

MINNEAPOLIS/ST. PAUL BUSINESS JOURNAL

WEALTH MANAGEMENT FIRMS

METRO-AREA FIRMS RANKED BY TOTAL ASSETS MANAGED

	Name / Rank in 2017 (* not ranked) Website	Address Phone	Total assets managed ¹	Employees ² / Professionals ³	Parent company	Top local executive(s), email(s)
1	Ameriprise Financial Inc. ① ameriprise.com	Ameriprise Financial Center Minneapolis, MN 55474 612-671-3131	\$692 billion	4,864 ⁴ / NA	Ameriprise Financial Inc.	James Cracchiolo
2	Wells Fargo Private Bank ② wellsfargo.com	90 S. 7th St. Minneapolis, MN 55402 612-667-4414	\$544 billion	400 / 205	Wells Fargo & Co.	H. Cameron Hinds, h.cameron.hinds@wellsfargo.com
3	U.S. Bank Wealth Management ③ usbank.com/investments-wealth-management	800 Nicollet Mall Minneapolis, MN 55402 855-240-7726	\$151 billion	NA / NA	U.S. Bancorp	Mark Jordahl, mark.jordahl@usbank.com
4	Parametric Portfolio Associates ④ parametricportfolio.com	3600 Minnesota Dr. #325 Edina, MN 55435 952-767-7700	\$100.01 billion ⁵	389 / NA	Eaton Vance Corp.	Orison Chaffee
5	Abbot Downing ⑥ abbotdowning.com	90 S. 7th St. #5100 Minneapolis, MN 55402 888-648-8157	\$42 billion	106 / NA	Wells Fargo & Co.	James Steiner, jim.steiner@abbotdowning.com
6	RBC Global Asset Management (U.S.) Inc. ⑤ rbcgam.us	50 S. 6th St. #2350 Minneapolis, MN 55402 612-376-7000	\$37.5 billion	101 / 15	RBC USA Holdco Corp.	Michael Lee
7	Securian Financial Services Inc. ⑦ securianfinancial.com	400 Robert St. N St. Paul, MN 55101 888-237-1838	\$28.78 billion	191 / NA	Securian Financial Group Inc.	George Connolly
8	UBS Financial Services Inc. ⑧ financialservicesinc.ubs.com	80 S. 8th St. Minneapolis, MN 55402 612-371-4077	\$27 billion	272 / 213	UBS	Christopher Watkins, christopher.watkins@ubs.com
9	Captrust ⑨ captrustadvisors.com	333 S. 7th St. #2900 Minneapolis, MN 55402 612-347-7979	\$20.26 billion	13 / 8	Captrust	David Koch, david.koch@captrustadvisors.com; Daniel Esch, daniel.esch@captrustadvisors.com
10	Merrill Lynch Wealth Management ⑩ wealthmanagement.ml.com	225 S. 6th St. #4400 Minneapolis, MN 55402 612-349-7800	\$19.75 billion	NA / NA	Bank of America	Mark Eckertine, mark_eckertine@ml.com; Joanne Caruso, j_caruso@ml.com
11	RBC Wealth Management ⑪ rbcrealthmanagement.com	60 S. 6th St. Minneapolis, MN 55402 612-371-2711	\$19.3 billion	1,475 / 154	Royal Bank of Canada	Michael Armstrong
12	Sit Investment Associates Inc. ⑫ sitinvest.com	80 S. 8th St. #3300 Minneapolis, MN 55402 612-332-3223	\$13.93 billion	72 / 35	Independent	Roger Sit
13	Thrivent Investment Management Inc. ⑬ thrivent.com	625 4th Ave. S Minneapolis, MN 55415 800-847-4836	\$11.6 billion	NA / NA	Thrivent Financial	Brad Hewitt
14	Mairs & Power Inc. ⑭ mairsandpower.com	332 Minnesota St. St. Paul, MN 55101 651-222-8478	\$9.6 billion	39 / 13	Independent	Mark Henneman; Rob Mairs
15	North Star Resource Group ⑮ northstarfinancial.com	2701 University Ave. SE Minneapolis, MN 55414 612-617-6000	\$8.15 billion	70 / 45	Independent	Edward Deutschlander, ed@northstarfinancial.com
16	Wealth Enhancement Group ⑯ wealthenhancement.com	505 N. Hwy. 169 #900 Plymouth, MN 55441 763-417-1700	\$7.9 billion ⁶	148 / 94	Independent	Jeff Dekko, jdekk@wealthenhancement.com; Jim Cahn, jcahn@wealthenhancement.com; John Wernz, jwernz@wealthenhancement.com
17	Principal Financial Group ⑰ principal.com	11100 Wayzata Blvd. #405 Minnetonka, MN 55305 952-277-4300	\$6.87 billion	NA / NA	Principal Financial Group	John Hoffman, hoffman.john@principal.com
18	Riverbridge Partners ⑱ riverbridge.com	80 S. 8th St. #1200 Minneapolis, MN 55402 612-904-6200	\$6.85 billion	NA / NA	Independent	Mark Thompson; Rick Moulton; Andrew Turner; Colin Sharp
19	Northwestern Mutual ⑲ twincities.nm.com	1191 Northland Dr. #150 Mendota Heights, MN 55120 651-456-9446	\$5.2 billion	NA / 177	The Northwestern Mutual Life Insurance Co.	Mark Heurung, mark.heurung@nm.com; Timothy Bohannon, timothy.bohannon@nm.com
20	Focus Financial ⑳ focusfinancial.com	1300 Godward St. NE #5500 Minneapolis, MN 55413 651-631-8166	\$4.9 billion	62 / 76 ⁷	Independent	John Bina, jbina@focusfinancial.com
21	Disciplined Growth Investors Inc. ㉑ dginv.com	150 S. 5th St. #2550 Minneapolis, MN 55402 612-317-4100	\$4.69 billion	17 / 11	Independent	Rick Martin
22	J.P. Morgan Private Bank ㉒ am.jpmorgan.com	225 S. 6th St. Minneapolis, MN 55402 612-215-2121	\$3.8 billion	19 / NA	JPMorgan Chase & Co.	Patrick Mahoney
23	Minnesota Bank & Trust ㉓ mnbankandtrust.com	7701 France Ave. S #110 Edina, MN 55435 952-841-9300	\$3.46 billion	35 / 4	Heartland Financial USA Inc.	Donna Mohr Kinney
24	Bernstein ㉔ bernstein.com	225 S. 6th St. #2500 Minneapolis, MN 55402 612-758-5000	\$3.4 billion	17 / NA	AB	David Berghult, david.berghult@bernstein.com
25	CliftonLarsonAllen Wealth Advisors ㉕ CLAconnect.com	220 S. 6th St. #300 Minneapolis, MN 55402 612-376-4777	\$3.33 billion	23 / 19	CliftonLarsonAllen	Bruce Bushman, Bruce.Bushman@claconnect.com

Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NM), Milwaukee, WI and its subsidiaries.