

BACK TO TOP ADVISORS FROM ALL 50 STATES

2016 Top Advisor Rankings: California



Ranked #1: Gregory Vaughan ♦ In markets like these, avoiding mistakes can be more important than earning big gains, says Vaughan, 59. "Stretching for yield in the past year and a half has been the big mistake investors have made, ♦♦♦ he says. "If it looks too good to be true, it usually is." Investors in high-yield bonds and master limited partnerships have learned that the hard way, as their asset values have plunged. Vaughan and his team, meanwhile, eked out "slightly positive" returns for clients last year using total-return portfolios that feature quality companies with rising dividends. In today's market, Vaughan sees some of the best opportunities in health-care and consumer discretionary stocks. His economic outlook is guarded, but he thinks that cheap oil, which has played havoc with the markets, should benefit the U.S. economy sooner or later. "If the economy stays together in the U.S., we'll get earnings growth, and that plus dividend yield will equate to a reasonable total return for investors," he says. —STEVE GARMHAUSEN

Rank	'16	'15	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			
1	1		Gregory Vaughan	Morgan Stanley Private Wealth Management	Menlo Park, Calif.		■	■	■	■	16139	75	150
2	3		Andy Chase	Morgan Stanley Private Wealth Management	Menlo Park, Calif.	■	■	■		■	23784	10	50
3	N		Fred Fern	Churchill Management Group	Los Angeles, Calif.	■	■	■		■	3641	0.8	2.5
4	2		Mark T. Curtis	Graystone Consulting	Palo Alto, Calif.		■	■	■	■	43000	5	25
5	4		Jon Goldstein	Constellation Wealth Advisors	Menlo Park, Calif.			■			6775	50	75
6	6		Shannon Eusey	Beacon Pointe Advisors	Newport Beach, Calif.	■	■	■	■	■	7780	8	15
7	5		Spuds Powell	Kayne Anderson Rudnick Investment Management	Los Angeles, Calif.		■	■	■	■	9149	7	15
8	N		Edward (Ted) Cronin	Manchester Capital Management	Montecito, Calif.		■	■	■		3115	25	60
9	9		Mark Douglass	Morgan Stanley Private Wealth Management	Menlo Park, Calif.		■	■	■	■	16139	75	150
10	7		Karen McDonald	Morgan Stanley Wealth Management	Palo Alto, Calif.	■	■	■		■	34400	3	10
11	12		Drew Zager	Morgan Stanley Private Wealth Management	Los Angeles, Calif.			■			8544	80	150
12	15		Robert J. Skinner II	First Republic Investment Management	Menlo Park, Calif.		■	■			11808	50	100
13	10		Richard Jones	Merrill Lynch - Private Banking & Investment Group	Los Angeles, Calif.			■	■	■	13654	50	75
14	11		Reza Zafari	Merrill Lynch - Private Banking &	Los Angeles,			■	■	■	13654	50	75

			Investment Group	Calif.									
15	13	David Hou	First Republic Investment Management	Los Angeles, Calif.	■	■				11808	45	100	
16	8	Eric Gray	Merrill Lynch - Private Banking & Investment Group	Los Angeles, Calif.	■	■	■			7846	50	80	
17	N	Antoine Souma	J.P. Morgan Securities	Los Angeles, Calif.	■	■	■			3134	30	100	
18	17	Alan Whitman	Morgan Stanley Wealth Management	Pasadena, Calif.	■	■	■			2542	5	15	
19	19	Lance Marcus	Merrill Lynch Wealth Management	Pasadena, Calif.	■	■	■	■		3960	5	10	
20	16	Steve Levine	UBS Private Wealth Management	Los Angeles, Calif.	■	■	■	■		4463	15	50	
21	24	Laila Pence	Pence Wealth Management	Newport Beach, Calif.	■	■	■			1422	2	5	
22	18	Jeffrey Colin	Baker Street Advisors	San Francisco, Calif.	■	■	■			6100	20	30	
23	20	Dana Jackson	Morgan Stanley Private Wealth Management	Menlo Park, Calif.	■	■	■			23784	30	45	
24	21	Troy Griep	Morgan Stanley Private Wealth Management	San Francisco, Calif.	■	■	■	■		7944	30	50	
25	14	J. Dorian McKelvy	Morgan Stanley Wealth Management	Menlo Park, Calif.	■	■	■	■		7380	7.5	15	
26	22	Drew Freides	UBS Private Wealth Management	Los Angeles, Calif.		■	■	■		3447	35	50	
27	26	Dale Yahnke	Dowling & Yahnke	San Diego, Calif.	■	■	■			2914	2.9	18	
28	36	Steve Weber	Morgan Stanley Private Wealth Management	Los Angeles, Calif.	■	■	■			5000	50	75	
29	29	Roger A. Carter	Merrill Lynch - Private Banking & Investment Group	San Francisco, Calif.	■	■	■			4548	50	50	
30	28	Mark Schulten	Wells Fargo Advisors	Long Beach, Calif.	■	■	■	■	■	1518	2.5	7	
31	25	Lon Morton	Morton Capital Management	Calabasas, Calif.	■	■	■			1460	3	8	
32	40	Dan Murphy	Morgan Stanley Wealth Management	Menlo Park, Calif.	■	■	■			4000	5	25	
33	38	John McNamee	Merrill Lynch - Private Banking & Investment Group	Los Angeles, Calif.	■	■	■	■		5405	40	75	
34	46	Shane Brisbin	Morgan Stanley Private Wealth Management	San Francisco, Calif.	■	■				4000	25	50	
			Morgan Stanley										

35	43	Rich Petit	Private Wealth Management	Menlo Park, Calif.	■	■	■	■	■	6852	25	35
36	31	Rich Hogan	Merrill Lynch - Private Banking & Investment Group	San Francisco, Calif.		■	■	■		26088	25	50
37	33	Richard Blosser	UBS Private Wealth Management	Los Angeles, Calif.		■	■	■	■	2311	30	30
38	84	Ash Chopra	Merrill Lynch - Private Banking & Investment Group	San Francisco, Calif.		■	■	■		3144	40	60
39	65	Micah Scheinberg	Deutsche Bank Alex. Brown	Los Angeles, Calif.			■			1850	27	40
40	52	Robert Gallo	Merrill Lynch Wealth Management	Walnut Creek, Calif.	■	■	■			1489	0.8	2.5
41	57	John M. Krambeer	Camden Capital	El Segundo, Calif.		■	■	■		1423	15	30
42	45	Pamela Rosenau	HighTower	Los Angeles, Calif.	■	■	■			963	7	25
43	37	Philippe Hartl	Merrill Lynch - Private Banking & Investment Group	Century City, Calif.		■	■	■		2397	30	80
44	35	David Wright	The Sierra Group of Companies	Santa Monica, Calif.	■	■	■	■	■	1638	2	3
45	75	Sam Schoner	First Republic Investment Management	San Francisco, Calif.	■	■	■	■	■	1471	1.5	10
46	62	Francis X. Malone	Morgan Stanley Private Wealth Management	Los Angeles, Calif.		■	■			3300	25	50
47	49	Tim Emanuels	Morgan Stanley Private Wealth Management	San Francisco, Calif.	■	■	■			6862	25	35
48	42	Garrett Bland	J.P. Morgan Securities	Los Angeles, Calif.	■	■	■	■		1933	20	40
49	50	Brian Firing	Wells Fargo Advisors	Beverly Hills, Calif.		■	■			1440	20	40
50	58	Robert Daly	J.P. Morgan Securities	Los Angeles, Calif.	■	■	■	■		1100	15.8	25
51	60	Alan Solorsh	J.P. Morgan Securities	Los Angeles, Calif.	■	■	■	■	■	2078	5	10
52	N	Jeffrey Zlot	The Presidio Group	San Francisco, Calif.		■	■	■		4633	28	50
53	51	Michael Starratt	Merrill Lynch - Private Banking & Investment Group	Los Angeles, Calif.			■	■	■	6500	200	200
54	66	Jim Berliner	Westmount Asset Management	Los Angeles, Calif.	■	■	■			2157	2.5	7.5
55	76	Michael Kanigher	UBS Private Wealth Management	Los Angeles, Calif.		■	■			3447	35	50
56	74	Mike Abrams	Wells Fargo Advisors	Palo Alto, Calif.		■	■	■		1350	15	25
57	N	Andrew Rand	Rand &	San Francisco,	■	■	■	■		994	3	5

80	86	Brian Parker	EP Wealth Advisors	Torrance, Calif.	■	■	■	■	1883	1.5	5
81	87	Brett Grimes	Morgan Stanley Wealth Management	Santa Barbara, Calif.	■	■	■	■	12422	10	20
82	N	Joshua Carter	Merrill Lynch - Private Banking & Investment Group	San Francisco, Calif.		■	■		4548	50	50
83	N	Craig Chiate	UBS Financial Services	Los Angeles, Calif.			■		2444	35	50
84	85	Andrew Basch	Morgan Stanley Private Wealth Management	Los Angeles, Calif.			■	■	2050	5	20
85	95	Thomas Myers	Brownson, Rehms & Foxworth	Menlo Park, Calif.		■	■	■	10128	25	40
86	94	Sonny Kothari	Merrill Lynch Wealth Management	Brea, Calif.	■	■	■	■	897	3	5
87	90	Richard Palmer	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■	■	7944	30	50
88	78	Gary Fournier	J.P. Morgan Securities	Los Angeles, Calif.		■	■	■	1034	10	25
89	92	Kerrick Bubb	LPL Financial Services	Redlands, Calif.	■	■			600	0.5	1.2
90	119	Cheryl Young	Morgan Stanley Wealth Management	Los Gatos, Calif.	■	■	■		1074	8	15
91	93	Philip Walters	Wells Fargo Advisors	Beverly Hills, Calif.		■	■		3980	10	50
92	N	Keith Tanabe	Merrill Lynch Wealth Management	Los Angeles, Calif.	■	■	■	■	4749	3	10
93	80	Justin McNichols	Osborne Partners Capital Management	San Francisco, Calif.	■	■	■	■	1342	1.1	10
94	102	Patrick Severo	RBC Wealth Management	Beverly Hills, Calif.		■	■	■	1500	10	25
95	105	Michael McGee	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■		1700	20	35
96	98	Michael Genovese	Genovese Burford & Brothers	Sacramento, Calif.	■	■	■	■	2804	0.9	2.5
97	N	Perry Richards	Merrill Lynch Wealth Management	Beverly Hills, Calif.	■	■	■	■	1114	3.5	10
98	89	Sean Yu	Morgan Stanley Wealth Management	Pasadena, Calif.	■	■	■		500	5	15
99	108	Martin Miller	Ameriprise Financial	San Carlos, Calif.	■	■	■		1013	1.5	9.5
100	118	James Greenfield	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■	■	1450	20	30
100	N	Greg Onken	J.P. Morgan Securities	San Francisco, Calif.		■	■	■	2200	20	25
			Morgan Stanley Private	San Francisco,		■	■				

102	111	Grant Lee	Wealth Management	Calif.					1300	15	25
103	114	Jack Wong	Morgan Stanley Wealth Management	Mountain View, Calif.	■	■	■	■	1350	5	100
104	N	Ajay Gupta	Gupta Wealth Management	San Diego, Calif.	■	■			1087	3	7
105	112	Marie Benedetti	Merrill Lynch Wealth Management	San Francisco, Calif.	■	■	■	■	2642	5	25
106	105	Dan Osborne	Merrill Lynch Wealth Management	San Francisco, Calif.	■	■			2767	8	10
107	91	Glen Strauss	Wells Fargo Advisors	Los Angeles, Calif.	■	■	■		1050	2	15
108	110	Bruce Brugler	The Presidio Group	San Francisco, Calif.	■	■	■		4633	28	50
109	81	David Waitrovich	Merrill Lynch - Private Banking & Investment Group	San Francisco, Calif.	■	■			688	20	40
110	117	Joseph Schirripa	UBS Financial Services	Beverly Hills, Calif.	■	■	■	■	1538	3	10
111	115	Michael Evans	UBS Private Wealth Management	San Francisco, Calif.	■	■	■	■	1687	50	50
111	113	David Jasper	UBS Private Wealth Management	San Francisco, Calif.	■	■	■	■	1687	50	50
113	N	Chris Clifford	UBS Financial Services	San Francisco, Calif.	■	■			878	15	25
114	N	Michael Dunn	Merrill Lynch Wealth Management	Walnut Creek, Calif.	■	■	■		854	8	12
115	N	Mark Binder	UBS Financial Services	Newport Beach, Calif.			■		2444	35	50
116	116	Cameron Beck	UBS Financial Services	Sacramento, Calif.	■	■	■		432	2	3
117	120	Dan Goldie	Dan Goldie Financial Services	Palo Alto, Calif.	■	■	■		677	2.5	5
118	N	Jon D. Neuhaus	Morgan Stanley Private Wealth Management	Los Angeles, Calif.	■	■			3300	25	50
119	N	Peter Huffman	Merrill Lynch Wealth Management	La Jolla, Calif.	■	■	■	■	667	5	15
120	N	Gail Reid	Ameriprise Financial	Glendale, Calif.	■	■	■		1094	2.5	4

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