

### **Forbes/Shook Disclosure**

\*Forbes/SHOOK Research listings are based on data compiled by many of the nation's most productive advisors, selected by their firms, which is then submitted to and judged by SHOOK Research. Key factors and criteria include: assets under management, revenue produced over a three year period, regulatory and compliance record, and credentials/years of professional experience. Portfolio performance is not a factor.

### **Barron's Disclosure**

\*Factors considered in the Barron's ranking include assets under management, revenue produced for the firm, client satisfaction, regulatory record and philanthropic work. Barron's Magazine February 2015, 2014, 2011, 2010, and 2009 issues. The Registered Rep. magazine ranking is based on assets under management August 2010.

### **Registered Rep. Top 100 IBD financial advisor list Disclosure**

\*The annual Registered Rep. Top 100 IBD financial advisor list was spearheaded this year by Discovery, an online database of financial service intermediaries published by the Financial Information Group of Shrewsbury, N.J. Discovery has created a proprietary methodology for ranking FINRA registered representatives. In this list, the advisors were ranked by assets under management using the Discovery-RR database system. Discovery maintains data on the registered rep universe then validates the ranking via direct survey.

### **Five Star Wealth Manager Disclosure**

\*The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria. Eligibility criteria – required: 1. Credentialed as a registered investment adviser or a registered investment adviser representative; 2. Actively licensed as a registered investment adviser or as a principal of a registered investment adviser firm for a minimum of 5 years; 3. Favorable regulatory and complaint history review (As defined by Five Star Professional, the wealth manager has not; A. Been subject to a regulatory action that resulted in a license being suspended or revoked, or payment of a fine; B. Had more than a total of three settled or pending complaints filed against them and/or a total of five settled, pending, dismissed or denied complaints with any regulatory authority or Five Star Professional's consumer complaint process. Unfavorable feedback may have been discovered through a check of complaints registered with a regulatory authority or complaints registered through Five Star Professional's consumer complaint process; feedback may not be representative of any one client's experience; C. Individually contributed to a financial settlement of a customer complaint; D. Filed for personal bankruptcy within the past 11 years; E. Been terminated from a financial services firm within the past 11 years; F. Been convicted of a felony); 4. Fulfilled their firm review based on internal standards; 5. Accepting new clients. Evaluation criteria – considered: 6. One-year client retention rate; 7. Five-year client retention rate; 8. Non-institutional discretionary and/or non-discretionary client assets administered; 9. Number of client households served; 10. Education and professional designations. Wealth managers do not pay a fee to be considered or placed on the final list of Five Star Wealth Managers. Award does not evaluate quality of services provided to clients. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The Five Star award is not indicative of the wealth manager's future performance. Wealth managers may or may not use discretion in their practice and therefore may not manage their client's assets. The inclusion of a wealth manager on the Five Star Wealth Manager list should not be construed as an endorsement of the wealth manager by Five Star Professional or this publication. Working with a Five Star Wealth Manager or any wealth manager is no guarantee as to future investment success, nor is there any guarantee that the selected wealth managers will be awarded this accomplishment by Five Star Professional in the future. For more information on the Five Star award and the research/selection methodology, go to [fivestarpromotional.com](http://fivestarpromotional.com). 6,097 New Jersey area wealth managers were considered for the award; 477 (8 percent of candidates) were named 2019 Five Star Wealth Managers. 2018: 4,383 considered, 415 winners; 2017: 3,868 considered, 664 winners; 2016: 4,143 considered, 626 winners; 2015: 5,063 considered, 672 winners; 2014: 3,315 considered, 646 winners; 2013: 4,049 considered, 733 winners; 2012: 1,312 considered, 400 winners.

### **BBB Rating**

Better Business Bureau Ratings are based on type of business, time in business, competency licensing, compliant volume, unanswered complaints unresolved complaints, serious complaints, complaint analysis, complaint resolution delayed, failure to address complaint pattern, government action, advertising review, background information, clear understanding of business, mediation/arbitration, accredited business status and revocation of such status. Grades are determined by awarding and deducting points for each element and then looking at the resulting score as a percentage of the highest score attainable. The highest grade is A+ and lowest grade is F. Grades reflect the BBB's degree of confidence that a business is trustworthy and will make good faith efforts to resolve issues. Rankings should not be considered an endorsement of the advisor's services and are not indicative of future performance. For more information please see [www.bbb.org/business-reviews/ratings/overview.html](http://www.bbb.org/business-reviews/ratings/overview.html).