

America's **Top 1200** Financial Advisors **2021**



#1 Randy A. Garcia

Investment Counsel Company
Las Vegas, Nevada

Total Assets
(\$mil) 1,357

Typical Account
(\$mil) 5

Typical Net Worth
(\$mil) 10

Customers

Individuals
(Up to \$1 mil)

High
Net Worth
(\$1-10 mil)

Ultrahigh
Net Worth
(\$10 mil+)

Foundations

Endowments

Institutional



Rankings are based on assets under management, revenue generated for advisors' firms, and a variety of quality-of-practice measures, including advisors' compliance records.

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A Question of Balance

The following has been excerpted

By Steve Garmhausen

Stocks have had a turbulent few weeks, but their remarkable resilience—they've spent a year powering ever higher in the face of a pandemic—has many investors seeking to press their advantage.

Hewing to the megacap names that powered the S&P 500's 18.4% return in 2020 may be a mistake, for instance: Four of the index's five largest components were down for the first two months of this year. Likewise, Covid-19-damaged companies may sport bargain prices, but not all will bounce back as the pandemic is brought to heel. And looking past 2021, there's growing talk about the possibility of accelerating inflation.

Good advisors put the positive and the negative into perspective for their clients and keep them focused on long-term goals rather than the hot investment of the moment.

With an average tenure in the industry of 30 years, this year's Top 1,200 Advisors have plenty of perspective on what works and what doesn't. Ranked advisors and their teams typically serve 750 households, each of which has an average of \$14 million to invest. They each manage about \$3 billion in total. And judging from their average client-retention rate of 98.4%, the clients are satisfied with the results.

This special report ranks the top advisors in each of the 50 states, plus the District of Columbia, with the number of spots determined by each state's population

and wealth. The rankings are based on assets under management, revenues generated by advisors for their firms, and the quality of the advisors' practices. Investment performance isn't an explicit criterion because performance is often a function of each client's appetite for risk. In evaluating advisors, we examine regulatory records, internal company documents, and 100-plus points of data provided by the advisors themselves.

As with so much in the past year, there were plenty of changes in the advisor rankings. Some 196 advisors on the new Top 1,200 weren't on the roster last year, and 16 states got new No. 1 advisors.

Our typical top advisor has a ways to go until retirement: The average age is 56.

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The Barron's Top 1200 Financial Advisors by State ranking is based on data provided by over 4,000 of the nation's most productive advisors. Factors included in the rankings are: assets under management, revenue produced for the firm, regulatory record, quality of practice, and philanthropic work. There is no cost or fee to participate in this survey. The questionnaire is completed and submitted online.

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