

## BACK TO TOP ADVISORS FROM ALL 50 STATES

## 2014 Top Advisor Rankings: California



**Ranked #1: Mark T. Curtis** ♦ Curtis once considered becoming a family doctor, but after realizing that treating scrapes and sore throats would get dull after a few years, he became an advisor. "I love the fact that my business [continually] changes," says Curtis, 57. "Whatever a client's needs are is the business I'm in that day." One key to investing, Curtis tells his clients, is to treat it as a long-term process in which short-term volatility is acceptable. "People have such a long time frame, but they don't invest that way," he says. Curtis has overweighted U.S. investments for several years, and still believes in domestic markets' prospects. Curtis, who runs a 27-person team, is unabashedly unexciting. He still lives in the Palo Alto, Calif., house where he was born and raised; he has never changed firms, and prefers work to hobbies. "I'm not one of those people who wishes they could have done something else," he says. "I'm doing what I've always aspired to do." -STEVE GARMHAUSEN

Rank	'14	'13	Name	Firm	Location	CUSTOMERS						Total Asset (\$mil)	Typical Account (\$mil)	Typical Net Worth (\$mil)
						Individuals (Up to \$1mil)	High Net Worth (\$1-10 mil)	Ultra-High Net Worth (\$10 mil+)	Foundations	Endowments	Institutional			
1	2		<b>Mark T. Curtis</b>	Graystone Consulting	Palo Alto, Calif.		■	■				27000	5	25
2	3		<b>Andy Chase</b>	Morgan Stanley PWM	Menlo Park, Calif.	■	■	■				12893	20	25
3	8		<b>Jon Goldstein</b>	Constellation Wealth Advisors	Menlo Park, Calif.		■	■	■			5500	50	70
4	7		<b>Gregory Vaughan</b>	Morgan Stanley PWM	Menlo Park, Calif.		■	■	■	■		13154	75	150
5	6		<b>Drew Zager</b>	Morgan Stanley PWM	Los Angeles, Calif.			■				8842	80	150
6	N		<b>Spuds Powell</b>	Kayne Anderson Rudnick Inv Mgmt	LOS ANGELES, Calif.		■	■	■	■		8618	5	10
7	5		<b>J. Dorian McKelvy</b>	Morgan Stanley PWM	Menlo Park, Calif.	■	■	■	■			8000	7.5	15
8	10		<b>Richard Jones</b>	Merrill Lynch PBIG	Los Angeles, Calif.			■	■	■		11929	50	75
9	12		<b>Reza Zafari</b>	Merrill Lynch PBIG	Los Angeles, Calif.			■	■	■		11929	50	75
10	9		<b>Steve Levine</b>	UBS Private Wealth Mgmt	Los Angeles, Calif.		■	■	■			4512	10	50
11	N		<b>David Hou</b>	First Republic Investment Mgmt	Los Angeles, Calif.		■	■	■	■		8046	15	25
12	16		<b>Sanford Katz</b>	Credit Suisse Securities	San Francisco, Calif.		■	■	■			1843	30	40
13	13		<b>Troy Griep</b>	Morgan Stanley PWM	San Francisco, Calif.		■	■	■	■		7014	30	50
14	19		<b>Mark Douglass</b>	Morgan Stanley PWM	Menlo Park, Calif.		■	■	■	■		13154	75	150
15	N		<b>Jeffrey Colin</b>	Baker Street Advisors	San Francisco, Calif.		■	■	■			4598	20	30
16	38		<b>Lance Marcus</b>	Merrill Lynch Wealth Mgmt	Pasadena, Calif.	■	■	■	■			3191	5	10
17	20		<b>Alan Whitman</b>	Morgan Stanley Wealth Mgmt	Pasadena, Calif.	■	■	■				2245	5	15
18	N		<b>Debra Wetherby</b>	Wetherby Asset Mgmt	San Francisco, Calif.		■	■				3859	10	15
				UBS	Los									

19	22	<b>Greg Fullmer</b>	Financial Services	Angeles, Calif.	■	■	■	■	■	1615	25	50
20	26	<b>Karen McDonald</b>	Morgan Stanley Wealth Mgmt	Palo Alto, Calif.	■	■	■	■	■	21200	3	10
21	N	<b>Mark Sear</b>	First Republic Investment Mgmt	Los Angeles, Calif.	■	■	■	■	■	8046	15	25
22	29	<b>Richard Blosser</b>	UBS Private Wealth Mgmt	Los Angeles, Calif.	■	■	■	■	■	2211	30	30
23	15	<b>Roger A. Carter</b>	Merrill Lynch PBIG	San Francisco, Calif.	■	■	■	■	■	3423	50	50
24	31	<b>Laila Pence</b>	Pence Wealth Mgmt	New port Beach, Calif.	■	■	■	■	■	1074	2	5
25	53	<b>Mark Schulten</b>	Wells Fargo Advisors	Long Beach, Calif.	■	■	■	■	■	1287	2.5	7
26	27	<b>James Hulburd</b>	Merrill Lynch PBIG	San Francisco, Calif.	■	■	■	■	■	1911	50	75
27	18	<b>Eric Gray</b>	Merrill Lynch PBIG	Los Angeles, Calif.	■	■	■	■	■	4870	50	75
28	21	<b>Elaine Meyers</b>	Credit Suisse Securities	San Francisco, Calif.	■	■	■	■	■	2630	45	100
29	25	<b>Lorna Meyer</b>	Merrill Lynch PBIG	San Francisco, Calif.	■	■	■	■	■	1975	25	50
30	N	<b>Dale Yahnke</b>	Dow ling & Yahnke	San Diego, Calif.	■	■	■	■	■	2456	2.6	10
31	24	<b>Dana Jackson</b>	Graystone Consulting	Menlo Park, Calif.	■	■	■	■	■	12824	20	35
32	61	<b>Samuel Kagan</b>	Wells Fargo Advisors	Los Angeles, Calif.	■	■	■	■	■	2100	15	90
33	30	<b>Dagny Maidman</b>	Credit Suisse Securities	San Francisco, Calif.	■	■	■	■	■	1504	25	50
34	N	<b>Steve Weber</b>	Morgan Stanley PWM	Los Angeles, Calif.	■	■	■	■	■	3500	40	100
35	35	<b>Richard Petit</b>	Morgan Stanley PWM	Menlo Park, Calif.	■	■	■	■	■	4904	25	35
36	43	<b>Jonathan Harris</b>	Morgan Stanley PWM	San Francisco, Calif.	■	■	■	■	■	3250	30	60
37	46	<b>James McCabe</b>	Wells Fargo Advisors	Beverly Hills, Calif.	■	■	■	■	■	1600	5	10
38	34	<b>John McNamee</b>	Merrill Lynch PBIG	Los Angeles, Calif.	■	■	■	■	■	4924	30	40
39	36	<b>Alex Shahidi</b>	Merrill Lynch PBIG	Los Angeles, Calif.	■	■	■	■	■	15548	40	40
40	N	<b>Tim Emanuels</b>	Morgan Stanley PWM	San Francisco, Calif.	■	■	■	■	■	4904	25	35
41	44	<b>Patrick McClain</b>	Hanson McClain Advisors	Sacramento, Calif.	■	■	■	■	■	1755	0.5	1
42	45	<b>Scott T. Hanson</b>	Hanson McClain Advisors	Sacramento, Calif.	■	■	■	■	■	1755	0.5	1
43	N	<b>Rich Hogan</b>	Merrill Lynch PBIG	San Francisco, Calif.	■	■	■	■	■	17271	35	75
44	80	<b>Brian Firing</b>	Wells Fargo Advisors	Beverly Hills, Calif.	■	■	■	■	■	1300	8	25
45	64	<b>Garrett Bland</b>	J.P. Morgan Securities	Los Angeles, Calif.	■	■	■	■	■	1674	20	40
		<b>Michael van</b>	Baker Street	San	■	■	■	■	■			

46	N	<b>den Akker</b>	Advisors	Francisco, Calif.					4598	20	30
47	N	<b>Francis X. Malone</b>	Morgan Stanley PWM	Los Angeles, Calif.	■	■			2150	25	50
48	33	<b>Philippe Hartl</b>	Merrill Lynch PBIG	Century City, Calif.	■	■	■		1800	30	80
49	28	<b>Sam Schonert</b>	First Republic Securities	San Francisco, Calif.	■	■	■	■	1181	1.5	10
50	N	<b>Lon Morton</b>	Morton Capital Mgmt	Calabasas, Calif.	■	■			1108	4.2	7.8
51	37	<b>Robert Gallo</b>	Merrill Lynch Wealth Mgmt	Walnut Creek, Calif.	■	■	■		1397	0.75	2.5
52	42	<b>Pamela Rosenau</b>	High Tower	Los Angeles, Calif.	■	■	■		883	7	25
53	59	<b>Emily Van Hoorickx</b>	UBS Financial Services	San Jose, Calif.	■	■	■		4280	2	7
54	48	<b>Brian Sharpes</b>	UBS Financial Services	Walnut Creek, Calif.	■	■	■		2481	20	30
55	58	<b>michael maher</b>	Merrill Lynch Wealth Mgmt	carlsbad, Calif.	■	■	■		1444	4	7.5
56	50	<b>Shane Brisbin</b>	Morgan Stanley PWM	San Francisco, Calif.	■	■			2170	20	40
57	52	<b>David Moyne</b>	Merrill Lynch PBIG	San Francisco, Calif.	■	■			6125	100	250
58	49	<b>Leonard Brisco Jr.</b>	Merrill Lynch PBIG	Los Angeles, Calif.	■	■	■	■	15548	30	40
59	63	<b>George Papadoyannis</b>	Ameriprise Financial	San Mateo, Calif.	■	■			3100	1.5	5
60	32	<b>Debbie Jorgensen</b>	Merrill Lynch Wealth Mgmt	San Francisco, Calif.	■	■	■	■	1063	30	65
61	N	<b>Gary Fournier</b>	J.P. Morgan Securities	Los Angeles, Calif.	■	■	■		950	10	25
62	56	<b>Michael Destabelle</b>	Merrill Lynch PBIG	San Francisco, Calif.	■	■			6125	100	250
63	41	<b>Robert Inbody</b>	Morgan Stanley Wealth Mgmt	La Jolla, Calif.	■	■	■		3833	0.5	1
64	81	<b>Stephen Winston</b>	Morgan Stanley Wealth Mgmt	Los Angeles, Calif.	■	■	■		1948	4.8	10
65	57	<b>Richard Palmer</b>	Morgan Stanley PWM	San Francisco, Calif.	■	■	■	■	7014	30	50
66	68	<b>Brian Holmes</b>	Signature Estate & Investment Advisors	Los Angeles, Calif.	■	■	■	■	3425	5	15
67	75	<b>Roger Stephens</b>	UBS Financial Services	Los Angeles, Calif.	■	■	■	■	4861	5	20
68	94	<b>Eric Miller</b>	Credit Suisse Securities	Los Angeles, Calif.	■	■	■		2510	50	75
69	N	<b>Justin McNichols</b>	Osborne Partners Capital Mgmt	San Francisco, Calif.	■	■	■	■	1425	2.6	10
70	71	<b>Brian Amidei</b>	High Tower	Palm Desert, Calif.	■	■	■		595	5	15
71	N	<b>Jennifer Ellison</b>	Bingham, Osborn & Scarborough	E. Palo Alto, Calif.	■	■	■	■	2870	3	6
72	55	<b>Jesse Bromberg</b>	Morgan Stanley Wealth Mgmt	San Francisco, Calif.	■	■	■	■	950	5	10

73	N	<b>Karl Wolfs lau</b>	Morgan Stanley Wealth Mgmt	Long Beach, Calif.	▪	▪			755	0.8	2.5
74	N	<b>Mike Fitzhugh</b>	Aspiriant	San Francisco, Calif.		▪	▪		7540	8	20
75	73	<b>Micah Scheinberg</b>	Deutsche Asset & Wealth Mgmt	Los Angeles, Calif.		▪	▪		1096	18	33
76	N	<b>Barry Garapedian</b>	Morgan Stanley Wealth Mgmt	Westlake Village, Calif.	▪	▪			630	1	5
77	N	<b>Michael Kanigher</b>	UBS Private Wealth Mgmt	Los Angeles, Calif.		▪	▪		2600	25	50
78	N	<b>Thomas Myers</b>	Brownson, Rehmus & Foxworth	Menlo Park, Calif.		▪	▪	▪	8095	25	40
79	72	<b>Glen Strauss</b>	Wells Fargo Advisors	Los Angeles, Calif.	▪	▪	▪		910	2	15
80	95	<b>Kerrick Bubb</b>	KWB Wealth Managers	Redlands, Calif.	▪	▪			506	0.5	1.2
81	N	<b>Bruce Munster</b>	Morgan Stanley Wealth Mgmt	Woodland Hills, Calif.		▪	▪	▪	907	20	50
82	N	<b>Ryan Reeder</b>	UBS Private Wealth Mgmt	Los Angeles, Calif.		▪	▪		1150	25	100
83	N	<b>Sean (Chung-Hsiao) Yu</b>	Morgan Stanley Wealth Mgmt	Pasadena, Calif.	▪	▪	▪	▪	510	3	10
84	N	<b>Laura Ward</b>	First Republic Securities Company	San Francisco, Calif.	▪	▪	▪		1412	5	10
85	76	<b>Bruce Brugler</b>	The Presidio Group	San Francisco, Calif.		▪	▪	▪	4332	23.6	50
86	85	<b>Michael McGee</b>	Morgan Stanley PWM	San Francisco, Calif.		▪	▪		1500	15	30
86	87	<b>Mike Abrams</b>	Wells Fargo Advisors	Palo Alto, Calif.		▪	▪		1000	15	25
88	86	<b>David Waitrovich</b>	Merrill Lynch PBIG	San Francisco, Calif.		▪	▪		1433	30	50
89	79	<b>Patrick Severo</b>	RBC Wealth Mgmt	Beverly Hills, Calif.		▪	▪	▪	1220	9	25
90	N	<b>John M. Krambeer</b>	Camden Capital	El Segundo, Calif.		▪	▪	▪	1038	15	30
91	N	<b>Brian Parker</b>	EP Wealth Advisors	Torrance, Calif.	▪	▪	▪	▪	1538	1.5	5
92	N	<b>Philip Walters</b>	Wells Fargo Advisors	Beverly Hills, Calif.	▪	▪	▪		2400	10	50
93	N	<b>James Greenfield</b>	Morgan Stanley PWM	San Francisco, Calif.		▪	▪	▪	1500	20	30
94	67	<b>Christopher Laver</b>	Credit Suisse Securities	San Francisco, Calif.		▪	▪		2494	16	35
95	60	<b>DAN OSBORNE</b>	Merrill Lynch Wealth Mgmt	SAN FRANCISCO, Calif.		▪	▪	▪	1036	12.5	30
96	83	<b>Michael Evans</b>	UBS Private Wealth Mgmt	San Francisco, Calif.		▪	▪	▪	1582	50	50
96	83	<b>David Jasper</b>	UBS Private Wealth Mgmt	San Francisco, Calif.		▪	▪	▪	1582	50	50
98	N	<b>David Bahnsen</b>	Morgan Stanley Wealth Mgmt	Newport Beach, Calif.	▪	▪	▪	▪	640	4	10
99	88	<b>Alan Solursh</b>	J.P. Morgan Securities	Los Angeles, Calif.	▪	▪	▪	▪	2000	5	10

100	90	<b>Marie Benedetti</b>	Merrill Lynch Wealth Mgmt	San Francisco, Calif.	▪	▪	▪	▪	1063	5	25
101	N	<b>Ash Chopra</b>	Merrill Lynch PBIG	San Francisco, Calif.		▪	▪	▪	3771	35	45
102	N	<b>Daniel Rothenberg</b>	UBS Financial Services	Los Angeles, Calif.		▪	▪	▪	4861	25	100
103	91	<b>Greg Zanolli</b>	Wells Fargo Advisors	Roseville, Calif.	▪	▪	▪	▪	1350	5	10
104	54	<b>Joshua Carter</b>	Merrill Lynch PBIG	San Francisco, Calif.			▪	▪	3423	50	50
105	97	<b>Cameron Beck</b>	UBS Financial Services	Sacramento, Calif.	▪	▪	▪		397	2	3
106	100	<b>Marc Foster</b>	UBS Financial Services	New port Beach, Calif.	▪	▪	▪	▪	791	4	10
107	N	<b>Greg Onken</b>	J.P. Morgan Securities	San Francisco, Calif.		▪	▪	▪	1200	10	20
108	70	<b>Scott Thayer</b>	Graystone Consulting	Santa Rosa, Calif.		▪	▪	▪	2717	45	75
109	N	<b>Larry Palmer</b>	Morgan Stanley PWM	Los Angeles, Calif.	▪	▪	▪		1037	5	25
110	N	<b>Andrew Basch</b>	Morgan Stanley PWM	Los Angeles, Calif.	▪	▪	▪	▪	2200	5	20
111	98	<b>Richard Wald</b>	Merrill Lynch Wealth Mgmt	Walnut Creek, Calif.		▪	▪	▪	2576	10	15
112	N	<b>John Shadden</b>	Morgan Stanley PWM	Long Beach, Calif.	▪	▪	▪	▪	1370	5	17
113	N	<b>Marcus Fagersten</b>	UBS Financial Services	San Francisco, Calif.	▪	▪	▪	▪	1852	7.5	25
114	99	<b>Grant Lee</b>	Morgan Stanley PWM	San Francisco, Calif.	▪	▪	▪		1100	15	25
115	N	<b>Dan Goldie</b>	Dan Goldie Financial Services	Menlo Park, Calif.	▪	▪	▪		651	2	5
116	N	<b>James Marchetti</b>	Merrill Lynch Wealth Mgmt	San Francisco, Calif.	▪	▪	▪		623	3	5
117	N	<b>Kevin Dorwin</b>	Bingham, Osborn & Scarborough	San Francisco, Calif.	▪	▪	▪	▪	2870	3	6
118	89	<b>Fane Opperman</b>	Wells Fargo Advisors	San Jose, Calif.	▪	▪	▪		849	4	5
119	96	<b>Tim Skelly</b>	Graystone Consulting	Santa Rosa, Calif.		▪	▪	▪	2717	45	75
120	92	<b>Jeffrey Zlot</b>	The Presidio Group	San Francisco, Calif.		▪	▪	▪	4332	23.6	50