1. BANK OF AMERICA GLOBAL	Minimum Account: N/A		
WEALTH & INVESTMENT	Median Account: N/A		
MANAGEMENT	Wealth Managers: 7,145		
Rank 2016: 1	Clients Per Manager: N/A		
U.S. Private-Client AUM: \$1,245 bil	U.S. Branch Offices: 208		
Minimum Account: N/A	Website: ubs.com		
Median Account: N/A	Tel: 201-352-3000		
Wealth Managers: 19,431			
Clients Per Manager: N/A	5. WELLS FARGO		
U.S. Branch Offices: 763	Rank 2016: 4		
Websites: ml.com, ustrust.com	U.S. Private-Client AUM: \$564 bil		
Tel: 800-637-7455, 800-878-7878	Minimum Account: N/A		
	Median Account: N/A		
2. MORGAN STANLEY WEALTH	Wealth Managers: 15,044		
MANAGEMENT*	Clients Per Manager: N/A		
Rank 2016: 2	U.S. Branch Offices: 1,510		
U.S. Private-Client AUM: \$1,110 bil	Websites: wellsfargoprivatebank.cor		
Minimum Account: N/A	wellsfargoadvisors.com,		
Median Account: N/A	abbotdowning.com		
Wealth Managers: 15,777	<b>Tel:</b> 877-636-0501, 866-243-0931,		
Clients Per Manager: N/A	888-648-8157		
U.S. Branch Offices: 599			
Website: morganstanley.com/	6. VANGUARD		
what-we-do/wealth-management	Rank 2016: N/A		
<b>Tel:</b> 888-932-6772, 212-761-4000	U.S. Private-Client AUM: \$335 bil		
	Minimum Account: N/A		
3. J.P. MORGAN PRIVATE BANK	Median Account: N/A		
<b>Rank 2015:</b> 3	Wealth Managers: N/A		
U.S. Private-Client AUM: \$677 bil	Clients Per Manager: N/A		
Minimum Account: N/A	U.S. Branch Offices: N/A		
Median Account: N/A	Website: investor.vanguard.com/		
Wealth Managers: 1,237	wealth-management/		
Clients Per Manager: N/A	<b>Tel:</b> 844-671-8108		
U.S. Branch Offices: 47			
Website: jpmorgan.com/	7. CHARLES SCHWAB		
privatebanking	Rank 2016: 6		
<b>Tel:</b> 212-464-1909	U.S. Private-Client AUM: \$315 bil		
	Minimum Account: N/A		
4. UBS WEALTH MANAGEMENT*	Median Account: N/A		
Rank 2015: 5	Wealth Managers: 3,100		

## U.S. Branch Offices: 335 Website: schwab.com/advice Tel: 877-340-1714 8. GOLDMAN SACHS\* Rank 2016: 7 U.S. Private-Client AUM: \$283 bil Minimum Account: \$10 mil Median Account: N/A Wealth Managers: 505 **Clients Per Manager: 20-30** U.S. Branch Offices: 13 Website: gs.com/pwm Tel: 800-323-5678 email: gsinfo@gs.com 9. FIDELITY m, Rank 2016: 9 U.S. Private-Client AUM: \$260.7 bil Minimum Account: \$1 mil Median Account: N/A Wealth Managers: 1,863 Clients Per Manager: N/A U.S. Branch Offices: 196 Website: fidelity.com **Tel:** 800-343-3548 10. BNY MELLON WEALTH MANAGEMENT Rank 2016: 8 U.S. Private-Client AUM: \$240 bil Minimum Account: \$2 mil Median Account: N/A Wealth Managers: 856 **Clients Per Manager: 25-50** U.S. Branch Offices: 38 Website: bnymellonwealth.com Tel: 866-257-6763 email: sfleming@bnymellon.com

## 11. NORTHERN TRUST Rank 2016: 10 U.S. Private-Client AUM: \$224.5 bil Minimum Account: \$0.5 mil Median Account: N/A Wealth Managers: 665 Clients Per Manager: N/A U.S. Branch Offices: 63 Website: northerntrust.com Tel: 713-284-1752 email: brian.thomas@ntrs.com 12. RAYMOND JAMES FINANCIAL Rank 2016: 11 U.S. Private-Client AUM: \$163.3 bil Minimum Account: N/A Median Account: \$8.3 mil Wealth Managers: 6,615 Clients Per Manager: N/A U.S. Branch Offices: 2.900 Website: raymondiames.com Tel: 800-248-8863 ext. 75351 email: patrick.daxon@raymondjames .com 13. CITIGROUP Rank 2016: 12 U.S. Private-Client AUM: \$127 bil Minimum Account: N/A Median Account: \$4.5 mil Wealth Managers: 623 Clients Per Manager: N/A U.S. Branch Offices: 473 Website: privatebank.citibank.com **Tel:** 212-559-9470 14. RBC WEALTH MANAGEMENT

**U.S./CITY NATIONAL BANK** 

Minimum Account: N/A

U.S. Private-Client AUM: \$99.7 bil

Rank 2016: 13

Clients Per Manager: N/A

U.S. Private-Client AUM: \$579.2 bil

Median Account: \$15.9 mil	Website: bernstein.com	21. ROBERT W. BAIRD	Clients Per Manager: N/A
Wealth Managers: 1,920	<b>Tel:</b> 312-696-7833	Rank 2016: 20	U.S. Branch Offices: 24
Clients Per Manager: N/A	email: rich.bindler@bernstein.com	U.S. Private-Client AUM: \$44.6 bil	Website: bmowealthmanagement.com
U.S. Branch Offices: 202		Minimum Account: N/A	<b>Tel:</b> 312-461-5536
Website: rbcwealthmanagement.com	18. STIFEL PRIVATE CLIENT GROUP	Median Account: N/A	email: jasonr.miller@bmo.com
<b>Tel:</b> 612-371-2711	Rank 2016: 19	Wealth Managers: 855	
	U.S. Private-Client AUM: \$51.1 bil	Clients Per Manager: 164	25. SUNTRUST PRIVATE WEALTH
15. PNC	Minimum Account: N/A	U.S. Branch Offices: 88	MANAGEMENT
Rank 2016: 16	Median Account: \$7.8 mil	Website: rwbaird.com	Rank 2016: 17
U.S. Private-Client AUM: \$87 bil	Wealth Managers: 2,200	<b>Tel:</b> 414-298-1714	U.S. Private-Client AUM: \$30.9 bil
Minimum Account: \$1 mil	Clients Per Manager: 257	email: ksweeney@rwbaird.com	Minimum Account: N/A
Median Account: N/A	U.S. Branch Offices: 354		Median Account: \$8.7 mil
Wealth Managers: 790	Website: stifel.com	22. LPL FINANCIAL	Wealth Managers: 323
Clients Per Manager: N/A	<b>Tel:</b> 314-342-2219, 314-342-7475	Rank 2016: 23	Clients Per Manager: N/A
U.S. Branch Offices: 100	email: hofstettl@stifel.com,	U.S. Private-Client AUM: \$38.4 bil	U.S. Branch Offices: 93
Websites: pnc.com,	geraghtyr@stifel.com	Minimum Account: \$5 mil	Websites: suntrust.com/reserve,
pnc.com/wealthmanagement,		Median Account: \$7 mil	genspring.com
pnc.com/hawthorn	19. U.S. BANK WEALTH	Wealth Managers: 2,493	Tel: 866-841-4287
<b>Tel:</b> 888-762-6226	MANAGEMENT	Clients Per Manager: N/A	email: privatewealthmanagement@
email: wealthmanagement@pnc.com	Rank 2016: 18	U.S. Branch Offices: N/A	suntrust.com
	U.S. Private-Client AUM: \$48.8 bil	Website: lpl.com	
16. BESSEMER TRUST	Minimum Account: N/A	Tel: 858-779-5585	26. WILMINGTON TRUST
Rank 2016: 14	Median Account: N/A	email: thomas.zgliniec@lpl.com	Rank 2016: 27
U.S. Private-Client AUM: \$76 bil	Wealth Managers: 211		U.S. Private-Client AUM: \$28.4 bil
Minimum Account: \$10 mil	Clients Per Manager: N/A	23. NEUBERGER BERMAN	Minimum Account: \$3 mil
Median Account: N/A	U.S. Branch Offices: 218	Rank 2016: 24	Median Account: \$11.2 mil
Wealth Managers: 495	Website: privatewealth.usbank.com	U.S. Private-Client AUM: \$33.2 bil	Wealth Managers: 98
Clients Per Manager: 5	<b>Tel:</b> 855-330-6916	Minimum Account: \$1 mil	Clients Per Manager: N/A
U.S. Branch Offices: 17		Median Account: \$10 mil	U.S. Branch Offices: 48
Website: bessemer.com	20. FIRST REPUBLIC	Wealth Managers: 95	Website: wilmingtontrust.com
<b>Tel:</b> 212-708-9349	Rank 2016: 21	Clients Per Manager: N/A	Tel: 302-636-6352
email: wilcox@bessemer.com	U.S. Private-Client AUM: \$44.7 bil	U.S. Branch Offices: 9	email: dmeister@wilmingtontrust.com
	Minimum Account: \$0.5 mil	Website: nb.com	
17. BERNSTEIN PRIVATE WEALTH	Median Account: \$1.2 mil	Tel: 800-234-9840	27. BROWN BROTHERS HARRIMAN
MANAGEMENT	Wealth Managers: 128	email: krende@nb.com	PRIVATE WEALTH MANAGEMENT
<b>Rank 2016:</b> 15	Clients Per Manager: 122		Rank 2016: 25
U.S. Private-Client AUM: \$60.6 bil	U.S. Branch Offices: 13	24. BMO PRIVATE BANK	U.S. Private-Client AUM: \$28 bil
Minimum Account: N/A	Website: firstrepublic.com/	Rank 2016: 22	Minimum Account: \$10 mil
Median Account: N/A	wealthmanagement	U.S. Private-Client AUM: \$32.2 bil	Median Account: \$15 mil
Wealth Managers: 250	<b>Tel:</b> 310-407-1385	Minimum Account: \$1 mil	Wealth Managers: N/A
Clients Per Manager: N/A	email: ngentin@firstrepublic.com	Median Account: N/A	Clients Per Manager: N/A
U.S. Branch Offices: 18	_	Wealth Managers: 850	U.S. Branch Offices: 7

Website: bbh.com	31. BB&T	Wealth Managers: 750	Tel: 312-962-3800
Tel: 212-483-1818	Rank 2016: 34	Clients Per Manager: 173	email: kprikazsky@hightoweradvisors
email: charles.izard@bbh.com	U.S. Private-Client AUM: \$22.3 bil	U.S. Branch Offices: 110	.com
	Minimum Account: N/A	Website: janney.com	
28. BROWN ADVISORY	Median Account: N/A	<b>Tel:</b> 215-665-6000	38. SCS FINANCIAL
Rank 2016: 29	Wealth Managers: 426	email: request@janney.com	Rank 2016: 36
U.S. Private-Client AUM: \$26.8 bil	Clients Per Manager: 126	. (2)	U.S. Private-Client AUM: \$17 bil
Minimum Account: N/A	U.S. Branch Offices: 94	35. SILVERCREST ASSET	Minimum Account: \$25 mil
Median Account: \$6.2 mil	Website: bbt.com/wealth	MANAGEMENT GROUP	Median Account: \$52 mil
Wealth Managers: 61	Tel: 800-388-3085	Rank 2016: 35	Wealth Managers: 11
Clients Per Manager: 53	email: wealthsolutions@bbandt.com	U.S. Private-Client AUM: \$18.2 bil	Clients Per Manager: 13
U.S. Branch Offices: 7	G	Minimum Account: \$5 mil	U.S. Branch Offices: 2
Website: brownadvisory.com	32. KEY PRIVATE BANK	Median Account: \$6.7 mil	Website: scsfinancial.com
Tel: 410-537-5585	Rank 2016: 33	Wealth Managers: 23	<b>Tel:</b> 617-204-6400
email: dgodine@brownadvisory.com	U.S. Private-Client AUM: \$21.6 bil	Clients Per Manager: 30	email: pmattoon@scsfinancial.com
-	Minimum Account: \$1 mil	U.S. Branch Offices: 7	
29. ATLANTIC TRUST PRIVATE	Median Account: \$1.8 mil	Website: silvercrestgroup.com	39. WILLIAM BLAIR
WEALTH MANAGEMENT	Wealth Managers: 333	Tel: 212-649-0600	Rank 2016: 40
Rank 2016: 30	Clients Per Manager: 101	email: rhough@silvercrestgroup.com	U.S. Private-Client AUM: \$16.1 bil
U.S. Private-Client AUM: \$25.8 bil	U.S. Branch Offices: 44		Minimum Account: \$3 mil
Minimum Account: \$5 mil	Website: key.com/kpb	36. REGIONS PRIVATE WEALTH	Median Account: N/A
Median Account: N/A	<b>Tel:</b> 216-689-3169	MANAGEMENT	Wealth Managers: 89
Wealth Managers: 80	email: rick_j_weigle@keybank.com	Rank 2016: N/A	Clients Per Manager: N/A
Clients Per Manager: N/A		U.S. Private-Client AUM: \$17.5 bil	U.S. Branch Offices: 4
U.S. Branch Offices: 14	33. CAPITAL GROUP PRIVATE	Minimum Account: \$0.5 mil	Website: williamblair.com
Website: cibcatlantictrust.com	CLIENT SERVICES	Median Account: \$1.1 mil	<b>Tel:</b> 312-236-1600
<b>Tel:</b> 617-531-6954	Rank 2016: 31	Wealth Managers: 174	email: jbrennan@williamblair.com,
email: squeler@atlantictrust.com	U.S. Private-Client AUM: \$20.7 bil	Clients Per Manager: N/A	rdevore@williamblair.com
	Minimum Account: \$5 mil	U.S. Branch Offices: 96	
30. GLENMEDE	Median Account: \$7.4 mil	Website: regions.com	40. FIDUCIARY TRUST CO.
Rank 2016: 28	Wealth Managers: 38		INTERNATIONAL
U.S. Private-Client AUM: \$25 bil	Clients Per Manager: 31	37. HIGHTOWER	Rank 2016: 39
Minimum Account: \$5 mil	U.S. Branch Offices: 7	Rank 2016: N/A	U.S. Private-Client AUM: \$15.4 bil
Median Account: \$10.8 mil	Website: thecapitalgroup.com/pcs	U.S. Private-Client AUM: \$17.2 bil	Minimum Account: \$5 mil
Wealth Managers: 73	<b>Tel:</b> 866-421-2166	Minimum Account: \$1 mil	Median Account: \$12 mil
Clients Per Manager: 24	email: jsaa@capgroup.com	Median Account: N/A	Wealth Managers: 36
U.S. Branch Offices: 7		Wealth Managers: 194	Clients Per Manager: 38
Website: glenmede.com	34. JANNEY MONTGOMERY SCOTT	Clients Per Manager: 100	U.S. Branch Offices: 10
<b>Tel:</b> 215-419-6027	Rank 2016: 38	U.S. Branch Offices: 74	Website: fiduciarytrust.com
email: laura.larosa@glenmede.com	U.S. Private-Client AUM: \$19 bil	Website: hightoweradvisors.com	<b>Tel:</b> 877-384-1111
	Minimum Account: N/A		email: emily.dreas@ftci.com
	Median Account: \$7.3 mil		