

# NASHVILLE BUSINESS JOURNAL

## THE LIST

### TOP FINANCIAL PLANNERS IN NASHVILLE

RANKED BY TOTAL LOCAL INVESTMENT ASSETS

	Name/Prior rank (* not ranked in 2015)/URL	Address/Phone	Total local investment assets <sup>1</sup>	Business %: Fee-based	Business %: Commission	Business %: Fee-Only	Top local executive, email and title
1	<b>Merrill Lynch</b> ○ wealthmanagement.ml.com	150 4th Ave. N. #1700 Nashville, TN 37219 615-747-5600	\$8 billion	55%	45%	0%	Tyson Moore, tyson.moore@ml.com, Complex Director
2	<b>Raymond James Financial</b> <sup>2</sup> ① raymondjames.com	1033 Demonbreun St., #500 Nashville, TN 37203 615-645-6700	\$7.77 billion				Andrew Fowler, andrew.fowler@raymondjames.com, Nashville Complex Manager/Branch Manager
3	<b>Morgan Stanley</b> ② morganstanley.com	3102 West End Ave., #200 Nashville, TN 37203 615-269-2448	\$6.15 billion				Hugh Sloan, SVP/Branch Manager
4	<b>Robert W. Baird &amp; Co.</b> ③ bairdnashville.com	2525 West End Ave., #1000 Nashville, TN 37203 615-341-7000	\$4.2 billion	85%	15%	0%	Parker Griffith, Director of Nashville Market
5	<b>Thoroughbred Financial Services</b> ⑤ thoroughbredfinancial.com	5110 Maryland Way, #300 Brentwood, TN 37027 615-371-0001	\$2.26 billion	80%	20%	0%	Thomas Parker, President
6	<b>Peachtree Planning</b> ⑥ peachtreepanning.com	9019 Overlook Blvd., #D-1 Brentwood, TN 37027 615-376-8300	\$2.05 billion	35%	60%	5%	Darrell Dawes, President
7	<b>Capital Financial Group</b> ⑦ capitalfinancialgroup.net	12 Cadillac Dr., #440 Brentwood, TN 37027 615-309-6300	\$1.87 billion	60%	30%	10%	Timothy Sinks, rtsinks@financialguide.com, Managing Partner
8	<b>Avondale Partners</b> ○ avondalepartnersllc.com	3102 West End Ave., #1100 Nashville, TN 37203 615-467-3500	\$1.84 billion	0%	13%	87%	Pat Shepherd, CEO
9	<b>Northwestern Mutual</b> <sup>3</sup> ⑧ nashville.nm.com	1600 Division St., #400 Nashville, TN 37203 615-742-8700	\$1.66 billion	67%	32%	1%	Charles Pruett, chuck.pruett@nm.com, Managing Partner
10	<b>Southwestern Investment Group   Raymond James</b> ⑩ southwesterninvestmentgroup.com	720 Cool Springs Blvd., #100 Franklin, TN 37067 615-861-6100	\$1.64 billion	90%	10%	0%	Jeff Dobyns, Branch Manager, Raymond James Financial services
11	<b>Diversified Trust</b> ○ diversifiedtrust.com	3102 West End Ave., #600 Nashville, TN 37203 615-386-7302	\$1.4 billion	0%	0%	100%	Bill Spitz, Founder and Director
12	<b>First Tennessee Bank</b> ⑩ firsttennessee.com	511 Union St., #400 Nashville, TN 37219 615-734-6027	\$1.33 billion	50%	50%	0%	Chris Kimler, crkimler@firsttennessee.com, SVP, Wealth Management Regional Director
13	<b>TrustCore Investments Inc.</b> trustcore.com	5314 Maryland Way, #300 Brentwood, TN 37027 615-377-1177	\$1.2 billion	100%	0%	0%	Craig Reed, President, TrustCore Financial Services Inc.
14	<b>Wiley Bros. - Aintree Capital</b> ⑫ wileybros.com	40 Burton Hills Blvd., #350 Nashville, TN 37215 615-255-6431	\$986.07 million	20%	19%	61%	David Wiley III, dwiley@wileybros.com, President
15	<b>LBMC Investment Advisors</b> ⑬ lbmc.com	5250 Virginia Way, #300 Brentwood, TN 37027 615-377-4600	\$980 million	100%	0%	0%	Gregory Herman, gherman@lbmc.com, Principal
16	<b>The R.O.W. Group</b> ⑭ therowgroup.com	2020 21st Ave. S., #200 Nashville, TN 37212 615-250-7600	\$589.81 million	50%	50%	0%	Kenneth Innis, keninnis@therowgroup.com, Chairman/CEO
17	<b>Wilson Bank and Trust - Investment Services</b> ○ wilsonbankinvestments.com	Raymond James Financial Services, 623 W. Main St. Lebanon, TN 37087 615-443-6509	\$541 million	28%	72%	0%	Larry Squires, larry.squires@raymondjames.com, Branch Manager
18	<b>Waddell &amp; Reed Inc.</b> ⑮ nashville.wrfa.com	404 BNA Dr., #404 Nashville, TN 37217 615-399-0128	\$500 million	65%	35%	0%	Rick Erickson, rerrickson@wradvisors.com, Managing Principal
19	<b>Innovative Financial Group</b> ⑯ askifg.com	3322 West End Ave., #810 Nashville, TN 37203 615-385-3867	\$454.95 million	50%	40%	10%	Alan Moore, agmoore@askifg.com, President and CEO
20	<b>Sailer Financial Inc.</b> ⑰ sailerfinancial.com	320 Seven Springs Way, #130 Brentwood, TN 37027 615-370-1253	\$306 million	99%	1%	0%	Jeremy Hutzler, President/Owner
21	<b>Criterion Capital Management</b> ○ criterioncn.com	4515 Harding Rd., Suite 300 Nashville, TN 37205 615-292-6889	\$301 million	75%	25%	0%	Allan Horner, whorner@wafinet.com, Managing Partner
22	<b>Kraft Asset Management</b> ⑱ kraftasset.com	555 Great Circle Rd. Nashville, TN 37228 615-782-4286	\$289 million	0%	0%	100%	Stephen High, stephen@kraftasset.com, Chief Manager
23	<b>David Adams Wealth Group   Raymond James</b> ⑲ davidadamswealthgroup.com	2905 12th Ave. S., #108 Nashville, TN 37204 615-435-3644	\$250 million	90%	5%	5%	David Adams, david.w.adams@raymondjames.com, President
24	<b>HawsGoodwin Financial</b> ⑳ hawsgoodwin.com	5000 Meridian Blvd., #530 Franklin, TN 37067 615-771-1012	\$210 million	100%	0%	0%	Art Haws, ahaws@hawsgoodwin.com, CEO/Managing Partner
25	<b>Wealth Management Group of Tennessee</b> ㉑ wmg-tn.com	751 Cool Springs Blvd., #100 Franklin, TN 37067 615-778-1790	\$200 million	90%	10%	0%	Robert Collins III, robert.collins@lpl.com, Managing Partner, LPL Registered Principal

<sup>1</sup> As of June 30, 2016. Should only include investment assets actually managed by local offices, should not include any life insurance policies and should only include assets for which the firm is collecting advisory fees and/or commission.

<sup>2</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>3</sup> Northwestern Mutual Investment Services, a dually registered broker-dealer and investment adviser, and Northwestern Mutual Wealth Management Co., a limited purpose federal savings bank offering investment advisory services. Both are wholly owned companies of The Northwestern Mutual Life Ins. Co.