

# NASHVILLE BUSINESS JOURNAL

## THE LIST

### STOCK BROKERAGE FIRMS

RANKED BY NO. OF LICENSED SECURITIES BROKERS

Name/URL	Address/Phone	No. of licensed securities brokers	No. of local staff	Percent of clients: Private	Percent of clients: Institutional	Services	Top local executive, email and title
<b>1</b> <b>Raymond James Financial</b> raymondjames.com	1033 Demonbreun St., #500 Nashville, TN 37203 615-645-6700	131	293	NA	NA	Asset management; corporate finance; insurance; municipal bonds; options; research; tax shelters and underwriting	Andrew Fowler, andrew.fowler@raymondjames.com, Nashville Complex Manager/Branch Manager
<b>2</b> <b>Strategic Financial Partners</b> strategicfinancialpartners.com	830 Crescent Centre Dr., #450 Franklin, TN 37067 615-778-3233	97	137	NA	NA	Asset management; insurance; municipal bonds and underwriting	William Bundrant, wbundrant@metlife.com, Managing Director
<b>3</b> <b>Edward Jones</b> <sup>2</sup> edwardjones.com	12555 Manchester Rd. St. Louis, MO 63017 314-515-2000	81	147	NA	NA	Asset management; corporate finance; insurance; municipal bonds; research and underwriting	Alan Grimes, Regional Leader
<b>4</b> <b>Merrill Lynch</b> wealthmanagement.ml.com	150 4th Ave. N, #1700 Nashville, TN 37219 615-747-5600	70	120	NA	NA	Asset management; commodities; corporate finance; insurance; municipal bonds; options; research; tax shelters and underwriting	Tyson Moore, tyson_moore@ml.com, Complex Director
<b>5</b> <b>First Tennessee Bank</b> firsttennessee.com	511 Union St., #400 Nashville, TN 37219 615-734-6027	65	76	90%	10%	Asset management; insurance; municipal bonds; options; research; tax shelters and underwriting	Chris Kimler, crkimler@firsttennessee.com, SVP, Wealth Management Regional Director
<b>6</b> <b>Morgan Stanley</b> morganstanley.com	3102 West End Ave., #200 Nashville, TN 37203 615-269-2448	62	97	NA	NA	NA	Hugh Sloan, SVP/Branch Manager
<b>7</b> <b>SunTrust Investment Services Inc.</b> suntrust.com	401 Commerce St., #2100 Nashville, TN 37219 615-748-4174	57	63	80%	20%	Asset management; corporate finance; insurance; municipal bonds; options and underwriting	Stephen Reed, stephen.reed@suntrust.com, SVP
<b>8</b> <b>Wiley Bros. - Aintree Capital</b> wileybros.com	40 Burton Hills Blvd., #350 Nashville, TN 37215 615-255-6431	56	58	90%	10%	Asset management; corporate finance; insurance; municipal bonds; options; research; tax shelters and underwriting	David Wiley III, dwiley@wileybros.com, President
<b>9</b> <b>UBS Financial Services Inc.</b> ubs.com	3102 West End Ave., #500 Nashville, TN 37203 615-750-8000	36	61	80%	20%	Asset management; commodities; corporate finance; insurance; municipal bonds; options; research; tax shelters and underwriting	Jerry Johnson, jerry.johnson@ubs.com, Managing Director
<b>10</b> <b>Thoroughbred Financial Services</b> thoroughbredfinancial.com	5110 Maryland Way, #300 Brentwood, TN 37027 615-371-0001	35	44	95%	5%	Asset management; insurance; municipal bonds and tax shelters	Thomas Parker, President
<b>1.1</b> <b>TrustCore Investments Inc.</b> trustcore.com	5314 Maryland Way, #300 Brentwood, TN 37027 615-377-1177	30	48	95%	5%	Asset management; insurance; municipal bonds; options and research	Mikael Jacobs, President
<b>12</b> <b>Hilliard Lyons</b> hilliard.com	3401 West End Ave., #160 Nashville, TN 37203 615-297-2211	29	42	85%	15%	Asset management; corporate finance; insurance; municipal bonds; options; research and underwriting	Dan Foutch, dfoutch@hilliard.com, SVP, Regional Manager
<b>13</b> <b>Fidelity Investments</b> fidelity.com	2035 Mallory Ln. Franklin, TN 37067 615-771-8575	25	25	100%	0%	Asset management; commodities; insurance; options; research and tax shelters	Dave Cvercko, SVP/Market Manager - Southeast Region
<b>14</b> <b>Robert W. Baird &amp; Co.</b> bairdnashville.com	2525 West End Ave., #1000 Nashville, TN 37203 615-341-7000	16	31	70%	30%	Asset management; commodities; corporate finance; insurance; municipal bonds; options; research; tax shelters and underwriting	Parker Griffith, Director of Nashville Market
<b>15</b> <b>Stifel</b> stifel.com	3100 West End Ave., #350 Nashville, TN 37203 615-277-8801	11	15	59%	41%	Asset management; commodities; corporate finance; insurance; municipal bonds; options; research; tax shelters and underwriting	Paul Rogers, Branch Manager

<sup>1</sup> Includes all local-area Raymond James affiliate groups, except for Southwestern Investment Group, Wilson Bank and Trust Investment Services and David Adams Wealth Group which are all listed separately.

<sup>2</sup> Corporate address is listed.