



**FOR IMMEDIATE RELEASE**

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***MARK J. SMITH NAMED TO FORBES' LIST OF TOP WEALTH ADVISORS FOR 4TH CONSECUTIVE YEAR***

**GREENWOOD VILLAGE, CO, Sept. 19, 2019** – Mark J. Smith, founder of M.J. Smith & Associates, has been named to Forbes Magazine's list of *America's Top Wealth Advisors* for the 4<sup>th</sup> consecutive year.

The list recognizes advisors from national, regional and independent firms.

Smith is only one of four advisors in Colorado to earn the recognition.

The advisors were nominated by their firm and then vetted and independently ranked by SHOOK research. Each advisor is chosen based on an algorithm of qualitative and quantitative criteria, including:

- In-person and/or phone interviews
- Industry experience
- Compliance records
- Revenue produced
- Assets under management

M.J. Smith & Associates' assets managed as of Sept. 10, 2019 totaled \$786 million. The 250 advisors on this year's list manage nearly \$1 trillion in client assets.

The full list was released online on Sept. 10, 2019.

An independent Registered Investment Advisor registered with the U.S. Securities and Exchange Commission, M.J. Smith & Associates offers fee-based asset management services with a comprehensive financial planning approach that includes tax planning. Mark J. Smith, CFP®, CPA/PFS, CIMA®, founded the firm in 1983, and serves as president. In addition to Smith, the leadership team includes Tom Jacobsen, MBA, Chief Operating Officer.

Smith is a member of the Colorado Society of Certified Public Accountants, where he participated as a board member in 2014-15 and is past president of the Society's Educational Foundation. He has also been named as one of *Barron's* Top1,200 Financial Advisors every year for the past 10 years,

“I am honored to once again make the Forbes list as one of the top investment advisors in the country,” Smith said. “It’s an accomplishment to be recognized for what our firm does, but ultimately, our goal is to continue to do what we do best: help our clients meet their short and long-term financial goals.”

### **About M.J. Smith & Associates**

With offices in Greenwood Village, CO., M.J. Smith & 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 has more than \$786 million in assets under management and is registered with the U.S. Securities and Exchange Commission. The advisors at M.J. Smith & Associates offer securities through Raymond James Financial Services Inc., Member FINRA/SIPC. For more information, visit <http://www.mj-smith.com/>.

M.J. Smith & Associates is not a registered broker/dealer and is independent of Raymond James Financial Services. Investment advisory services offered through M.J. Smith & Associates.

Data provided by [SHOOK™ Research, LLC](#). Data as of 6/30/19. America's Top Wealth Advisors ([Forbes.com](#) Sept. 2019). The ranking, developed by SHOOK Research, is based on in-person and telephone due diligence meetings and a ranking algorithm that includes: a review of best practices, 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 criterion because audited records rarely exist and clients have varying risk levels. Rankings are based on the opinions of SHOOK Research, LLC and not indicative of future performance or representative of any one client's experience. Research Summary (as of August 2019): 30,678 Advisor nominations were received based on high thresholds. 12,251 Advisors were invited to complete the online survey. SHOOK has conducted over 14,000 telephone interviews with advisors. 2,265 Advisors were interviewed in-person at the Advisors' location. Final list of the top 250 Advisors was then compiled based on an algorithm that considers both quantitative and qualitative 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. For more information: [www.SHOOKresearch.com](http://www.SHOOKresearch.com).

### **About Raymond James Financial Services**

\*As of 06/30/2019. Past performance is not an indication of future results. The information provided is for informational purposes only and is not a solicitation to buy or sell Raymond James Financial stock. Raymond James Financial, Inc. (NYSE: RJF) is a leading diversified financial services company providing private client group, capital markets, asset management, banking and other services to individuals, corporations and municipalities. The company has approximately 7,900 financial advisors throughout the United States, Canada and overseas. Total client assets are \$824 billion.\* Public since 1983, the firm is listed on the New York Stock Exchange under the symbol RJF. Additional information is available at [www.raymondjames.com](http://www.raymondjames.com).

Barron's "Top 1,200 Financial Advisors." March, 2019. 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 a variety of 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 it's not indicative of future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for the award/ranking. Barron's is not affiliated with Raymond James. Raymond James and its advisors do not offer tax or legal advice. You should discuss any tax or legal matters with the appropriate professional.

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