

THE LIST

Managed by Margaret Barrientos
713-395-9626, @HBJMargaret
mbarrientos@bizjournals.com

TOP WEALTH MANAGEMENT FIRMS & PRACTICES

INVESTMENT MINIMUMS OF
MORE THAN \$1 MILLION

RANKED BY ASSETS PER LOCAL CLIENT 2017

Practice Name Website	Address Phone	Assets Per Local Client	AUM for Houston Clients ¹	Local Clients	Investment Minimum	Top Local Executive	Associated Company ² Year Founded Locally
1 Sentinel Trust Company, LBA sentineltrust.com	2001 Kirby Dr., #1200 Houston, TX 77019 713-529-3729	\$112 million	\$3.7 billion	35	\$25 million	D. Fort Flowers, Jr., chairman, CEO info@sentineltrust.com	Independent firm 1997
2 Tactical Associates pwa.ml.com/tactical_associates/	600 Travis St., #7400 Houston, TX 77002 713-632-8373	\$36 million	\$1.5 billion	100	\$10 million	Phil Dodson, managing director, private wealth advisor phil_dodson@aml.com Malia Morales, senior vice president, private wealth advisor malia_morales@aml.com	Merrill Lynch 1972
3 Smith Warren & Associates pbig.ml.com/pwa/system/ advisorpage.aspx?pageurl=smithwarren	600 Travis St., #7400 Houston, TX 77002 713-632-9005	\$25 million	\$4.03 billion	125	\$10 million	Champ Warren, managing director wealth management, private wealth advisor	Merrill Lynch ³ 2007
4 The Kline Group morganstanleyfa.com/theclinegroup	16055 Space Center Blvd., #100 Houston, TX 77062 281-320-3311	\$17 million	\$200,000	120	\$1 million	Sally Kline, senior vice president sally.kline@morganstanley.com	Morgan Stanley 1995
5 CIBC Atlantic Trust Private Wealth Management cibcatlantictrust.com	11 Greenway Plz., #2625 Houston, TX 77046 832-941-5760	\$12.06 million	\$1.11 billion	92	\$5 million	H. Scott Caven, managing director, co-head scaven@cibcatlantictrust.com Bas Solleveld, Managing Director, Co-head	CIBC Atlantic Trust Private Wealth Management 2003
6 Avalon Advisors LLC avalonadvisors.com	2929 Allen Pkwy., #3000 Houston, TX 77019 713-238-2050	\$10 million	\$6.71 billion	621	\$5 million	Chase Robison, CEO, CFO	Independent firm 2001
7 The Novelli Group fa.morganstanley.com/thenovelligroup/ index.htm	600 Travis, #3700 Houston, TX 77005 713-512-6642	\$10 million	\$1.4 billion	130	\$2.5 million	David Novelli, wealth management managing director david.a.novelli@morganstanley.com	Morgan Stanley 1992
8 Hourglass Capital LLC hourglasscapital.com	4409 Montrose Blvd., #100 Houston, TX 77006 713-936-0440	\$8 million	\$660 million	80	\$1 million	Ken Moffet, principal Drew Anton, Principal John Moffet, Principal	Independent firm 2008
9 Eagle Global Advisors eagleglobal.com	1330 Post Oak Blvd., #3000 Houston, TX 77056 713-952-3550	\$5.5 million	\$3.72 billion	670	\$1 million	Eddie Allen, senior partner, portfolio manager EAllen@eagleglobal.com	Independent firm 1996
10 Segment Wealth Management LLC segmentwm.com	3040 Post Oak Blvd., 1725 Houston, TX 77056 713-800-7151	\$4.16 million	\$561.94 million	135	\$5 million	Gil Baumgarten, president gil.baumgarten@segmentwm.com	Independent firm 2010
11 Patriot Wealth Management Inc. patriotwealth.com	1800 Bering, #250 Houston, TX 77057 713-344-9300	\$3.26 million	\$792.84 million	243	\$1 million	Robert Leslie, chief investment officer robert@patriotwealth.com	Independent firm 2004
12 Westwood Trust westwoodtrust.com	10000 Memorial Dr., #650 Houston, TX 77024 713-683-7070	\$3.03 million	\$1.75 billion	579	\$1 million	Leah Bennett, president Maureen Phillips, senior vice president	Westwood Trust 1982
13 Investec Wealth Strategies investecwealth.com	4900 Woodway Dr., #550 Houston, TX 77056 713-622-9111	\$2.22 million	\$374.25 million	174	\$1 million	John Goot, president, CEO	Independent firm 1984
14 Efficient Wealth Management EfficientWealthManagement.com	2829 Technology Forest Blvd., #300 The Woodlands, TX 77381 281-528-1200	\$2.14 million	\$250.92 million	117	\$1 million	Paul Carroll, CEO Paul@EfficientWealthManagement.com	Independent firm 2005
15 J.D. Joyce Investment Management Group LLC jdjoyceimg.com	1811 Bering Dr., #250 Houston, TX 77057 713-714-8500	\$2.04 million	\$226.64 million	111	\$1 million	John David "J.D." Joyce, president jdjoyce@jdjoyce.com	Independent firm 2013
16 Linscomb & Williams linscomb-williams.com	1400 Post Oak Blvd., #1000 Houston, TX 77056 713-840-1000	\$1.98 million	\$1.99 billion	1,500	\$1 million	J. Harold Williams, president, CEO hwilliams@linscomb-williams.com	Independent firm 1971
17 Tanglewood Total Wealth Management Inc. tanglewoodwealth.com	1400 Post Oak Blvd., #550 Houston, TX 77056 713-840-8880	\$1.97 million	\$601.3 million	306	\$2 million	John Merrill, president jmerrill@tanglewoodwealth.com	Independent firm 1979
18 MBR Financial mbrfinancial.com	2000 W. Loop S., #1510 Houston, TX 77027 832-667-8787	\$1.9 million	\$428.02 million	252	\$1 million	Trey Brady, principal Mary Margolis, principal	Independent firm 2011
19 Stavis & Cohen Financial staviscandcohen.com	1330 Post Oak Blvd., #2190 Houston, TX 77056 713-275-7750	\$1.87 million	\$315.84 million	169	\$2 million	Deborah Stavis, founder, CEO dstavis@staviscandcohen.com H. Edward Cohen, founder, CIO ecohen@staviscandcohen.com	Independent firm 2009
20 South Texas Money Management Ltd. stmmlltd.com	1 Riverway, 777 S. Post Oak Ln., #2055 Houston, TX 77056 713-683-3818	\$1.82 million	\$504.33 million	347	\$1 million	Jeanie Wyatt, CEO, CIO jwyatt@stmmlltd.com	Independent firm 2003
21 HFG Wealth Management LLC hfgwm.com	1790 Hughes Landing, #350 The Woodlands, TX 77380 832-585-0110	\$1.72 million	\$285.17 million	216	\$1 million	Larry Harvey, founder, CEO larry@hfgwm.com	Independent firm 2006
22 Financial Synergies Wealth Advisors Inc. finsyn.com	4265 San Felipe, #1450 Houston, TX 77027 713-623-6600	\$1.52 million	\$655 million	450	\$1 million	Mike Booker, founding shareholder mbooker@finsyn.com	Independent firm 1986
23 FOCUS Wealth Advisors LLC focus-wa.com	4900 Woodway Dr. #675 Houston, TX 77056 713-800-7170	\$1.5 million	\$150 million	100	\$1 million	Mark Frugoni, co-founder, principal info@focus-wa.com	Independent firm 2011
24 Pin Oak Investment Advisors Inc. pinoak.com	510 Bering #100 Houston, TX 77057 713-871-8300	\$1.2 million	\$325 million	150	\$1 million	Barrett Rouse, president barrett@pinoak.com	Pin Oak Investment Advisors Inc. 1989
25 Rhame & Gorrell Wealth Management rgwealth.com	1330 Lake Robbins #360 The Woodlands, TX 77380 832-789-1100	\$994,807	\$236.14 million	246	\$1 million	Jeffrey Rhame, president jeff@rgwealth.com	Independent Firm 2016

¹ Assets under management for Houston-area clients as of Dec. 31, 2016.

² Some entities on The List are practices within larger companies. The company name is listed, and "independent firm" designates firms that are legally independent entities.

³ Merrill Lynch Private Banking and Investment Group

► CLOSER LOOK

ABOUT THE LIST
Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by the Houston Business Journal. Only those that responded to our inquiries were listed. In case of ties, companies are listed alphabetically.

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N/A = information not available



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