

COVER STORY: TOP 50 ADVISORS

THE TOP



Wealth Professional ranks Canada's top-performing advisors

WELCOME BACK to the country's most comprehensive ranking of financial advisors in Canada. For the third year running, *Wealth Professional* has crunched the numbers to come up with an exhaustive list of the best-performing advisors in the country.

WP launched a survey two months ago, asking advisors to submit basic data about their businesses. The competition was stiffer than ever, as hundreds of submissions came through – and high-quality submissions, at that. We spent six weeks verifying all the data submitted to come up with this year's list.

WP's unique formula opts for a scientific approach and is what sets this list apart from other rankings of industry players. We went beyond AUM alone and relied instead on several key metrics of an advisor's performance and success. Our

weighted formula takes into account a slew of variables, from growth in book size and AUM per client to account retention and the addition of new clients. The end result is a list that pinpoints some of the strongest advisors working today's increasingly complex and shifting landscape.

This year, advisors will be striving more than ever to show their value. CRM2 will take full hold in July, and advisors around the country have been preparing for its implications. Demonstrating worth by going above and beyond is the new reality for advisors looking to thrive. The advisors who made this list have all successfully transitioned their businesses and are flourishing now.

And it's interesting to note that the vast majority of advisors on this list operate under a fee-based model. As the debate continues

to rage around embedded commissions versus fees, it appears many top advisors have decided that the fee model is best suited to the new regulatory environment.

On top of the obvious regulatory issues, turbulent markets also made 2015 difficult for advisors, who had to focus on protecting wealth as well as walking clients through a traumatic period. Other challenges that forced advisors to change and adapt included the rise of robo-advisors; the growth of ETFs; the opening of exempt markets, especially in Ontario; home-country bias; the state of interest rates and the search for yield; China; and the dollar.

This list represents those advisors who successfully navigated their way around these challenges. Congratulations to every advisor included.

ABOUT OUR SPONSOR

Sprott Asset Management is a Toronto-based asset management company that is dedicated to being the most innovative fund company in Canada.

Through our diversified offering of mutual funds, hedge funds, physical bullion funds and specialty products, we give financial advisors unique investment solutions that can help them to differentiate their businesses and add significant value to their clients' portfolios.

Top 50 advisors

NAME	COMPANY	LOCATION	AUM GROWTH	AUM PER CLIENT	REVENUE PER CLIENT	CLIENTS AT END OCT 2015	RETENTION RATE	NEW CLIENT GAINED 12MTHS TO END OCT 2015
1. Richard Harold Tanner	RGR Investment Partners	Calgary, Alta.	\$51,600,000	\$3,076,923	\$30,308	65	100%	5
2. Daniel E. Girard	Girard, Pilkey & Associates Wealth Management	Waterloo, Ont.	\$90,000,000	\$1,157,025	\$8,539	363	99.4%	15
3. William Vastis	The William Vastis Wealth Management Group	Toronto, Ont.	\$125,000,000	\$7,222,227	\$27,273	110	100%	8
4. Mark McNulty	McNulty Group	Markham, Ont.	\$21,000,000	\$2,842,105	\$25,263	95	100%	5
5. Reg Jackson	JMRD Wealth Management Team	London, Ont.	\$75,000,000	\$2,250,000	\$11,500	200	92.5%	15
6. Frank Ortencio	Ortencio Group	Markham, Ont.	\$15,000,000	\$937,500	\$11,250	80	100%	5
7. Arthur Salzer	Northland Wealth Management	Toronto, Ont.	\$987,701	\$2,413,769	\$18,192	155	90.6%	10
8. David Barnsdale	Barnsdale & Hussain Wealth Management Group	Mississauga, Ont.	\$5,000,000	\$1,311,475	\$11,606	122	100%	16
9. Gina Macdonald	Macdonald, Shymko & Company	Vancouver, BC	\$22,018,000	\$1,960,475	\$8,644	59	100%	8
10. Elie Nour	Elie Nour Group	Oakville, Ont.	\$84,400,000	\$702,169	\$8,125	415	100%	65
11. Andrew Pyle	The Pyle Group	Peterborough, Ont.	\$15,000,000	\$1,229,167	\$9,417	240	97.9%	5
12. Pravin Kumar	The Pravin Kumar Group	Vancouver, BC	\$4,000,000	\$805,882	\$10,588	170	96.4%	6
13. Wolfgang Klein	The Wolf on Bay Street	Toronto, Ont.	\$30,000,000	\$577,778	\$8,000	225	100%	15
14. Donald A. Daggett	The Daggett Advisory Group	Waterloo, Ont.	\$5,000,000	\$1,000,000	\$8,154	65	100%	7
15. Paul Green	Green Private Wealth Counsel	Woodstock, Ont.	\$25,000,000	\$769,231	\$7,692	130	85.5%	36
16. Cyrilla Saunders	Saunders Wealth Advisory Group	Charlottetown, PEI	\$15,000,000	\$583,333	\$8,750	240	78.2%	13
17. Kate Brown	Brown Wealth Management Group	London, Ont.	\$12,600,000	\$815,294	\$7,946	170	97.6%	7
18. Lyle Rouleau	Rouleau Investment Group	Edmonton, Alta.	\$3,000,000	\$1,349,020	\$7,698	255	99.2%	7
19. James S. Durnin	Assante Financial Management	Calgary, Alta.	\$26,506,565	\$509,613	\$5,379	301	100%	18
20. Luke Kratz	The Kratz Financial Group	Victoria, BC	\$8,250,000	\$726,316	\$6,705	190	88.1%	12
21. Sean Baylis	Baylis Wealth Management Group	Calgary, Alta.	\$10,239,869	\$472,337	\$6,386	155	100%	25
22. Rob McClelland	The McClelland Financial Group	Thornhill, Ont.	\$31,330,319	\$492,199	\$5,960	675	97.7%	28
23. Darren Luck	CIBC Wood Gundy Luck Financial Group	Windsor, Ont.	\$0	\$975,610	\$4,878	205	90.7%	10
24. Don Emond	Assante Wealth Management	Cobourg, Ont.	\$31,000,000	\$381,538	\$4,000	325	100%	25
25. Ann Richards	CIBC Wood Gundy	Toronto, Ont.	\$2,958,276	\$648,155	\$4,629	122	97.5%	5
26. Rona Birenbaum	Caring for Clients	Toronto, Ont.	\$18,440,000	\$493,135	\$3,963	267	100%	27
27. AJ Chase	AJ Chase Financial Group	Hamilton, Ont.	\$4,000,000	\$558,824	\$4,191	204	92.5%	7
28. Jason Pereira	Woodgate Financial	Toronto, Ont.	\$8,000,000	\$508,571	\$5,334	350	62.5%	6
29. Robert Roby	The Roby Retirement and Wealth Team	Ottawa, Ont.	\$12,000,000	\$337,079	\$3,652	178	100%	23
30. David J Ritcey	The Ritcey Team at ScotiaMcLeod	Kentville, NS	\$12,000,000	\$390,244	\$5,024	205	97%	5
31. Ronald Chui	Ronald Chui	Calgary, Alta.	\$51,345,160	\$767,171	\$945	172	100%	90
32. David Little	Little Wealth Management Group	Burlington, Ont.	\$13,000,000	\$339,367	\$3,498	221	92.2%	21
33. Robert Redman	PB, Fraser and Associates	Ottawa, Ont.	\$5,000,000	\$380,435	\$3,587	184	99.4%	5
34. Greg Milley	The Milley Team	Oakville, Ont.	\$45,000,000	\$300,000	\$1,875	400	100%	200
35. Gary M. Renaud	Life Span Financial Strategies	Ottawa, Ont.	\$14,700,000	\$269,774	\$3,716	708	100%	176
36. Sean Harrell	Trilogy Wealth Management	Winnipeg, Man.	\$17,000,000	\$400,000	\$2,833	300	100%	15
37. Chet Brothers	Brothers & Company Financial	Regina, Sask.	\$2,000,000	\$485,597	\$3,502	243	98.75%	6
38. Rod Tyler	The Tyler Group	Regina, Sask.	\$20,000,000	\$376,471	\$2,941	425	100%	25
39. Ryan Meadows	CIBC	South Surrey, BC	\$12,388,472	\$604,235	\$2,347	285	100%	28
40. Brian Lonsdale	The Lonsdale Financial Group	Ottawa, Ont.	\$10,000,000	\$400,000	\$2,400	300	100%	0
41. Gregory P. Frost	Frost Wealth Management	Waterloo, Ont.	\$5,300,000	\$315,289	\$2,893	242	97.1%	5
42. Joe Figliomeni	KLT Wealth Management	New Hamburg, Ont.	\$2,095,053	\$307,824	\$2,379	309	100%	20
43. Kevin R. Williams	Kevin R. Williams Financial Services	Moncton, NB	\$25,000,000	\$100,000	\$1,067	750	100%	50
44. Allan Small	Allan Small Financial Group	Toronto, Ont.	\$12,000,000	\$286,486	\$2,230	370	100%	20
45. Tony De Thomasis	De Thomas Financial Corp.	Thornhill, Ont.	\$15,000,000	\$250,000	\$2,250	800	100%	50
46. Franco Caligiuri	Capital Core Financial	Vancouver, BC	\$25,000,000	\$78,947	\$1,053	950	100%	50
47. Brad Jardine	CIC Financial Group	Ancaster, Ont.	\$11,000,000	\$214,286	\$2,245	490	100%	20
48. Dale Lamb	DKL Financial Services	Kelowna, BC	\$26,617,000	\$147,434	\$2,181	917	89%	104
49. Lorne Kronish	Assante Wealth Management	Montreal, Que.	\$6,000,000	\$294,931	\$1,627	217	100%	3
50. Blair Lukan	Edward Jones	Saskatoon, Sask.	\$9,200,000	\$162,051	\$1,562	390	99.4%	34