

Mutual Funds Magazine

S E P T E M B E R 2 0 0 2

100 Great Financial Planners
excerpt

100 TOP ADVISORS COAST-TO-COAST

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- ✓ Where to find them
- ✓ What they can do
- ✓ How much to pay

The Hundred

► Meet some of the most **INSPIRING** financial minds in America. Lawyers, authors, accountants, and more; but all 100 are great **FINANCIAL PLANNERS**.

HOW WE PICKED THE 100

- **HOW** do we put together such an elite list? By tapping hundreds of sources, from fund managers and estate lawyers to consultants and professors—not to mention clients.
- **THAT'S** a start. Then we vet candidates with the SEC, NASD, and CFP Board as a double, and often triple, check.
- **DON'T** assume a planner who fell off last year's roster has lost excellence—our ongoing search for the best continues to bring in new talent.

WEST



NAME/LOCATION FIRM	WEB SITE (WWW.)/ TELEPHONE	ASSETS MANAGED (MIL.)	ACCOUNT MINIMUM/AVERAGE	CREDENTIALS ¹						COMMENTS
				CFP	CPA	PFS	ChFC	CLU	EA	
Louis Barajas Los Angeles <i>Louis Barajas & Associates</i>	btfacts.com 323-890-8180	\$50	\$50,000 \$250,000	●					●	Focus: Hispanic Americans. "Does a great job with a market that's been historically underserved." Fee or commission.
Linda A. Barlow Santa Ana, CA <i>Linda A. Barlow</i>	— 714-953-1232	56	None \$150,000	●						"A real pro at helping middle-income earners." A 21-year veteran at her own firm. Specializes in middle class, women.
David R. Bergman Marina del Rey, CA <i>The David R. Bergman Group</i>	wealthadvisorygroup.com 310-822-2618	NA	\$25,000 \$75,000	●			●	●		Strengths: taxes, retirement, and estate planning. "Like a surrogate husband," one widow says. Focuses on athletes.
Carl Camp Fullerton, CA <i>Eclectic Associates</i>	— 714-738-0220	160	\$150,000 \$500,000	●						Joined father's business in 1985. Firm uses team approach, focusing on portfolio management, retirement planning.
Dirk Edwards Portland, OR <i>Edwards Consulting</i>	edwardsconsultingllc.com 503-222-4708	622	\$3,000,000 \$12,000,000		●	●				Specialties: the newly wealthy, sports stars. Attorney. "The person to turn to if you get a big inheritance."
Charles Foster Del Mar, CA <i>Blankinship & Foster</i>	bfadvisors.com 858-755-5166	204	\$750,000 \$800,000	●						"Smart as a whip, particularly at the technical stuff." 28-year veteran. Strengths: cash-flow analysis, portfolio management.
Kathleen Kee Portland, OR <i>Perkins Financial Planning</i>	perkinsfp.com 503-221-7535	35	\$500,000 \$500,000	●						"Extremely patient, even with difficult clients." Client focus: doctors, wealthy, entrepreneurs. Strength in small business.
Tim Kochis San Francisco <i>Kochis, Fitz, Tracy, Fitzhugh, & Gott</i>	kochisfitz.com 415-394-6670	500	\$3,000,000 \$3,800,000	●					●	Specialties: stock options, executive compensation. Clients include many top executives. Attorney. "Very analytical."
J. Jeffrey Lambert Sacramento, CA <i>Lighthouse Financial Planning</i>	financialdoc.com 916-979-7888	NA	None \$1,100,000	●	●					"Low-key, but direct." Ex-real estate agent. One focus: portfolio management. Runs CFP program at UC-Davis.
Michael Mignano West Linn, OR <i>American Express Financial Advisors</i>	americanexpress.com 503-650-7949	20	None \$150,000	●			●	●		Former chef. "Cooks up highly individualized financial advice." Fee or commission. Strength: retirement planning.
David Morganstern Portland, OR <i>Capital Management Consulting</i>	cmcinvest.com 503-227-5284	32	\$500,000 \$875,000	●						Specialties include asset management, family legacies, stock options. "Really first-rate." Background in psychology.
Karen Ramsey Seattle <i>Ramsey & Associates</i>	karenramsey.com 206-324-1950	97	\$300,000 \$1,500,000	●						"Her work is topnotch." Key focus: financial planning for baby boomers.
Barbara L. Steinmetz Burlingame, CA <i>Steinmetz Financial Planning</i>	steinplan.com 650-401-3800	21	\$250,000 \$750,000	●					●	"Everyone's Jewish mother." Former real estate broker. Strengths: stock options, tax planning. "Really passionate."
Judy Stewart Carlsbad, CA <i>Stewart Financial Services</i>	sfsplanning.net 760-720-1785	12	None \$200,000	●					●	Focuses: women, middle class. Ex-bank president. Pushes "lifestyle planning," aligning plans with attitudes and values.
Laura Tarbox Newport Beach, CA <i>Tarbox Equity</i>	tarboxequity.com 949-721-2330	125	\$1,000,000 \$2,000,000	●						"She takes a deep interest in her clients." Specialties include charitable planning, stock options, wealth management.
Deborah Thomas Portland, OR <i>Silver Oak Advisory Group</i>	silveroak.net 503-242-1715	65	None \$900,000	●						Attorney. "Premier planner in this area." Strengths: divorce, socially conscious investing, retirement plan distributions.
Wayne Von Borstel The Dalles, OR <i>Von Borstel & Associates</i>	vonborstel.com 541-296-6669	35	\$110,000 \$200,000	●			●	●		Specializes in estate and retirement planning, investments. Ex-farmer. "Honesty and integrity." Fee or commission.
Bob Wacker San Luis Obispo, CA <i>R.E. Wacker Associates</i>	rewacker.com 805-541-1308	178	\$250,000 \$900,000	●					●	"I wouldn't hesitate to send him more clients." Focuses: wealth management, small businesses, tax and estate planning.
Glenn D. Woody Costa Mesa, CA <i>Glenn Woody Financial Consultants</i>	planretire.com 714-850-0534	100	\$1,000,000 \$900,000	●						Ex-broker started firm 21 years ago. "Droll humor." Focuses: retirement and estate planning. "A well-disciplined practice."
Marcee Yager San Mateo, CA <i>Sterling Wood Financial</i>	sterling-wood.com 650-372-0780	21	None \$570,000	●						Teaches money course at UC-Santa Cruz. "Very humanistic, but still very accomplished on the technical side."

100 Great PLANNERS

¹Selected.

THE CREDENTIALS ► **CFP** Certified Financial Planner ► **CPA** Certified Public Accountant ► **PFS** Personal Financial Specialist ► **ChFC** Chartered Financial Consultant ► **CLU** Chartered Life Underwriter ► **EA** Enrolled Agent ► **MBA** Master of Business Administration