

HORIZONTAL TEAMS

Team	Firm	Location	Team Total Assets
1 Team 545: Gregory Vaughan, Bob Dixon, Mark Douglass, Jason Bogardus	Morgan Stanley	Menlo Park, CA	\$12,000,000,000
2 The Cename Team: August Cename, Peter Motta, Mike Denti, Charles Jarrett	Merrill Lynch & Co.	Columbus, OH	\$7,430,000,000
3 KKM Team: Thomas Keegan, Andy Kraus, Bob McGinty, Jeff Bryan, Michael Paradise	Merrill Lynch & Co.	New York, NY	\$12,800,000,000
4 Rukeyser & Williams: Alex Williams, Peter Rukeyser	Morgan Stanley	New York, NY	\$2,700,000,000
5 The Jones, Zafari, Klein, Tourmat & Castagnola Group: Richard Jones, Reza Zafari, Jerry Klein, Tom Tourmat, Joseph Castagnola	Merrill Lynch & Co.	Los Angeles, CA	\$11,000,000,000
6 Private Asset Management: Michael Klein, Gerald Gerndt, Philip Dallman, James Schultz	Robert W. Baird & Co.	Milwaukee, WI	\$6,200,000,000
7 Griffo/Guernsey Group: Andrew Griffo, Alan Guernsey, Felicia Di Silvestro, Andrew Rothstein	Smith Barney	Chicago, IL	\$2,615,240,500
8 Deutsche Bank Alex. Brown: Patrick McBrien, Scott Zelnick	Deutsche Bank Alex. Brown	New York, NY	\$6,850,000,000
9 Morgan Stanley: Eric Yamin, Robert Dunn	Morgan Stanley	New York, NY	\$4,200,000,000
10 Credit Suisse: Sonia Atkiss, Matt Buchsbaum, Scott Rosenberg, Jerry Costello	Credit Suisse Securities (USA) LLC	New York, NY	\$3,300,000,000
11 Eckerline, Bencini and Boyd Group: Peter Eckerline, Barbara Bencini, Christina Boyd, Joe Gibbons	Merrill Lynch & Co.	Wayzata, MN	\$1,800,000,000
12 The Harbor Group: John Vessa, Jeff Winik, Larry Sobol, Aaron Sheehy, Steve Greenberg, J. Harold Scharf	Citi Family Office	New York, NY	\$4,500,000,000
13 The Summa Group: Jim Miles, Jeffrey Werdesheim, Brian Werdesheim, Ben Posen, Tyler Dritz	Oppenheimer & Co.	Los Angeles, CA	\$1,100,000,000
14 Seneca Group: Lori Van Dusen, David Mattia, Michael Cooper, Steve Flanders, Richard VanKuren, Robert Flanders, Aaron Nardozza	Smith Barney	Rochester, NY	\$5,000,000,000
15 Baldwin/Prassas/Tyndorf: Chris Baldwin, Tom Tyndorf, Chris Prassas	Credit Suisse Securities (USA) LLC	Chicago, IL	\$1,900,000,000
16 The Novelli Group: David Novelli, Diane Gonzales, John Vander Voort	Smith Barney	Houston, TX	\$1,600,000,000
17 Shaffer Consulting Group: Phil Shaffer, Michael Birgeneau, Jennifer Hamant, Michael Rosloniec, Cheryl Carpenter	Citi Institutional Consulting	Columbus, OH	\$4,395,000,000
18 Deutsche Bank Alex. Brown: Andrew Perry, Todd Perry	Deutsche Bank Alex. Brown	New York, NY	\$5,750,000,000
19 Gerson Guarino & Meisel Group: Jeff Gerson, Chris Guarino, Greg Meisel, Rich DiVenuto, Shawn Landau	Smith Barney	New York, NY	\$2,000,000,000
20 The ESOP Group: Bruce Bickley, Keith Mericka	UBS Financial Services	Atlanta, GA	\$2,400,000,000
21 The Brisbin Group: Shane Brisbin, Lars Monroe, Spencer Larson, Scott Treter	Citi Family Office	San Francisco, CA	\$3,400,000,000
22 566: Timothy Emanuels, Richard Petit, L. Steven Ashley, William Ross	Morgan Stanley	San Francisco, CA	\$5,000,000,000
23 The Wise Investor Group: Randy Beeman, Greg Smith, Eric Wightman, Chris Aime, Simon Hamilton	Robert W. Baird & Co.	Reston, VA	\$1,582,000,000
24 The 680 Group: Cosmo Boyd, Richard DuBow, Bill Pahl, Dave Higgins	Smith Barney	Atlanta, GA	\$1,800,000,000
25 D.B. Root & Company: David Root, Jr., Carrie Coghill Kuntz, David Root, Sr., David Hoffmann	D.B. Root & Company	Pittsburgh, PA	\$990,000,000

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HORIZONTAL TEAMS, *continued*

	Team	Firm	Location	Team Total Assets
26	Nelson Braun Group: Dean Braun, Robert Nelson	Smith Barney	Seattle, WA	\$2,700,000,000
27	Trident: Jim Moye, Gene Schatz, Terry Markey, Dan Finnegan, Brian McAuliffe	Morgan Stanley	New York, NY	\$5,100,000,000
28	Winston-Wass-Mancini: Steve Winston, Robert Wass, Rob Mancini	Smith Barney	Los Angeles, CA	\$1,193,000,000
29	The Pelican Bay Group: Anthony Gallea, Richard DiMarzo, Jennifer Hartmann, Timothy Lynch, Stephen Stribling, Paul Hanrahan	Smith Barney	Naples, FL	\$1,474,862,000
30	FTB Group: Daniel Torbeck, Michael Fitzgerald, Robert Bult, Timothy DuMont	UBS Financial Services	Cincinnati, OH	\$1,000,000,000
31	The Canell Group: Jay Canell, Neil Canell, Justin Dembo, Michael Wein	Smith Barney	New York, NY	\$2,200,000,000
32	Goodwin/Wall/Tung: John Goodwin, Patrick Wall, Steve Tung	Morgan Stanley	New York, NY	\$1,478,500,000
33	Deutsche Bank Alex. Brown: Anthony Celentano, Chip Kurtzman, Bryan Rogers	Deutsche Bank Alex. Brown	Philadelphia, PA	\$1,000,000,000
34	Madrigano Group: Jonathon Madrigano, Jared Samas, Stephen Bloom, Robert Ninno, Dan Dichter, Wendy Chon, Harriet Higgins, Benjamin April, Beverly Athanassopoulos, Christopher McConnell	Citi Family Office	New York, NY	\$1,000,000,000
35	Stevenson Paxton Wealth Management Group of Wachovia Securities: John Stevenson, Bill Paxton, John Stevenson Jr.	Wachovia Securities	Quincy, IL	\$950,000,000
36	The Winter Street Group: James Greenho, Evan Dangel, James Greenfield, John Alekna	Smith Barney	Waltham, MA	\$1,000,000,000
37	Satz, Evans Group: Greg Satz, Russell Evans, Catherine Gerst, Eric Taslitz	Merrill Lynch & Co.	Los Angeles, CA	\$1,033,000,000
38	The Anthony, McLaughlin & Offen Group: Brett Anthony, Trip McLaughlin, Matthew Offen	Morgan Stanley	Washington, DC	\$1,580,000,000
39	RM Compass Group: Graham Roberts, Bud Murphy, Jeff Nolde, Jason Pace, Mark Seals	Smith Barney	Atlanta, GA	\$1,242,000,000
40	Crockett, McBride & Associates: Dodee Crockett, Tommy McBride, Michelle Manners, Tim Wilson	Merrill Lynch & Co.	Dallas, TX	\$950,000,000
41	Spectrum Institutional Consulting at Citi: James Pupillo, Alan Klibanoff, Brian Hein, James Cooper, Tyson Kelley, David Brasfield	Citi Institutional Consulting	Scottsdale, AZ	\$1,000,000,000
42	RZH: Carl Zuckerberg, James Relyea, Dana Hanson	Relyea Zuckerberg Hanson, LLC	Stamford, CT	\$829,000,000
43	Morgan Stanley: Mike Strada, Jonathan McRoberts	Morgan Stanley	Honolulu, HI	\$960,000,000
44	Mehaffey/Rimmel Team: James W. Rimmel, William J. Mehaffey, Daniel J. Pessy, James P. Stager	UBS Financial Services	Pittsburgh, PA	\$875,000,000
45	CWS Wealth Management Group: Tim Clepper, Bryan Weber, Charlie Snyder, Kelly Kuennen	Robert W. Baird & Co.	Cleveland, OH	\$700,000,000
46	The Fortis Group: Renato Reali, Paul Vigue, William Platt	Smith Barney	New York, NY	\$1,100,000,000
47	Morgan Stanley PWM: Jonathan Usich, Scott Pofcher, George Pfau, Will Lyon	Morgan Stanley PWM	San Francisco, CA	\$1,050,000,000
48	Elliott, Friedman, Dawson and Kent Wealth Management: Mark Elliott, Scott Friedman, Darren Dawson, John Kent	Wachovia Securities	Palm Beach Gardens, FL	\$700,000,000
49	The Sherman Group at Citi Family Office: Daniel J. Sherman, Arthur I. Sherman, Joyce B. Fischman	Citi Family Office	New York, NY	\$1,200,000,000
50	Noda/Boszhardt: Barbara Noda, Douglas Boszhardt, Kim Wiley, Angela Lew, Hila Moyal	Deutsche Bank Alex. Brown	San Francisco, CA	\$804,411,000

VERTICAL TEAMS

Team	Firm	Location	Team Total Assets
1 Curtis/McDonald Group: Mark Curtis, Karen McDonald	Smith Barney	Palo Alto, CA	\$18,000,000,000
2 Capitol Wealth Management Group: Marvin McIntyre, A.J. Fechter, David Gray, Bob Parr, Don Metzger	Smith Barney	Washington, DC	\$4,000,000,000
3 Phil Scott Group: Phil Scott, Joe Tazes, John Schork, Larissa Thompson	Merrill Lynch & Co.	Bellevue, Wa.	\$2,425,000,000
4 The Cash Management Group: Richard Saperstein, David D'Amico, Jerome Klein	Bear Stearns	New York, NY	\$17,350,000,000
5 The Erdmann Group: Jeff Erdmann, Rob Giannetti, Mark Brookfield	Merrill Lynch & Co.	Greenwich, CT	\$5,000,000,000
6 Chiavacci Team: Louis Chiavacci, Michael Beckerman, Mark Malone	Merrill Lynch & Co.	Coral Gables, FL	\$2,100,000,000
7 The Halbfinger Group: Martin Halbfinger, Clifford Stober, Charles Temel	UBS Financial Services	New York, NY	\$2,157,000,000
8 The Sharma Group: Raj Sharma, Ken Sharma, Chris Kemp	Merrill Lynch & Co.	Boston, MA	\$2,512,658,228
9 UBS Financial Services: Sandy Katz	UBS Financial Services	San Francisco, CA	\$1,628,000,000
10 Dwyer & Associates: Patrick Dwyer, Maria Kattan, Richard Grodin, Rafael Fernandez, Jessica Collante	Merrill Lynch & Co.	Miami, FL	\$2,300,000,000
11 Moran Asset Management Group: Thomas Moran	Wachovia Securities	Naples, FL	\$2,865,278,000
12 Yarkin Group: Allan Yarkin, Hank Boyce, Missy Fierman	Smith Barney	Hollandale, FL	\$2,000,000,000
13 The Bergman Group: Shelley Bergman, Kurt Walters, Steve Duryee, Douglass Fecci, Andrew Levin, Sheryl Dennison	Morgan Stanley	New York, NY	\$1,100,000,000
14 Coleman Group: Roger Coleman, Bruce Burrows, Bart Rule, Mike Welch	Smith Barney	Garden City, NY	\$7,800,000,000
15 Westmoreland Group: Rod Westmoreland, Hugh Moody, Kelly Carroll, David Streib	Merrill Lynch & Co.	Atlanta, GA	\$2,150,000,000
16 Essex Financial Services, Inc: John W. Rafal, Romaine Macomb, J. McAraw, Theresa Donatelli, Tyler Potts	Essex Financial Services, Inc	Essex, CT	\$2,200,000,000
17 The Glassman Group: S. Glassman, J. Walters, M. Bailey, G. Dontonville, R. Zavasky, N. Hilmer, E. Wagner	Merrill Lynch & Co.	Blue Bell, PA	\$1,650,000,000
18 NCA Financial Planners: Kevin Myeroff, Warren Wernick, Dennis Lehman, Carole Weinberg	NCA Financial Planners	Cleveland, OH	\$1,050,000,000
19 RVR Group: Rebecca Rothstein, Evan Rothstein, Mark Varo, Herman Quispe, John Vukson, Tim Leonard, Catherine Buckingham, Mia Maslesa	Smith Barney	Beverly Hills, CA	\$1,700,000,000
20 The Mark Orgel Investment Group: Mark Orgel, Marti Nelson, Samir Murty, Brian Carpenter, Craig Falkner, Wendy Yohnk	RBC Wealth Management	Eau Claire, WI	\$3,525,000,000
21 The Potomac Group: George Dunn, Peter Dunne	Smith Barney	Washington, DC	\$4,800,000,000
22 The Optimal Service Group: Joseph Montgomery, TC Wilson, Judy Halstead, Robin Wilcox, Bryce Lee	Wachovia Securities	Williamsburg, VA	\$16,000,000,000
23 MPW Group: Scott Magnesen, Malcolm Proudfoot, Lance Walker	Morgan Stanley	Oak Brook, IL	\$1,525,000,000
24 The Hart Group: R. Hart, P. Le Blanc, S. Johnston, R. Jensen, R. Croley	Smith Barney	Atlanta, GA	\$4,917,559,000
25 La Placa Group: David La Placa, Jay Casey	Deutsche Bank Alex. Brown	San Francisco, CA	\$2,500,000,000

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VERTICAL TEAMS, *continued*

	Team	Firm	Location	Team Total Assets
26	Wachovia Securities: Kurt Sylvia, Omar Cujar, Heather Helpfrey, Shaun Lobeck, Timothy Smith, Torren Szuluk	Wachovia Securities	Palm Beach, FL	\$1,350,000,000
27	The Financial Network Group: Nathan Bachrach, Edward Finke, Richard Mayer, Deanna Purvis, Alex Scott	The Financial Network Group	Cincinnati, OH	\$1,035,000,000
28	The Bloch Group: Stephen Bloch, Robert Axelrod, Heather Berry, Steven Gurtov	Morgan Stanley	Aventura, FL	\$2,400,000,000
29	The Donohue Group: Mark Donohue, Kevin Toolan, Christopher Vollmer, George Massaro	RBC Wealth Management	New York, NY	\$875,000,000
30	KLK Wealth Management Group: John Kuhlavi, Charles Kurrie, Bob Lewis, Aaron Romain, Nicole Holmes	Merrill Lynch & Co.	Farmington Hills, MI	\$850,000,000
31	The Strachan Group: Brian Strachan, Michael Hession, Keri Alles, Rawlins Heaton, Katherine Murphy	Citi Family Office	Boston, MA	\$1,950,000,000
32	Boggs Wealth Management Group of Wachovia Securities: Larry Boggs, Patsy Stullenbarger, Steven Stroup, Brian Kelly, Mirjhana Boggs-Buck	Wachovia Securities	Cumberland, MD	\$836,000,000
33	The RMD Wealth Management Group: Jose Rivera, Armand Del Medico, David Maldonado	Morgan Stanley	New York, NY	\$830,000,000
34	Retirement Planning Specialists, Inc.: Thomas Gau, Chad Smith, Ken Unger	Retirement Planning Specialists, Inc.	Ashland, OR	\$702,000,000
35	The Lorch Group: Howard Lorch, Trish Bonnot	Wachovia Securities	Houston, TX	\$1,300,000,000
36	The Mockovciak Woolley Group: John Mockovciak, Matt Woolley	Robert W. Baird & Co.	Dallas, TX	\$1,100,000,000
37	The Sargent Investment Group: Christopher Sargent, Pamela Bolanis	Wachovia Securities	Washington, DC	\$1,000,000,000
38	The Frank Group: Brian Frank, Leah Willingham, Kerry Larkins, Brandy Kirschner, Daniel Cox, Alex Waters, Jonathan Byers	Morgan Stanley	Atlanta, GA	\$720,000,000
39	The Meyer Team: Lorna Meyer, James DeMartini IV, Rose Hito, Bonnie Nealan, Travis Hoyt	Merrill Lynch & Co.	San Francisco, CA	\$1,650,000,000
40	The Peters Group: Kevin Peters, Wenton Camporin, Kate Stapleton, Michael Lee, Roya Ghavami, Kim Flagg, Cecil Shepherd	Morgan Stanley	Purchase, NY	\$1,400,000,000
41	Fragasso Financial Advisors: Robert Fragasso, A. Voicu, D. Graver, M. Fertig, N. Sales, R. Amelio	Fragasso Financial Advisors	Pittsburgh, PA	\$18,000,000,000
42	The Klotz Group: Jeffrey Klotz, Barry Blaustein, Tara Krasucky	Morgan Stanley	New York, NY	\$1,100,000,000
43	Professional Planning Group: Malcolm A. Makin, Chris Wallace, Dan Makin, Peter Wallace	Raymond James Financial Services	Westerly, RI	\$770,000,000
44	Wachovia Securities: Mark Lippman, Robert Freed	Wachovia Securities	Linwood, NJ	\$700,000,000
45	The Korbell Team: John Korbell, Kathy Fischer-Costello, Alan Pearson	Smith Barney	San Antonio, TX	\$1,200,000,000
46	Royal Alliance: Meg Green, Todd Battaglia, Diana Plucienkowski, Christina Allman, Sean O'Halloran, Kevin McGann	Royal Alliance	N. Miami Beach, FL	\$840,000,000
47	Northwest Capital Group: Michael Ernst, John Stoesser, Steve Oliver	Smith Barney	Bellevue, WA	\$1,035,000,000
48	Morgan Stanley: Roger Stephens, Ted Fisher, Daniel Rothenberg, Christine Isip	Morgan Stanley	Los Angeles, CA	\$1,700,000,000
49	Bartholomew & Company, Inc: Thomas Bartholomew, Robert Harris, Charles Patterson, Joshua Paul	Bartholomew & Company, Inc	Worcester, MA	\$660,000,000
50	The Elkins Davies Jones Le Group: Barry Elkins, Pam Davies, Ellen Jones, Andrew Le	Morgan Stanley	Palo Alto, CA	\$1,550,000,000

FAMILY TEAMS

Team	Firm	Location	Team Total Assets
1 Cooke Financial Group: John Cooke, Chris Cooke, Brian Cooke	Wachovia Securities	Indianapolis, IN	\$1,300,000,000
2 Ford Group: Harry M. Ford Jr., Mitch Ford, Mac Ford, Eric Walker	Smith Barney	Baltimore, MD	\$600,000,000
3 The Bapis Group: Nick Bapis, Michael Bapis, Alethia Bapis	Morgan Stanley	Salt Lake City, UT	\$1,300,000,000
4 The Coutant Group: Barry Coutant, Kevin Coutant, Keith Coutant	Merrill Lynch & Co.	Greenwich, CT	\$900,000,000
5 The Kelly Group: Brian J. Kelly, Brian J. Kelly Jr., Marybeth Emson	Smith Barney	Florham Park, NJ	\$889,535,000
6 Ciccarelli Advisory Services, Inc.: Kim Ciccarelli Kantor, Raymond Ciccarelli, Paul Ciccarelli, Jill Ciccarelli, Anthony Curatolo, Lynn Ferraina	Ciccarelli Advisory Services/ FSC Securities Corp.	Naples, FL	\$1,500,000,000
7 Salvino Financial Advisory Team: Alfred Salvino, Thomas Salvino, John Salvino	William Blair & Company	Chicago, IL	\$400,000,000
8 The Sager/Swasey Group: Sharon Sager, Loring Swasey, Hillary Cullen, Michele Fritz, Mary Hoens	UBS Private Wealth Management	New York, NY	\$680,000,000
9 The Jaffe Group: Barbara Jaffe, Bradley Zimmerman, Sanford Zimmerman, Diane Pauly, Raquel Zisman	Wachovia Securities	Jacksonville, FL	\$750,000,000
10 The Corey Group: Lee Corey, Dail Turner	Morgan Stanley	Alexandria, VA	\$570,000,000
11 The Swanson Group: Keith Swanson, Rick Stachon, Meredith Swanson, Alan Beck, Robert Chleborad	Citi Family Office/Citi Institutional Consulting	West Des Moines, IA	\$600,000,000
12 Keator Group: Sheila Keator, David Keator, Frederick Keator, Matthew Keator	Keator Group, LLC of Wachovia Securities	Pittsfield, MA	\$425,000,000
13 The Austin-Decher Group: Wanda Austin, John Decher III, Christina Austin	Smith Barney	Newport News, VA	\$350,000,000
14 Harmon Financial Advisors, Inc.: Jack Harmon, Jack Harmon II, Brad Harmon	Raymond James Financial Services	Atlanta, GA	\$302,000,000
15 Hack Wealth Management: Paul Hack, Jay Hack, Mara Moss, Joei Scarrantino, Jennifer Janson	Raymond James & Associates	Farmington Hills, MI	\$425,000,000
16 The Chappell Group: Robert Chappell, Brent Chappell, Bradley Chappell	Merrill Lynch & Co.	The Woodlands, TX	\$360,000,000
17 The Lang Investment Group: Bruce Lang, Andrew Lang, Todd Lang, Gabrielle Sherry, Cindy Bacon	Wachovia Securities	Denver, CO	\$900,000,000
18 The Whitney Group: Lori Whitney, David Whitney	Smith Barney	San Mateo, CA	\$375,000,000
19 Ford Financial Group: Carole Ford, James Ford	LPL Financial Services	Fresno, CA	\$330,000,000
20 The Stoner Group: Charles Stoner, Eileen Stoner	Morgan Stanley	Huntersville, NC	\$300,000,000
21 McNamara Financial: Michael McNamara, Justin McNamara, Alyssa McNamara	Commonwealth Financial Network	Marshfield, MA	\$305,000,000
22 The Torcivia Group: Paul Torcivia, Robert Torcivia, Michelle Torcivia Madsen, Maureen Torcivia	Smith Barney	Florham Park, NJ	\$278,000,000
23 Raymond James Financial Services: Richard W. Basler, Darin F. Basler, Daniel J. Basler, Denise L. Essmyer, Dirk S. Basler, Patricia M. Beelman	Raymond James Financial Services	St. Louis, MO	\$275,000,000
24 Commonwealth Financial Network: Michael Ovshak, Nancy Ovshak	Commonwealth Financial Network	New Brighton, MN	\$185,000,000
25 The Owens Group: Gordon Owens, Meade Owens, Josephine Oliva	Robert W. Baird & Co.	Orlando, FL	\$198,000,000
26 The Spencer Group: Charles R. Spencer Jr., Charles R. "Tripp" Spencer III, Edward G.S. "Ned" Spencer	Smith Barney	Newport News, VA	360,000,000,
27 Ramirez Wealth Management: David J. Ramirez, David S. Ramirez, Kenneth J. Ramirez	UBS Financial Services	Paramus, NJ	\$400,000,000
28 Leveroni Financial Management: Timothy Leveroni, Daniel Leveroni, Joanne C.R. Leveroni, Richard Rogers	Leveroni Financial Management	Braintree, MA	\$465,000,000
29 The Kelly Group: John B. (Jack) Kelly, John B. Kelly II, Robert W. Kelly, Maria Grace Ozer, Danielle Ogawa	Smith Barney	New York, NY	\$365,550,292
30 The Gray Group: Robert Gray, Maureen Gray, Timothy Gray	Smith Barney	Worcester, MA	\$210,000,000

1. Total team assets include custodied and non-custodied assets that advisor and team advise. Advisor is ranked on individual assets, or percentage of contribution to team; some individuals on list are not part of teams and assets reflect only their share. Different weightings are assigned to different types of assets. 2. Ranking algorithm includes revenues produced, but is not published. See www.WCorg.com for more information or to nominate an advisor for next year's list.

Ranking Criteria The Winner's Circle® is an organization independent of the firms involved and does not receive compensation from the over 100 participating firms or its affiliates, financial advisors or the media in exchange for ranking purposes. Each advisor on this year's Research Magazine list was filtered down from a national list from securities firms, banks, independent firms and more. The Winner's Circle team vetted each Series7 registered advisor through a host of quantitative and qualitative criteria, including assets managed, revenues, experience levels, acceptable compliance records and U4 forms, discussions with management and more. Because client portfolios vary and are typically unaudited, portfolio performance is not a criteria; instead, The Winner's Circle focuses on customer satisfaction and client retention. The Winner's Circle is a registered trademark of The Winner's Circle, LLC. For more information about The Winner's Circle or to nominate an advisor, visit www.WCorg.com. We categorized teams into three structures: Horizontal teams, which consists of two or more advisors who do most of their business together, with each owning significant stakes; vertical teams consist of one primary advisor; and family teams—we decided to eliminate the two-person parent-child team in favor of husband-wife teams and those teams with three or more closely related individuals, which includes cousins and in-laws.