

Ranking	Ranking 2010	Ranking 2009	Ranking 2008	Ranking 2007	Company Name	Website	Relevant Turnover (£)	Fees (%)	Firm Size	Sales Size	Branches	Appointed Reps Investment Business (%)	Pensions Business (%)	Protection Business (%)	Mortgages Business (%)	Insurance Business (%)	Notes	
1	1	1	1	1	Sesame	www.sesame.co.uk	448,000,000	0	550	1,947	4	1,344	0	0	0	0	0	-
2	4	-	-	-	St James's Place	www.sjp.co.uk	358,900,000	-1	2,145	2,145	8	2,231	-	-	-	-	-	-
3	3	11	-	-	Brewin Dolphin Securities	www.brewindolphin.co.uk	251,000,000	51	1,813	657	41	0	90	10	-	-	-	-
4	2	2	2	2	Openwork	www.openwork.uk.com	250,000,000	6	2,500	2,018	3	1	23	18	40	12	7	-
5	38	39	6	9	Hargreaves Lansdown Group	www.hl.co.uk	207,900,000	-	630	-	1	-	-	-	-	0	-	-
6	10	8	-	-	JLT Benefit Solutions	www.jltgroup.com	137,000,000	76	1,600	65	16	2	-	-	-	-	-	-
7	6	4	8	59	Smith & Williamson	www.smith.williamson.co.uk	99,000,000	76	1,500	265	12	0	92	6	1	1	-	-
8	5	34	58	49	Oval Fin Services	www.theovalgroup.com	98,000,000	0	1,200	79	27	3	35	55	8	2	-	-
9	11	9	12	26	Intrinsic Group	www.intrinsicfs.com	90,400,000	0	130	772	3	337	15	27	39	15	4	-
10	9	5	9	10	Positive Solutions Fin Services	www.thinkpositive.com	86,841,000	6	1,376	1,254	13	1	40	30	19	9	2	-
11	16	16	14	11	Towry	www.towry.com	79,400,000	76	773	254	21	0	77	-	-	-	-	-
12	7	6	7	6	The Tenet Group	www.tenetgroup.co.uk	79,100,000	6	230	31	1	198	34	20	29	15	1	-
13	18	-	-	-	Charles Stanley	www.charles-stanley.co.uk	61,800,000	1	393	387	33	0	100	0	0	0	0	-
14	14	13	10	7	AWD Group Plc	www.awdplc.com	58,800,000	10	206	206	35	116	36	22	6	32	2	-
15	55	-	-	-	J M Finn	www.jmfinn.com	43,223,772	1	285	109	4	0	-	-	-	-	-	-
16	94	90	93	81	Investors Planning Associates	www.investorsplanning.co.uk	42,000,000	1	43	43	27	1	70	15	10	5	-	-
17	17	18	24	22	Skipton Group	www.skiptonfs.co.uk	33,205,755	1	539	202	7	1	97	2	1	-	-	-
18	12	14	13	14	Lighthouse Group	www.lighthouseexpress.co.uk	33,000,000	5	542	542	19	169	58	14	16	11	0	-
19	21	-	-	-	W H Ireland	www.wh-ireland.co.uk	32,590,000	1	200	113	12	1	-	-	-	-	-	-
20	8	3	3	5	Honister Capital	www.honisterpartners.com	31,425,000	-1	424	424	70	0	-	-	-	-	-	-
21	25	24	-	18	Montpelier Group	www.montpeliergroup.com	30,000,000	60	29	29	7	1	40	35	10	10	0	-
22	-	21	18	16	Origen	www.origenfs.co.uk	30,000,000	15	107	107	14	3	40	45	12	3	0	-
23	26	23	21	20	The On-Line Partnership	www.inpartnership.net	30,000,000	6	65	383	9	204	30	30	0	25	15	-
24	15	15	4	4	Barclays Bank	www.barclayswealth.com / gerrard.htm	29,480,000	0	276	256	22	0	-	-	-	-	-	-
25	27	-	-	-	RSM Tenon Fin Services	www.rsmtenon.com	28,500,000	21	305	130	52	0	50	35	8	1	1	-
26	28	-	-	-	Grant Thornton UK	www.grant-thornton.co.uk	27,531,000	100	117	85	36	0	71	19	10	0	0	-
27	30	26	25	24	Mercer HR Consulting	www.mercerhr.com	26,000,000	40	64	45	40	0	31	55	14	0	0	-
28	32	-	-	-	Barfield Fin Advisors	www.barfieldmortgage.co.uk	25,000,000	6	15	9	1	0	10	60	20	5	5	-
29	-	-	-	-	Perspective Group	www.perspective-group.com	23,000,000	20	220	84	21	3	54	40	2	3	1	-
30	-	-	-	-	Paradigm Financial Advisers	www.paradigmfinancialadvisers.co.uk	22,275,000	-1	339	339	0	151	-	-	-	-	-	-
31	22	27	29	28	BestInvest Consultants	www.bestinvest.co.uk	21,000,000	50	15	10	0	0	-	-	-	-	-	formerly just BestInvest. Now divided into two sections: BestInvest Brokers and BestInvest Consultants. Previous Rankings reflect the merged BestInvest
32	-	-	-	-	Lark Life & Pensions	www.larkinsurance.co.uk	20,000,000	1	260	12	5	0	2	18	-	-	80	-
33	37	31	43	36	Cavanagh Group	www.cavanagh.co.uk	17,500,000	21	190	70	11	3	36	48	10	6	0	-
34	39	28	28	29	Foster Denovo	www.fosterdenovo.com	17,237,148	6	150	90	12	0	24	54	14	3	5	-
35	43	48	-	-	Thomsons Online Benefits	www.thomsons.com	16,300,000	21	225	14	4	0	-	90	10	-	-	-
36	44	35	-	-	Halifax IFAs	www.bankofscotlandprivateclients.co.uk	16,000,000	2	37	37	2	0	95	4	1	0	0	-
37	46	-	-	-	Jelf Fin Planning	www.jelfgroup.com	15,851,000	1	150	47	8	0	20	52	1	26	1	-
38	42	47	51	-	Broadstone	www.broadstoneltd.co.uk	15,023,000	77	197	-	8	0	55	40	-	0	5	formerly known as BDO Stoy Hayward Inv Man or BDO Inv Man
39	58	87	-	-	Best Practice Group	www.bestpractice.co.uk	15,000,000	51	23	123	41	70	45	32	17	5	1	-
40	49	-	-	-	Kymin Fin Services	www.kymin.co.uk	15,000,000	1	12	8	2	0	20	25	25	20	10	-
41	48	-	40	-	London & Capital Plc	www.londonandcapital.com	15,000,000	100	6	7	0	0	100	0	0	0	0	-
42	52	-	-	-	Baigrie Davies & Co	www.baigriedavies.co.uk	14,000,000	14	18	12	7	8	30	40	10	10	10	-
43	53	41	42	39	Co-Operative Bank Fin Advisers	www.cbfa.co.uk	14,000,000	5	133	69	1	0	89	9	2	0	0	-
44	54	43	54	54	Mattioli Woods Plc	www.mattioli-woods.com	13,680,000	51	197	28	2	0	46	53	-	-	1	-
45	22	27	29	28	BestInvest Brokers	www.bestinvest.co.uk	13,000,000	90	49	42	0	0	90	10	0	0	0	formerly just BestInvest. Now divided into two sections: BestInvest Brokers and BestInvest Consultants. Previous Rankings reflect the merged BestInvest
46	-	57	48	42	Pantheon Financial Group	www.pantheongroup.co.uk	13,000,000	6	105	24	9	0	47	40	10	3	0	-
47	50	38	38	33	The Whitechurch Network	www.whitechurchnetwork.com	13,000,000	1	15	200	1	160	25	25	25	20	5	-
48	56	-	-	-	Liverpool Victoria	www.lv.com	12,000,000	1	28	28	4	11	92	5	2	1	0	-
49	-	-	-	-	PricewaterhouseCoopers	www.pwc.com / uk	11,330,000	0	111	90	6	0	-	-	-	-	-	-
50	20	17	16	12	Bluefin Group	www.bluefingroup.co.uk	10,300,000	6	98	29	4	4	50	35	5	0	10	-
51	59	59	-	58	LEBC Group	www.lebc-group.com	9,500,000	21	125	62	16	0	35	55	7	2	1	-
52	24	-	-	-	Savills Private Finance	www.spf.co.uk	9,400,000	80	13	10	33	1	6	2	0	88	2	-
53	67	62	66	61	Kellands Bristol	www.kelland.co.uk	9,200,000	1	15	42	8	0	70	24	5	1	-	-
54	61	73	61	52	Ashley Law	www.ashleylaw.co.uk	9,000,000	6	73	57	45	0	-	-	-	-	-	-
55	74	-	-	-	Killik & Co	www.killik.com	8,800,000	1	86	103	10	2	-	-	-	-	-	-
56	-	-	-	-	Walker Crips Group	www.wcwb.co.uk	8,800,000	1	90	85	0	1	-	-	-	-	-	-
57	-	-	46	-	Panmure Gordon (Broking)	www.panmure.com	8,360,000	1	78	78	0	0	-	-	-	-	-	-
58	64	-	-	-	Close Asset M'ment	www.closeam.com	8,100,000	100	124	124	4	0	100	0	0	0	0	-
59	66	56	-	-	2 Plan	www.2plan.com	7,800,000	6	35	202	23	0	40	35	20	5	-	-
60	73	-	-	-	Sense Network	www.sense-ifa.co.uk	7,632,000	21	12	108	0	40	35	33	22	6	4	-
61	69	64	73	68	Medical Money Management	www.medicalmoneymangement.co.uk	7,295,000	1	82	38	7	0	29	30	18	3	20	-
62	-	-	-	-	Merchant House Fin Services	www.merchanthousegroup.com	7,200,000	-1	100	100	0	0	-	-	-	-	-	-
63	47	36	39	-	PSFM	www.psfm.com	7,000,000	-	-	24	5	0	75	20	10	50	-	-
64	83	81	87	-	Rowan Dartington & Co	www.rowan-dartington.co.uk	7,000,000	30	54	50	8	0	100	0	0	0	0	-
65	65	60	64	60	Chelsea Fin Services	www.chelseafs.co.uk	6,800,000	0	15	1	1	0	90	5	-	-	-	-
66	70	66	72	65	Francis Townsend & Hayward	www.ftfhs.co.uk	6,500,000	21	8	7	2	0	23	65	7	5	0	-
67	71	68	80	75	Yorkshire Inv Consultants	www.yig.co.uk	6,200,000	21	113	31	5	4	60	25	10	3	2	-
68	78	75	77	71	PI Financial	www.dixonsutcliffe.com	6,100,000	1	135	89	55	17	31	22	28	14	5	-
69	-	70	76	-	Newell Palmer Group	www.newellpalmer.co.uk	6,000,000	1	70	26	4	3	65	20	10	5	0	-
70	-	-	75	-	RP&C International	www.rpint.co.uk	6,000,000	50	11	10	0	1	100	0	0	0	0	-
71	13	-	11	8	Personal Touch Fin Services	www.personaltouchfs.com	5,887,022	-	1,682	1,682	-	807	-	-	-	-	-	-
72	77	69	68	84	Morgans	www.themorgangroup.co.uk	5,825,000	1	80	27	5	0	15	70	5	5	5	-
73	100	-	-	-	Affinity Fin Awareness	www.affinityadvise.com	5,800,000	6	65	40	1	0	90	3	4	1	2	-
74	75	-	-	-	BNP Paribas Private IM	-	5,720,000	0	63	56	0	0	-	-	-	-	-	-
75	68	63	67	62	Julian Harris Fin Consultants	www.julianharris.net	5,700,000	0	27	40	6	11	44	15	9	27	-	-
76	76	76	70	67	HFM Columbus Group	www.columbus-ifa.co.uk	5,626,665	6	62	19	3	0	76	20	4	-	-	-
77	88	74	71	70	Helm Godfrey Partners	www.helmgodfrey.com	5,600,000	21	60	27	12	1	23	54	13	1	-	-
78	87	84	-	-	Clifton Asset Management	www.cliftonasset.co.uk	5,523,068	51	41	32	1	0	5	90	4	1	0	-
79	-	-	-	-	Hase Osborne AM	www.haseosborne.co.uk	5,500,000	1	7	3	1	0	50	40	5	5	-	-
80	84	85	100	88	Berkeley Burke & Co	www.berkeleyburke.com	5,000,000	46	70	25	2	2	43	55	0	2	0	-
81	79	77	90	-	City Asset Management Plc	www.city-asset.co.uk	5,000,000	76	54	27	2	1	75	20	5	-	-	-
82	-	-	-	-	Compass Wealth Management	www.compasswmc.com	5,000,000	1	75	55	2	1	50	45	2	2	1	-
83	82	46	50	-	Financial	www.financial.ltd.uk	5,000,000	20	240	534	1	390	70	20	3	5	2	-
84	85	78	99	87	Greystone Fin Services	www.greystonfs.co.uk	5,000,000	6	58	31	2	2	40	40	5	10	5	-
85	80	80	89	-														