

# Barron's 2016 Top 30 Institutional Consultants List

Congratulations to these outstanding Graystone Consulting Institutional Consulting Directors listed below, you are a bright example of the culture of excellence at our firm.

**Craig Dobbs**  
Indianapolis, IN

**John Granger**  
**Edmund Martinez**  
Houston, TX

**Robert S. Scherer**  
**Dean Eisen**  
**Ross Charkatz**  
Potomac, MD

**Phil Shaffer**  
**Mike Birgeneau**  
Columbus, OH

**Charles H. Mulfinger, II**  
Tampa, FL

**George Cook**  
Barrington, IL

**Linda Stephans**  
**Kristina Van Liew**  
**Erik Oiler**  
Chicago, IL

**Larry Mills**  
**Bryan Mountain**  
**Chris Venuti**  
**Marc Roggenkamp**  
Westlake Village, CA

**Donald C. Lucci**  
**John E. Dawson**  
Charleston, WV

**Harry J. Herb**  
**Thomas J. Schatzman**  
Wyomissing, PA

**Thomas W. Parks**  
Milwaukee, WI

Source: Barron's "Ranking the Institutional Consultants," April 18, 2016. 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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