

2025

BEST-IN-

WEALTH A



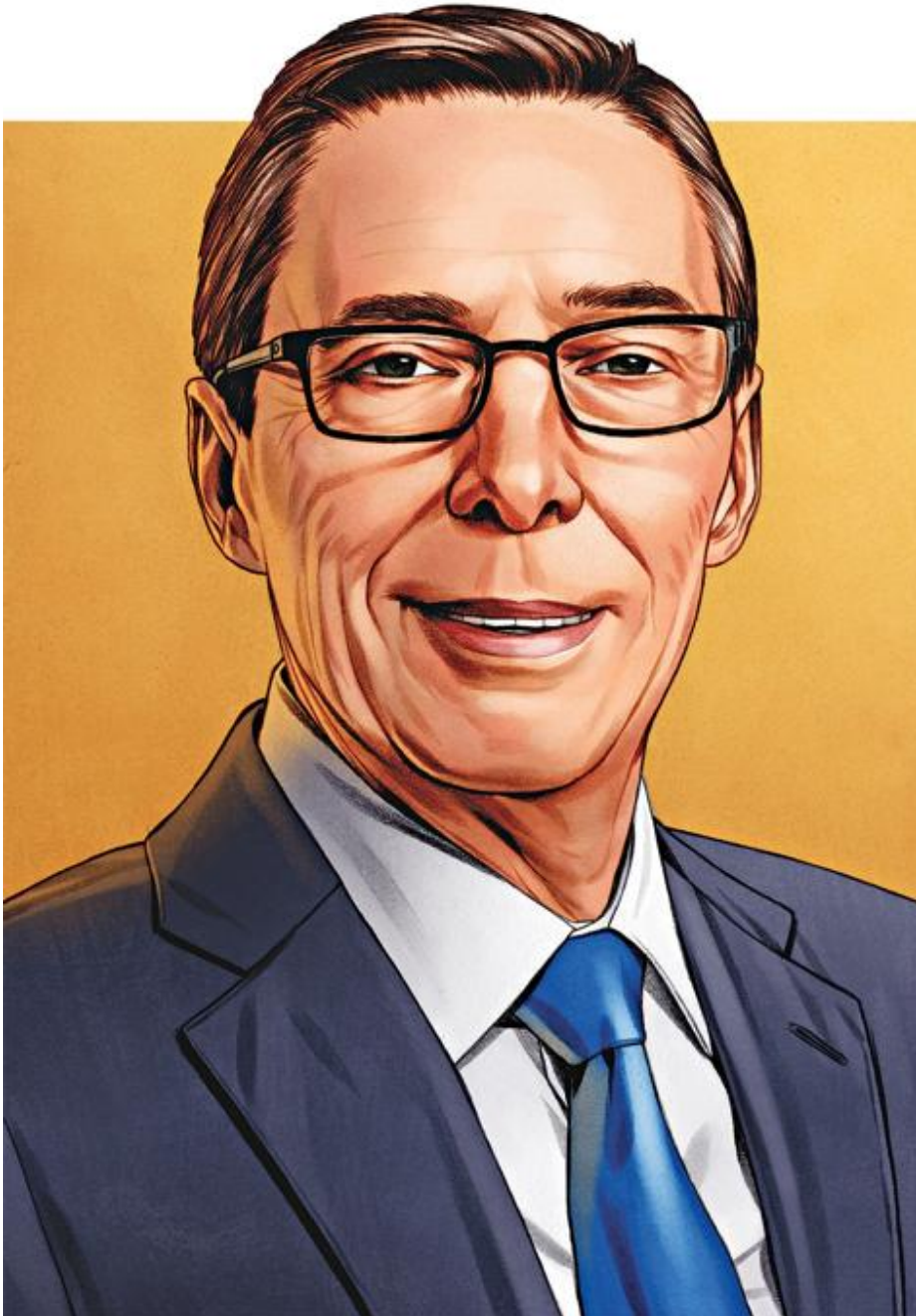
[View Nation](#)



Despite his repeated assurances of winning big on the campaign trail, President Trump's administration has so far been a big loser for investors. He took office with a strong economy, yet his tariff announcements--nothing short of an attack on the world economic order--have caused a global market meltdown. The S&P 500 is down 10% since Trump's "Liberation Day" tariff announcement and is now flirting with bear market territory, nearly 20% down from its record high in February. The tech heavy Nasdaq is even worse off. With a recession looming, managing wealth has become more complex and these are the times that financial advisors prove their mettle. The advisors highlighted in the seventh annual Forbes | SHOOK Best-In-State Advisors ranking collectively oversee \$16.7 trillion in assets and stand out for their track records in navigating uncertain times. *Forbes'* rankings were compiled by SHOOK Research, which uses a combination of quantitative metrics and qualitative insights, including in-depth interviews with firm-nominated candidates.

CLICK HERE FOR THE FULL METHODOLOGY.

The Highlights



Kevin Peters

FIRM: MORGAN STANLEY WEALTH MANAGEMENT

LOCATION: PALM BEACH, FL

TEAM CUSTODIED ASSETS: \$3.8 BILLION

“We are not making changes every six months based on the noise of markets or politics.”

[VIEW PROFILE](#) >

Mary Mullin

FIRM: MERRILL WEALTH MANAGEMENT

LOCATION: BOSTON, MA

TEAM CUSTODIED ASSETS: \$1.6 BILLION

“Investment success isn’t just about how much you make—it’s about how much you keep after taxes.”

[VIEW PROFILE](#) >

Forbes | SHOOK

Data provided by SHOOK® Research, LLC — Data as of 6/30/24. Forbes America’s Top Wealth Advisors and Best-in-State Wealth Advisors ranking was developed by SHOOK Research and is based on in-person, virtual, and telephone due diligence meetings to evaluate each advisor qualitatively, a major component of a ranking algorithm that includes: client impact, industry experience, credentials, review of compliance records, firm nominations; and quantitative criteria, such as: assets under management and revenue generated for their firms. Investment performance is not a criterion because client objectives and risk tolerances vary, and advisors rarely have audited performance reports. SHOOK’s research and rankings provide opinions intended to help investors choose the right financial advisor and are not indicative of future performance or representative of any one client’s experience. Past performance is not an indication of future results. Neither Forbes nor SHOOK Research receive compensation in exchange for placement on the ranking. For more information, please see www.SHOOKresearch.com. SHOOK is a registered trademark of SHOOK Research, LLC.

The Full List



PROFILE SPOTLIGHT • PROMOTED

Brittany Hale

[VIEW PROFILE >](#)



PROFILE SPOTLIGHT • PROMOTED

Robert F. Farrell

[VIEW PROFILE >](#)



PROFILE SPOTLIGHT • PROMOTED

Matthew Smith

[VIEW PROFILE >](#)

Join **1,000+** Listees Making the Most of their Forbes Accolade.

[Learn About Benefits](#)

Listees do not pay a fee for placement on Forbes Rankings. Listees on this ranking highlighted in color have paid a fee for enhanced features on their corresponding profile.

SEARCH BY NAME OR FIRM



Virginia - South

RANK	NAME	FIRM	CITY	STATE/REGION	MINIMUM ACCOUNT SIZE FOR NEW BUSINESS	TEAM ASSETS (CUSTODIED)	T W R
101	Charles Heaton	Merrill Wealth Management	Norfolk	Virginia - South	\$500K	\$211M	\$:
102	Mark Fonville	Covenant Wealth Advisors	Richmond	Virginia - South	\$1M	\$583M	\$:

103	John Phipps	Janney Montgomery Scott	Richmond	Virginia - South	\$250K	\$898M	\$-
104	David Jennings	Janney Montgomery Scott	Richmond	Virginia - South	\$250K	\$898M	\$-
105	John Reid	Edward Jones	Colonial Heights	Virginia - South	\$500K	\$278M	\$-
106	Erik Ott	Ameriprise Financial Services	Midlothian	Virginia - South	\$0	\$812M	\$-
107	Ethan Lindbloom	Janney Montgomery Scott	Richmond	Virginia - South	\$500K	\$356M	\$-
108	Jamie Cox	Harris Financial Group LPL Financial	Richmond	Virginia - South	\$400K	\$976M	\$-
109	Ian Patrick	Merrill Wealth Management	Richmond	Virginia - South	\$250K	\$296M	\$-
110	Ronald Cain, Jr.	Granite Wealth Management	Richmond	Virginia - South	\$500K	\$664M	\$-
111	Scott Broaddus	Securian Financial Services	Richmond	Virginia - South	\$500K	\$1B	\$-
112	Kenneth Sizemore	Morgan Stanley Wealth Management	Richmond	Virginia - South	\$1M	\$671M	\$-
113	Ellen Wulf	Edward Jones	Richmond	Virginia - South	\$500K	\$188M	\$-

114	Jim Kline	Wells Fargo Advisors	Newport News	Virginia - South	\$500K	\$258M	\$1B
115	PROFILE SPOTLIGHT Patti Koogler	Ameriprise Financial Services	Waynesboro	Virginia - South	\$5K	\$245M	\$1B
116	Dan Sheehan	Merrill Wealth Management	Charlottesville	Virginia - South	\$2M	\$830M	\$1B
117	Roy Hargrove III	Wells Fargo Advisors	Williamsburg	Virginia - South	\$500K	\$395M	\$1B
118	James Cale	Morgan Stanley Wealth Management	Newport News	Virginia - South	\$100K	\$552M	\$1B
119	Henry Miller IV	RBC Wealth Management	Richmond	Virginia - South	\$500K	\$307M	\$1B
120	David Kraft	Wells Fargo Advisors	Richmond	Virginia - South	\$1M	\$1B	\$1B
121	Carter Neal	Wells Fargo Advisors	Glen Allen	Virginia - South	\$750K	\$1B	\$1B
122	Bryan Halstead	Wells Fargo Advisors	Richmond	Virginia - South	\$250K	\$374M	\$1B
123	Ralph Saunders	Wells Fargo Advisors	Richmond	Virginia - South	\$750K	\$227M	\$1B
124	Christopher Coffing	Merrill Wealth Management	Norfolk	Virginia - South	\$750K	\$513M	\$1B

125	Bruce Arnett	Wells Fargo Advisors	Richmond	Virginia - South	\$1M	\$1.9B	\$:
126	PROFILE SPOTLIGHT Brittany Hale	Edward Jones	Midlothian	Virginia - South	\$850K	\$173M	\$:
127	Thomas Heaton	Merrill Wealth Management	Richmond	Virginia - South	\$500K	\$405M	\$:
128	John Iezzi	Opticity Wealth Partners Northwestern Mutual	Richmond	Virginia - South	\$500K	\$230M	\$:
129	Marc Weiss	Wells Fargo Advisors	Norfolk	Virginia - South	\$1M	\$438M	\$:
130	Brad Blum	RBC Wealth Management	Roanoke	Virginia - South	\$1M	\$840M	\$:

[Inquire for List Data](#)

Request license data and information spreadsheet from this Forbes Ranking for research, reference and other limited use options.

Read More



Methodology: Forbes America's Top Wealth Advisors 2025

BY R.J. SHOOK



This \$4 Billion Morgan Stanley Advisor Urges Clients To Ignore 'The Noise Of Markets Or Politics'

BY SERGEI KLEBNIKOV

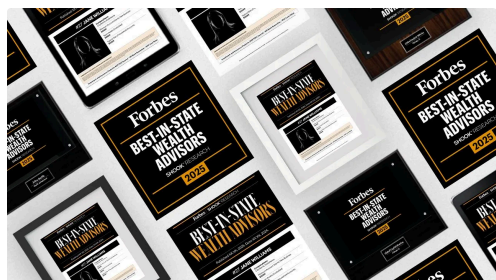


‘Follow The Trend Line, Not The Headlines,’ Says This \$2 Billion Merrill Advisor

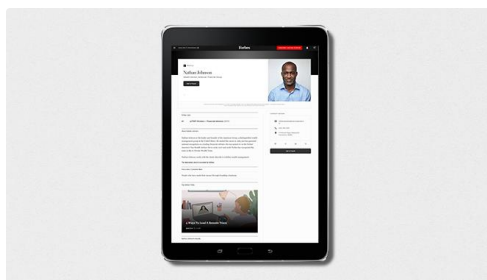
BY SERGEI KLEBNIKOV

Amplify Your Forbes Recognition

Proudly showcase your success with Reprints & Display Products, Premium Profiles, and Award Logos.



Reprints & Display Products



Premium Profiles



Award Logos

Proudly showcase your Forbes accolade with plaques, wall displays, reprints, desktop awards, and more.

[Learn More](#)

Maximize your presence on Forbes with a fully customized Premium Profile.

[Learn More](#)

Leverage the power of Forbes by licensing the official logo to use in your marketing

[Learn More](#)

More Forbes Lists



's Top Wealth



America's Top Women
Wealth Advisors



Best-In-State Wome
Wealth Advisors

