

SINCE 1986

A MEDIA GENERAL MAGAZINE

VIRGINIA BUSINESS







Young CEOs

Their
businesses
and bank
accounts
believe their
age. All
hail to the
Internet.


Joel Erb, 23
CEO, Inet Network

**The Virginia
Winner's Circle**
State's top wealth advisers
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A tightening labor market for IT
The journey of business leader Julien Patterson
Remembering D-Day in Bedford

Rank ²	Name	Firm	City	Retail ¹ (<\$1mil)	High net worth ¹ (\$1mil-\$10mil)	Ultra high net worth ¹ (>\$10mil)
35	Ellen Cleary 	Morgan Stanley	Alexandria	•	•	
36	Laurel Kent 	Smith Barney	McLean	•	•	•
37	Carter Hotchkiss <small>Pictured from left: Carter Hotchkiss and Harriet Bain Duck</small> 	Wachovia Securities	Franklin	•	•	•
38	Jim Mills	SunTrust Investment Services	Norfolk	•	•	•
39	Michele Dandrea 	Smith Barney	McLean	•	•	•
40	Stephen Clarke ⁵	Merrill Lynch	Richmond	•	•	•
	E. Sidney Martin III ⁵	Merrill Lynch	Richmond	•	•	•
	Anita Bost ⁵	Merrill Lynch	Richmond	•	•	•
41	Kevin Wood	Wachovia Securities	Richmond	•	•	•
42	Ralph Courage 	UBS Financial Services Inc.	Norfolk		•	•
43	Jane Brooke <small>Pictured from left: Donald Mozzan Jr., Jane Brooke and Geoff Sisk</small> 	Wachovia Securities	Richmond	•	•	•
44	Sarah Cammisio	Merrill Lynch	Vienna	•	•	
45	Michael Puopolo	UBS Financial Services Inc.	Virginia Beach	•	•	•

RETAIL ADVISERS

1	Ric Edelman 	Edelman Financial Services LLC	Fairfax	•	•	
2	Brenda Blisk	Blisk Financial Group	McLean	•	•	•
3	Russell Cesari	Northwest Financial LLC	Herndon	•	•	
4	Nadine Van Orsdel	Smith Barney	McLean	•	•	
5	James McIntire Jr.	Morgan Stanley	Vienna	•	•	

- Investable assets, excluding primary residence; "*" indicates 5 percent or more of adviser's business.
- Total team assets include custodied and non-custodied assets that adviser and team advise. Adviser is ranked on individual contribution to team; some individuals on list are not part of teams and assets reflect only their share. Different weightings are assigned to different types of assets.
- Ranking algorithm includes revenues produced, but is not published.
- Account size and net worth refer to individual business, not institutional; net worth includes primary residence.
- Partners.