

# KANSAS CITY BUSINESS JOURNAL

## BANKING & FINANCIAL SERVICES

# Forbes rates 52 Kansas City-area wealth advisers among best in Kansas, Missouri

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Forbes has released its annual rankings of the top wealth advisers by state, and 52 Kansas City-area professionals made the cut.

The rankings, which were developed by Shook Research LLC, are based on an algorithm that weighs assets under management, client retention, revenue produced for their firms, a review of compliance records, industry experience, firm nominations and interviews focused on measuring best practices.

According to the magazine and the Boca Raton, Florida-based wealth adviser research organization, “investment performance is not a criterion because client objectives and risk tolerances vary, and advisers rarely have audited performance reports.”

Nationally, Forbes received 34,925 nominations, based on qualification thresholds such as a minimum of seven years as an adviser, one year with current firm and a firm nomination. Of that group, 19,640 were invited to complete online surveys from Shook Research, which ultimately ranked more than 6,500 advisers.

Among advisers on the Kansas side of the metro, **Tom Freeman of Leawood-based FCS Family Office** led the way at No. 1 in the state, with team assets of \$1.8 billion. He was followed at No. 2 by Scott Ferguson in Morgan Stanley Wealth Management’s Leawood office, with \$1.7 billion in team assets.

Of the 51 Kansas advisers ranked, 32 of them were based in the Kansas City area.

On the Missouri side of the metro, Forbes divides its rankings into St. Louis-based advisers and non-St. Louis advisers. There were 50 advisers included in the St. Louis rankings.

A total of 20 Kansas City-area advisers ranked on the 60-person non-St. Louis list, including Gordon Hamilton III with the Kansas City office of Morgan Stanley Wealth Management. Ranking No. 4 on the Missouri ranking, Hamilton reported \$1.9 billion in team assets.

Of the 52 local advisers recognized, Morgan Stanley



**Of the 52 local advisers recognized, 32 of them were based on the Kansas side of the metro, including nine of the top 10 in the state.**

Wealth Management landed 16 advisers on the rankings. Merrill Lynch Wealth Management pulled in 10 recommended advisers. UBS Wealth Management scored five advisers. All three firms were represented by advisers from their Kansas City and Leawood offices.

Fifteen other firms had local advisers make the rankings, but none had more than two advisers make the cut.

On the Kansas side, local advisers captured nine of the top 10 spots. Here are the seven not mentioned earlier:

- No. 3: Jacob Kern (Mariner Wealth Advisors)
- No. 4: Trey Barnes (Mariner Wealth Advisors)
- No. 5: Rick Homuth (Merrill Lynch Wealth Management)
- No. 7: Philip Verhaeghe (Merrill Lynch Wealth Management)
- No. 8: Greg Harvey (Integrated Wealth Solutions)
- No. 9: Dianna Smith (Morgan Stanley Wealth Management)
- No. 10: Matthew Thompson (Ameriprise Financial Services)

On the Missouri ranking, Kansas City-area advisers hold three of the top 10 spots. In addition to Hamilton, Dennis Williams of Morgan Stanley Private Wealth Management ranked No. 5, and Jim Hise of Merrill Private Wealth Management ranked No. 7.