BARRON'S

THE DOW JONES BUSINESS AND FINANCIAL WEEKLY www.barrons.com MARCH 7, 2016

AMERICA'S TOP 1,200 FINANCIAL ADVISORS

Our annual state-by-state ranking highlights the nations best advisors.

Robert Neubecker for *Barron's*

Barron's Top 1,200 Financial Advisors

Rankings are based on assets under management, revenue generated for advisors' firms, the quality of practices, and other factors. N=new.

RANK 2016	'15	Name	Firm	City	CUSTOMERS Individuals (Up to $1mil)	High Net Worth ($1-10 mil)	Ultra-High Net Worth ($10 mil+)	Foundations	Endowments	Institutional	Total Assets ($mil)	Typical Account ($mil)	Typical Net Worth ($mil)
CONNECTICUT													
34.	N	**Joan M. Valenti**	LPL Financial Services	Farmington	•	•	•			•	425	2	2

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Our annual listing of the best financial advisors in each state.

Top 1,200 Advisors

By Steve Garmhausen

The following has been excerpted

If the past year's market volatility has left you yearning for some stability and safety, rest assured you are not alone. Many of the nation's top financial advisors are right there with you.

The challenge, of course, is to create a coherent plan for putting cash to work in a market that does not resemble much of anything seen before it.

Given the twists and turns of the past few years, this year's Top 1,200 Advisors might be the best equipped ever to figure out how to ride this buffalo.

The ranking draws from all 50 states, plus the District of Columbia, and it's the largest, most comprehensive of the annual advisor listings that we run. It includes private-wealth advisors of all stripes—from independents who own and operate their own practices to advisors from the large Wall Street firms.

This special report lists the top advisors in each state, with the number of ranking spots determined by each state's population and wealth. The rankings are based on assets under management, revenues generated by advisors for their firms, and the quality of the advisors' practices. Investment performance is not an explicit criterion because performance is often a function of each client's appetite for risk. In evaluating advisors, we examine regulatory records, internal company documents, and 100-plus points of data provided by the advisors themselves.

On average, our Top 1,200 and their teams manage $2.27 billion in client assets. That's down from $2.42 billion for last year's group and is, in part, a testament to how challenging the markets have become. At the same time, the advisors are serving more clients: This year's Top 1,200 serve 521 households on average, compared with 496 for 2015's crop.

Team size, meanwhile, continues its multiyear growth trend. The average team is 11.3 people, up from 11 last year and way up from 8.1 in 2012.

There's no doubt that advisors have been on the hot seat for many months. This year's correction came after a 2015 in which virtually no asset class made money. Our advisors point to a number of factors, including concerns over Federal Reserve policy, questions about the strength of the economy, the surprising presidential race—President Trump?—and, of course, the plunge in oil prices.

Yet most of our top advisors remain moderately optimistic about the U.S. economy and the markets alike.

The consensus is that the markets will probably strengthen as the year goes along, extending the seven-year-old bull market.

Many of our advisors paint a picture of low, slow growth as the new normal.

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