

THE DEAL

REINVENTING BUSINESS

THE LIST

AUSTRALIA'S TOP 50

FINANCIAL ADVISERS

in association with

BARRON'S

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Sue Dahn, Pitcher Partners at number 1

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How to hire

Late bloomers



THE LIST

BARRON'S

AUSTRALIA'S TOP 50 FINANCIAL ADVISERS

This is the third annual *Barron's* Top 50 Financial Advisers list — and the first which ranks a woman at the top of what has for a long time been a male-dominated industry.

Sue Dahn from Pitcher Partners, Melbourne has been on the list before and now joins previous winners — Charlie Viola of Pitcher Partners, Sydney in 2018 and Scott Carmichael of Escala Partners, Melbourne in 2017. The 2019 list includes 29 new advisers among the 50 and seven women — up from six last year.

The Australian list is compiled in partnership with the New-York based *Barron's* investment publication which has for many years produced the top advisers list for the US.

Most of the advisers on our list run a team of about 10 people and manage a client book worth about \$1 billion.

Many top advisers still do not define a minimum dollar amount they are prepared to handle for a client, but the average portfolio is \$1.98 million — generally excluding the value of the family home.

While the average is \$1.98 million there is considerable variation between advisers, with more than one demanding a minimum client portfolio of \$5 million but with the lowest minimum set at \$250,000.

Our top advisers are mainly based in Sydney, Melbourne, Brisbane and Perth with a sprinkling of entrants from the moneyed enclaves on Queensland's Gold Coast such as Broadbeach and Sanctuary Cove.

New arrivals on the list include the team from Koda Capital with several — including Charles Moore, Peter Dunn and Frank Macindoe — making the list.

We also have new entrants such as Olivia Maragna from Aspire Retire, Brett Stene from Jacaranda Financial Planning, Hamish Harvey from Stanford Brown and Philip Zhou from Macquarie Wealth Management.

Within the top 10 we have already witnessed considerable staying power since we started the list in 2017, with Pitcher Partners, Escala Partners and Morgan Stanley all continuing to hold down several positions. Only one Sydney-based adviser — Viola of Pitcher Partners — makes the top 10.

The regulars on the list include second-placed Garth Hu of Morgan Stanley along with brother and sister Claire and Tim Mackay of the Quantum Financial group in Sydney.

Regular contributors to *The Australian's* Wealth section, such as Will Hamilton of Hamilton Wealth Management and Douglas Turek of Professional Wealth, who are also well-known investment commentators, have become veterans of the list.

James Kirby

Rank 1
2018 3
Name Sue Dahn
Firm Pitcher Partners
Location Melbourne
Years of planning experience 21
Minimum account size \$1 million
Size of team 54
Funds under advisement \$5.3 billion

Rank 2
2018 2
Name Garth Hu
Firm Morgan Stanley Wealth Management
Location Melbourne
Years of planning experience 12
Minimum account size \$5 million
Size of team 6
Funds under advisement \$1.1 billion

Rank 3
2018 5
Name Scott Carmichael
Firm Escala Partners
Location Melbourne
Years of planning experience 21
Minimum account size \$2.5 million
Size of team 7
Funds under advisement \$1.3 billion

Rank 4
2018 1
Name Charlie Viola
Firm Pitcher Partners
Location Sydney
Years of planning experience 20
Minimum account size \$1 million
Size of team 20
Funds under advisement \$2.1 billion

Rank 5
2018 NR (no ranking)
Name Adam Stanley
Firm Pitcher Partners
Location Melbourne
Years of planning experience 6
Minimum account size \$1 million
Size of team 54
Funds under advisement \$5.3 billion

Rank 6
2018 8
Name Ben James
Firm Escala Partners
Location Melbourne
Years of planning experience 21
Minimum account size No minimum
Size of team 8
Funds under advisement \$800 million

Rank 7
2018 NR
Name Mason Allamby
Firm Escala Partners
Location Melbourne
Years of planning experience 18
Minimum account size \$1 million
Size of team 4
Funds under advisement \$620 million

Rank 8
2018 NR
Name Anita Beckers
Firm Macquarie Private Bank
Location Broadbeach, QLD
Years of planning experience 23
Minimum account size \$1 million
Size of team 4
Funds under advisement \$700 million

Rank 9
2018 9
Name Craig Emanuel
Firm Morgan Stanley Wealth Management
Location Brisbane
Years of planning experience 21
Minimum account size \$1 million
Size of team 4
Funds under advisement \$640 million

Rank 10
2018 NR
Name Matthew Gartrell
Firm Macquarie Private Bank
Location Broadbeach, QLD
Years of planning experience 12
Minimum account size \$1 million
Size of team 4
Funds under advisement \$700 million

Rank 11
2018 NR
Name Charles Moore
Firm Koda Capital
Location Sydney
Years of planning experience 14
Minimum account size \$3 million
Size of team 4
Funds under advisement \$750 million

Rank 12
2018 NR
Name Bernie Connolly
Firm Morgan Stanley Wealth Management
Location Sydney
Years of planning experience 13
Minimum account size \$2.5 million
Size of team 11
Funds under advisement \$1.8 billion

Rank 13
2018 NR
Name Peter Dunn
Firm Koda Capital
Location Sydney
Years of planning experience 4
Minimum account size \$3 million
Size of team 4
Funds under advisement \$750 million

Rank 14
2018 NR
Name Frank Macindoe
Firm Koda Capital
Location Sydney
Years of planning experience 17
Minimum account size \$2 million
Size of team 4
Funds under advisement \$660 million

Rank 15
2018 NR
Name Chad Brendish
Firm Morgan Stanley Wealth Management
Location Melbourne
Years of planning experience 33
Minimum account size \$3 million
Size of team 10
Funds under advisement \$1.24 billion

Rank 16
2018 NR
Name Philip Zhou
Firm Macquarie Wealth Management
Location Melbourne
Years of planning experience 6
Minimum account size \$1 million
Size of team 2
Funds under advisement \$500 million

Rank 17
2018 NR
Name Andrew Cowen
Firm Macquarie Private Bank
Location Melbourne
Years of planning experience 12
Minimum account size \$5 million
Size of team 11
Funds under advisement \$1.3 billion

Rank 18
2018 NR
Name Ben Forrester
Firm Macquarie Group
Location Sydney
Years of planning experience 10
Minimum account size \$5 million
Size of team 3
Funds under advisement \$575 million

Rank 19
2018 10
Name Paul Alexander Anthony Burgon
Firm Lipman Burgon & Partners
Location Sydney
Years of planning experience 14
Minimum account size \$1.5 million
Size of team 16
Funds under advisement \$1 billion

Rank 20
2018 17
Name Paul Lyons
Firm Morgan Stanley Wealth Management
Location Melbourne
Years of planning experience 25
Minimum account size No minimum
Size of team 3
Funds under advisement \$670 million

Rank 21
2018 I3
Name Matt Koch
Firm Morgan Stanley Wealth Management
Location Sydney
Years of planning experience 35
Minimum account size \$2 million
Size of team 6
Funds under advisement \$1.6 billion

Rank 22
2018 I1
Name David Simon
Firm Integral Private Wealth
Location Sydney
Years of planning experience 18
Minimum account size \$1.5 million
Size of team 17
Funds under advisement \$989 million

Rank 23
2018 NR
Name Nick Batrouney
Firm Morgan Stanley Wealth Management
Location Melbourne
Years of planning experience 25
Minimum account size \$3 million
Size of team 10
Funds under advisement \$1.24 billion

Rank 24
2018 NR
Name Travis Pitt
Firm Morgan Stanley Wealth Management
Location Melbourne
Years of planning experience 22
Minimum account size \$5 million
Size of team 2
Funds under advisement \$518 million

Rank 25
2018 NR
Name William Douglas
Firm Koda Capital
Location Brisbane
Years of planning experience 21
Minimum account size \$3 million
Size of team 4
Funds under advisement \$515 million

Rank 26
2018 I2
Name Claire Mackay
Firm Quantum Financial
Location Sydney
Years of planning experience 10
Minimum account size No minimum
Size of team 13
Funds under advisement \$427 million

Rank 27
2017 I5
Name Tim Mackay
Firm Quantum Financial
Location Sydney
Years of planning experience 14
Minimum account size No minimum
Size of team 13
Funds under advisement \$427 million

Rank 28
2018 NR
Name Mark Bradley
Firm Morgan Stanley Wealth Management
Location Sydney
Years of planning experience 27
Minimum account size \$1 million
Size of team 4
Funds under advisement \$520 million

Rank 29
2018 NR
Name Chris Marshall
Firm Perpetual Private
Location Perth
Years of planning experience 21
Minimum account size \$500,000
Size of team 18
Funds under advisement \$1.1 billion

Rank 30
2018 NR
Name Sean Abbott
Firm Koda Capital
Location Sydney
Years of planning experience 21
Minimum account size \$4 million
Size of team 2
Funds under advisement \$400 million

Rank 31
2018 I6
Name Neil Heriot
Firm Boston Private Wealth
Location Sanctuary Cove, QLD
Years of planning experience 31
Minimum account size \$500,000
Size of team 5
Funds under advisement \$418 million

Rank 32
2018 NR
Name Amanda Fong
Firm Escala Partners
Location Melbourne
Years of planning experience 18
Minimum account size \$2 million
Size of team 15
Funds under advisement \$750 million

Rank 33
2018 NR
Name Michael Muehlheim
Firm Macquarie Private Bank
Location Sydney
Years of planning experience 20
Minimum account size \$1 million
Size of team 6
Funds under advisement \$550 million

Rank 34
2018 NR
Name Olivia Maragna
Firm Aspire Retire
Location Brisbane
Years of planning experience 16
Minimum account size No minimum
Size of team 14
Funds under advisement \$300 million

Rank 35
2018 NR
Name Brett Stene
Firm Jacaranda Financial Planning
Location Sydney
Years of planning experience 16
Minimum account size No minimum
Size of team 20
Funds under advisement \$550 million

Rank 36
2018 NR
Name Paul Brady
Firm Brady & Associates Financial Advisers
Location Sydney
Years of planning experience 30
Minimum account size No minimum
Size of team 9
Funds under advisement \$575 million

Rank 37
2018 NR
Name Matthew Donat
Firm Koda Capital
Location Melbourne
Years of planning experience 9
Minimum account size \$3 million
Size of team 2
Funds under advisement \$620 million

Rank 38
2018 NR
Name Steve Triantafylidis
Firm Morgan Stanley Wealth Management
Location Adelaide
Years of planning experience 33
Minimum account size \$500,000
Size of team 6
Funds under advisement \$600 million

Rank 39
2018 NR
Name Marc Smith
Firm BT Advice
Location Brisbane
Years of planning experience 20
Minimum account size \$1 million
Size of team 8
Funds under advisement \$440 million

Rank 40
2018 NR
Name Simon Duckett
Firm Koda Capital
Location Sydney
Years of planning experience 21
Minimum account size \$3 million
Size of team 2
Funds under advisement \$637 million

Rank 41
2018 I2
Name Douglas Turek
Firm Professional Wealth
Location Melbourne
Years of planning experience 14
Minimum account size \$1 million
Size of team 4
Funds under advisement \$375 million

Rank 42
2018 I5
Name Mark Minchin
Firm Minchin Moore Private Wealth Advisers
Location Mosman, NSW
Years of planning experience 16
Minimum account size No minimum
Size of team 21
Funds under advisement \$1.1 billion

Rank 43
2018 I6
Name Chris Smith
Firm VISIS Private Wealth
Location Brisbane
Years of planning experience 20
Minimum account size \$500,000
Size of team 8
Funds under advisement \$265 million

Rank 44
2018 I7
Name Paul Nicol
Firm GFM Wealth Advisory
Location Camberwell, VIC
Years of planning experience 20
Minimum account size No minimum
Size of team 21
Funds under advisement \$800 million

Rank 45
2018 NR
Name Hamish Harvey
Firm Stanford Brown
Location North Sydney, NSW
Years of planning experience 13
Minimum account size \$250,000
Size of team 9
Funds under advisement \$523 million

Rank 46
2018 I8
Name Phillip Gillard
Firm Shadforth Financial Group
Location North Sydney, NSW
Years of planning experience 23
Minimum account size No minimum
Size of team 2
Funds under advisement \$322 million

Rank 47
2018 I3
Name Sally Huynh
Firm Shadforth Financial Group
Location Brisbane
Years of planning experience 16
Minimum account size No minimum
Size of team 1
Funds under advisement \$325 million

Rank 48
2018 NR
Name Nick Walter
Firm Macquarie Wealth Management
Location Sydney
Years of planning experience 19
Minimum account size \$2 million
Size of team 5
Funds under advisement \$555 million

Rank 49
2018 I4
Name Will Hamilton
Firm Hamilton Wealth Management
Location Glen Iris, VIC
Years of planning experience 34
Minimum account size \$1.5 million
Size of team 8
Funds under advisement \$540 million

Rank 50
2018 I1
Name Dean Ireland
Firm Elston
Location Fortitude Valley, QLD
Years of planning experience 14
Minimum account size \$600,000
Size of team 46
Funds under advisement \$1.6 billion



For more on the
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