

TOMORROW'S TAX OFFICE

Looking ahead to the future of the tax practice:
Technology and diversified services will be critical

EMERGING RISKS

Liability experts identify a number of emerging
malpractice threats for accountants

PICKING YOUR CLIENTS

To build a strong financial planning practice,
you need to know who you want to work with

THE TOP 150 FIRMS BY AUM

THE 2016 WEALTH MAGNETS RANKING OF THE LEADING CPA FIRMS IN FINANCIAL PLANNING

TOP FIRMS BY AUM WEALTH MAGNETS

THE BILLION DOLLAR CLUB

AUM \$	FIRM NAME	LOCATION	STAFF	CHIEF EXECUTIVE
\$12,400,000,000	Plante Moran Financial Advisors	Southfield, Mich.	141	John Lesser
\$8,271,692,000	Ronald Blue & Co.†	Roswell, Ga.	275	Russ Crosson
\$6,459,348,882	myCIO Wealth Partners	Philadelphia	40	David Lees
\$5,295,000,000	RSM US Wealth Management	Minneapolis	92	Randy Matz
\$4,280,000,000	CliftonLarsonAllen Wealth Advisors	Minneapolis	109	Tony Hallada
\$4,224,367,522	Savant Capital Management†	Rockford, Ill.	136	Brent Brodeski
\$3,754,799,317	Wipfli Hewins / Hewins Financial	Milwaukee	74	Roger Hewins
\$3,038,440,921	Rehmann Financial†	Lansing, Mich.	49	
\$2,918,237,296	Joel Isaacson & Co.	New York City	41	Joel Isaacson
\$2,511,810,727	BKD Wealth Advisors	Springfield, Mo.	68	Jack Thurman
\$2,400,000,000	SignatureFD	Atlanta	53	Jeff Peller
\$2,333,826,000	Honkamp Krueger Financial Services	Dubuque, Iowa	65	John Darrah
\$2,076,300,309	Forum Financial Management†	Lombard, Ill.	62	
\$2,040,709,165	HBKS Wealth Advisors	Erie, Pa.	67	Christopher Allegretti
\$2,015,507,737	Moss Adams Wealth Advisors	Seattle	46	Rebecca Pomeroy
\$2,010,000,000	Level Four Advisory Services	Plano, Texas	32	Edmon Tomes
\$1,995,568,726	SVA Plumb Wealth Management†	Madison, Wis.	71	Thomas Plumb
\$1,850,680,073	Sequoia Financial Group	Akron, Ohio	50	Thomas Haught
\$1,802,301,699	Warren Averett Asset Management†	Birmingham, Ala.	31	Larry Hicks
\$1,800,000,000	Berkowitz Pollack Brant/Provenance Wealth	Ft. Lauderdale, Fla.	32	Richard Berkowitz
\$1,755,408,000	Andersen Tax†	McLean, Va.	595	Mark Vorsatz
\$1,742,653,335	Dixon Hughes Wealth Advisors†	Asheville, N.C.	21	Frank Hoyle
\$1,400,000,000	Citrin Cooperman Wealth Management	Philadelphia	10	David Bruckman
\$1,250,158,326	BerganKDV Wealth Management	Bloomington, Minn.	23	David Hinnenkamp
\$1,156,493,636	RubinBrown Advisors†	St. Louis	11	Mike Ferman
\$1,100,000,000	CCR Wealth Management	Westborough, Mass.	15	David Borden
\$1,055,631,902	Schneider Downs Wealth Mgmt. Advisors	Pittsburgh	15	Management team
\$1,028,680,835	Thomas Wirig Doll	Walnut Creek, Calif.		Jared Nelson, Barry Oliver

THE \$500 MILLION-PLUS CLUB

AUM \$	FIRM NAME	LOCATION	STAFF	CHIEF EXECUTIVE
\$970,000,000	LBMC Investment Advisors	Brentwood, Tenn.	5	Greg Herman
\$910,350,030	GHP Investment Advisors†	Denver	13	Brian Friedman
\$875,482,984	Braver Wealth Management†	Needham, Mass.	21	David D'Amico
\$840,177,186	AKT Wealth Advisors	Lake Oswego, Ore.	25	K. Scott Barchus
\$807,829,788	Howard Financial Services†	Dallas	12	James Howard
\$787,034,667	Beaird Harris	Dallas	11	Pat Beaird
\$754,312,217	Jackson Thornton Asset Management	Montgomery, Ala.		George Smith
\$743,283,714	Valley National Financial Advisors	Bethlehem, Pa.	30	Thomas Riddle
\$695,383,278	Lutz Financial†	Omaha, Neb.	9	Jim Boulay
\$656,049,962	SMF Financial Advisors	Clifton, N.J.	11	Kyle Stawicki
\$651,979,961	EisnerAmper Wealth Advisors†	New York City	5	Marc Scudillo
\$640,593,263	SPC Financial	Rockville, Md.	29	E. Geoffrey Sella
\$625,684,194	ML&R Wealth Management	Austin, Texas		Steve Harvey
\$603,000,000	Corrigan Financial	Middletown, R.I.	24	Daniel Corrigan
\$593,292,401	Schenck Investment Solutions†	Appleton, Wis.	6	
\$568,051,006	REDW Stanley Financial Advisors†	Albuquerque, N.M.	13	Ginny Stanley
\$566,616,024	Raffa Wealth Management†	Washington, D.C.	4	Dennis Gogarty
\$525,000,000	Allegiant Private Advisors	Sarasota, Fla.	10	Martin Kossoff
\$518,907,830	Frank, Rimerman Advisors†	Palo Alto, Calif.	4	Patrick Sullivan
\$500,000,000	Marcum Financial Services	Melville, N.Y.	12	Steven Brett

THE \$100 MILLION-PLUS CLUB

AUM \$	FIRM NAME	LOCATION	STAFF	CHIEF EXECUTIVE
\$494,424,352	PBMares Wealth Management	Williamsburg, Va.	10	David Bush, Dan Bender
\$465,381,651	CRA Financial	Northfield, N.J.	8	Tom and Matt Reynolds

Notes on the report

For our tenth annual ranking of CPA firms by assets under management, we received submissions from over 200 firms. Such a large number of firms means, among other things, wide diversity in practice structure and in the information submitted.

► In most cases, firm names are those of the financial planning subsidiary, not the affiliated CPA firm.

► Firms have reported either their overall chief executive, or the leader of the planning practice. For simplicity's sake, we have listed both under "chief executive," though many bear different titles. In cases where a leader was not identified, we identified the leader of the planning practice from public sources (usually the firm's Web site).

► Many firms gave a date for the AUM figure they submitted; these varied widely, from the date of submission to a recent quarter-end, but in no case was it earlier than year-end 2015.

► In cases where a planning firm is a subsidiary of a larger CPA firm, reporting practice varies: Some report staff and office figures for just the subsidiary, some just for the overall CPA firm, and some for both. In cases where we had a choice, we published figures from just the planning subsidiary. In addition, while most of the chief executives listed lead the planning practice, in some cases firms reported the managing partner of the larger CPA firm.

Notes:

† Data provided by Audit Analytics, a premium online intelligence service that delivers audit, regulator and disclosure analysis to the accounting community. Reach them at (508) 476-7007, www.auditanalytics.com, or info@auditanalytics.com.

ONES TO WATCH

- Steele Financial Services *Bellingham, Wash.*
- Focus Asset Management *Virginia Beach, Va.*
- Maze Financial Planning *Chapel Hill, N.C.*
- Madison Wealth Advisors *Lee's Summit, Mo.*
- Pile Wealth Management *Indianapolis*
- Focused Financial Mgmt. *Baton Rouge, La.*
- Convergence Wealth Advisors *Providence, R.I.*
- CLM Capital Management *Sanford, Maine*
- Veritas Wealth Management *Salt Lake City*
- Naarden Financial Group *Pocatello, Idaho*
- Skoczek & Associates *San Diego*
- D & T Financial Advisors *Concord, Calif.*
- Northgate Advisors *Walnut Creek, Calif.*
- DeDe Jones *Lakewood, Colo.*

TOP FIRMS BY AUM

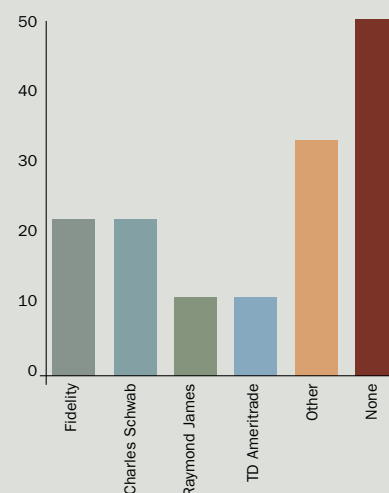
WEALTH MAGNETS

THE \$100 MILLION-PLUS CLUB (CONT'D)

AUM \$	FIRM NAME	LOCATION	STAFF	CHIEF EXECUTIVE
\$460,801,886	Dopkins Wealth Management	Williamsville, N.Y.		Tom Emmerling
\$452,642,974	PYA Waltman Capital†	Knoxville, Tenn.	9	J. William Waltman
\$451,048,294	Lassus Wherley	New Providence, N.J.	22	Diahann Lassus, Clare Wherley
\$424,812,384	Traphagen Investment Advisors	Oradell, N.J.	8	V. Peter Traphagen
\$410,000,000	Boulay Financial Advisors	Eden Prairie, Minn.	14	Dave Bremer
\$407,660,031	WealthQuest Financial Services	Norfolk, Va.		Jeff Chernitzer
\$400,484,686	KEB Asset Management	Springfield, Ill.		Jim Hagerman
\$389,434,624	SS&G Wealth Management	Akron, Ohio	13	Carina Diamond
\$376,000,000	Kemper Capital Management	Robinson, Ill.	16	Thomas Moore
\$368,268,338	Bland Garvey Wealth Advisors	Richardson, Texas		John Garvey
\$362,370,679	Eide Bailly Advisors†	Fargo, N.D.	29	David Zaudtke
\$345,382,434	Whitley Penn Financial†	Fort Worth, Texas	5	Thomas Rein
\$341,126,812	Jack Oujo CPA	Wall, N.J.	10	Jack Oujo
\$338,315,372	GreerWalker Wealth Management†	Charlotte, N.C.	14	James Reichard
\$336,048,195	Millares Asset Management	Coral Gables, Fla.		Ruben Millares
\$328,000,000	LBA Wealth Management	Jacksonville, Fla.	7	David Albanese
\$307,912,567	Cherry Bekaert Wealth Management†	Richmond, Va.	14	Wesley Watkins
\$304,455,830	Tellone Management Group†	Anaheim Hills, Calif.	7	Dean Tellone
\$292,000,000	KPM Wealth Advisors	Springfield, Mo.	7	Jay McIntyre
\$291,471,501	KCoe Wealth	Wichita, Kansas	6	Blake Allen
\$285,200,000	KMH Wealth Management	Victoria, Texas	8	Thomas Lane Keller
\$280,077,497	Arnett Carbis Toothman Wealth Advisors	Charleston, W. Va.	10	Cindy McGhee
\$277,163,000	Glass Jacobson Investment Advisors†	Owings Mills, Md	10	
\$276,893,234	WebsterRogers Financial Advisors†	Florence, S.C.	7	Frank Rogers
\$276,000,000	John F. Suby Wealth Management†	Madison, Wis.	6	John Suby
\$272,673,199	Nova Wealth Management Group	Atlanta		Jeffrey Cohen, Sam Bromberg
\$255,401,339	Kraft Asset Management	Nashville, Tenn.		Stephen High
\$255,000,000	Rowling & Associates	San Diego	10	Steve Doster
\$255,000,000	Mark Sheptoff Financial Planning	Glastonbury, Conn.	3	Mark Sheptoff
\$246,405,026	Lauterbach Financial Advisors	El Paso, Texas		Jon Sonnen
\$237,455,461	Claris Advisors	St. Louis		Stan Royer
\$234,902,000	SC&H Financial Advisors†	Sparks, Md.	15	
\$233,391,046	HA&W Wealth Management†	Atlanta	7	Davi Kutner, Keith Greenwald
\$231,000,000	ShankerValleau Wealth Advisors	Skokie, Ill.	9	Lawrence Shanker
\$225,000,000	BCS Wealth Management	Johnson City, Tenn.	9	Nick Clay
\$212,276,047	Andrews, Lucia Wealth Management	San Mateo, Calif.		Robert Lucia
\$189,405,755	Causey Demgen & Moore†	Denver	45	
\$188,658,458	Mutual Fund Mgmt./Arvai & Associates	Troy, Mich.	4	Frank Arvai
\$186,725,000	LGT Financial Advisors	Dallas	6	William Walsh
\$185,000,000	Blue Ocean Strategic Capital	Syracuse, N.Y.	5	Theodore Sarenski
\$182,563,488	Wealth Management Group	Dover, Del.		Scott Brown
\$162,675,431	FMF & E Wealth Management	East Syracuse, N.Y.		Chris Gardner
\$162,366,962	Kilner Capital Advisors	Gaithersburg, Md.		Joe Kilner
\$158,998,467	Horne Wealth Advisors	Ridgeland, Miss.		Stan Purvis
\$153,635,579	Dental Wealth Advisors	Kirkland, Wash.		Sam Martin
\$151,079,592	Bernath & Rosenberg	New York City	4	Jacob Rosenberg
\$148,560,000	Pivotal Planning Group	Jericho, N.Y.	10	John Marchisotta
\$148,465,000	D3 Financial Counselors	Downers Grove, Ill.	8	Donald Duncan
\$145,660,880	Wasserman Wealth Management	Farmington Hills, Mich.		Brad Wasserman

THE BILLION DOLLAR CLUB

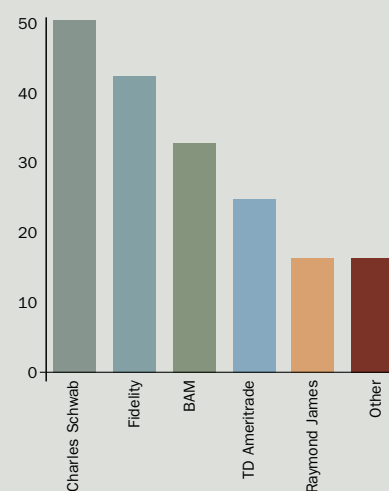
PROFESSIONAL AFFILIATIONS (% OF FIRMS)



Note: Of 18 firms reporting. Includes platform providers, custodians, broker-dealers, RIAs, etc. Some firms reported more than one affiliation.

THE \$500+ MILLION CLUB

PROFESSIONAL AFFILIATIONS (% OF FIRMS)



Note: Of 12 firms reporting. Includes platform providers, custodians, broker-dealers, RIAs, etc. Some firms reported more than one affiliation.

THE \$100 MILLION-PLUS CLUB (CONT'D)

AUM \$	FIRM NAME	LOCATION	STAFF	CHIEF EXECUTIVE
\$140,674,281	RF&L Wealth Management	Boston		Rodney Hass
\$138,097,830	Homan Wealth Advisors	Omaha, Neb.		Richard Homan
\$135,000,000	Briggs Wealth Management	Glastonbury, Conn.	6	Mark Briggs
\$135,000,000	KLR Wealth Management	Providence, R.I.	5	Peri Ann Aptaker
\$134,789,384	Heartland Investment Advisors	Overland Park, Kan.		Douglas Hunt
\$131,885,452	Walpole Financial Advisors	Goleta, Calif.		Kirk Stovesand, Jean Smith
\$131,704,762	Ronald P. Austin CPA/PFS	Lafayette, Ind.	1	Ronald Austin
\$128,807,867	ARK Financial Services	Bethesda, Md.		Andrew Kline
\$127,281,033	PKS Investment Advisors	Ocean City, Md.		John Stern
\$120,000,000	M. White Financial Services	Baytown, Texas	2	Matthew White
\$111,171,721	AVL WealthCare	Gulfport, Miss.		Germaine Weldon
\$111,138,371	Squire Wealth Advisors	Orem, Utah		Tim Christensen
\$110,417,275	JDH Wealth Management	Santa Rosa, Calif.		Tim and Matt Delaney
\$110,416,745	WIN Wealth Management	Denver		M. Autterson, M. Winterscheidt
\$107,750,685	Cornerstone Wealth Advisors	Overland Park, Kan.		David Imhoff
\$103,088,410	Siena Wealth Advisors	Grand Ledge, Mich.		Roger Millbrook, Steve Hicks
\$102,151,823	JMF Capstone Wealth Management	Tuscaloosa, Ala.		Joel Lake
\$101,000,000	Carey & Hanna Tax & Wealth Planners	Oxnard, Calif.	13	Davin Carey
\$100,028,529	Waypoint Wealth Management	Timonium, Md.		G. Palmer, D. Callan, P. Dixon

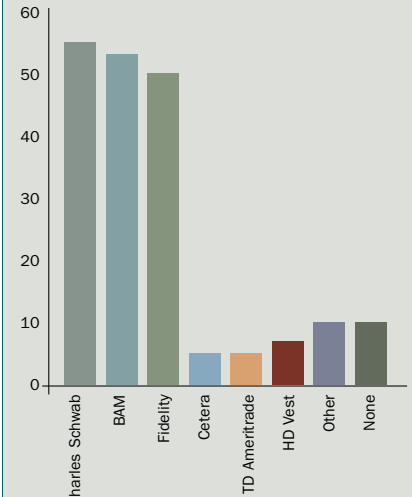
THE RISING STARS

AUM \$	FIRM NAME	LOCATION	STAFF	CHIEF EXECUTIVE
\$94,293,886	WeiserMazars Wealth Advisors ¹	New York City	5	Carlijn Michel
\$88,580,554	CTM Financial	Knoxville, Tenn.		Pat Taylor
\$80,940,000	Purtill Financial	Highland Heights, Ohio	4	Donald Purtill
\$79,447,278	Green Wealth Management	Salem, Ore.		Phil Green
\$78,869,263	Shoreline Asset Management	New Castle, Ind.		Marion Shore
\$75,739,458	Peak Investment Solutions	Roseville, Calif.		Ken Pope
\$74,227,285	BCG Wealth Advisors	Akron, Ohio		Doug Mathey
\$73,769,451	Lake Mary Wealth Management	Maitland, Fla.		Paula Taylor
\$71,950,697	Gallagher, Flynn & Co.	South Burlington, Vt.	70	James Donohue
\$71,347,590	Neuenschwander Asset Management	McFarland, Wis.		Roy Neuenschwander
\$70,961,825	Sikich Financial ¹	Springfield, Ill.	8	Andrew Paoni
\$70,309,927	Mason Road Wealth Advisors	St. Louis		Joel Weltman
\$70,288,000	Scafa Financial Services	Pennington, N.J.	4	Elizabeth Scafa
\$70,000,000	Dexter Ward & Associates	Denison, Texas	2	Dexter Ward
\$68,566,835	Klane Wealth Management	Minneapolis		Steve Klane
\$67,661,568	Vantage Point Advisors	Salt Lake City		Barbara Ray
\$67,000,000	Allied Financial Partners	Victor, N.Y.	20	Thomas Tette
\$67,000,000	TDC Capital Advisors	College Station, Texas	4	Ronnie Craig
\$65,000,000	Coventry Financial Group	Quitman, Texas	3	Larry Coventry
\$64,419,622	Financial Advocates	Costa Mesa, Calif.		James Pickett
\$64,406,276	Forest Asset Management	Berwyn, Ill.		JoAnn May
\$63,304,592	Financial Life Advisors	San Antonio	4	Jim Oliver
\$63,000,000	CDS Financial Services	Willmar, Minn.	3	Chance Hooper
\$60,207,000	The Whitlock Co.	Springfield, Mo.	36	Joe Page
\$59,186,760	Pitzl Financial	Arden Hills, Minn.		Joe Pitzl
\$57,780,624	Michelle Miller CPA CFP	Austin, Texas		Michelle Miller
\$54,333,645	Riverstone Asset Management	Louisville, Ky.		Jennifer Ringstaff, Eric Johnson
\$54,142,309	Poinciana Advisors Group	Palm Beach, Fla.		Karyl Neal
\$53,196,777	Strategic Investment Advisors	Cape Girardeau, Mo.		James Hillin
\$52,000,000	William MacDonald CPA CFP	Portsmouth, N.H.	2	William MacDonald
\$51,717,080	HBE Wealth Management	Lincoln, Neb.		Scott Becker
\$51,625,180	Mayfield Advisors	Palo Alto, Calif.		Bert Torres

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THE \$100+ MILLION CLUB

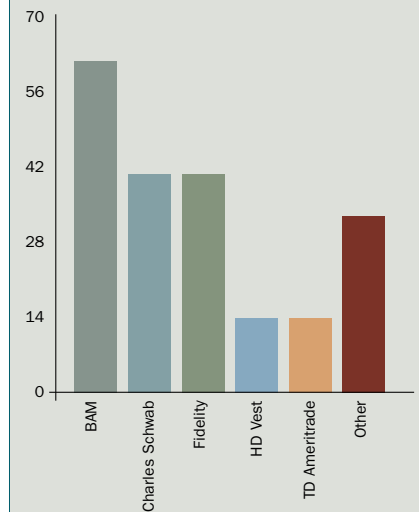
PROFESSIONAL AFFILIATIONS (% OF FIRMS)



Note: Of 58 firms reporting. Includes platform providers, custodians, broker-dealers, RIAs, etc. Some firms reported more than one affiliation.

THE RISING STARS

PROFESSIONAL AFFILIATIONS (% OF FIRMS)



Note: Of 29 firms reporting. Includes platform providers, custodians, broker-dealers, RIAs, etc. Some firms reported more than one affiliation.

The Wealth Magnets Ranking of the Top 150 Firms By AUM is published by Accounting Today, an independent published unaffiliated with BAM Advisor Services, LLC ("BAM") and the BAM Alliance. The ranking is exclusively by assets under management and is based on Firm submissions. Data provided by Audit Analytics, an online intelligence service that delivers audit, regulator and disclosure analysis to the accounting community. Information from these source deemed to be reliable but its accuracy cannot be guaranteed. Working with a ranked advisor should be evaluated properly and has no correlation to investment results. Working with a highly ranked advisor does not ensure that a client or prospective client will experience a higher level of performance or results. Third party rankings are no guarantee of future investment success or performance. This ranking is conducted by a third party provider and is not meant to serve as an endorsement for BAM Advisor Services or The BAM Alliance. Rankings should not be considered an endorsement of the wealth manager by any client nor are they representative of any one client's evaluation. Provided for informational purposes only.