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### **WEALTH BUILDERS**

## Barron's Winner's Circle 2008: The Top 50 Advisors in Massachusetts

To remain as objective as possible, Barron's Winner's Circle does not receive compensation from financial advisers, participating firms, affiliates or the media in compiling its annual rankings of the top wealth managers in the country.

The process begins with a survey of securities firms, insurance companies, banks, independent advisory shops and other investment-management operations that employ Series-7 registered financial advisers. Each respondent must promote the most objective and independent advice with open-architecture access to financial products and services.

# The Top 50 Advisors in Massachusetts

\*5th Top Women Advisor

Christine Armstrong, Smith Barney

Robert Bachelder, Morgan Stanley

Bruce Balter, Smith Barney

Thomas Bartholomew, Bartholomew & Co. Inc.

Chuck Bean, Heritage Financial Services Inc.

Marcie Behman, Merrill Lynch & Co.

Sarah Berry, Wachovia Securities

#### \*Gina Bolvin

Bolvin Wealth Management Group

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Debra Brede, DK Brede Investment Mgmnt. Co. Inc.

Kevin Butler, Smith Barney

Robert Callanan, Smith Barney

Alfred J. Clemens, Smith Barney

Richard Connolly Jr., Morgan Stanley

Timothy Connolly, UBS Financial Services

Evan Dangel, Smith Barney

Ned Dubilo, Citi Family Office

Marc Freedman, Freedman Financial

James Fucigna, Smith Barney

James Geraghty, Morgan Stanley

Nicholas Giacoumakis, N. E. Investment & Retirement Group Inc.

Robert Gillen, Smith Barney

Geoff Hargadon, UBS Financial Services

The rankings are based on qualitative and quantitative criteria. Professionals must have at least seven years of financial experience and meet acceptable compliance, client retention and customer satisfaction benchmarks.

Advisers are also ranked on a variety of revenue and assets-under-management measurements. Other factors that add or detract from a candidate's score include interviews with senior management, peers and customers.

The rankings are particularly driven by customer satisfaction and the types of advice given, since investment performance varies by portfolio and is typically unaudited.

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Roger Ingwersen, Wachovia Securities

Susan Kaplan, Kaplan Financial Services

Laurence Knowlton, UBS Financial Services

Donald Little, UBS Financial Services

Victor Livingstone, Morgan Stanley

Kent Lucken, Citi Private Bank

Stuart MacKinnon, Smith Barney

Jim Mavrikos, Credit Suisse Securities LLC (USA)

Bruno Mazzotta, Smith Barney

Gary McGuirk, Merrill Lynch & Co.

Mary Mullin, Merrill Lynch & Co.

Brian Murphy, Morgan Stanley

Raju Pathak, Smith Barney

Max Peckler, UBS Financial Services

Peter Princi, Smith Barney

Richard Prout, Wealth Management Group LLC

Harold Schwartz, Smith Barney

Raj Sharma, Merrill Lynch & Co.

Jonathan Smith, Smith Barney

John Spooner, Smith Barney

Martin Stocklan, Smith Barney

Brian Strachan, Citi Family Office

William Sullivan, UBS Financial Services

Jim Taylor, *Smith Barney* 

Marc A. White Jr., JPMorgan Private Bank

Michael Winn, Smith Barney

Mark Winthrop, LPL Financial Services