



'MULTI' FACETED

2018 Top DC Advisor Multi-Office Firms

By Nevin E. Adams, JD


From the day we launched our call for Top DC Advisor Teams, there has been an interest in a related compilation – one that captures the defined contribution (DC) assets of an entire firm, or a multi-office arrangement.

During our call for Top DC Advisor Teams last year, a number of firms provided this information – but the focus of that initial list was on individual teams.

The list is based on self-reported DC assets under advisement (AUA) as of Dec. 31, 2017, for the organizations that submitted data. Firms listed had to have more than one office/physical location to be included. Additionally, for this inaugural list, we decided that every multi-office firm should have in excess of \$1 billion in DC assets under advisement.

Sure, we know it's not just about the numbers – but the reality is that advisors are having a huge impact every single day, not only on the quality of retirement plan advice, but in building a more financially secure retirement for millions of Americans.

We appreciate the commitment and hard work of the teams acknowledged – and are proud to have the opportunity to share it here.

In future publications, this multi-office listing will accompany that of the individual teams. If your firm was not included, and you'd like to be considered for future lists, please email me at nevin.adams@usaretirement.org. 

Advisor Firm	City / State	Website	Number of individual offices	*Total asset value of the defined contribution plans supported	*Total number of defined contribution plans supported	*Total participants covered by the defined contribution plans supported
RPAG	Aliso Viejo, CA	http://www.rpag.com	450	\$382,598,260,333	36,872	4,070,194
GRP Advisor Alliance	Carlsbad, CA	http://www.grpaa.com	120	\$220,000,000,000	25,000	3,200,000
CAPTRUST	Raleigh, NC	http://www.captrustadvisors.com	29	\$203,720,207,284	2,078	4,600,000
NFP	Aliso Viejo, CA	http://nfp.com	25	\$135,000,000,000	1,391	1,400,000
Morgan Stanley	Purchase, NY	http://Morganstanley.com	187	\$129,000,000,000	23,000	3,200,000
UBS	Weehawken, NJ	https://www.ubs.com/rpcs	297 (U.S.)	\$112,119,740,791	12,745	2,100,000
Cammack Retirement Group	New York, NY	http://www.cammackretirement.com	3	\$104,000,000,000	315	900,000
Wells Fargo Advisors	St. Louis, MO	http://wellsfargoadvisors.com	N/A	\$85,161,145,056	47,012	N/A
SageView Advisory Group	Irvine, CA	http://www.sageviewadvisory.com	22	\$84,025,000,000	1,221	550,000
Independent Financial Partners	Tampa, FL	http://www.ifpartners.com	97	\$41,440,000,000	1,640	400,000
Cetera Financial Group	El Segundo, CA	http://www.cetera.com	N/A	\$28,500,000,000	13,750	unknown
Commonwealth Financial Network	Waltham, MA	http://www.commonwealth.com	902	\$16,763,988,814	5,945	158,635
Centurion Group, LLC	Plymouth Meeting, PA	http://www.centuriongroupllc.com	3	\$16,200,000,000	180	545,000
CBIZ Retirement Plan Services	Cleveland, OH	http://www.cbiz.com/retirement	16	\$14,752,180,591	959	252,500
Marsh & McLennan Agency Retirement Services	Boston, MA	http://www.mma-ne.com	11	\$13,300,000,000	892	330,000
Lockton Retirement Services, Northeast	Washington, DC	https://www.lockton.com/retirement-overview	5	\$13,000,000,000	171	N/A
Sheridan Road Financial	Northbrook, IL	http://sheridanroad.com	9	\$12,260,227,301	277	400,000
Newport Capital Group	Red Bank, NJ	http://www.newportcapitalgroup.com	6	\$10,800,000,000	126	127,785
Resources Investment Advisors	Overland Park, KS	http://www.riaadvisor.com	22	\$10,800,000,000	1,031	120,000
Institutional Investment Consulting	Bloomfield Hills, MI	http://www.iic-usa.com	3	\$10,600,000,000	43	122,000
Compass Financial Partners	Greensboro, NC	http://www.CompassFP.com	4	\$8,900,000,000	142	98,000
Blue Prairie Group	Chicago, IL	http://www.blueprairiegroup.com	7	\$7,989,000,000	96	100,000
PFE Advisors, Inc.	Southborough, MA	http://pfegroup.com	2	\$7,800,000,000	158	150,000
Qualified Plan Advisors	Overland Park, KS	http://qualifiedplanadvisors.com	11	\$7,800,000,000	410	70,900
Strategic Retirement Partners	Shorewood, IL	http://www.srpretire.com	15	\$7,000,000,000	600	100,000
MRP	Denver, CO	http://www.MRPretire.com	2	\$5,200,000,000	209	58,000
intellicents	Albert Lea, MN	http://intellicents.com	3	\$2,994,825,000	200	37,500
Cafaro Greenleaf	Red Bank, NJ	http://www.CafaroGreenleaf.com	5	\$2,470,000,000	130	35,000
Bukaty Companies Financial Services	Overland Park, KS	http://www.bukatyfs.com	5	\$2,250,000,000	305	50,000
Plan Sponsor Consultants	Alpharetta, GA	http://www.plansponsorconsultants.com	5	\$1,650,000,000	164	43,500
The Trust Company of Tennessee	Knoxville, TN	http://www.thetrust.com	3	\$1,351,000,000	189	25,377

*as of 12/31/17