

BACK TO TOP ADVISORS FROM ALL 50 STATES

2015 Top Advisor Rankings: California



Ranked #1: Gregory Vaughan ♦ Vaughan, 58, is as steady and successful as they come. "We tell potential clients that we as a team have been at the same firm forever," says the 35-year-veteran of Morgan Stanley Private Wealth Management. Wealthy clients flock to the stability and experience that Vaughan and his 11 colleagues represent. They've added 20 new families to their client roster over the past year, for a total of 130. Many of the new clients recently made fortunes in Silicon Valley's robust initial public offering and M&A environment. "As private securities turn to public securities, more people need help," he says. Vaughan is sanguine about the economy. There will always be risks, but "there's nothing that could stop the U.S. economy from growing, at least modestly." Still, investing is more challenging than it was in his early years. The 10-year Treasury yield at less than 2%, he says, "forces investors to take on more risk and own greater equity exposure." —STEVE GARMHAUSEN

Rank	'15	'14	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	4		Gregory Vaughan	Morgan Stanley PWM	Menlo Park, Calif.		■	■	■	■		14645	75	150
2	1		Mark T. Curtis	Graystone Consulting	Palo Alto, Calif.		■	■		■		43000	5	30
3	2		Andy Chase	Morgan Stanley PWM	Menlo Park, Calif.	■	■	■		■		14212	5	50
4	3		Jon Goldstein	Constellation Wealth Advisors	Menlo Park, Calif.		■	■	■			6550	50	75
5	6		Spuds Powell	Kayne Anderson Rudnick Inv Mgmt	Los Angeles, Calif.		■	■	■	■		8853	5	10
6	N		Shannon Eusey	Beacon Pointe Advisors	Newport Beach, Calif.	■	■	■	■	■		7000	8	15
7	20		Karen McDonald	Morgan Stanley Wealth Mgmt	Palo Alto, Calif.	■	■	■		■		28000	3	10
8	27		Eric Gray	Merrill Lynch PBIG	Los Angeles, Calif.			■	■			7356	50	80
9	14		Mark Douglass	Morgan Stanley PWM	Menlo Park, Calif.		■	■	■	■		14645	75	150
10	8		Richard Jones	Merrill Lynch PBIG	Los Angeles, Calif.			■	■	■		13888	50	75
11	9		Reza Zafari	Merrill Lynch PBIG	Los Angeles, Calif.			■	■	■		13888	50	75
12	5		Drew Zager	Morgan Stanley PWM	Los Angeles, Calif.			■				8826	80	150
13	11		David Hou	First Republic Investment Mgmt	Los Angeles, Calif.		■	■	■	■		10946	15	25
14	7		J. Dorian McKelvy	Morgan Stanley Wealth Mgmt	Menlo Park, Calif.	■	■	■	■			7400	7.5	15
15	N		Robert Skinner	First Republic Investment Mgmt	Menlo Park, Calif.		■	■	■	■		10946	15	25
16	10		Steve Levine	UBS PWM	Los Angeles, Calif.		■	■	■	■		4666	15	40
17	17		Alan Whitman	Morgan Stanley Wealth Mgmt	Pasadena, Calif.	■	■	■				2440	5	15
				Baker Street	San		■	■	■					

18	15	Jeffrey Colin	Advisors	Francisco, Calif.						5660	20	30
19	16	Lance Marcus	Merrill Lynch Wealth Mgmt	Pasadena, Calif.	■	■	■	■		3970	5	10
20	31	Dana Jackson	Graystone Consulting	Menlo Park, Calif.		■	■	■		14212	25	45
21	13	Troy Griep	Morgan Stanley PWM	San Francisco, Calif.		■	■	■	■	7272	30	50
22	N	Drew Freides	UBS PWM	Los Angeles, Calif.			■	■	■	3350	35	50
23	N	Richard McWhorter	Merrill Lynch PBIG	Century City, Calif.		■	■			1474	38	110
24	24	Laila Pence	Pence Wealth Mgmt	Newport Beach, Calif.	■	■	■			1253	2	5
25	50	Lon Morton	Morton Capital Mgmt	Calabasas, Calif.		■	■			1443	4	8
26	30	Dale Yahnke	Dowling & Yahnke	San Diego, Calif.		■	■		■	2822	2.8	15
27	19	Greg Fullmer	UBS PWM	Los Angeles, Calif.		■	■	■		1670	25	50
28	25	Mark Schulten	Wells Fargo Advisors	Long Beach, Calif.	■	■	■	■	■	1436	2.5	7
29	23	Roger A. Carter	Merrill Lynch PBIG	San Francisco, Calif.	■	■	■	■		3710	50	50
30	33	Dagny Maidman	Credit Suisse Securities	San Francisco, Calif.	■	■	■			1572	25	50
31	43	Rich Hogan	Merrill Lynch PBIG	San Francisco, Calif.		■	■	■		26155	25	50
32	28	Elaine Meyers	Credit Suisse Securities	San Francisco, Calif.		■	■			1930	45	100
33	22	Richard Blosser	UBS PWM	Los Angeles, Calif.		■	■	■	■	2311	30	30
34	37	James McCabe	Wells Fargo Advisors	Beverly Hills, Calif.		■	■	■		1700	5	10
35	N	David Wright	Sierra Group	Santa Monica, Calif.	■	■			■	2220	2	5
36	34	Steve Weber	Morgan Stanley PWM	Los Angeles, Calif.	■	■	■	■		4000	50	75
37	48	Philippe Hartl	Merrill Lynch PBIG	Century City, Calif.		■	■	■		2005	30	80
38	38	John McNamee	Merrill Lynch PBIG	Los Angeles, Calif.		■	■	■	■	5635	40	75
39	67	Roger Stephens	UBS Financial Svcs	Los Angeles, Calif.			■		■	7088	5	20
40	N	Dan Murphy	Morgan Stanley Wealth Mgmt	Menlo Park, Calif.	■	■	■		■	3822	75	150
41	54	Brian Sharpes	UBS Financial Svcs	Walnut Creek, Calif.		■	■	■		2576	20	30
42	45	Garrett Bland	J.P. Morgan Securities	Los Angeles, Calif.	■	■	■	■		1877	20	40
43	35	Rich Petit	Morgan Stanley PWM	Menlo Park, Calif.	■	■	■			5015	25	35
44	N	Tripp Taylor	Neuberger Berman	San Francisco, Calif.		■	■	■	■	932	2.77	4.59
45	52	Pamela Rosenau	HighTower	Los Angeles, Calif.	■	■	■			1045	7	25

46	56	Shane Brisbin	Morgan Stanley PWM	San Francisco, Calif.	▪	▪			3200	25	50
47	64	Stephen Winston	Morgan Stanley Wealth Mgmt	Los Angeles, Calif.	▪	▪	▪	▪	1948	5.6	10
48	N	Doug Allison	Beacon Pointe Advisors	Newport Beach, Calif.	▪	▪	▪	▪	7000	9.6	18
49	40	Tim Emanuels	Morgan Stanley PWM	San Francisco, Calif.	▪	▪	▪		5015	25	35
50	44	Brian Firing	Wells Fargo Advisors	Beverly Hills, Calif.	▪	▪			1420	19	40
51	N	Michael Starratt	Merrill Lynch PBIG	Los Angeles, Calif.	▪	▪	▪	▪	13364	200	200
52	51	Robert Gallo	Merrill Lynch Wealth Mgmt	Walnut Creek, Calif.	▪	▪	▪		1392	0.75	2.5
53	58	Leonard Brisco Jr.	Merrill Lynch PBIG	Los Angeles, Calif.	▪	▪	▪	▪	2192	30	40
54	60	Debbie Jorgensen	Merrill Lynch Wealth Mgmt	San Francisco, Calif.	▪	▪	▪	▪	1208	30	65
55	53	Emily Van Hoorickx	UBS Financial Svcs	San Jose, Calif.	▪	▪	▪		4766	5	10
56	N	Kelly Lawson	The Presidio Group	San Francisco, Calif.	▪	▪	▪		4306	28	50
57	90	John M. Krambeer	Camden Capital	El Segundo, Calif.	▪	▪			1359	15	30
58	N	Robert Daly	J.P. Morgan Securities	Los Angeles, Calif.	▪	▪	▪	▪	950	15	20
59	73	Karl Wolfslau	Morgan Stanley Wealth Mgmt	Long Beach, Calif.	▪	▪			900	0.8	2.5
60	99	Alan Solursh	J.P. Morgan Securities	Los Angeles, Calif.	▪	▪	▪	▪	2000	5	10
61	63	Robert Inbody	Morgan Stanley Wealth Mgmt	La Jolla, Calif.	▪	▪	▪		4330	5	8
62	47	Francis X. Malone	Morgan Stanley PWM	Los Angeles, Calif.	▪	▪			3100	25	50
63	57	David Moyne	Merrill Lynch PBIG	San Francisco, Calif.			▪		6167	100	250
64	36	Jonathan Harris	Morgan Stanley PWM	San Francisco, Calif.			▪	▪	3300	30	60
65	75	Micah Scheinberg	Deutsche Asset & Wealth Mgmt	Los Angeles, Calif.			▪		1400	27	40
66	N	Jim Berliner	Westmount Asset Mgmt	Los Angeles, Calif.	▪	▪	▪		1960	2.5	7
67	N	David La Placa	Deutsche Asset & Wealth Mgmt	San Francisco, Calif.	▪	▪	▪	▪	3250	15	150
68	102	Daniel Rothenberg	UBS Financial Svcs	Los Angeles, Calif.			▪	▪	7088	25	100
69	72	Jesse Bromberg	Morgan Stanley Wealth Mgmt	San Francisco, Calif.	▪	▪		▪	1290	5	10
70	62	Michael Destabelle	Merrill Lynch PBIG	San Francisco, Calif.			▪	▪	6167	100	250
71	18	Debra Wetherby	Wetherby Asset Mgmt	San Francisco, Calif.	▪	▪			3623	10	15
			Credit Suisse	Los							

72	N	Roger Wacker	Securities	Angeles, Calif.	■	■			1500	30	50
73	N	David James	UBS Financial Svcs	Los Angeles, Calif.	■	■			800	10	20
74	86	Mike Abrams	Wells Fargo Advisors	Palo Alto, Calif.	■	■			1350	15	25
75	49	Sam Schoner	First Republic Investment Mgmt	San Francisco, Calif.	■	■	■	■	1270	1.5	10
76	77	Michael Kanigher	UBS PWM	Los Angeles, Calif.	■	■			3350	35	50
77	59	George Papadoyannis	Ameriprise Financial	San Mateo, Calif.	■	■			3700	2	6
78	61	Gary Fournier	J.P. Morgan Securities	Los Angeles, Calif.	■	■	■		1012	10	25
79	74	Mike Fitzhugh	Aspiriant	San Francisco, Calif.	■	■			8226	9	25
80	69	Justin McNichols	Osborne Partners Capital Mgmt	San Francisco, Calif.	■	■	■	■	1537	2.5	10
81	88	David Waitrovich	Merrill Lynch PBIG	San Francisco, Calif.	■	■			1973	30	40
82	41	Patrick McClain	Hanson McClain Advisors	Sacramento, Calif.	■	■		■	2047	0.5	1
83	42	Scott T. Hanson	Hanson McClain Advisors	Sacramento, Calif.	■	■		■	2047	0.5	1
84	101	Ash Chopra	Merrill Lynch PBIG	San Francisco, Calif.	■	■			2999	35	65
85	110	Andrew Basch	Morgan Stanley PWM	Los Angeles, Calif.	■	■		■	2510	5	20
86	91	Brian Parker	EP Wealth Advisors	Torrance, Calif.	■	■	■	■	1778	1.5	5
87	N	Brett Grimes	Morgan Stanley Wealth Mgmt	Santa Barbara, Calif.	■	■	■		5012	10	20
88	68	Eric Miller	Credit Suisse Securities	Los Angeles, Calif.	■	■	■	■	2900	50	75
89	83	Sean Yu	Morgan Stanley Wealth Mgmt	Pasadena, Calif.	■	■	■		580	5	15
90	65	Richard Palmer	Morgan Stanley PWM	San Francisco, Calif.	■	■	■	■	7272	30	50
91	79	Glen Strauss	Wells Fargo Advisors	Los Angeles, Calif.	■	■	■		1010	2	15
92	80	Kerrick Bubb	LPL Financial Svcs	Redlands, Calif.	■	■			590	0.5	1.2
93	92	Philip Walters	Wells Fargo Advisors	Beverly Hills, Calif.	■	■	■	■	3659	10	50
94	N	Sonny Kothari	Merrill Lynch Wealth Mgmt	Brea, Calif.	■	■	■		923	2.97	5
95	78	Thomas Myers	Brownson, Rehmus & Foxworth	Menlo Park, Calif.	■	■	■		9765	25	40
96	98	David Bahnsen	Morgan Stanley Wealth Mgmt	Newport Beach, Calif.	■	■	■	■	725	4	10
97	112	John Shadden	Morgan Stanley PWM	Long Beach, Calif.	■	■	■	■	1857	8	25
98	N	Michael Genovese	Genovese Burford & Brothers	Sacramento, Calif.	■	■	■	■	2414	0.85	2.5
		Michael van	Baker Street	San	■	■	■				

99	46	den Akker	Advisors	Francisco, Calif.						5660	20	30
100	103	Greg Zanolli	Wells Fargo Advisors	Roseville, Calif.	■	■	■	■		1650	5	10
101	N	Brian Werdesheim	Oppenheimer & Co.	Los Angeles, Calif.		■	■	■	■	1738	15	25
102	89	Patrick Severo	RBC Wealth Mgmt	Beverly Hills, Calif.		■	■	■	■	1350	10	25
103	116	James Marchetti	Merrill Lynch Wealth Mgmt	San Francisco, Calif.	■	■	■			765	3.5	8
104	N	Jeffrey Werdesheim	Oppenheimer & Co.	Los Angeles, Calif.	■	■	■	■		1738	15	25
105	95	Dan Osborne	Merrill Lynch Wealth Mgmt	San Francisco, Calif.		■	■			3771	12.5	30
105	86	Michael McGee	Morgan Stanley PWM	San Francisco, Calif.		■	■			1550	15	30
107	109	Larry Palmer	Morgan Stanley Wealth Mgmt	Los Angeles, Calif.	■	■	■			1087	10	25
108	N	Martin Miller	Ameriprise Financial	San Carlos, Calif.	■	■	■			962	1.5	9.5
109	84	Laura Ward	First Republic Investment Mgmt	San Francisco, Calif.	■	■		■		1301	5	10
110	85	Bruce Brugler	The Presidio Group	San Francisco, Calif.		■	■	■		4306	28	50
111	114	Grant Lee	Morgan Stanley PWM	San Francisco, Calif.		■	■			1300	15	25
112	100	Marie Benedetti	Merrill Lynch Wealth Mgmt	San Francisco, Calif.	■	■	■	■		3621	5	25
113	96	David Jasper	UBS PWM	San Francisco, Calif.		■	■	■		1645	50	50
114	N	Jack Wong	Morgan Stanley Wealth Mgmt	Mountain View, Calif.		■	■	■	■	1200	5	10
115	96	Michael Evans	UBS PWM	San Francisco, Calif.		■	■	■		1645	50	50
116	105	Cameron Beck	UBS Financial Svcs	Sacramento, Calif.	■	■	■			430	2	3
117	N	Joseph Schirripa	UBS Financial Svcs	Beverly Hills, Calif.	■	■	■	■		1503	2	10
118	93	James Greenfield	Morgan Stanley PWM	San Francisco, Calif.		■	■	■		1650	20	30
119	N	Cheryl Young	Morgan Stanley Wealth Mgmt	Los Gatos, Calif.	■	■	■			966	6	12
120	115	Dan Goldie	Dan Goldie Financial Svcs	Palo Alto, Calif.	■	■	■			720	2.5	5

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