



Top  
Financial  
Advisers  
2018

### Named to 2018 Financial Times 401 Top Retirement Advisers

**September 27, 2018** – Wealth Advisory Services, Inc. is pleased to announce that Michael S. Sheehy has been named to the 2018 edition of the Financial Times 401 Top Retirement Advisers. The list recognizes the top financial advisers who specialize in serving defined contribution (DC) retirement plans, such as 401(k) and 403(b) plans, across the US.

This is the fourth annual FT 401 list, produced independently by the *Financial Times* in collaboration with Ignites Research, a subsidiary of the FT that provides business intelligence on the asset management industry.

Financial advisers from across the US applied for consideration, having met a set minimum of requirements. The applicants were then graded on six criteria: DC assets under management; DC plan growth rate; specialization in DC plans; years of experience; advanced industry credentials; and compliance record. There are no fees or other considerations required of advisers who apply for the FT 401.

The final FT 401 represents an impressive cohort of elite advisers: the “average” adviser in this year’s FT 401 has 20 years of experience advising DC plans and advises \$1.26 billion in DC plan assets. The FT 401 advisers hail from 38 states and Washington, D.C., and DC plans on average account for 81% of their practices’ total assets.

The FT 401 is one in a series of rankings of top advisers developed by the FT in partnership with Ignites Research, including the FT 300 (independent RIA firms) and the FT 400 (broker-dealer advisers).

The Financial Times FT 401 Top Retirement Advisers award had 401 of the 678 advisor applicants being recognized as a Top Retirement Adviser. The FT asked large U.S. brokerages, independent advisors, and other wealth managers to identify qualified Direct Contribution (DC) plan advisor applicants. They partnered in research with Broadridge Financial Solutions who provided data from its proprietary databases that helped identify advisors who specialize in serving DC plans, including 401k, pensions and other DC accounts. Advisors have on average 81% of their total client assets in DC plans. Qualifying advisors filled out an online application and questionnaire that gave the FT more information about their practices. The FT augmented that information with their own research on the candidates, including data from regulatory filings. The FT generated an internal score for each applicant based on six primary factors: DC plan assets under management, DC plan AUM growth rate, DC plan growth rate, experience advising DC plans, the advisor’s industry certifications (CFP, etc.), compliance record, and degree to which advisor specializes in the DC business. Roughly 80 to 85 percent of the final score is based on DC plan AUM and growth in the DC plan business (measured by plan numbers and plan assets). Additionally, to provide a diversity of advisors, the FT places a cap on the number of advisors from any one state that's roughly correlated to the distribution of millionaires across the U.S. Neither the firms nor their employees pay a fee to The Financial Times in exchange for inclusion in the FT 401 list. Inclusion on the FT 401 Top Retirement Adviser list is no guarantee as to future investment success. The award is not representative of any one client’s experience, and is not an endorsement, and is not indicative of advisor’s future performance. Raymond James is not affiliated with the Financial Times.