



FOR IMMEDIATE RELEASE:

***Barron's* Names Mark J. Smith to List of America's Top 1,200 Financial Advisors for 2018**

This marks the 11th consecutive year that Smith has been named to this list, and second year in a row to rank number four among Colorado advisors

GREENWOOD VILLAGE, Colo.—March 27, 2018—[M.J. Smith and Associates](#), a nationally recognized independent financial advisory firm, today announced that Mark J. Smith, CFP®, CPA/PFS, CIMA®, and president of M.J. Smith & Associates, has been named to [Barron's list of America's Top 1,200 Financial Advisors for 2018](#). This is the 11th consecutive year that Smith has been named to this list.

Over 4,000 financial advisors from around the nation are evaluated each year by *Barron's*, an American premier financial magazine published by Dow Jones & Company. *Barron's* then selects the top 1,200 advisors in America based on its criterion of assets under management, revenue produced for the firm, regulatory record, quality of practice and overall philanthropic work. The list is then segmented by state, where Smith ranked fourth overall for the second consecutive year in Colorado.

"I am honored to once again be named to this prestigious list of top advisors," said Smith. "This recognition from *Barron's* could not have been achieved without the team of highly-experienced and professional staff that we have working at M.J. Smith & Associates, as well as the trust and confidence of our clients."

With nearly 35 years of experience, M.J. Smith & Associates is a boutique-style independent advisory firm registered with the U.S. Securities and Exchange Commission. The firm offers fee-based, financial advice based on a fiduciary standard of care with a holistic approach that includes tax planning, investment planning, wealth management, risk management, retirement planning, estate planning and financial management.

Smith, a native of Iowa who founded the firm in 1983, leads the firm's philanthropic efforts and has served on the boards of both the Kempe Foundation for the Prevention and Treatment of Child Abuse and Neglect and the Salvation Army's Intermountain Division. In addition, Smith is a member of the Colorado Society of Certified Public Accountants (COCPA), where he participated as a board member in 2014-15. With a personal commitment to education, Smith has also funded scholarships at his alma mater, the University of Iowa, as well as at Iowa Central Community College, Metropolitan State University, Arapahoe Community College, and Universidad Del Sagrado Corazón in Puerto Rico.

In addition to being named to *Barron's* list of top financial advisors in the nation for 11 consecutive years, Mark Smith was also named to Financial Times Top 400 Advisors in 2017 and *Forbes* [America's Top Wealth Advisors](#) in 2016 and 2017.



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About M.J. Smith and Associates

With offices in Greenwood Village, Colo., M.J. Smith and Associates, a Registered Investment Advisor, offers an extensive array of financial services, including investment planning, retirement planning, estate planning and tax planning, as well as insurance and risk management. Founded in 1983 by Mark J. Smith, the firm is registered with the U.S. Securities and Exchange Commission. M.J. Smith and Associates offers securities through Raymond James Financial Services Inc., Member FINRA/SIPC. For more information, visit <http://www.mjsmith.com/>.

Source: Barron's "Top 1,200 Financial Advisors," March, 2018. Barron's is a registered trademark of Dow Jones & Company, L.P. All rights reserved. The rankings are based on data provided by over 4,000 individual advisors and their firms and include qualitative and quantitative criteria. Data points that relate to quality of practice include professionals with a minimum of 7 years financial services experience, acceptable compliance records (no criminal U4 issues), client retention reports, charitable and philanthropic work, quality of practice, designations held, offering services beyond investments offered including estates and trusts, and more. Financial Advisors are quantitatively rated based on varying types of revenues produced and assets under management by the financial professional, with weightings associated for each. Investment performance is not an explicit component because not all advisors have audited results and because performance figures often are influenced more by clients' risk tolerance than by an advisor's investment picking abilities. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisor's future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. Barron's is not affiliated with Raymond James. The FT 400 was developed in collaboration with Ignites Research, a subsidiary of the FT that provides specialized content on asset management. To qualify for the list, advisors had to have 10 years of experience and at least \$300 million in assets under management (AUM) and no more than 60% of the AUM with institutional clients. The FT reaches out to some of the largest brokerages in the U.S. and asks them to provide a list of advisors who meet the minimum criteria outlined above. These advisors are then invited to apply for the ranking. Only advisors who submit an online application can be considered for the ranking. In 2017, roughly 790 applications were received and 400 were selected to the final list (50.6%). The 400 qualified advisors were then scored on six attributes: AUM, AUM growth rate, compliance record, years of experience, industry certifications, and online accessibility. AUM is the top factor, accounting for roughly 60-70 percent of the applicant's score. Additionally, to provide a diversity of advisors, the FT placed a cap on the number of advisors from any one state that's roughly correlated to the distribution of millionaires across the U.S. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisor's future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. The FT is not affiliated with Raymond James. The Forbes ranking of America's Top Wealth Advisors, developed by SHOOK Research, is based on an algorithm of qualitative and quantitative data, rating thousands of wealth advisors with a minimum of seven years of experience. Ranking algorithm is based on quality of practice, including: telephone and in-person interviews, client retention, industry experience, review of compliance records, firm nominations; and quantitative criteria, including: assets under management and revenue generated for their firms. Investment performance is not a criteria because client objectives and risk tolerances vary, and advisors rarely have audited performance reports. Rankings are based on the opinions of SHOOK Research, LLC which does not receive compensation from the advisors or their firms in exchange for placement on the ranking. Research Summary (as of July 2016): 11,235 Advisor nominations were received, based on thresholds. 4,000 Advisors were invited to complete the online survey. 2,500 Advisors were interviewed by telephone. 425 Advisors were interviewed in-person at the Advisors' location. Final list of the top 200 Advisors was then compiled based upon the quantitative criteria. Raymond James is not affiliated with Forbes or Shook Research, LLC. This ranking is not indicative of advisor's future performance, is not an endorsement, and may not be representative of individual clients' experience. Neither Raymond James nor any of its Financial Advisors or RIA firms pay a fee in exchange for this award/rating. Forbes list of "America's Top Wealth Advisors" (2017) The Forbes ranking of America's Top Wealth Advisors, developed by SHOOK Research, is based on an algorithm of qualitative and quantitative data, rating thousands of wealth advisors with a minimum of seven years of experience. Ranking algorithm is based on quality of practice, including: telephone and in person interviews, client retention, industry experience, review of compliance records, firm nominations; and quantitative criteria, including: assets under management and revenue generated for their firms. Investment performance is not a criteria because client objectives and risk tolerances vary, and advisors rarely have audited performance reports. Rankings are based on the opinions of SHOOK Research, LLC which does not receive compensation from the advisors or their firms in exchange for placement on the ranking. Research Summary (as of September 2017): 19,872 Advisor nominations were received, based on thresholds. 4,504 Advisors were invited to complete the online survey. 4,432 Advisors were interviewed by telephone. 923 Advisors were interviewed in-person at the Advisors' location. Final list of the top 250 Advisors was then compiled based upon the quantitative criteria. Raymond James is not affiliated with Forbes or Shook Research, LLC. This ranking is not indicative of advisor's future performance, is not an endorsement, and may not be representative of individual clients' experience. Neither Raymond James nor any of its Financial Advisors or RIA firms pay a fee in exchange for this award/rating.