

Barron's Top 1000

Posted February 9, 2009



Twenty-four Raymond James advisors made the list, including two who ranked top in their states.

The Top 1,000 Advisers

By SUZANNE MCGEE

We shine a spotlight on the nation's best financial advisers, whose skills are even more valuable in times like these.

Fresh from a year in which every asset class posted large losses, and diversification aggravated those declines instead of mitigating them, financial advisers at big Wall Street houses, banks and other firms are trying to repair the damage to investor psychology -- and to their own confidence in markets. "It's been an Armageddon; there was absolutely nowhere to hide from all the nightmare stuff flying around," says Lorna Meyer, senior vice president of investments for Merrill Lynch in California. "It's the financial-market version of 'shock and awe.' Now we have to figure out what to do in the aftermath."

One good idea: Follow the leaders. In this special report, *Barron's* offers a state-by-state ranking of America's top financial advisers -- 1,000 in all. We pay especially close attention to the No. 1 advisers in each state, laying out their strategies and investment picks in a series of profiles. By a wide margin, those pros and others in the ranking now recommend buying beaten-down corporate and municipal bonds, some with yields approaching double digits.

Top Adviser Rankings: New Mexico

Ranked #1: John Moore, Raymond James. When he was flying F-4 fighter jets in Vietnam, John Moore seldom knew what awaited him on a mission; he had to be ready for anything. Things aren't much different now that he's navigating turbulent markets as a financial adviser. "That's kind of the way we look at the client relationship—things change," says the principal of Albuquerque-based John Moore & Associates, part of the independent-contractor division of Raymond James. Moore, 59, started at E.F. Hutton in 1980, becoming so committed to learning that he taught stock market history to trainees there for two years. But he knows that past isn't necessarily prologue. The ability to adjust on the fly—he now pilots his own Beechcraft Bonanza—helps him serve more than 450 clients, including wealthy individuals, not-for-profits, foundations and endowment funds, primarily in New Mexico, Arizona, Texas and southern Colorado. —MATTHEW SCOTT

Top Adviser Rankings: Rhode Island

Ranked #1: Malcom Makin, Raymond James. Makin, 64, helped invent the profession of financial planning. He was one of the first 300 candidates to receive a certified-financial-planning, or CFP, designation in 1981. He then began five years on the Institute of Financial Planners' board of directors, followed by chairing its ethics board through 1993. The career choice was unexpected, given that he had studied theology in college and pursued sociology and psychology graduate courses. He then ran youth programs at YMCAs for seven years, until one in Westerly, R.I., ran out of money in 1974. Looking for new work, he wound up at American National Insurance. "There, I realized middle-class Americans really didn't have anyone to represent them and work with them financially," Makin says. In 1976, he opened up Professional Planning Group, a "one-room, no client" firm in Westerly. It now manages assets through Raymond James for mostly retirement-age clients. The firm's 16 staff members, including Makin's three sons, supervise portfolios split between equity investments and individually laddered, investment-grade bonds. The bond portion is meant to keep delivering returns during stock slumps "buying time for the equity portions to recover," Makin says. —JOHN HINTZE

Below are all the Raymond James advisors who made the list:

Rank	Name	Location	Total Assets (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$mil)
Arizona					
9	Sal Flores	Chandler	745	0.33	1
Colorado					
3	Mark J. Smith	Englewood	400	1	1.6
Florida					
27	Margaret Starner	Coral Gables	315	3-5	5-8
43	Mark Thompson	Melbourne	197.5	0.75	1
50	Shelly Church	Naples	410	3	4
Illinois					
49	Mike Piershale	Crystal Lake	150	0.35	0
Maryland					
8	Edward Sella	Rockville	467	0.6	1
Michigan					
7	Sherri Stephens	Flint	370	1	3
12	Paul Hack	Farmington Hills	400	0.50-10	5-25
24	Todd Knickerbocker	Northville	181	0.35-1.5	3-5
Minnesota					
20	Bryan Sweet	Fairmont	200	0.30+	1+
Mississippi					
3	Dudley Barnes	Clarksdale	400	1.5	4
New Mexico					
1	John Moore	Albuquerque	261.7	1.5	3
New York					
18	Gerard Klingman	New York City	700	5	7-20
Ohio					
7	Randy Carver	Mentor	590	0.65	1.5
Oregon					
3	Judith McGee	Portland	314.5	1-3	2+
Rhode Island					
1	Malcolm Makin	Westerly	770	1.5-3.5	1.5-4
South Carolina					
7	Jon Emmett Shuler	Spartanburg	95	2	4
Tennessee					
9	Jeffrey Dobyys	Nashville	554	0.1	0.6
Texas					
4	Van Percy	Midland	560	1	1+
30	Carl Stuart	Austin	235	2	3
66	Kathleen Muldoon	Dallas	689.7	1.5-2	5-7
Utah					
2	Brett Karras	Roy	300	1	2
Virginia					
17	James T. Barnette Jr.	Sterling	200	0.50-2.5	1.5-3