

# HOUSTON BUSINESS JOURNAL

## TOP WEALTH MANAGEMENT FIRMS & PRACTICES

RANKED BY ASSETS PER LOCAL CLIENT 2017

INVESTMENT MINIMUMS OF  
LESS THAN \$1MILLION

Practice Name Associated Company <sup>1</sup>   Website	Address	Assets Per Local Client	Assets Under Management for Houston Clients	Local Clients	Investment Minimum	Top Local Executive(s)	Year Founded Locally
<b>1</b> <b>Sequent Asset Management LLC</b> <i>Independent firm   sequentasset.com</i>	952 Echo Ln., #445 Houston, TX 77024 713-467-0008	\$15.97 million	\$271.5 million	17	no minimum	David Doll, founder, CEO ddoll@sequentasset.com Tim Hartzell, founder, chief investment officer thartzell@sequentasset.com	2008
<b>2</b> <b>Core Capital Management &amp; Research Inc.</b> <i>Independent firm   ccmrusa.com</i>	4801 Woodway, #145W Houston, TX 77056 713-864-4300	\$12.44 million	\$189.88 million	50	no minimum	Louis Pelz, owner, founder l.pelz@comcast.net	1997
<b>3</b> <b>Houston Trust Company</b> <i>Independent practice   houstontrust.com</i>	1001 Fannin, #700 Houston, TX 77002 7136519400	\$6 million	\$6.2 billion	270	no minimum	David Lummis, president, CEO dlummis@houstontrust.com	1994
<b>4</b> <b>The Lorch Group</b> <i>Wells Fargo Advisors   TheLorchGroup.com</i>	909 Fannin St., #1200 Houston, TX 77010 713-853-2222	\$4.8 million	\$950 million	150	\$500,000	Howard Lorch, managing director, investments howard.lorch@wfidvisors.com	1995
<b>5</b> <b>PartnersInWealth</b> <i>Independent firm   partnersinwealth.com</i>	3400 Bissonnet, #145 Houston, TX 77005 713-964-4028	\$4.09 million	\$389.68 million	95	no minimum	James Waters, president jrw@partnersinwealth.com	2000
<b>6</b> <b>Legacy Asset Management Inc.</b> <i>Independent firm   legacyasset.com</i>	3411 Richmond Ave., #750 Houston, TX 77046 713-355-7171	\$2.7 million	\$482.32 million	160	no minimum	Richard Kaplan, CIO, principal Joseph Birkofer, principal jbirkofer@legacyasset.com	1998
<b>7</b> <b>The Fox Group</b> <i>Merrill Lynch   fa.ml.com/fox_group</i>	1221 McKinney #3900 Houston, TX 77010 713-658-1275	\$2.5 million	\$670 million	275	\$500,000	J. Michael Fox, senior vice president, wealth management jmichael_fox@ml.com	1998
<b>8</b> <b>AltruVista</b> <i>Independent Firm   altruvistawealth.com/</i>	3335 Timmons Ln., #915 Houston, TX 77027 713-581-2440	\$2.5 million	\$167 million	72	no minimum	Ali Nasser, principal, wealth advisor anasser@altruvistawealth.com	2009
<b>9</b> <b>Tiras Wealth Management</b> <i>Ameriprise Financial Services Inc.   tiraswealth.com</i>	11 Greenway Plz., #3000 Houston, TX 77046 713-332-4400	\$2.33 million	\$1.43 billion	548	\$500,000	Scott Tiras, president scott.b.tiras@ampf.com Crystal Garrett, senior vice president crystal.l.garrett@ampf.com	1988
<b>10</b> <b>Ruszkowski-Fisher Group</b> <i>Merrill Lynch   fa.ml.com/the_rf_group</i>	17225 El Camino Real, #200 Houston, TX 77058 281-212-9132	\$2.2 million	\$394 million	179	\$500,000	Kevin Ruszkowski, senior vice president, wealth management kevin_ruszkowski@ml.com Micheal Fisher, senior vice president, Wealth Management Advisor micheal_fisher@ml.com	2005
<b>11</b> <b>United Capital The Woodlands</b> <i>United Capital   unitedcp.com/tx6</i>	1450 Lake Robbins Dr., #100 The Woodlands, TX 77380 281-907-5100	\$2.11 million	\$958 million	454	\$500,000	Byron Ellis, private wealth advisor byron.ellis@unitedcp.com	1989
<b>12</b> <b>Willis Johnson and Associates</b> <i>Independent firm   wjohnsonassociates.com/</i>	5847 San Felipe St., #1500 Houston, TX 77057 713-439-1200	\$2.02 million	\$479.9 million	249	\$750,000	Willis Johnson, president wjohnson@wjohnsonassociates.com	1996
<b>13</b> <b>STA Wealth Management LLC</b> <i>Independent firm   stawealth.com</i>	800 Town & Country Blvd., #410 Houston, TX 77024 281-822-8800	\$2 million	\$960 million	700	\$500,000	Luke Patterson, principal, chief investment officer luke@stawealth.com	2006
<b>14</b> <b>FCA Corp</b> <i>Independent firm   fcacorp.com</i>	791 Town and Country Blvd., #250 Houston, TX 77024 713-787-2856	\$1.75 million	\$182.88 million	71	\$250,000	Wesley Yuhnke, chief investment officer Robert Scharar, president	1983
<b>15</b> <b>WJ Interests LLC</b> <i>Independent firm   wjwealth.com</i>	2333 Town Center Dr., #100 Sugar Land, TX 77478 281-634-9400	\$1.6 million	\$272 million	200	\$500,000	Bill Jameson, president billj@wjwealth.com Jared Jameson, chief investment officer jaredj@wjwealth.com	1996
<b>16</b> <b>Branson, Fowlkes &amp; Company Inc.</b> <i>Independent firm   bransonfowlkes.com</i>	3300 Chimney Rock Rd., #100-B Houston, TX 77056 713-780-0606	\$1.6 million	\$211.3 million	155	\$250,000	Jay Branson, co-founder, CEO jbranson@bransonfowlkes.com Maco Fowlkes, co-founder mfowlkes@bransonfowlkes.com	1991
<b>17</b> <b>Horizon Advisors LLC</b> <i>Independent firm   horizon-advisors.com</i>	2603 Augusta Dr., #1400 Houston, TX 77057 713-748-7000	\$1.5 million	\$210 million	140	no minimum	Owen Murray, director of investments omurray@horizon-advisors.com Lawrence Maddox, President	1999
<b>18</b> <b>Carlton Hofferkamp &amp; Jenks Wealth Management</b> <i>Independent firm   chjwealthmanagement.com</i>	10200 Grogan's Mill Rd., #340 The Woodlands, TX 77380 281-298-2700	\$1.49 million	\$298.91 million	200	\$500,000	Jim Carlton, managing director jim@chjwealthmanagement.com	2010
<b>19</b> <b>Frost Wealth Advisors</b> <i>Frost Bank   frostbank.com</i>	1700 Post Oak Blvd., 4th Fl. Houston, TX 77056 713-388-7869	\$1.46 million	\$2.61 billion	1,785	no minimum	Wayne Baker, senior vice president wbaker@frostbank.com	1977
<b>20</b> <b>Pennington Wealth Management</b> <i>Ameriprise Financial Services Inc.   penningtonwealth.com</i>	11 Greenway Plz., #3000 Houston, TX 77046 713-332-4422	\$1.45 million	\$971.8 million	748	\$500,000	Darrell Pennington, managing partner darrell.r.pennington@ampf.com	1995
<b>21</b> <b>Crossmark Global Investments</b> <i>Crossmark Global Investments   crossmarkglobal.com</i>	3700 W. Sam Houston Pkwy. S., #250 Houston, TX 77042 713-260-9000	\$1.28 million	\$865.17 million	676	\$250,000	Michael L. Kern III, CEO, president mkern@capstonefinancial.com	1987
<b>22</b> <b>Manske Wealth Management</b> <i>Independent Firm   manskewealth.com</i>	1010 N. San Jacinto, #200 Houston, TX 77002 713-581-1994	\$848,000	\$212 million	250	\$150,000	Christopher Manske, president admin@manskewealth.com	2012
<b>23</b> <b>The Shakiba Group</b> <i>Ameriprise Financial Services Inc.   theshakibagroup.com</i>	711 W. Bay Area Blvd #500 Webster, TX 77598 281-724-9917	\$757,575	\$227 million	330	\$100,000	Trevor Shakiba, private wealth advisor trevor.m.shakiba@ampf.com	2008
<b>24</b> <b>Galene Financial</b> <i>LPL Financial   GaleneFinancial.com</i>	1700 W. Loop S., #255 Houston, TX 77027 713-489-4322	\$700,000	\$165 million	250	no minimum	Michael Sachs, president msachs@galenefinancial.com	2002
<b>25</b> <b>OakStreet Capital Management Advisors</b> <i>Independent firm   oakstreetcapital.com</i>	1428 W. Alabama St. Houston, TX 77006 713-521-0300	\$554,442	\$271.68 million	490	no minimum	George "Joe" Kurka, partner george.j.kurka@ampf.com	2004