



# Barron's 2020 Top 50 Institutional Consultants List

Congratulations to these 18 outstanding Graystone Consulting teams led by the Institutional Consulting Directors listed below. You are a bright example of the culture of excellence at our Firm.

**Jim Detterick**  
**Ryan Lewis**  
**Mark Maizel**  
New York, N.Y.

**Kristina Van Liew**  
**Linda Stephans**  
**Erik Oiler**  
Chicago, Ill.

**Craig Dobbs**  
**Matthew Viars**  
**Franco Piarulli**  
Indianapolis, Ind.

**Thane Stenner**  
**Youssef Zohny**  
**Simon Jochlin**  
San Francisco, Calif.

**John Longo**  
**Kenneth Yager**  
New York, N.Y.

**Robert S. Scherer**  
**Dean J. Eisen**  
**Ross P. Charkatz**  
Potomac, Md.

**John W. Granger II**  
Houston, Tex.

**William Hendrix**  
**Lee Morris**  
**Robert Morris**  
Raleigh, N.C.  
Wichita, Kans.  
Dallas, Tex.

**William Messner**  
**John Krakowiak**  
**Jason May**  
Birmingham, Mich.

**Thomas Parks**  
**Edgar Mooney**  
**Tricia Uttech**  
Milwaukee, Wis.

**Harry Herb**  
**Thomas Schatzman**  
**Scott Davis**  
Wyomissing, Pa.

**George Cook**  
**Carl Viard**  
**Mary Tomanek**  
Barrington, Ill.

**Michael Rosloniec**  
**Jennifer Hamant**  
**Cheryl Carpenter**  
Columbus, Ohio  
Grand Rapids, Mich.

**Timothy Skelly**  
**Mark Curtis**  
**Joe Vollono**  
Palo Alto, Calif.

**David A. Wheeler**  
**Adam H. Palmer**  
**A. Scott Owens**  
Tampa, Fla.

**Brent Glading**  
**Tom Ferrara**  
Florham Park, N.J.

**Greg Simakas**  
**Todd Simakas**  
**Anthony Smulski**  
Sewickley, Pa.

**James Whitney**  
**Michael Sakach**  
**Mary DiChristofano**  
Chicago, Ill.

Source: Barron's "Top Institutional Consultants," April 20, 2020. The teams in the ranking were evaluated on a range of criteria, including institutional investment assets overseen by the team, the revenue generated by those assets, the number of clients served by the team, and the number of team members and their regulatory records. Also considered were the advanced professional designations and accomplishments represented on the team. The rating is not indicative of the Institutional Consulting Director's past or future performance. Neither Morgan Stanley Smith Barney LLC nor its Institutional Consulting Directors pay a fee to Barron's in exchange for the rating. Barron's is a registered trademark of Dow Jones & Company, L.P. All rights reserved.

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