

Top Financial Advisers **BARRON'S**

Presenting the top wealth managers in Greater Philadelphia



Paul S. Baker **Wells Fargo Advisors,** **Jenkintown**

Title: Managing director,
investment officer.

Education: Drexel University, BS in commerce and engineering sciences, magna cum laude (1985).

Career path: Morgan Stanley (Dean Witter), financial adviser (pre-1987). From 1987 through 2005, built a wealth management practice. Moved practice to Wells Fargo Advisors (Wachovia Securities) in 2005 and formed the Baker Wealth Management Group.

Describe your investment philosophy: Every client must have a personal wealth management plan. We

use a global top-down approach and modern portfolio theory to construct efficient portfolios designed to achieve our clients' return objectives while incurring the appropriate level of risk. Our policy requires that each facet of the portfolio is managed to add value relative to our benchmarks over a market cycle.

What has the past year taught you about investing or the financial markets?: During times of extreme volatility in the market a well-constructed investment plan is critical to enable investors to stay focused on their long-term goals. Additionally, some of the best opportunities to add significant value to clients are during market sell-offs. Sound investment analysis and discipline enabled us to reposition client assets to capitalize on the dislocations in the markets.

Barron's rank: No. 35.