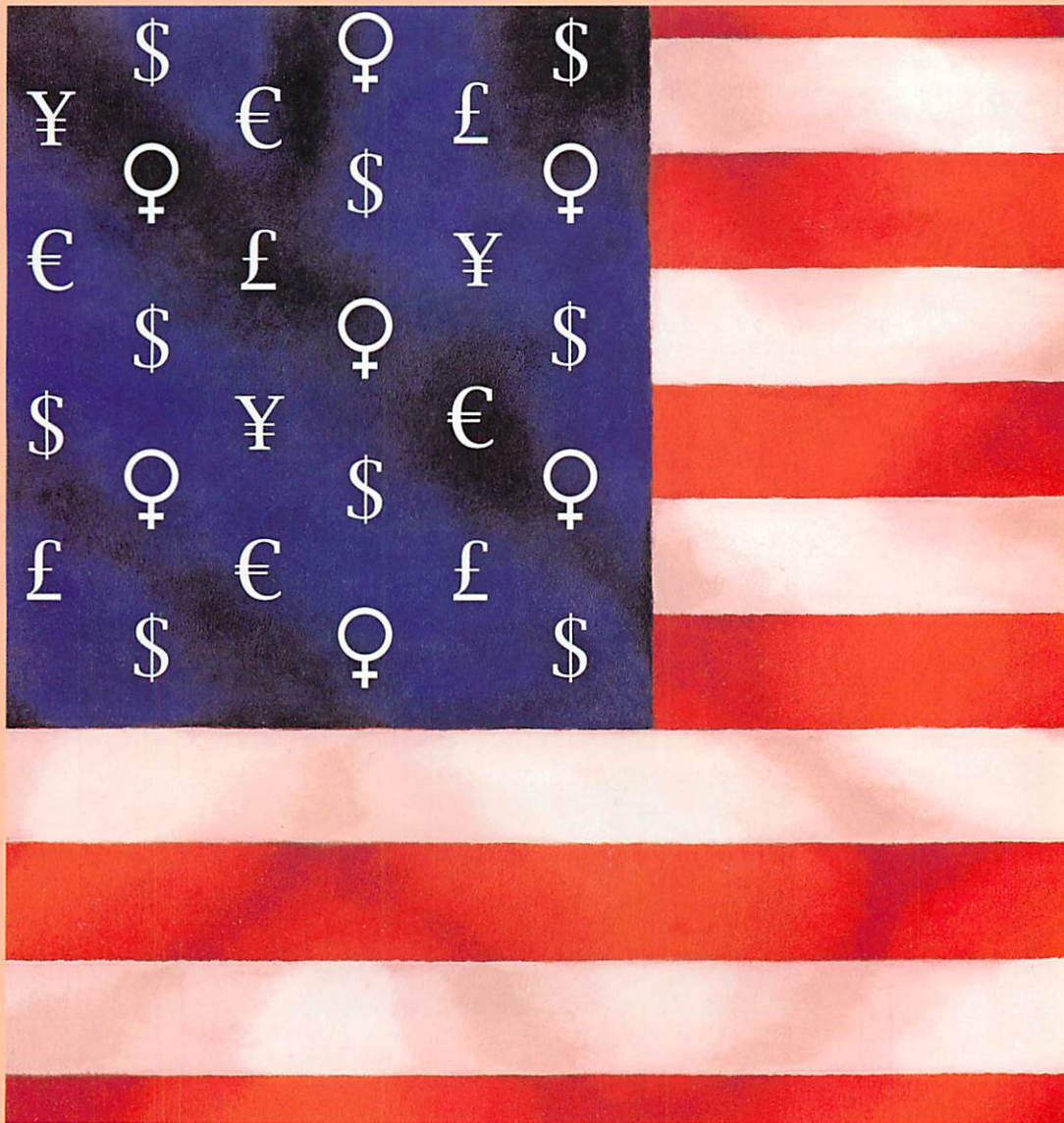


FT 100 Women Financial Advisers 2014

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Illustrations: James Fryer

The best in the business

A close-up of the industry and prospects for making more of its feminine talent

| Name | Company | City | Client segments served | | | |
|-----------------|-------------------------------|----------|------------------------|------|-------------|---------------|
| | | | Retail | HNW* | Ultra HNW** | Institutional |
| Chrin, Maria L. | Circle Wealth Management, LLC | New York | | ✓ | ✓ | |

The entry above is extracted from the New York section of the FT 100 Top Women Financial Advisers report.

Methodology How the FT 100 Women Financial Advisers list was compiled

We sought to highlight the many women financial advisers who have built large, successful practices. So this inaugural edition of the FT100 Women Financial Advisers provides a snapshot of the best across the US.

The FT's sister publication, Ignites Distribution Research, set a minimum of \$200m under management, then invited brokerages, private banks, and registered investment advisers

to submit candidates for the list. The team used advisers' self-reported data, regulatory disclosures and research to score attributes such as assets under management, growth rate, and credentials.

Size is a key indicator as bad advisers rarely attract and retain clients, but it did not determine who made our list. Longevity matters: established professionals offer reliability and perspective.

Advisers were also awarded points for certifications, including the CFA, CFP and more. And advisers whose information is accessible online were awarded small bonuses, as transparency should be the norm.

There is no attempt to rank advisers as differences are often minor. Many advisers narrowly missed out this year, edged out by slightly better profiles. Sometimes the difference

was a few more years of experience or an additional professional designation. Many more were outstanding than we could list.

The result is grouped by state - there are 25 plus Washington DC - and those with more people and wealth have greater representation. It is not surprising that New York City, a centre of wealth, has the biggest concentration, with 20 advisers.

So what does the list look like? An elite. The average female financial adviser manages just over \$1.8bn (the smallest manages \$400m) and saw assets under management rise 18 per cent in the year to mid-2014.

The average has been advising for 24 years, with 43 per cent from registered investment advisers, 41 per cent from broker-dealers and 16 per cent from private banking.

Loren Fox



Maria L. Chrin
Founder

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