investment strategies that are most appropriate for you. As our relationship evolves, we hope you will come to regard us as a valued resource and as professionals who can help you make a more informed decision on any financial issue.

#### Kearon Tadeo Tanzola Wealth Management at Morgan Stanley

#### Experience • Integrity **Comprehensive Planning**

- Wealth accumulation, preservation and family wealth transfer planning
- Unbiased investment planning and portfolio management
- Lifetime income planning

## Morgan Stanley

899 Cassatt Road, Suite 100 Berwyn, PA 19312 Direct: 610-408-1905 • Toll-free: 877-874-9498 KearonTadeoTanzolaWM@ms.com morganstanleyfa.com/kttwealthmanagement

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Left to right: 2014 winner John DelVecchio, ChFC®, AIF®; Linda Pisaturo; Loretta DelVecchio; Barbara Volk; Jared Tuller, All

At Compass Financial Solutions we maintain a very high standard of performance based on integrity, honesty and our belief in a committed relationship with each of our clients. John opened Benefit Planning Services, the parent company of Compass Financial Solutions, in 1983. For over 30 years John and his staff have focused on the needs of their clients. CFS truly understands that everyone has an individual story and therefore everyone needs an individual plan.

# John DelVecchio

#### How to Get There From Here

Wealth management

- Retirement, estate and trust planning
- Alternative investments

**Compass Financial Solutions** 19 North West Street Doylestown, PA 18901 Office: 215-345-4205 Fax: 215-345-4207 jdelvecchio@mapmyfuture.net www.mapmyfuture.net

Security and Advisory Services offered through Commonwealth Financial Network, Member FINRA/SIPC, a Registered Investment Advisor

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Left to right: Barbara Beretsky, Client Service Associate; 2014 winner Susan C. Yelen, CFP® CRPS®, CIMA®, Financial Advisor, Senior Vice President; Pamela Waugh, Senior Registered Associate; Chris Prater, Client Service Associate

The financial world has become increasingly more complex and fragmented. We tailor strategies to each client and integrate lifestyle, debt and risk management concerns. We develop plans and coordinate them with tax and estate planning strategies. Personal service and comprehensive planning are the focus of our relationships with the families and retirement plans we serve. We are dedicated to one mission: defining our clients' financial goals and working towards achieving them.

# Susan C. Yelen

Making a Difference in **Our Clients' Lives** 

Wealth management

- Disciplined process
- Experienced, caring team

# Morgan Stanley

1065 Highway 315 • Wilkes-Barre, PA 18708 Office: 570-821-1800 susan.c.yelen@morganstanley.com www.morganstanleyfa.com/susan.c.yelen

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2014 winner Brian Menickella, CIC, NFL and MLB Registered Advisor

Brian Menickella is a co-founder and managing partner of The Beacon Group of Companies. Along with his wealth management and retirement services practice, Brian leads a specialized practice in professional athlete wealth management where he provides comprehensive advisory solutions to athletes and their families. His clients include a number of current and former athletes including Phillies star pitcher Cole Hamels and 2012 MLB Rookie of the Year Mike Trout of the Angels. Our areas of focus include: wealth management/investment advisory services.

# Brian Menickella

#### Wealth Management and **Investment Advisory Services**

- · Comprehensive wealth management and advisory solutions
- Professional athlete wealth management
- Fiduciary advisor for corporate retirement plans



120 South Warner Road, Suite 201 King of Prussia, PA 19406 Office: 610-265-4012, Ext. 202 Cell: 856-979-7077

brianm@thebeacongrp.com www.thebeacongrp.com

Securities offered through TFS Securities, Inc., Member FINRA / SIPC, a full service broker dealer, located at 437 Newman Springs Road Lincroft, NJ 07738 732-758-9300. Investment Advisory Services offered through TFS Advisory Services, a division of TFS Securities. www.finra.org.

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Left to right: Three-year winners Brendan McPoyle, CFP '; Ray Manza, Vice President at Affinity Wealth Management; Donald Kalil, President and James Hall, Vice President, CFP '

For over 40 years, we have earned the trust and confidence of our clients. We have succeeded by providing each and every client with uncompromising personal service at the highest professional level. Let us help you navigate through the changing financial terrain.

# Affinity Wealth Management

Trusted Counsel Since 1974

Honored by Bloomberg as a top advisor

- Torch Award recipient for high marketplace ethics
  - Personalized investment solutions



1702 Lovering Avenue Wilmington, DE 19806 Office: 302-652-6767 Toll-free: 800-825-8399 nvest@affinitywealth.com www.affinitywealth.com

James E, Hall, Jr.; Donald J. Kalil; and Brendan J. McPoyle offer securities through Coastal Equities, Inc. a registered broker/dealer and a member FINRA and SIPC. This is not an offer to sell securities, which may be done only after proper delivery of a prospectus and client suitability is reviewed and determined. Information relating to securities is intended for use by individuals residing in DE, MD, NJ, PA, & FL. Affinity Wealth Management, Inc. and Coastal Equities, Inc. are not affiliated.



Left to right: David Richardson; Patrick Clark; Jessica Fee; two-year winner Mark Byelich, CFP\*, RFC\*, AIF\*

Mark and his team focus on private wealth management for individuals and institutions. Always independent, objective and unbiased, Mark's clients know that the advice, platforms and services offered have the client's best interests at heart, and only the client's goals in mind.

Clients have said that Mark acts as their personal CFO, helping them make informed and prudent financial decisions.

Clients have also complimented the team's attention to detail, high level of service and personal touch.

candidates) were named Five Star Wealth Managers.

# Mark Byelich

Independent • Objective • Unbiased

Investment management and financial planning

- Financial planning in divorce
- Fiduciary assistance

#### ATTLEBORO WEALTH MANAGEMENT

115 East Maple Avenue Langhorne, PA 19047 Phone: 215-310-9440 Cell: 267-237-2749

mbyelich@attleborowealth.com www.attleborowealth.com

Securities offered through LPL Financial, member FINRA/SIPC. Investment advice offered through Private Advisor Group, a registered investment advisor. Private Advisor Group and Attleboro Wealth Management are separate entities from LPL Financial.

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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; C. Individually contributed to a financial settlement of a customer complaint filed with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance, 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of services provided and is not indicative of the winner's future performance, 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of services provided and is not indi



Eric Boory, Gerry Grossman and Scott Lerner are committed to helping clients, in a discrete and comprehensive manner, accumulate, manage, preserve and transfer family wealth. We seek to accomplish this through a disciplined process of clearly defining goals and objectives, carefully developing a plan, diligently implementing that plan and regularly monitoring our client's financial well-being. Our vision is to instill confidence in our clients in order to be the wealth advisor of choice while helping to meet their financial needs. Experience matters, Gerry Grossman, Five Star Wealth Manager 2013, 2014. Scott Lerner, Five Star Wealth Manager 2012 – 2014. Eric Boory, Five Star Wealth Manager 2012 – 2014.

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# LGB Group at Morgan Stanley

#### Professionals Aiming to Perform at the Highest Possible Level

• The LGB Group builds relationships that are rooted in trust and focused on you

- We offer the wisdom and knowledge you deserve with a commitment to continuing education
- We will work in collaboration with your attorney, CPA and other advisors when needed

# Morgan Stanley

1000 Main Street, Suite 201 Voorhees, NJ 08043 Phone: 856-489-4410 LGB\_Group@MorganStanley.com www.morganstanleyfa.com/lgbgroup



Clients choose Dave as their trusted wealth advisor because of his exceptional service and experience. Since graduating from Duke University, Dave has 26 years of comprehensive wealth management experience. Dave helps build, maintain, preserve and transition the comprehensive wealth by using liability strategies, risk management and controls for his select high-net-worth families and corporate clients.

# David A. Simon

#### Helping Secure Your Financial Future

- Comprehensive wealth management services
- 26 years of experience We are committed to our clients' prosperity

Wells Fargo Advisors, LLC 165 Township Line Road Jenkintown, PA 19046 Direct: 215-572-4242 dave.simon@wfadvisors.com home.wellsfargoadvisors.com/dave.simon

Wells Fargo Advisors, LLC, Member SIPC. [CAR 1014-03158

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FIVE STAR

#### Robert A. Salon

Managing Director - Investment Officer. Senior PIM Portfolio Manager

# TWO-YEAR WINNE

30 S 17th St. Philadelphia, PA 19103 Office: 215-496-7642 Toll-free: 800-331-4262 robert.salon@wfadvisors.com www.robertsalon.net

#### **Risk-Managed Investment Philosophy**

- Goal-oriented investing
- Professional portfolio management
- Personalized client service

Rob takes a personal approach to helping his clients achieve their financial goals. As a trusted advisor, Rob engages his clients in thoughtful conversations and sincerely listens as he helps develop a plan to work toward their objectives. He employs a disciplined, riskmanaged investment philosophy that relies on extensive evaluation to construct personalized wealth management strategies for his clients.

Wells Fargo Advisors, LLC, Member SIPC. [CAR 0914-04002].

#### Kathy D. Guerin

President and CEO CFP®, CDFA™, CAP®

#### ISION WEALTH ADVISORS

eigene + he flue + he hetigen 760 Audubon Dr. North Wales, PA 19454 Office: 215-699-1552 kathy.guerin@ envisionwealthadvisors.com www.envisionwealthadvisors.com

#### **Envision Your Custom-Built Future**

To inspire

HREE-YEAR W

- To plan
- To achieve

Specializing in full-service planning and wealth management services for affluent individuals and couples going through major life transitions. Life transitions come with many positive and negative emotions. We strive to take the fear and uncertainty out of the future by helping you clarify your life vision, get organized and create a framework to make sound financial decisions. Our team has been serving individuals and couples since 1984.

Planning and Advisory Services offered through Envision Wealth Advisors, a Registered Investment Advisor

#### Frank Sciecinski

President

#### ECINSKI WEALTH MANAGEMENT

1127 Dodgson Rd. West Chester, PA 19382 Office: 484-315-8239 www.sciecinski.com

#### **Client-Centric Practice**

Financial planning and wealth management Personalized strategies and services for the individual, families and businesses

Sciecinski Wealth Management is a family-owned financial consulting firm. We help our clients develop, implement and maintain financial, business and life plans to aid them in pursuing their goals. We build client relationships based on trust, sound advice and prompt personal service.

Securities and Financial Planning offered through LPL Financial, a Registered Investment Advisor. Member FINRA/SIPC.

## CFP\*, ChFC\*, CLU\*

Financial Advisor

# Ameriprise 🕻

1105 Laurel Oak Rd., Ste. 142 Voorhees, NJ 08043 Office: 856-741-8000 steven.x.vitanza@ampf.com ameripriseadvisors.com

Highly developed client service model

- Comprehensive approach to financial planning
- Fee-based investment planning

Everyone's financial situation is unique. So is their view on retirement. A retirement income specialist is critical to maximize your dream of the perfect retirement. Thorough review of all your options, and the specific implementation of your choices can make the difference in your retirement plans. Together, we will make the most of your retirement dream.

Investors should conduct their own evaluation of a financial professional as working with financial advisor is not a guarantee of future financial success. Brokerage, investment and financial advisory services are made available through Ameriprise Financial Services, Inc., Member FINRA and SIP



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Steven Vitanza



#### ohn A. Solis-Cohen



#### Managing Director – Investment Officer

2 Pitcairn Pl., Ste. 200 165 Township Line Rd. P.O. Box 9013 Jenkintown, PA 19046 Office: 215-572-4276 john.solis-cohen@wfadvisors.com

#### Excellence in Wealth Management

Comprehensive wealth management

Personalized investment plans and customized strategies Tax-efficient retirement income strategies

John Solis-Cohen brings more than 32 years of professional experience providing comprehensive wealth management, advice and strategies. Each client's personal investments, retirement accounts, insurance needs and estate investment planning strategies are integrated into a comprehensive plan seeking to achieve the client's goal using investment parameters that correspond with his or her risk tolerance.

Wells Fargo Advisors, LLC, Member SIPC. [CAR 1014-04842].

#### Margaret Emerson

Vice President, Investments CFP\*, ChFC\*

## **RAYMOND JAMES®**

130 N 18th St., Ste. 1300 Philadelphia, PA 19103 Office: 215-640-3140 margaret.emerson@ raymondjames.com www.margaretemersonrj.com

#### **Customized Comprehensive Planning**

- 34 years of financial services experience
- Goal-based wealth management
- Investments, retirement income, insurance

My focus is helping clients find comprehensive solutions for their financial concerns that include managing risk, investment planning, growth, income and tax-efficient strategies and estate planning. Providing the highest level of service possible is always a priority. thank my clients for their continued trust and loyalty.

Certified Financial Planner Board of Standards Inc. owns the certification marks CFP®, CERTIFIED FINANCIAL PLANNER<sup>™</sup> and federally registered CFP (with flame design) in the U.S. Raymond James & Associates, Inc., Member New York Stock Exchange/SIPC. This award is bestowed by an independent third-party organization not affiliated with Raymond James.



THREE-YEAR WINNE

## Jeffrey Green

Senior Vice President -Investment Officer



#### One Fayette St., Two Tower Bridge, Ste. 200 Conshohocken, PA 19428 Office: 610-832-7660 jeffrey.green@wellsfargoadvisors.com www.wfadvisors.com/jeffrey.green

#### Trusted Advice — Exceptional Service

 Dedicated to helping clients meet their financial goals Highest level of personal client service

· Customized advice for wealth accumulation and preservation

As a financial advisor with more than 20 years of experience, I am committed to a client-first approach in helping develop and implement a customized strategy for your wealth management needs. My practice is dedicated and focused on long-term client relationships with an outstanding level of service. My personal goal is to become a lifetime resource for each and every client.

Wells Fargo Advisors, LLC, Member SIPC. [CAR 1014-01384].

#### Adam Soloff





20 Roy Ln. Huntingdon Valley, PA 19006 Office: 215-874-7147 Toll-free: 888-Soloff-5

Info@SoloffWealth.com www.SoloffWealth.com

#### Independent, Experienced, Unbiased

Utilizes a proprietary planning process

TWO-YEAR WINNER

- Focused on building and preserving wealth
- Highly disciplined investment process

Serving select clientele, Soloff Wealth is a comprehensive financial services practice assisting clients to address their most critical goals. Adam is uniquely qualified to oversee complex financial plans from an educated, independent, unbiased perspective.

Honored by this award, Adam would like to thank the clients of Soloff Wealth for their continued trust and confidence.

Securities and Financial Planning through LPL Financial; member FINRA/SIPC.

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John Bartuccio CFP®, ChFC®, CLU®

# TWO-YEAR WINNER

#### Allen Associates

630 S Brewster Rd. Vineland, NJ 08361 Office: 856-692-2250 Toll-free: 800-442-5536 jbartuccio@lincolninvestment.com allenassoc.com

#### Transforming Hopes to Reality

- Thoughtful, friendly, personal service
- Portfolio management
- Retirement income and inheritance planning

Since 1960, Allen Associates has built long-term client relationships. My specialty is helping fellow baby boomers achieve their retirement goals. I strive to understand each client's financial needs and desires, investment objectives, return expectations and, most importantly, risk tolerance levels. To make your dreams a reality I develop, implement and monitor a customized investment plan to help you achieve your goals. To live well in retirement, you must plan well now.

ohn Bartuccio is a financial representative of and offers advisory services and securities though Lincoln Investment Planning Inc., Registered Investment Advisor, Broker Dealer, Member FINRA/SIPC. Lincoln Investment Corporate Office: 218 Glenside Ave., Wyncote, PA 19095, 215-887-8111.

#### Robert P. Greenwood

CPA, CFP<sup>®</sup>, Financial Advisor



# Ameriprise

1105 Laurel Oak Rd., Ste. 154 Voorhees, NJ 08043

Office: 856-783-5050, Ext. 226 robert.p.greenwood@ampf.com ameripriseadvisors.com/ robert.p.greenwood

#### Client-Focused Personal Wealth Management

- Disciplined approach to financial planning
- · Customized advice delivered with integrity
- Long-term relationships built on honesty

As a three-year winner, Robert's success is based on the support and loyalty of his clients. He puts clients first and applies his specialized knowledge to find creative strategies to help them achieve their unique goals. As he tracks their progress over time, Robert forges relationships with his clients to help them feel more confident about their financial future.

Investors should conduct their own evaluation of a financial professional as working with a financial advisor is not a guarantee of future financial success. Ameriprise Financial Services, Inc., Member FINRA and SIPC.

#### Michael Neill

Financial Advisor, Vice President, CFP®, ChFC®

## Morgan Stanley

1650 Market St., 42<sup>nd</sup> Fl. Philadelphia, PA 19103 Direct: 215-854-6116 Toll-free: 800-233-1414 michael.neill@morganstanley.com www.morganstanleyfa.com/michael.neill

#### **Building Relationships Based on Trust**

- Comprehensive wealth management
- Pre- and post-retirement planning

WO-YEAR WINNER

Personal and exceptional client service

Whether it is playing baseball professionally, representing the United States in the 2000 Sydney Olympics or developing financial plans, I have always been driven to succeed. As a Certified Financial Planner practitioner, my team would love an opportunity to assist you in developing a plan tailored to meet your personal goals and present situation. Five Star Wealth Manager 2013 - 2014.

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#### Investments and Tax-Saving Solutions

- Wealth management and financial planning
- Strategic income tax and estate advice
- Portfolio and retirement strategies

Creatively integrating investments, estates and trusts, individual corporate and estate income tax preparation, and retirement planning for more than 30 years to help you achieve your goals giving you more time to enjoy life.

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The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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; C. Individually contributed to a financial settlement of a customer complaint filed with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance. 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of candidates) were named Five Star Wealth Managers.

THREE-YEAR WINNER

THREE-YEAR WINNER

#### John F. Ortolf

Vice President, Financial Advisor, CFP\*, ChFC\*

## Morgan Stanley

4259 W Swamp Rd., Ste. 400 Doylestown, PA 18902 Office: 215-230-2918 john.f.ortolf@morganstanley.com www.morganstanleyfa.com/john.f.ortolf

#### Planning-Based Wealth Management

Financial and retirement planning

Certified Financial Planner™

TWO-YEAR WIN

Chartered Financial Consultant®

Most people spend more time planning for their vacations than planning for their retirement. I help clients plan for their retirement ... the longest vacation of their lives. Five Star Wealth Manager 2013 and 2014.

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## Kevin A. McCoy

Senior Vice President, Financial Advisor, Portfolio Management Director, CRPC\*

# Morgan Stanley

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#### **Trust Matters**

- Comprehensive financial planning
- Customized portfolio management
- Superior client service

TWO-YEAR WIN

As a senior portfolio manager with over 20 years of experience, I provide financial planning and investment management for those who do not have the time, knowledge or experience to do so most effectively for themselves. I work with high-net-worth individuals who want to benefit from goal-oriented financial planning. I design detailed financial plans for clients taking into account their investment needs, financial goals and tolerance for risk.

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## Karen A. Wisdom

Certified Financial Planner

#### WISDOM ANTONELM

#### 69 N Main St. Mullica Hill, NJ 08062 Office: 856-223-9900 Toll-free: 877-915-9900 karen.wisdom@raymondjames.com www.raymondjames.com/wisdom

#### Sensible, Prudent Retirement Planning

• 25 years of thoughtful planning experience

- Independent, objective and unbiased advice
- Transition from work to retirement focus

Karen and her team take the time to get to know their clients and their families. We understand their goals, income needs, fears and legacy desires. Our objective is clear: helping our clients manage, preserve and distribute the assets they have accumulated effectively and taxefficiently, while judiciously managing risk. We believe in long-term client relationships built on trust and open communication. Five Star Wealth Manager 2012, 2013 and 2014.

Securities offered through Raymond James Financial Services, Inc., Member FINRA/SIPC. This award is bestowed by an independent third-party organization not affiliated with Raymond Jam





111 Presidential Blvd. Bala Cynwyd, PA 19004 Office: 610-994-2124, Ext.14 jsnipe@firstgenesis.net www.firstgenesis.net

#### Holistic financial advice

Customized investment strategies Comprehensive and pragmatic financial counsel

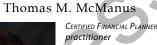
Our philosophy recognizes the uniqueness of each client, and understands that solutions will be different for each family situation. We believe that a clear understanding of your complete financial situation and goals is essential. We encourage engagement with your other supporting professionals, such as your family attorney or CPA, in order to help bring you the most comprehensive solutions available.

Securities and Investment Advisory Services offered through NFP Advisor Services, LLC (NFPAS), member FINRA/SIPC. NFPAS is not affiliated with First Genesis Financial Group or Five Star Professional.

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] 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 complaint field with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance. 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of candidates) were named Five Star Wealth. Managers.

FIVE STAR

2014 Five Star Wealth Managers - www.fivestarprofessional





LINCOLN

101 West Ave., Ste. 200 Jenkintown, PA 19046 Office: 215-885-7115 tmcmanus@lincolninvestment.com

#### Expert Advice, Lasting Relationships

- Comprehensive retirement planning
- Customized investment plans
- Client-centered practice

TWO-YEAR WINN

I am honored to be recognized for my efforts as a personal financial advisor. I would like to thank my clients for the privilege of helping them on their financial journeys. Their trust and confidence are the cornerstones of my practice. For over 20 years, I have been assisting individuals and families develop and implement customized financial plans. I believe in a client-centric approach in serving the needs of my clients.

dvisory services and securities offer through Lincoln Investment Planning, Inc. Registered Investment Advisor, Broker-Dealer. Member FINRA/SIPC.

#### Michael P. Smith



Wealth Advisor, CFP\*, CAP\*, CLTC, FIC



817A S Market St. Mechanicsburg, PA 17055 Phone: 877-674-1100 michael.p.smith@thrivent.com

#### Values-Based Financial Strategies

- Long-term relationships
- Personalized strategies to help meet your goals
- Connecting faith and finances

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## Edward R. Plachter

Senior Vice President CFP<sup>®</sup>, Wealth Advisor

## Morgan Stanley

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#### Steward of Wealth

Making a difference in clients' lives

A personal approach to wealth management Holistic planning and customized investment solutions

An award-winning financial advisor with a personal approach to investing, Edward has been committed to helping his clients achieve their goals through unbiased investment advice for more than 25 years. His clients include high-net-worth individuals, families and private businesses in addition to advising 401(k) and pension plans

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## Charles J. Schreader

CFP®, First Vice President -Investments

Lemoyne, PA 17043 Office: 717-975-8417 Toll-free: 800-468-8685 charles.schreader@wfadvisors.com

#### **Comprehensive Investment Planning**

- Client-focused advice
- Risk-averse and value-oriented investing
- Disciplined portfolio management

Chuck Schreader is a Certified Financial Planner™ professional with more than 18 years' experience. Chuck's philosophy of valueoriented, risk-averse investing is based on maintaining a focused portfolio that has been analyzed with thorough due diligence. Give Chuck a call for a free financial review.

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#### Steven I. Borenstein

Vice President Financial Advisor

# REE-YEAR WINNE

## Morgan Stanley

1000 Main St., Ste. 201 Voorhees, NJ 08043 Office: 856-489-2443 steve.borenstein@morganstanley.com www.morganstanleyfa.com/ steven.i.borenstein

#### Good Listener ... Client Focused

- Comprehensive wealth management
- Retirement and income planning
- Superior personalized service

I believe your success is predicated on sound, easy-to-comprehend investment advice from an experienced advisor who takes the time to fully get to know you. I work closely with my clients to identify their needs and concerns. Together we will develop a personal financial plan, executing and refining that strategy to help bring you closer to realizing your financial goals.

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"Wishful thinking is not planning. If you plan for the worst, you will never be unpleasantly surprised." Five Star award winner

Find a financial planner who will take the time to educate you, eliminate the mystery and put you on the correct path." — Five Star award winner

Bruce Everett Hunt Founder and President



Rose Valley Asset Management 21 W Front St. Media, PA 19063 Phone: 610-544-0900 bhunt@rosevalleyasset.com www.rosevalleyasset.com

We provide comprehensive financial planning and investment advisory services to individuals and institutions. As an independent fee-only advisor, our clients receive objective, thoughtful advice that addresses their specific financial circumstances.

Rose Valley Asset Management, LLC is a Registered Investment Advisory Firm

#### Carol Peckman Financial Advisor



LINC 101 West Ave., Ste. 200

cpeckman@

Jenkintown, PA 19046 Direct: 215-885-7115, Ext. 1709 lincolninvestment.com www.lincolninvestment.com

We are committed to a high level of service to help you meet your individualized goals of growing assets, planning for retirement and financial security. Our collaborative team includes my two daughters as well as other licensed staff. We provide stellar support in meeting your ongoing needs.

Advisory services and securities offered through Lincoln Investment Planning, Inc. Registered Investment Advisor, Broker/ Dealer. Member FINRA/SIPC.

James R. Sgro Senior Vice President



40 Monument Rd. Bala Cynwyd, PA 19004 Office: 610-660-4483 James.Sgro@axa-advisors.com

KARR BARTH

I am committed to helping my clients work toward their financial goals for themselves, their families and their businesses by assisting them with strategies for wealth management, preservation and transfer.

ames R. Sgro offers securities through AXA Advisors, LLC (NY, NY 212–554–1234), member FINRA, SIPC. Annuity and insurance products offered through AXA Network, LLC. Karr Barth Associates Inc. is not owned or operated by AXA Advisors or AXA Network. AGE-97275(08/14) (exp.08/16).

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Joseph Cafiso Investment Advisor, ChFC



LKC 100 W Third Ave., Ste. 300 Conshohocken, PA 19428 Phone: 610-940-1904 jcafiso@lkcp.net www.lkcp.net

For more than 25 years, Joseph has worked closely with both individual and corporate clients, advising them on the accumulation and preservation of wealth. Through diligent planning and his personal involvement, he makes sure each plan is meeting his client's goals and objectives.

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Joseph Amodei Private Wealth Advisor, Certified Financial Planner™

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> Robert Schmauk Investment Advisor

> > 165 W Ashland St. Doylestown, PA 18901 Office: 267-864-2004 rob.schmauk@lpl.com www.dwmwealth.com

An independent advisor with access to 9,000 mutual funds, Rob specializes in creating and actively managing mutual fund portfolios. With 25 years of experience and a focus on client relationships, Rob is happy to make house calls and communicates with clients in both good times and bad.

#### Marc J. Bernstein JD, ChFC<sup>®</sup>, CLU<sup>®</sup>, CAP<sup>®</sup>, Financial Representative



610 W Germantown Pike, Ste 200 Plymouth Meeting, PA 19462

CFG

Phone: 610-832-9330 marc@marcjbernsteinfs.com

Using our unique process, we help people accomplish their lifetime and legacy goals. It is very fulfilling to help family-owned businesses and entrepreneurs accumulate wealth, safeguard assets and create a legacy for future generations.

Securities products and investment advisory services offered through New England Securities Corp (NES), (member FINRA/ SIPC), and a Registered Investment Adviser. CFG is not affiliated with NES. L1014394747[exp1214][DE,MD,NJ,PA].



Willow Grove, PA 19090 Office: 800-377-9967 peter@franklinrs.com www.franklinrs.com

Peter offers customized inflation-adjusted income plans using low-risk investment and savings strategies tailored to his clients' unique financial needs and risk tolerances.

Investment Advisory Services offered through Brookstone Capital Management, LLC, an SEC-Registered Investment Advis

> Scott D. Edelman President



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Providing the wisdom to accumulate, protect and transfer your assets. Specializing in life, long-term care, health insurance, retirement planning, strategic investment allocation and employee benefits.

Securities and Advisory services offered by Signator Investors, Inc., member FINRA/SIPC.

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600 W Germantown Pike Ste.400 Plymouth Meeting, PA 19462 Office: 610-940-1740 sanjay.k.pawar@ampf.com I focus on complex advisory services including

multigenerational estate planning, full business transition support and sophisticated portfolio management. For more information visit www. ameripriseadvisors.com/sanjay.k.pawar.

Kenneth J. Higginbotham

LLC

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objectives. We endeavor to increase your

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lifestyle. Our areas of focus include retirement/

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Sanjay K. Pawar

Financial Advisor, CFA®, CFP®, MBA

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> Richard Robbins Managing Director – Investments, AAMS



525 Route 73 N, Ste. 400 Marlton, NJ 08053 Toll-free: 800-395-7630 richard.robbins@ wfadvisors.com

Mr. Robbins believes in taking the least risk necessary to help meet personal goals. He also plans for retirement income after the paycheck stops.

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Joseph P. Sarappo III

Founder and CEO

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and quality service are critical components

of the client experience, but it is integral to

thoroughly understand the goals and dreams

Investment advisory services offered through Retirement Planning

of our clients.

Anthony Heizenroth Financial Advisor, CRPC®

#### Morgan Stanley



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Anthony is firmly committed to building lasting relationships by delivering goaloriented results and exceptional client service. He provides highly responsive and individualized solutions to his clients by following a focused and objective planning process.

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Michael L. Hartnett CFS®, CRPC®, Branch Manager, Business Financial Advisor



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As a financial advisor, Michael helps clients feel more confident about their financial future. He works with individuals and businesses to align their financial plans and goals.

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Sean M. Pearson CFP®, CLU®, MBA, Financial Advisor, Associate Vice President



#### 161 Washington St., Ste. 1300 Conshohocken, PA 19428 Office: 610-897-2829 sean.pearson@ampf.com ameripriseadvisors.com/ sean.pearson

Many people make investment decisions a few times each year. I can help you make better financial choices every day. I provide a customized financial planning approach for families, in particular our nation's military and veterans. How can I serve you?

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- Five Star award winner

Jim Lynch resident, AIF<sup>®</sup>, RICP<sup>®</sup>



JCL Financial Group 54 Friends Ln., Ste. 112 Newtown, PA 18940 Office: 877-772-3744 Direct: 215-579-2655 jlynch@jclfg.com www.jclfg.com

As an independent financial advisor, I can help you craft a customized plan centered on what's important to you. Our company philosophy is based on caring for our clients in the way we would want for ourselves treating clients like people, not like portfolio balances.

Securities and advisory services offered through Commonwealth Financial Network. Member FINRA and SIPC

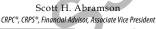
#### Marc Neumann ChFC<sup>®</sup>, Co-Founder and Partner



1800 Chapel Ave. W Cherry Hill, NJ 08002 Office: 856-488-2851 Cell: 609-774-4489 marc.neumann@LHplan.com www.LHplan.com

Since 1993, Marc strives to educate and assist clients to make the appropriate financial planning decisions.

Marc Neumann is a registered representative of Lincoln Financia Advisors Corp., a broker/dealer (member SIPC) and registered investment advisor. CRN-1035241-101314



#### Ameriprise 🐼 161 Washington St., Ste. 1300



As a financial advisor, Scott and his team work closely with their clients to help them add clarity to their financial world. He works with individuals and businesses to help them feel more confident about their financial future.

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Daniel P. Gannon Certified Financial Planner™ professional, President



200 N Union St. Kennett Square, PA 19348 Toll-free: 888-444-0245 Direct: 610-444-1400 danielpgannon@ nionstreetfinancialllc.com

**JNION STREET** 

Daniel has nearly 20 years of experience as a trusted financial advisor. He provides customized, strategically focused ideas and solutions based on his clients' needs. Visit unionstreetfinancialllc.com for more information.

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Brooke A. Bees Managing Director, CFP®



Mercer Global Advisors 150 N Radnor Chester Rd., C-100 Radnor, PA 19087 Office: 610-862-1086 brocke bes@merceradvisors.com www.merceradvisors.com

Brooke has been providing financial advice for the owners of closely held businesses and high-net-worth individuals since 1999. She is committed to educating and providing clients with comprehensive wealth planning solutions.

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> Michael P. Wolfgang Senior Vice President, Wealth Advisor

## Morgan Stanley

1650 Market St., 42<sup>nd</sup> Fl. Philadelphia, PA 19103 Phone: 215-854-6086 Toll-free: 800-233-1414

I believe success in achieving important financial goals starts with a comprehensive wealth strategy. I will help you define what is most important to you and then formulate the strategies that are suited for your needs, whether you are accumulating wealth or investing for income.

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#### William M. Schultz CFP<sup>®</sup>, CRC<sup>®</sup>, Associate Vice President – Investments



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After graduating from Drexel University in 1986, I immediately went to work in the financial services industry. In my 25 years of experience with Lincoln Investment, I have specialized in developing and maintaining long-term relationships with clients as they progress throughout their careers and into retirement.

The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Active as a credentialed professional in the financial services industry 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 customer complaints filed against them [settled or pending] with any regulatory authority or Five Star Professional's consumer complaint process; C. Individually contributed to a financial settlement of a customer complaints registered through a check of complaints registered with a regulatory authority or complaints registered through five Star Professional's consumer complaint process; C. Individually contributed to a financial settlement of a customer complaint filed with a regulatory authority; D. Filed for personal bankruptcy; E. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients; 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 profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance. 4,438 Philadelphia wealth managers were considered for the award; 856 (20% of candidates) were named Five Star Wealth Managers.

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Andrew DeGroat · Wharton Hill Advisors Page 7

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David Allon · Firstrust Financial Resources

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Joseph Charles Amodei • Ameriprise Financial Services, Inc. Page 32

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Giovanni "John" S. Astorino · GSA Wealth Management

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Brooke Bees · Mercer Global Advisors Page 34

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Fred Bremier · Raymond James & Associates Page 16

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Financial Group Louis Burnley · Ameriprise

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Rosemary Caligiuri • Harvest Group Financial Services Page 16

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Cents Planning

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Group

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**Dirk Stribrny · Morgan Stanley** Page 5

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Financial Services, Inc.

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Financial Services

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Richard Becker · Wells Fargo Advisors, LLC Page 3

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Peter Blok · Blok Financial Frederick A. Bluefeld · Borer

Denton & Associates Eric Boory · Morgan Stanley

Page 25 Steven Borenstein · Morgan Stanley Page 31

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oseph C. Bowers · Independent Network

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Stuart Bristow · RBC Wealth Management

Randolph Kevin Brock · Wells Fargo Advisors, LLC

Jill Broder Steinberg · Walden Capital Advisors Page 15

Frank Brodsky · Wells Fargo Advisors, LLC Page 18

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Mark Byelich · Attleboro Wealth Management Page 24

Alexander Cabot • Birch Run Financial

Joseph Cafiso · LKC&P Page 32

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Edward Jones

Justin E. Capetola · Blue Bell Private Wealth Management Page 2

Raymond Carota · Brandywine Financial Group

Matthew Cass · Wells Fargo Advisors, LLC Page 15

Eileen Chambers · Havorford

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John Chessock · Clark & Goshow Financial Strategies Group

Laurie Chouinard · Wells Fargo Advisors, LLC

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James Ernst · Janney Montgomery Scott

Mark R. Eskin • Janney Montgomery Scott

Lawrence Ettenger · Merrill Lynch

Charles James Euler · Janney Montgomery Scott

Gideon Evans · Janney Montgomery Scott

Randall Evans • Edward Jones

Joslyn Ewart • Entrust Financial Page 17

James C. Ewing · Merrill Lynch

Steven Eyer · Magis Financial Partners

Michael J. Falco · Falco Wealth Management

Randy Farabaugh · Ameriprise Financial Services, Inc.

Joan Martine Farkas · Oppenheimer & Company

David Anthony Fattizzo · First Investors Corporation

Glenn Fels · Merrill Lynch

Stephen Felt  $\cdot$  Morgan Stanley

James Fernberger  $\cdot$  Merrill Lynch

Miguel Fiel · PFS Investments

Joel Jay Fineman · Janney Montgomery Scott

Albert Finkelstein · Edward Jones

Barry Fisch · Wells Fargo Advisors, LLC

Paul Fisch · Wells Fargo Advisors, LLC

Matthew Fisher  $\cdot$  Morgan Stanley

Maureen Fisher · Morgan Stanley Timothy Flatley · Sterling

Investment Advisors Page 4 Binnie Footer · Janney

Montgomery Scott

Elliott Footer · Janney Montgomery Scott Geoffrey F. Forcino · The Philadelphia Group

Keith Ford · Morgan Stanley

Patrick Joseph Forst · Lincoln Investment Planning

Brian Fox · Wells Fargo Advisors, LLC

Stephen Frank · Wells Fargo Advisors, LLC Page 14

Joel Frankel  $\cdot$  Morgan Stanley

Eric Frantz • MetLife

Jerome J. Free · Ameriprise Financial Services, Inc.

Mark Freilich · DeKalb Wealth Management

Robert Friedman · Wells Fargo Advisors, LLC

Bruce S. Fryer  $\cdot$  Morgan Stanley

Francis David Furgiuele · Wells Fargo Advisors, LLC

Daniel P. Gannon · Union Street Financial Page 33

Jeffrey Gardiner · BCG Securities

Eric Gartland · Oppenheimer & Company

Sidney Geller · Wells Fargo Advisors, LLC

Warren P. Gerdine · CFG Asset Management

Michael J. Germana · Citizens Investment Services

Frank Gil · Wells Fargo Advisors, LLC

Stephen Gitter • Wells Fargo Advisors, LLC Page 18

Michael Glackin · InR Advisory Services

Alan Gold · Wells Fargo Advisors, LLC

Marc Stuart Goldberg · The Investment Center Page 28

Edward Goldstein · Financial Life Planning

Lance Goldstein · Merrill Lynch

Stephen Goldstein • Morgan Stanley

Christine S. Gordon · Wells Fargo Advisors, LLC

Jeffrey Green • Wells Fargo Advisors, LLC Page 27 John Grib · Northport Investment Management

Tom Griffiths · Griffiths Financial Services

Gerald Grossman · Morgan Stanley Page 25

Philip C. Grossman · Morgan Stanley

Donald S. Gudhus · Oracle Financial Group

Joseph Gunsiorowski · Wells Fargo Advisors, LLC

Jacob Guzman · Morgan Stanley

Garrett Hadley · Morgan Stanley

Joseph C. Hagan, Jr. • Oppenheimer & Company

James Hall, Jr. • Affinity Wealth Management Page 24

Michael Hamilton · Merrill Lynch

Mathew Stephan Hammer · Rosenzweig & Associates Wealth Management Group

Gerald Joseph Hanejko · Edward Jones

John Hannan • Wells Fargo Advisors, LLC

Harry C. Hannigan · Janney Montgomery Scott

Pari M. Hashemi · Wells Fargo Advisors, LLC

James S. Hemphill · TGS Financial Advisors

Patrick F. Henry · Morgan Stanley

Thomas Robert Henry · Lincoln Investment Planning

Charles Hess · Lincoln Investment Planning

Christopher John Hickey · Merrill Lynch

Kenneth Higginbotham • Independent Retirement Planners Page 32

Harold Hill · Lincoln Investment Planning

Charles Hoffman · Portin Hoffman Financial

Robert Hofmann · Roffman Miller Associates Page 10

Jeffrey Hohl · Wells Fargo Advisors, LLC Scott Holstein · Prudent Wealth Management

Frederick Hubler · Creative Capital Wealth Management Group

Bruce Everett Hunt · Rose Valley Asset Management Page 31

Andrew Jenkins · Brandywine Valley Financial Services

Jerry Jevic · Oppenheimer & Company

Suken Jogani · Wells Fargo Advisors, LLC

Daniel C. Jones · Raymond James & Associates

Terry L. Jue · Ameriprise Financial Services, Inc. Page 17

James Kahn • Wells Fargo Advisors, LLC

William Kaiser • Fleming Financial Services

Scott J. Kaminsky · Wells Fargo Advisors, LLC

Jeffrey Kane ∙ Wells Fargo Advisors, LLC

Kevin Kane · Raymond James Financial Services Page 16 Steve Kanteliotis · Wells Fargo

Advisors, LLC Page 18

Group

Lynch

Jeffrey E. Karpel · Sage Financial

Christopher Kearon · Morgan

Page 34

Vernon Keesey · Meridian

Mark Alan Kelley · Janney

Michael Scott Kennedy · Merrill

Michael Kernicky · Merrill Lynch

Group Family Office Page 6

Fletcher King · Morgan Stanley

Jeffrey Kitchen · Edward Jones

Michael P. Klein · Lincoln

Investment Planning

Douglas Knight · Janney

Montgomery Scott

Richard Kidron · Wells Fargo

Shawn P. Kindt · Fairman

Stanley Page 22

**Financial Services** 

Montgomery Scott

Advisors, LLC

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

Patrick Knox · Lincoln Investment Planning

Carl Koenig · Merrill Lynch

Maureen Kozak · McCloskey Financial Group

C. Andrew Krepps, Jr. · Financial Strategies Advisory

David J. Kron · Wells Fargo Advisors, LLC Page 15

Elliott Kugel · Merrill Lynch

Ronald J. Kummerer, Jr. · Merrill Lynch

Victor Kurtz · Morgan Stanley

Lisa M. Lamarche · Milestone Wealth Advisors

Robert Lankin · Raymond James Financial Services Page 16

Robert Arthur Lansing · Wells Fargo Advisors, LLC

Joseph "Joe" A. Lapps · The Philadelphia Group

Timothy Laur · Edward Jones

Richard Lawrence · Lawrence Wealth Management

William Leckey · Merrill Lynch

Pearl Lee · Janney Montgomery Scott

Constance F. Lehman · Lehman **Financial Services** 

Stephen D. Leightman · RBC Wealth Management

Jonathon C. Leise · Janney Montgomery Scott

Scott Lerner · Morgan Stanley Page 25

Mark Levin · Morgan Stanley

Jeffrey Mark Levinsohn · Morgan Stanley

Andrew Brett Lewis · Infinity Wealth Management

Christopher Lewis · Merrill Lynch

George J. Limbach · Compass Ion Advisors

Paul LoFurno · Wells Fargo Advisors, LLC

Paul Cheng Fa Lu ∙ Wells Fargo Advisors, LLC

C. Michael Luck · RBC Wealth Management

Gary P. Lux · Fortune Strategies

Charles Lynch · Sanford C. Bernstein & Company

Thomas J. Lynch · Havorford Kathleen A. Lynn · Janney

Montgomery Scott Harvey W. Maclary · Morgan

Stanley Matthew Pace MacMichael, Sr. Merrill Lynch

Mark A. Maggs · Merrill Lynch

Thomas Magid · Merrill Lynch

Dennis P. Maguire · Mid-Atlantic Wealth Advisory Group

Thomas Maher · Merrill Lynch

Earl Maitland · Wells Fargo Advisors, LLC

Raymond Manza · Affinity Wealth Management Page 24

Matthew Marcolina · Wells Fargo Advisors, LLC

Allen Margolin · Morgan Stanley

John Joseph Masington · Wells Fargo Advisors, LLC

David Matulewicz · Wells Fargo Advisors, LLC

John McCaffery · Raymond James & Associates

Kevin A. McCoy · Morgan Stanley Page 29

Thomas McDevitt · Penn Guardian Investment Counsel/ Ameriprise Financial Services, Inc

John McFadden · Wells Fargo Advisors, LLC

Charles McGee · Janney Montgomery Scott

Sean P. McGovern · Bala Financial Group

Seth M. McHenry · Axiom Wealth Management

Brian McKeon · Morgan Stanley

Robert J. McKiernan · Morgan Stanley

James McLaughlin · Wells Fargo Advisors, LLC

Lee James McManus · Wells Fargo Advisors, LLC

Brendan J. McPoyle · Affinity Wealth Management Page 24

Ben Melone · Wells Fargo Advisors, LLC

Hugh "Hooman" Mergan · Merrill Lynch

James M. Meyer · Tower Bridge Advisors

Anthony Midili · Janney Montgomery Scott

Jonathan Miller · Blue Bell **Private Wealth Management** Page 2 R. Peters Miller · Roffman

Miller Associates Page 10

Jerrold Mitzner · Morgan Stanley

C. William Moffitt · Wells Fargo Advisors, LLC

Keith Morris · Morris Capital Management Group

Louis Francis Mosca · Morgan Stanlev

Mark Anthony Mucciacciaro · Morgan Stanley

Ross Muldoon · Ellis Investment Partners

William H. Mundy · Morgan Stanley

David Muntz · Muntz Financial

Lawrence Murphy · Murphy Financial Advisors

Stephen L. Muzekari · Wells Fargo Advisors, LLC

Courtnie Nein · Good Life Financial Group

Sean Newman · Wells Fargo Advisors, LLC

Teresa C. Nino · Merrill Lynch

Jordan Norley · The Philadelphia Group

Mark Nottingham · Merrill Lynch Robert S. Null · Wells Fargo Advisors, LLC

John S. O'Donnell · Wells Fargo Advisors, LLC

Van Dregge Olmstead · Fulcrum Advisory Services

David Page · Janney Montgomery

Boris Padams · Wells Fargo Advisors, LLC

Scott

Sharmila Padmalingam · Wells Fargo Advisors, LLC

Michael Paolone · Merrill Lynch

Scott Parker · Wells Fargo Advisors, LLC

Bob Payne · Payne Capital Management

Jack Everett Payne · JoycePayne Partners

Jason T. Pepe · Valley Forge Asset Management

Daniel Peters · Wells Fargo Advisors, LLC

George C. Pilallis · Wells Fargo Advisors, LLC

Brian D. Platt · The Philadelphia Group

G

Andrew Polis · Wells Fargo Advisors, LLC Page 15

Joseph Pool · Janney Montgomery Scott

Batia Praizner · Oppenheimer & Company

Alec Price · Merrill Lynch

David Prosser · Wells Fargo Advisors, LLC

Joseph J. Quigley · Oppenheimer & Company/Monument Square Group

Mark Quinn · Edward Jones

David C. Rankin ∙ Janney Montgomery Scott

Marc Rapoport · Janney Montgomery Scott

Advisors, LLC

Advisors, LLC

Management

Advisors, LLC

Advisors, LLC

Montgomery Scott

Advisors, LLC

Lynch

H Craig Rappaport · Wells Fargo

David G. Rash · Wells Fargo

T. Eric Reich · RBC Wealth

Peter Ressler · Wells Fargo

Thomas Brendan Rice · Merrill

Andrew Rifkin · Wells Fargo

Lorrie Garber Riggs · Janney

J. Douglas Riva · Merrill Lynch

Richard Robbins · Wells Fargo

Advisors, LLC Page 32

Stanley Robbins · Wells Fargo

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

Samuel Roberts · Janney Montgomery Scott

Hugo Rocha · Wells Fargo Advisors, LLC

Steven Ronald Ross · Wells Fargo Advisors, LLC

Jon H. Roth · Thrivent Financial

Marsha M. Rubin · Wharton Investment Consultants

Timothy Albert Rudy • Pancerella Financial Group Page 21

William Sabia · Merrill Lynch

Stephen Sader · Merrill Lynch

Robert A. Salon · Wells Fargo Advisors, LLC Page 26

Harvey M. Samachson · Wells Fargo Advisors, LLC

Americo Santella · Morgan Stanley

Matt Santillo · Ameriprise Financial Services, Inc.

Joseph P. Sarappo III • Retirement Planning Specialists Page 33

Michael Savage · Morgan Stanley

David Ross Schaeffer • Morgan Stanley

David Schaming · Wells Fargo Advisors, LLC

Robert Schmauk • Doylestown Wealth Management Page 32

William C. Schmidt · RBC Wealth Management

Charles Schreader • Wells Fargo Advisors, LLC Page 30

Jeffrey Richard Schulte · Cantor Fitzgerald Wealth Partners Page 11

Carl Schultz · Wells Fargo Advisors, LLC

William M. Schultz • Wells Fargo Advisors, LLC Page 34

Craig Schwartz · Wells Fargo Advisors, LLC

Walter John Schwenk · Wells Fargo Advisors, LLC

Dustin A. Seidman · Morgan Stanley

designation awarded by The American College.

Larry C. Sfinas · SCF Securities James R. Sgro · AXA Advisors Page 31

Jonathan M. Sharaf · Wells Fargo Advisors, LLC

Lydia Sheckels · Wescott Financial Advisory Group

Elena Sickles · Edward Jones

David A. Simon · Wells Fargo Advisors, LLC Page 25

Douglas Simon · Deutsche Bank

John Sion · Sage Financial Group

Robert Smee · Brandywine Financial Management

Frank Michael Smith · Smith Asset Management

Jonathan Daniel Smith · Ellis Investment Partners

Shane Patrick Smith · The Philadelphia Group

Anthony Snaith • Janney Montgomery Scott

Jon Sobotkin · Blue Bell Private Wealth Management Page 2

John Sodaski · Morgan Stanley

John Solis-Cohen · Wells Fargo Advisors, LLC Page 27

Adam Soloff · Soloff Wealth Management Page 27

Daniel Sopher • Sopher Financial Group

Joel Spangler  $\cdot$  Morgan Stanley

William C. Springer · Spire Investment Partners

Michael Stagliano · Wells Fargo Advisors, LLC

Michael Staman · Charles Schwab & Company

Frank Miller Staves • Morgan Stanley

Robert J. Stec · Morgan Stanley

E. Matthew Steinberg · Oppenheimer & Company

Adam Steinhauser • Morgan Stanley

Lucy A. Steitz · Sage Financial Group Raymond Stephano · Stephano Financial Management

Brian J. Stephenson · Wells Fargo Advisors, LLC

Steven Robert Stinson • Morgan Stanley

Brian Sutcliffe • Morgan Stanley Perry M. Sutton • Edward Jones

Douglas J. Sweeney · The Philadelphia Group

James Allen Sweetwood • Janney Montgomery Scott

Joanne A. Tadeo · Morgan Stanley Page 22

Gail Tanzola-Seymour • Morgan Stanley Page 22

Alicia Templeton · Ameriprise Financial Services, Inc. Charles Tessler · Wells Fargo

Advisors, LLC

Robert P. Tomasulo · Wells Fargo Advisors, LLC Page 20

John Torrence · Masso Torrence Wealth Management

Stephen Tulli · Wells Fargo Advisors, LLC

David Vande Poele · Merrill Lynch

Steven Victor · RBC Wealth Management Page 19

Steven Vitanza · Ameriprise Financial Services, Inc. Page 26

Andrew Vitek · Wells Fargo Advisors, LLC

Alan Vladimir · Wells Fargo Advisors, LLC

Garr Louis Vogel • Wells Fargo Advisors, LLC

Dennis M. Wallace  $\cdot$  LPL Financial

James Walls · Wells Fargo Advisors, LLC

Michael A. Walsh • Wells Fargo Advisors, LLC

Patrick Walsh · Merrill Lynch

Geraldine E. Wardle • Primerica Financial Services

Robert Weckenman · Janney Montgomery Scott

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Aaron H. Weierbach · RBC Wealth Management

Peter M. Weintraub · Raymond James & Associates

Thomas E. Weisenfels · Merrill Lynch

H. Fred Welch · Wells Fargo Advisors, LLC

Theresa A. Wiedmann · Lincoln Investment Planning

Stan Wilcox · Wells Fargo Advisors, LLC

James Wiley · Wiley Group

Glenn Williams • A. H. Williams & Company

Robert Wilson  $\cdot$  Morgan Stanley

D. Scott Wisman · Merrill Lynch

Charles Wisner · Wells Fargo Advisors, LLC

Steven Wisniewski · Cambridge

Thomas A. Wood · Wells Fargo Advisors, LLC

Jon Yenney · Ameriprise Financial Services, Inc.

Lawrence R. Yerkees • Oppenheimer & Company

Danielle Rose Yoch · Financial Advisors of Delaware Valley

Robert Wayne Yoder • Morgan Stanley

Theodore Zak · Wells Fargo Advisors, LLC

Steven Zimmerman · Magis Financial Partners

George Zindel · Wells Fargo Advisors, LLC

Taxation

Company

**Trust Services** 

Chad Polin · First Niagara

Investment Services

Lloyd A. Zitomer · Wells Fargo Advisors, LLC

Roy M. Fairman · Fairman

Group Family Office Page 6

Adam Varrenti, Jr. • The Varrenti

# 2014 Philadelphia Five Star Accounting and Estate Planning Professionals

How do you find an accounting or estate planning professional 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?

*Philadelphia* magazine and Five Star Professional partnered to find accounting and estate planning professionals who satisfy 10 objective eligibility and evaluation criteria. Among many distinguishing attributes, the average one-year client retention rate for this year's award-winning certified public accountants is more than 95 percent. Meanwhile, our winning estate planning attorneys clock an average of 72 percent of their hours as billable.

# A Select

The 2014 Five Star Certified Public Accountants and Estate Planning Attorneys are a select group, representing less than 1 percent of the certified public accountants and 2 percent of the estate planning attorneys in the Philadelphia area.

Although this list is a useful tool for anyone looking for help with accounting or managing their estate, it should not be considered exhaustive. Undoubtedly, there are many excellent accounting and estate planning professionals who, for one reason or another, are not on this year's list. Self-nominations for this award are not accepted. Philadelphia award candidates were identified using internal and external research data.

# Determination OF AWARD WINNE

Award candidates who satisfied the following objective eligibility and evaluation criteria were named 2014 Five Star Certified Public Accountants or Estate Planning Attorneys.

## **Certified Public Accountants**

#### Eligibility Criteria – Required

- 1. Credentialed Certified Public Accountant (CPA).
- 2. Actively employed as a credentialed professional in the accounting services industry for a minimum of five years.
- 3. Favorable regulatory and complaint history review.
- 4. Accepting new clients.
- 5. Spend more than 50 percent of their time on taxation or other accounting services.

#### **Evaluation Criteria – Considered**

- 6. One-year client retention rate.
- 7. Five-year client retention rate.
- 8. Number of clients served.
- 9. One-year billing realization rate.
- 10. Education and professional designations/ certifications.

## **Estate Planning Attorneys**

#### Eligibility Criteria - Required

- 1. Credentialed, licensed attorney.
- 2. Actively employed as a credentialed professional in the estate planning services industry for a minimum of five years.
- 3. Favorable regulatory and complaint history review.
- 4. A minimum of 50 percent of practice focus on estate planning services.
- 5. Accepting new clients.

#### Evaluation Criteria – Considered

- 6. Number of transactions in last 12 months
- 7. Number of client households served.
- 8. Industry and board certifications.
- 9. Education and professional designations.
- 10. Pro bono activities.

## **Regulatory Review**

As defined by Five Star Professional, the accounting or estate planning professional 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.

- Each candidate 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 potential winner.
- Five Star Professional promotes via ocar advertising the opportunity for consumers to considentiary submit compliants regarding a potentiar winner.
   Five Star Professional contacted approximately 1 in 12 households identified as having a high propensity to use faxation or estate planning services in order to provide consumers the opportunity to submit compliants regarding a potential winner.

Five Star Professional conducts a regulatory review of each candidate. Five Star Professional also uses multiple supporting processes to help ensure that a favorable regulatory and complaint history exists.



Left to right: Glen Ridenour, Attorney; Tatyana Gleyzer, Attorney; 2014 winner Peter Klenk, Attorney; Amy Besser, Attorney; Center: Toby

Peter Klenk has provided outstanding estate planning services to clients for over 20 years. Though he calls Philadelphia home, he serves clients throughout Pennsylvania, New Jersey, New York and Florida. A product of the prestigious NYU Law School LL.M. tax program and a Navy veteran, Peter retains his Minnesota farm boy bedside manner. Approachable, professional and reliable; make Peter a part of your team.

# Peter Klenk, Esq. & Associates

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1701 Walnut Street, Sixth Floor Philadelphia, PA 19103 Office: 215-790-1095 peterklenk@klenklaw.com www.KlenkLaw.com



Left to right: 2014 winners Charles Plotnick and Jon Ellis

Five Star Estate Planning Attorneys Charles Plotnick and Jon Ellis, head a team of highly qualified lawyers and paralegals providing individualized service to meet the specific needs of their clients. There is a strong emphasis on helping people plan their estates and settle the estates of deceased persons, as well as assisting clients with business and real estate matters. Their attorneys have written books and articles on tax issues and settling estates, and have lectured extensively to the public as well as other attorneys and accountants.

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#### **Research Disclosures**

• Accounting and estate planning professionals do not pay a fee to be considered or placed on the final list of Five Star Certified Public Accountants or Estate Planning Attorneys. Once awarded, accounting and estate planning professionals may opt to purchase additional profile ad space or related award promotional products. The Five Star award is not indicative of an accounting or estate planning professional's future performance. The inclusion of an accounting or estate planning professional on the Five Star Certified Public Accountants or Estate Planning Attorneys list should not be construed as an endorsement of the professional by Five Star Professional or Philadelphia magazine. • 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, go to www.fivestarprofessional.com. • 782 award candidates in the Philadelphia area were considered for the Five Star Certified Public Accountant award. 14 (approximately 2 percent of the award candidates) were named 2014 Five Star Certified Public Accountants. • 195 award candidates in the Philadelphia area were considered for the Five Star Estate Planning Attorney award. 17(approximately 9 percent of the award candidates) were named 2014 Five Star Estate Planning Attorneys. • The award methodology does not evaluate the quality of services provided.

## Dale S. Goldberg



# СРА, МВА

DALE & GOLDOERS.CP

7600 Castor Ave. Philadelphia, PA 19152 Office: 215-342-4200 Daletaxservice@aol.com DaleSGoldberqCPA.com

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Dale S. Goldberg CPA & Associates is a local CPA firm servicing the needs of businesses and professionals for 35 years. We provide a full range of advisory and accounting services including tax planning and reporting, compliance, QuickBooks and audit representation.

"You will never get rich by just saving money — you must invest in opportunities to build wealth."

— Five Star award winner

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

#### Accounting

Roy M. Fairman · Fairman Group Family Office

- Morris Gocial · MDG
- Dale Goldberg · Dale S. Goldberg CPA & Associates Page 45
- Jonathan Hoffman · Isdaner & Company
- Michael Kornfeld · Michael E. Kornfeld, CPA
- Cindy Leitzell · Leitzell & Economidis
- Francis Liuzzi · Francis M. Liuzzi, CPA

Dawn McDuell • Mission Financial Services

- Joseph Ochotny · Joseph J. Ochotny, Jr., CPA
- Joseph Rago Rago Griesser & Company
- Christopher Ruggiero · Ruggiero & Company

Gladys D. Snively · Gladys D. Snively, CPA Ruth Tanur · Isdaner &

Company

Jerry Vigdor · Jerry Vigdor

#### Estate Planning

Mark Blaskey · Pepper Hamilton Dana Bookbinder · Begley Law Group

- D. Keith Brown · Stuckert & Yates
- Wayne C. Buckwalter · Cohen Seglias Pallas Greenhall and Furman
- Janet Colliton · Colliton Elder
- William Cooper · Fox Rothschild
- James Egbert · Egbert & Barnes
- John H. Ellis · Plotnick & Ellis Page 44
- Stephen A. Feldman · Feldman
- and Feldman Douglas Fendrick · Fendrick &

- Steven Fromm · Steven J. Fromm & Associates
- Peter Klenk · The Law Offices of Peter Klenk Page 44
- Donald B. Lynn, Jr. Larmore Scarlett
- Anthony Morris · Buckley Brion McGuire & Morris
- Nicole Perkins-Kilcullen · Hawthorn, PNC Family Wealth
- Charles Plotnick Plotnick & Ellis Page 44
- Louis N. Teti · MacElree Harvey
- Warren Vogel · Eckert Seamans Cherin & Mellott

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Morgan

#### Research Disclosures

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