

## BACK TO TOP ADVISORS FROM ALL 50 STATES

## 2017 Top Advisor Rankings: California



**Ranked #1: Andy Chase** ♦ Andy Chase, a former U.S. Tennis Association junior champion, has won in the investment arena, too, with a simple formula. "I'm into risk-adjusted returns, and I like cash flow," he says. Hired by Smith Barney in 1981, Chase set up shop in Silicon Valley to remain near his alma mater, Stanford. "At the time, [the area] was a backwater," he says. "But soon, venture capital firms would flood in." Chase, 57, now works for Morgan Stanley, at its Menlo Park office. He likes health care, which has been beaten up. "It's very rare that you get to buy what I think is going to be the fastest-growing industry, with a big global tail wind [from] aging and demographics," he says. "And you're buying one of the cheaper sectors, other than utilities." But he's skeptical of "America first" themes like defense, infrastructure, and energy. "Anyone that makes their investment decisions based on what the government might or might not do is making a mistake," he warns. —Steve Garmhausen

Rank	'17	'16	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>Andy Chase</b>	Morgan Stanley Private Wealth Management	Menlo Park, Calif.	■	■	■			■	24267	5	25
2	3		<b>Fred Fern</b>	Churchill Management Group	Los Angeles, Calif.	■	■	■			■	4068	0.8	3
3	11		<b>Drew Zager</b>	Morgan Stanley Private Wealth Management	Los Angeles, Calif.			■				10143	80	150
4	4		<b>Mark T. Curtis</b>	Graystone Consulting	Palo Alto, Calif.		■	■	■		■	55310	5	25
5	1		<b>Gregory Vaughan</b>	Morgan Stanley Private Wealth Management	Menlo Park, Calif.		■	■	■	■		18559	75	150
6	7		<b>Spuds Powell</b>	Kayne Anderson Rudnick Investment Management	Los Angeles, Calif.		■	■	■		■	11978	7	15
7	8		<b>Edward "Ted" Cronin</b>	Manchester Capital Management	Montecito, Calif.		■	■	■			3149	25	60
8	18		<b>Alan Whitman</b>	Morgan Stanley Wealth Management	Pasadena, Calif.	■	■	■				2571	5	15
9	25		<b>J. Dorian McKelvy</b>	Morgan Stanley Wealth Management	Menlo Park, Calif.	■	■	■	■			6090	2	10
10	N		<b>Alan Zafran</b>	First Republic Investment Management	Menlo Park, Calif.		■	■	■	■		13497	40	100
11	9		<b>Mark Douglass</b>	Morgan Stanley Private Wealth Management	Menlo Park, Calif.		■	■	■	■		18559	75	150
12	30		<b>Mark Schulten</b>	Wells Fargo Advisors	Long Beach, Calif.	■	■	■	■	■	■	2191	3	7
13	16		<b>Eric Gray</b>	Merrill Lynch - Private Banking & Investment Group	Los Angeles, Calif.		■	■				8926	50	80
14	13		<b>Richard Jones</b>	Merrill Lynch - Private Banking & Investment Group	Los Angeles, Calif.			■	■	■		13851	50	75
15	23		<b>Dana Jackson</b>	Graystone Consulting	Menlo Park, Calif.		■	■	■			24267	30	45
16	19		<b>Lance Marcus</b>	Merrill Lynch Wealth Management	Pasadena, Calif.	■	■	■	■			3135	5	10
17	14		<b>Reza Zafari</b>	Merrill Lynch - Private Banking & Investment Group	Los Angeles, Calif.			■	■	■		13851	50	75
18	6		<b>Shannon Eusey</b>	Beacon Pointe Advisors	Newport Beach, Calif.	■	■	■	■	■		6206	8	15

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19	10		<b>Karen McDonald</b>	Morgan Stanley Wealth Management	Palo Alto, Calif.	■	■	■		■	38559	3	10
20	12		<b>Robert J. Skinner II</b>	First Republic Investment Management	Menlo Park, Calif.		■	■	■		13497	50	100
21	22		<b>Jeffrey Colin</b>	Baker Street Advisors	San Francisco, Calif.		■	■	■		6200	20	30
22	24		<b>Troy Griep</b>	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■	■	■	8060	30	50
23	27		<b>Dale Yahnke</b>	Dowling & Yahnke	San Diego, Calif.		■	■			2972	3	20
24	31		<b>Lon Morton</b>	Morton Capital Management	Calabasas, Calif.	■	■	■		■	1633	2.7	8
25	34		<b>Shane Brisbin</b>	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■			3766	25	50
26	26		<b>Drew Freides</b>	UBS Private Wealth Management	Los Angeles, Calif.			■	■	■	3728	35	50
27	21		<b>Laila Pence</b>	Pence Wealth Management	Newport Beach, Calif.	■	■	■			1358	2	5
28	29		<b>Roger A. Carter</b>	Merrill Lynch - Private Banking & Investment Group	San Francisco, Calif.		■	■			4944	50	50
29	46		<b>Francis X. Malone</b>	Morgan Stanley Private Wealth Management	Los Angeles, Calif.		■	■			3813	25	50
30	N		<b>Jane Williams</b>	Sand Hill Global Advisors	Palo Alto, Calif.		■	■	■		1820	7.5	15
31	41		<b>John M. Krambeer</b>	Camden Capital	El Segundo, Calif.		■	■	■		1750	15	30
32	28		<b>Steven Weber</b>	Morgan Stanley Private Wealth Management	Los Angeles, Calif.		■	■	■		3807	50	75
33	36		<b>Rich Hogan</b>	Merrill Lynch - Private Banking & Investment Group	San Francisco, Calif.		■	■	■		29607	25	50
34	35		<b>Rich Petit</b>	Morgan Stanley Private Wealth Management	Menlo Park, Calif.	■	■	■			8963	25	35
35	N		<b>Frank Reilly</b>	Reilly Financial Advisors	La Mesa, Calif.	■	■				1427	1	4.5
36	47		<b>Tim Emanuels</b>	Morgan Stanley Private Wealth Management	San Francisco, Calif.	■	■	■			9183	25	35
37	63		<b>Randolph "Randy" Peterson</b>	First Republic Investment Management	San Francisco, Calif.	■	■	■			3458	8	12
38	20		<b>Steve Levine</b>	UBS Private Wealth Management	Los Angeles, Calif.		■	■	■	■	2800	15	50
39	42		<b>Pamela Rosenau</b>	HighTower	Los Angeles, Calif.	■	■	■			1034	7	25
40	33		<b>John McNamee</b>	Merrill Lynch - Private Banking & Investment Group	Los Angeles, Calif.		■	■	■	■	3917	40	75
41	43		<b>Philippe Hartl</b>	Merrill Lynch - Private Banking & Investment Group	Century City, Calif.		■	■	■		2623	30	80
42	N		<b>Chad Evans</b>	Morgan Stanley Wealth Management	Newport Beach, Calif.					■	11638	150	500
43	56		<b>Mike Abrams</b>	Wells Fargo Advisors	Palo Alto, Calif.		■	■	■		4500	15	25

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44	54		<b>Jim Berliner</b>	Westmount Asset Management	Los Angeles, Calif.	■	■	■		■	2474	2.8	8
45	118		<b>Jon Neuhaus</b>	Morgan Stanley Private Wealth Management	Los Angeles, Calif.		■	■			3809	25	50
46	40		<b>Robert Gallo</b>	Merrill Lynch Wealth Management	Walnut Creek, Calif.	■	■	■			1495	0.8	2.5
47	75		<b>John Shadden</b>	Morgan Stanley Private Wealth Management	Long Beach, Calif.	■	■	■	■	■	2582	8	25
48	51		<b>Alan Solorsh</b>	J.P. Morgan Securities	Los Angeles, Calif.	■	■	■		■	2106	5	10
49	49		<b>Brian Firing</b>	Wells Fargo Advisors	Beverly Hills, Calif.		■	■			1440	20	40
50	57		<b>Andrew Rand</b>	Rand & Associates	San Francisco, Calif.	■	■	■	■		1010	3	5
51	55		<b>Michael Kanigher</b>	UBS Private Wealth Management	Los Angeles, Calif.		■	■			3728	35	50
52	67		<b>Karl Wolfslau</b>	Morgan Stanley Wealth Management	Long Beach, Calif.	■	■				1100	0.9	2.5
53	65		<b>Emily Van Hoorickx</b>	UBS Financial Services	San Jose, Calif.	■	■	■			6742	2	7
54	66		<b>George Papadoyannis</b>	Ameriprise Financial	San Mateo, Calif.	■	■	■			4400	2	7.5
55	53		<b>Michael Starratt</b>	Merrill Lynch - Private Banking & Investment Group	Los Angeles, Calif.			■	■	■	8955	200	200
56	N		<b>Alex Shahidi</b>	Advanced Research Investment Solutions	Beverly Hills, Calif.		■	■	■	■	10518	20	25
57	61		<b>David Moyne</b>	Merrill Lynch - Private Banking & Investment Group	San Francisco, Calif.			■	■		6184	100	250
58	32		<b>Dan Murphy</b>	Morgan Stanley Wealth Management	Menlo Park, Calif.	■	■			■	11953	5	10
59	58		<b>Jesse Bromberg</b>	Morgan Stanley Wealth Management	San Francisco, Calif.		■	■		■	1905	5	10
60	38		<b>Ash Chopra</b>	Merrill Lynch - Private Banking & Investment Group	San Francisco, Calif.		■	■	■		2596	40	60
61	77		<b>Robert Inbody</b>	Morgan Stanley Wealth Management	La Jolla, Calif.	■	■	■			4281	0.5	1
62	39		<b>Micah Scheinberg</b>	Alex. Brown Raymond James	Los Angeles, Calif.			■			1650	18	40
63	59		<b>Roger Stephens</b>	UBS Financial Services	Los Angeles, Calif.			■	■	■	6715	5	20
64	73		<b>Debra Wetherby</b>	Wetherby Asset Management	San Francisco, Calif.		■	■		■	4307	25	40
65	N		<b>Bruce Munster</b>	Merrill Lynch - Private Banking & Investment Group	Los Angeles, Calif.		■	■	■		1620	30	75
66	64		<b>Tripp Taylor</b>	Neuberger Berman	San Francisco, Calif.		■	■	■		794	7	46
67	N		<b>Herb Morgan</b>	Efficient Market Advisors	La Jolla, Calif.	■	■	■	■	■	967	1	3

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68	83		<b>Craig Chiate</b>	UBS Financial Services	Los Angeles, Calif.			■			2193	35	50
69	60		<b>Debbie Jorgensen</b>	Merrill Lynch Wealth Management	San Francisco, Calif.		■	■	■	■	1341	30	65
70	90		<b>Cheryl Young</b>	Morgan Stanley Wealth Management	Los Gatos, Calif.	■	■	■			1212	8	15
71	N		<b>James Klein</b>	Morgan Stanley Private Wealth Management	Los Angeles, Calif.		■	■	■		1302	10	25
72	87		<b>Richard Palmer</b>	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■	■		8060	30	50
73	71		<b>Daniel Rothenberg</b>	UBS Financial Services	Los Angeles, Calif.		■	■		■	6715	25	100
74	N		<b>Mike Burbank</b>	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■			1349	30	50
75	N		<b>Brian Sharpes</b>	UBS Private Wealth Management	Walnut Creek, Calif.		■	■	■		2749	40	50
76	45		<b>Sam Schoner</b>	First Republic Investment Management	San Francisco, Calif.		■	■	■		1542	1.5	10
77	88		<b>Gary Fournier</b>	J.P. Morgan Securities	Los Angeles, Calif.		■	■		■	1312	10	25
78	62		<b>James McCabe</b>	Wells Fargo Advisors	Beverly Hills, Calif.		■	■	■		1700	5	10
79	95		<b>Michael McGee</b>	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■			1490	20	35
80	74		<b>Michael van den Akker</b>	Baker Street Advisors	San Francisco, Calif.		■	■	■		6200	20	30
81	80		<b>Brian Parker</b>	EP Wealth Advisors	Torrance, Calif.	■	■	■		■	2458	2	7
82	78		<b>Patrick McClain</b>	Hanson McClain Advisors	Sacramento, Calif.	■	■				2128	0.5	1
83	79		<b>Scott T. Hanson</b>	Hanson McClain Advisors	Sacramento, Calif.	■	■				2128	0.5	1
84	84		<b>Andrew Basch</b>	Morgan Stanley Private Wealth Management	Los Angeles, Calif.		■	■	■		2041	7.5	20
85	96		<b>Michael Genovese</b>	Genovese Burford & Brothers	Sacramento, Calif.	■	■	■		■	2968	0.9	2.5
86	100		<b>James Greenfield</b>	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■	■		1768	20	30
87	92		<b>Keith Tanabe</b>	Merrill Lynch Wealth Management	Los Angeles, Calif.	■	■	■	■	■	5080	3.5	12
88	N		<b>David Bahnsen</b>	HighTower	Newport Beach, Calif.	■	■	■	■	■	845	5	10
89	89		<b>Kerrick Bubb</b>	LPL Financial Services	Redlands, Calif.	■	■				660	0.6	1.2
90	94		<b>Patrick Severo</b>	RBC Wealth Management	Beverly Hills, Calif.		■	■	■	■	1600	10	25
91	N		<b>Tom Blanchfield</b>	Merrill Lynch Wealth Management	Newport Beach, Calif.		■	■			1848	25	40
92	82		<b>Joshua Carter</b>	Merrill Lynch - Private Banking & Investment Group	San Francisco, Calif.		■	■			4944	50	50
93	98		<b>Sean Yu</b>	Morgan Stanley Wealth Management	Pasadena, Calif.	■	■	■			472	7	20

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94	93		<b>Justin McNichols</b>	Osborne Partners Capital Management	San Francisco, Calif.	■	■	■			1381	2.8	10
95	91		<b>Philip Walters</b>	Wells Fargo Advisors	Beverly Hills, Calif.		■	■			4100	10	50
96	103		<b>Jack Wong</b>	Morgan Stanley Wealth Management	Mountain View, Calif.		■	■		■	687	5	100
97	72		<b>Stephen Winston</b>	Morgan Stanley Wealth Management	Los Angeles, Calif.		■	■	■	■	1421	6	15
98	N		<b>Brian Holmes</b>	Signature Estate & Investment Advisors,	Los Angeles, Calif.		■	■	■	■	5490	8	21
99	N		<b>Renee Fourcade</b>	UBS Financial Services	Los Angeles, Calif.		■	■		■	2107	2.5	12
100	99		<b>Martin Miller</b>	Ameriprise Financial	San Carlos, Calif.	■	■	■			1048	1.5	9.5
101	102		<b>Grant Lee</b>	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■			2140	15	25
102	97		<b>Perry Richards</b>	Merrill Lynch Wealth Management	Beverly Hills, Calif.		■	■	■	■	991	5	15
102	N		<b>Michael Baumer</b>	Morgan Stanley Private Wealth Management	San Francisco, Calif.		■	■			3648	25	50
104	120		<b>Gail Reid</b>	Ameriprise Financial	Glendale, Calif.	■	■	■			1140	2.5	4
105	70		<b>Richard McWhorter</b>	Merrill Lynch - Private Banking & Investment Group	Century City, Calif.		■	■			1236	38	110
106	85		<b>Thomas Myers</b>	Brownson, Rehms & Foxworth	Menlo Park, Calif.		■	■	■		9990	25	40
107	115		<b>Mark Binder</b>	UBS Financial Services	Newport Beach, Calif.		■	■			2193	35	50
108	86		<b>Sonny Kothari</b>	Merrill Lynch Wealth Management	Brea, Calif.	■	■	■			971	3	5
109	110		<b>Joseph Schirripa</b>	UBS Financial Services	Beverly Hills, Calif.	■	■	■		■	1599	3	10
110	111		<b>Michael Evans</b>	UBS Private Wealth Management	San Francisco, Calif.		■	■	■		1722	50	50
110	111		<b>David Jasper</b>	UBS Private Wealth Management	San Francisco, Calif.		■	■	■		1722	50	50
112	N		<b>Darren Pfefferman</b>	Morgan Stanley Private Wealth Management	San Diego, Calif.	■	■	■		■	1681	10	25
113	113		<b>Chris Clifford</b>	UBS Financial Services	San Francisco, Calif.		■	■			931	15	25
114	119		<b>Peter Huffman</b>	Merrill Lynch Wealth Management	La Jolla, Calif.	■	■	■	■	■	696	5	17.5
115	114		<b>Michael Dunn</b>	Merrill Lynch Wealth Management	Walnut Creek, Calif.	■	■	■			842	8	15
116	N		<b>Tim Cass</b>	Merrill Lynch - Private Banking & Investment Group	Carmel Valley, Calif.		■	■		■	1022	10	20
117	117		<b>Dan Goldie</b>	Dan Goldie Financial Services	Palo Alto, Calif.	■	■	■			741	2.5	5
118	N		<b>Jeffrey Werdeshheim</b>	Oppenheimer & Co.	Los Angeles, Calif.	■	■	■	■	■	1500	15	35

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						(\$1-10 mil)	Net Worth						
							(\$10 mil+)						
119	107	<b>Glen Strauss</b>	Wells Fargo Advisors	Los Angeles, Calif.	■	■	■				1000	2.5	15
120	N	<b>Lawrence Smith</b>	UBS Financial Services	Brea, Calif.	■	■		■			644	1.3	2.5