The right wealth management professional does more than advise you regarding how to invest your money. He or she – and the financial institutions they represent – can genuinely prepare your entire family for financial stability and fiscal comfort for generations to come, and offer highly personalized plans for investing, charitable giving, and other specific needs.

There are some truly outstanding professionals making up the Los Angeles wealth management landscape. We’ve listed more than 40 of them here, along with some basic information about their careers, practice and a peek into what makes them so good at what they do.

Congratulations to the trailblazing professionals who made this list and thank you for your contributions to the local economy and the financial stability of the individuals and families that live here.
Darya Allen-Attar

Vice President

Marguerite Bailey

Years in Practice: 30

Years with Current Firm: 22

Assets Under Management in 2017: $5.135 million

Allen-Attar focuses on advising endowment and foundation clients on their investment portfolios. She provides a comprehensive institutional approach to the investment management of endowment portfolios for clients such as operating nonprofits, family foundations, and other endowments.

Allen-Attar is passionate about her work in aligning client portfolios with their values and creating impact. She focuses on socially responsible investing, and “Investing with Impact.” Her mission-focused investors are increasingly focused on aligning their invested capital with their values, and view evaluation of environmental, social and governance matters as a key challenge or opportunity for their invested capital.

Brett Bartman

Managing Director - Financial Advisor

EC Wealth Management

Years in Practice: 16

Years with Current Firm: 16

Assets Under Management in 2017: $1.5 Billion

Brett Bartman is a Managing Director and currently holds the Series 7, 31 and 66 licenses and is licensed to sell life & disability insurance, fixed & variable annuities, health and long-term care insurance. He is a Chairman’s Council member which is one of the most prestigious honors one can be bestowed at RBC Wealth Management and he is a founder of one of the largest teams in the Western half of the country and top five nationally.

Bartman’s investment philosophy is defined by a stringent set of principles, which guides in creating long-term strategies designed to achieve specific investment goals and objectives. First and foremost, to protect capital – especially in down markets – as well as achieving the maximum possible return while taking less risk. Bartman feels it is important to be defensive especially in this stage of the market cycle as the primary goal is preserving the capital.

James Berliner

President & Chief Investment Officer

Westmont Asset Management LLC

Years in Practice: 28

Years with Current Firm: 28

Assets Under Management in 2017: $3.4 Billion

James Berliner is a co-founder of Westmont Asset Management in 1990, and since then has served as the firm’s President and Chief Investment Officer. Under his leadership, Westmont has become one of the largest independent wealth management firms in Southern California (currently managing approximately $3 billion), and in particular has distinguished the firm from most of its peers on the investment side.

Berliner began his career practicing law, following his graduation from Harvard Law School (where he was a senior editor of the Harvard Law Review). For most of his decade practicing law he served as a federal prosecutor in the Los Angeles office of the U.S. Attorney’s Office. He left the practice of law to exclusively represent his clients’ interests in another arena, that of the financial markets. Westmont was one of the earliest firms in the country to pursue the fee-only independent advisor model and has complemented clients’ traditional exposures to stocks and bonds with a meaningful allocation to a wide range of alternative asset classes and strategies.

Charles Claver

Wealth Advisor

First Bank

Years in Practice: 17

Years with Current Firm: 17

Assets Under Management in 2017: $5.40 million

Charles Claver is the Vice President and Wealth Advisor for First Bank. Founded in 1950, First Bank is one of the largest privately held, family-owned banks in the United States. Based in Beverly Hills and serving the expansive Los Angeles through Santa Barbara marketplace, Claver provides comprehensive wealth management services for First Bank’s top clients. Possessing 17 years of experience in the financial services field, his expertise includes private wealth advice and management, investment/retirement/estate planning, commercial/personal lines of insurance and private banking.

Claver has been with First Bank for nearly three years, and during that time has served many of the Bank’s top clients with sophisticated and comprehensive wealth services. During his short time with First Bank, he has brought in close to $40 million in new liquid investable assets under management, which is anticipated to grow to close to $75 million by the end of 2018.

Randy Conner

President

Churchill Management Group

Years in Practice: 26

Years with Current Firm: 26

Assets Under Management in 2017: $5.32 billion

Randy Conner has been President of Churchill Management Group since 2000, helping grow the firm’s AUM from under $400 Million to $5.2 Billion, and helping to land Churchill on Barron’s list of Top 10 RIA Firms in 2017. Churchill services over 5,500 families. The firm’s success, in large part, stems from a commitment to communication, service, and a unique blend of Tactical and Fully Invested strategies, of which Conner has been an integral part. In addition to his duties as President, he is also a member of the Investment Management Team, where he is the lead Portfolio Manager on the ETF Strategy.

Conner originally joined Churchill Management Group as a Securities Analyst in 1992 with the responsibility of providing fundamental research on individual companies. After a brief period in the banking industry, he became a Senior Vice President with Churchill Management Group. He is presently a part of Churchill Management Group’s Investment Team.

Lisa Detanna

Managing Director, Senior Vice President

Investments

Raymond James

Years in Practice: 38

Years with Current Firm: 7.5

Assets Under Management in 2017: $5.911 billion

Lisa Detanna has been providing wealth management advice to a diverse base of affluent individuals and families for more than 28 years. She offers clients a wide variety of services, including personal financial planning and cash flow modeling, investment management, insurance planning, estate and gift planning, philanthropy, tax planning, risk management services, family governance and family office services.

Detanna was an early pioneer of the open architecture, non-biased and conflict free approach to financial planning and investing. She adopts institutional principles of her DH consulting practice to the families she serves. ERM Consulting, the institutional division of the team, serves institutions and not-for-profits. Using a four-step approach for organizations they ascertain and investment policy and spending guideline, asset allocation models, manager search and selection, and monitor and review. Education in this and the individual client side is key. Detanna sees foundations and endowments for the families that she serves as an extension of their families and things that are dear to them.

Jeremy Dicker

Founder/CEO/Wealth Management Advisor

One Wealth Management

Years in Practice: 24

Years with Current Firm: 7

Assets Under Management in 2017: $250 million

Born and raised in Southern California, Jeremy Dicker founded the Wealth Management profession at the young age of 17. Now, 24 years in the business, he continues to add tremendous value to his clients. He founded One Wealth Management, based in Santa Monica, in 2012. Dicker is a member of the Association for Advanced Life Underwriters (AALU), the National Association of Insurance and Financial Advisors (NAIFA), the Entrepreneurs’ Organization, and is a Los Angeles Five Star Wealth Manager.

One of the reasons why One Wealth Management was formed, was that Dicker didn’t want to stop at just impacting the “standard 10,000 lives” impacted by an effective wealth manager, but knows that if he brings on and trains more talented advisors, there will be a multiple effect. Now he doesn’t impact the lives of just 10,000 people on his own, but those advances that he influenced can impact another 10,000 lives themselves, leading to a massive impact for generations to come.

Rebecca Dutka

Managing Director/Portfolio Manager

Cantor Capital Management

Years in Practice: 20

Years with Current Firm: 14

Assets Under Management in 2017: $484.9 million

Rebecca Dutka has been a professional in wealth management for over twenty years and has developed deep relationships with her client-focused approach. Her academic accomplishments (an MBA from the UCLA Anderson School of Management and CPA designation) as well as her starting position as an equity research analyst have provided her the essential foundation to successfully navigate the securities markets.

A client-centric focus drives her success as evidenced by the longevity of her relationships and the ability to extend fiduciary trust to the next generation. For example, the patriarchy of a large family relationship recently passed and Dutka coordinated the wealth transfer process seamlessly working with the trust attorney and accountant. The most important objective was not the mechanics but rather her ability to include and educate family members through the transition. Her conviction in a disciplined investment approach that places most emphasis on consistent investment returns and capital protection of the downside has served her clients well through several market cycles.
The people you trust, trust City National.

Because of our commitment to personal relationships, we're with you every step of the way as you grow your wealth and build a lasting legacy. Experience the City National Difference®.

Visit cnb.com/Legacy to learn more.
JORDAN EILER
Director of Global Wealth - California
BBVA Compass

Years in Practice: 20
Years with Current Firm: 6
Assets Under Management in 2017: $250 million

Jordon Eiler, a second-generation banker, grew up on the bond desk at his father’s firm. He learned how to manage a book of high net worth clients and maintain operational excellence, from his mother, who served large financial institutions as the head of compliance. It is no wonder he was drawn to a career in financial services, which led him to his current position, as Director of Wealth Management for California, at BBVA Compass.

Eiler is honored to serve some of the wealthiest families in California, as he oversees BBVA’s banking efforts in the region. With nearly 20 years of experience in the financial services industry, and a heavy focus on forging strong and sustainable relationships, he has been able to cultivate an impressive book of business, and attract powerful new clients to help position BBVA as a national leader in wealth management services. He is a certified wealth strategist, designated by the Cannon Financial Institute, and holds current CA life insurance, series 7 and 66 licenses.

ROSS GERBER
President and CEO
Gerber Kawasaki Wealth and Investment Management

Years in Practice: 24
Years with Current Firm: 8
Assets Under Management in 2017: $105 million

Ross Gerber, a second-generation merchant banker, and CEO of Wealth & Investment Management, oversees Gerber Kawasaki’s corporate and investment management operations as well as serves individual clients. He is a frequent guest on CNN, CNBC, FINN, Bloomberg and Reuters as well as a contributing writer for Forbes.com. He is one of the most influential investment advisors and FinTech innovators in America and has over 52k Twitter and 36k Facebook fans.

In 1992, Gerber and his business partner, Danilo Kawasaki, felt it was the opportune time to start their own firm. Gerber Kawasaki, aligned with their client-centric mission. Built on the mission to provide clients with customized, objective financial advice, Gerber Kawasaki began with a core group of advisors and specialists in working with two groups of clients, baby boomers and Generation X/Millennials. While maintaining a traditional wealth management business focusing on helping baby boomers plan for retirement and protect their families, Gerber Kawasaki also serves a younger generation of clients through their wealth-building program with no minimum investments.

GREG HELLER
CEO/Founder
HCR Wealth Advisors

Years in Practice: 38
Years with Current Firm: 3
Assets Under Management in 2017: $16 billion

Greg Heller has been a highly successful wealth manager for over 30 years specializing in comprehensive investment, tax, estate, and retirement strategies for his clients. Startted as a fiduciary from the beginning, Heller has helped shape EP Wealth Advisors into a client-first, highly personalized investment adviser that has figured out how to “scale small” by investing in technology, processes, and developing a partnership with long-term investors that believe in this vision. He has seen the fruits of his success by managing more than $150 million of EP Wealth’s $4 billion in client assets.

Heller leads by combining his big heart with an attention to details. He likes experimenting with new ideas and initiatives as a means to improve the client experience and earn the small staff. He is very hard working and strives to deliver value to his clients and the employees at his firm, and he does it in a friendly yet confident manner.

DAVID HOU
Senior Managing Director and Wealth Manager
First Republic Investment Management

Years in Practice: 22
Years with Current Firm: 6
Assets Under Management in 2017: $3.9 billion

Dyvyn Hou is a Senior Managing Director and Wealth Manager at First Republic Investment Management. He began his career in 1992 at Goldman Sachs in the Private Client Group. Hou and his entire team joined Merrill Lynch in 1997 where they helped to establish the Private Banking and Investment Group. Hou and his team left Merrill Lynch in May 2008 to found Luminous Capital, a single Registered Investment Advisor with a completely open architecture. Luminous Capital quickly became one of the fastest growing independent wealth management firms in the country, and in 2012 was acquired by First Republic Bank.

Over the course of his 26-year career, Hou has provided clients with financial as well as personal advice as families experience life events, especially in the areas of estate planning and charitable giving. He and his team have assisted numerous clients in developing tax-efficient estate plans and optimizing wealth transfer to heirs.

ANNE B. JOHNSTON
Wealth Advisor, Vice President
UBS

Years in Practice: 10
Years with Current Firm: 11
Assets Under Management in 2017: $53 million

Over the past decade Anne Johnston has sought out leading practitioners and academics to curate an experience that will impact well the bottom line. Her dedication to investment innovation, money psychology and financial planning translates into a client experience that goes well beyond dollars and cents. In addition to holding her CFP and CIMA certifications (designations which only .01% of the 635,719 registered brokers carry currently), she is also Chartered Special Needs Consultant, and sister to a person with special needs. She enjoys working with clients who have loved ones with physical and brain disabilities.

As a wealth manager, Johnston has a unique approach to planning. She has also taken investments to the next level by incorporating behavioral finance and cutting edge portfolio theory to make investing more understandable and intuitive. She uses Goal-Based Investing to connect planning with investments (and money with meaning).

RICHARD B. JONES
Managing Director, Private Wealth Advisor
Merrill Lynch

Years in Practice: 38
Years with Current Firm: 19
Assets Under Management in 2017: $176 billion

Richard Jones is a co-founder and leader of the Jones Zafari Group at Merrill Lynch’s Private Banking and Investment Group, one of the largest wealth management teams in the industry, with 26 team members handling over $16 billion in assets for its clients. Jones has been providing investment advisory and private banking services to high net worth individuals, foundations and endowments since 1980.

Through a multi-family office approach, Jones and the Jones Zafari Group strive to surpass expectations with integrity and trust. The group seeks to accomplish its mission by providing high net worth clients with customized solutions to achieve their goals and shape the legacy they want to leave. Jones takes pride in improving and simplifying the complex lives of their clients. He has formed a 26 member multi-generational team, designed to work with clients of all ages, including the children and grandchildren of the wealth creators.

DANILIO KAWASAKI
Managing Director and Co-founder
Gerber Kawasaki Wealth and Investment Management

Years in Practice: 18
Years with Current Firm: 8
Assets Under Management in 2017: $65 million

Danilo Kawasaki, Vice-President and COO of Gerber Kawasaki Wealth & Investment Management, oversees the compliance and day-to-day supervision of the firm. He is a member of the Gerber Kawasaki Board of Directors and the Investment Selection Committee. Kawasaki was born and raised in Brazil and received his BS degree in Business Administration from the University of Redlands.

Kawasaki has earned a reputation for his long-lasting accomplishments in the financial industry as well as his commitment to diversity in the workplace. His firm has a staff of 28 people, who speak 8 different languages in order to address the diverse community of Los Angeles. Gerber Kawasaki serves over 5,000 established families and young professionals, mostly in the Los Angeles area. It is Kawasaki’s mission to have a client-centric practice, providing the clients with quality and objective financial advice, and by combining the latest technology and personal touch, Kawasaki and his team always aim to offer clients a unique and satisfactory experience.
Max Kayajanian
Wealth Advisor
Oakwood Capital Management LLC

- Years with Current Firm: 4
- Assets Under Management in 2017: $15.8 million

Max Kayajanian joined Oakwood Capital Management in 2014. A member of the Advisory and Financial Planning department, he is responsible for comprehensive financial planning and relationship management for Oakwood’s current clients. He provides new business development support by preparing and presenting proposals for prospective clients. He is a Certified Financial Planner, a member of the Financial Planning Association, holds the Series 65 security license.

Kayajanian has been integral in bringing Oakwood Capital Management into the digital age. He has helped the firm connect with a younger demographic of Los Angeles individuals through a unique digital wealth platform Acorn, and takes the lead in adding full comprehensive financial planning as a service for Oakwood’s client base. He has also taken the initiative to train associates in new financial planning technologies such as eMoney advisor, while constantly being Oakwood’s go-to for deeper and more complex tax planning, investment planning, and estate planning questions.

Gregory P. Kushner
Senior Manager Director and Chairman
Lido Advisors, LLC

- Years in Practice: 40
- Assets Under Management in 2017: $584 million
- Years with Current Firm: 19

Gregory Kushner founded Lido Advisors, LLC in 1999 as a Registered Investment Advisor, to provide objective and personal financial solutions, multigenerational planning, and to act as the “Chief Investment Officer” for ultra-high net-worth investors and family offices. In addition to leading the firm, Kushner oversees client relationships, including all aspects of managing their wealth.

He has overseen the firm’s continuing substantial growth of approximately $1 billion in the past 12 months. Kushner has been named a Five Star Wealth Manager Award recipient for eight consecutive years. The award is based on an in-depth research process that incorporates peer and firm feedback, as well as objective criteria such as client retention rates, client assets administered, industry experience, and an exemplary regulatory history. He also volunteers and serves as a Director and Chief Financial Officer of a private family foundation called the Tech Sgt. Jack Kushner Ret’d Foundation, which provides substantial grants to veterans’ causes throughout the United States.

Aleve Lewis
Managing Director, Partner
Acacia Wealth Advisors at HighTower

- Years in Practice: 30
- Assets Under Management in 2017: $584 million
- Years with Current Firm: 13
- Assets Under Management in 2017: $1.5 billion

Aleve Lewis is a Managing Director, Partner and co-founder of Acacia Wealth Advisors at HighTower, an independent multi-family office. She has more than 30 years of experience in financial services including cash flow management, investments, financial planning, income tax and estate tax planning, charitable and family gifting, risk management (personal and physical security, property and casualty, liability, cybersecurity).

Lewis delivers comprehensive, sophisticated wealth management advice to a diverse group of clients, including business owners, entrepreneurs, ultra-high-net-worth individuals and their families. She is passionate about working with clients whose lives are often complex. She organizes and prioritizes their personal finances, providing clarity and options in a succinct executive summary so that they can quickly and efficiently make important financial decisions. She takes the time to understand her clients’ unique needs and helps them to crystallize issues, ensuring that they achieve their primary financial objectives. Her multidisciplinary background allows her to deliver integrated holistic advice.

Simone Liu
Vice President - Investments
Wells Fargo Advisors

- Years in Practice: 15
- Assets Under Management in 2017: $200 million
- Years with Current Firm: 7.5
- Assets Under Management in 2017: $2 billion

Simone Liu’s quadruple minority roots bring a fresh and international perspective to her clients throughout her 15 career rising from UBS, Morgan Stanley and now to her current position as VP of Investments for Wells Fargo Advisors in Beverly Hills. A tireless advocate, educator and leader for the management of wealth, she applies her unique ALIVE principles—Autonomous, Longevity, Inflation, Volatility and Emotion to her work.

As a Vice President of Investments for Wells Fargo Advisors in Beverly Hills, Liu and her team manage over $200 million of assets and help mitigate the risks in the investment world for her clients and bring solutions to build their financial strategies so they stay on track as they live. Her international background and experiences bring worldwide financial freedom to both her domestic and international clientele peace of mind.

IT TAKES HARD WORK, TENACITY AND PASSION TO BECOME THE KIND OF LEADER OTHERS WANT TO FOLLOW.

Aleve’s commitment to serving clients, entrepreneurial spirit and collaborative mindset make her a true inspiration to our team and a pillar of the Los Angeles business community.

Acacia Wealth Advisors is honored to congratulate Aleve Lewis, Managing Director and Partner, on being recognized as one of Los Angeles Business Journal’s Most Influential Wealth Managers.

245 South Beverly Drive, Beverly Hills, CA 90212
Office: (310) 246-0560 | acaciawealth.com

Securities offered through HighTower Securities, LLC member FINRA/SIPC. HighTower Advisors, LLC is an SEC-registered investment advisor.

AUGUST 6, 2018
CUSTOM CONTENT – LOS ANGELES BUSINESS JOURNAL 27

MOST INFLUENTIAL WEALTH MANAGERS
KENNETh MALAMED
Senior Managing Director
L&S Advisors

Years in Practice: 48
Years with Current Firm: 2
Assets Under Management in 2017: $187.7 million

Bruce Mandel
President & CEO
Oakwood Capital Management LLC

Years in Practice: 40
Years with Current Firm: 20
Assets Under Management in 2017: $400 million

BROCK MOSELEY
Managing Partner
Miracle Mile Advisors

Years in Practice: 21
Years with Current Firm: 11
Assets Under Management in 2017: $589 million

BRUCE MUNSTER
Managing Director
Merrill Lynch PBIG

Years in Practice: 19
Years with Current Firm: 3
Assets Under Management in 2017: $1.8 billion

Kenny Malamed brings over four decades of investment industry experience to L&S Advisors, where he leverages the time-tested methodologies and strategies which have helped make him successful throughout his career. As Senior Managing Director, he is responsible for maintaining and growing the firm’s ever-expanding roster of high-net-worth, ultra-high-net-worth, and institutional clientele. He also serves as a member of the firm’s Investment Committee, where his focus is on income-oriented securities. Malamed seeks to provide income and capital appreciation through the selection of individual equity securities that have consistently raised its dividends by 6% or more annually. He uses all listed equity securities, including REITs and MLPs if they meet the criteria of increasing dividends. Large capitalization issues are the focus, but the strategy may select smaller companies accompanied by their Whittier Trust Advisor—the same woman who year-after-year proudly guided two fatherless boys into confident young men. The investment or financial planning strategy can guarantee profit or protection against losses. All names, characters, and specific companies, trade names, and industry associations are fictitious. Any resemblance to real persons, living or dead, is entirely coincidental.

Bruce Mandel co-founded Oakwood in 1998, and in addition to serving as President & Chief Executive Officer, he also chairs the Investment Policy Committee and co-manages the firm’s global investment strategies. His other primary responsibilities are directing the firm’s business activities and strategic direction, mentoring the younger employees and growing the firm’s profitability. Mandel excels at developing consultative relationships with clients and helping them with their estate planning and other wealth management needs. Prior to starting his career in the investment industry, he gained broad entrepreneurial and business experience in the real estate, import/export and restaurant industries. His interest in real estate continues to this day. After graduating from law school in 1977, he joined RNC Capital Management. He became a Principal of that firm in 1984 and Director of Marketing and Client Service in 1992. He also served on RNC’s Executive Management Committee, which involved overseeing all facets of the management of the company, until he left the firm to co-found Oakwood.

Brock Moseley has over 21 years of experience in the financial services industry. He is the Founder and Managing Partner of a Los Angeles based wealth management firm, Miracle Mile Advisors, where he works with families and individuals to plan financially for the future and serves as the head of the firm’s Investment and Risk Management Committees. Prior to founding Miracle Mile Advisors, he spent 13 years developing strategic investment solutions for high-net-worth families and foundations with liquid assets in excess of $10 million at Morgan Stanley & Co. and Bel Air Investment Advisors. Throughout his entire career, Moseley has shown the unique ability to profoundly inspire those around him. Whether it is through community mentorship ventures, or among colleagues, he is known to impart wisdom and confidence to his peers. Moseley founded Miracle Mile Advisors with the intention of creating a platform for advisors to succeed through empowerment and mentorship and has stayed true to his mission.

Bruce Munster and his team advise clients on their personal income and estate tax planning as well as wealth management concerns related to M&A transactions in a variety of industries including technology, e-commerce, consumer products, business services, health care, manufacturing, restaurants and real estate. He has garnered a number of national honors throughout his career as a Financial Advisor. Munster earned his B.S. in Business Management and Marketing from Cornell University, while he participated on the varsity wrestling team, working part-time and raising a young family. He serves on the board of Santa Clarita Valley EDC and a member of the Association for Corporate Growth (ACG). Munster and his family support several charitable organizations including Henry Mayo Hospital, Greater Los Angeles Boy Scouts and Cornell University Wrestling.

An unimaginable diagnosis.  
An unbelievable response.

Only months after the passing of his beloved wife, Jim discovered that his own health was failing. Shock soon gave way to thoughts of his young sons’ future—one sadly, he would not be part of. Jim reflexively turned to Susan, his Whittier Trust advisor to oversee the daunting task of ensuring his estate continues to this day. After graduating from law school in 1977, he joined RNC Capital Management. He became a Principal of that firm in 1984 and Director of Marketing and Client Service in 1992. He also served on RNC’s Executive Management Committee, which involved overseeing all facets of the management of the company, until he left the firm to co-found Oakwood.

To us, your legacy is everything."
AUGUST 6, 2018
CUSTOM CONTENT – LOS ANGELES BUSINESS JOURNAL

RENE Nourse
Founder/Managing Director
Urban Wealth Management Group, LLC
Years in Practice: 30
Years with Current Firm: 6
Assets Under Management in 2017: $515 million

After 25 years as a financial advisor with large NYSE brokerage firms, Renee Nourse, CFP, left Morgan Stanley in June of 2012 to launch Urban Wealth Management Group.

Sensing that a shift was taking place in the financial services industry, where individuals had a greater interest in financial planning and advice vs. investment management services alone, she wanted to create a firm that focused on both. The primary focus and theme is to help individuals “Get Their Financial Life in Gear.”

Also, recognizing that women face unique and complex financial challenges, she formed the Smart Women – Savvy Money Club to provide a supportive, secure environment where members are encouraged to explore ways to get savvy with their money. The mission of the Smart Women’s club is to provide a supportive, secure environment and complex financial challenges, she formed the Smart Women ~ Savvy Money Club to provide a supportive, secure environment where members are encouraged to explore ways to get savvy with their money.

ARA OGHoorian
Founder and President
ACap Asset Management
Years in Practice: 10+
Years with Current Firm: 10
Assets Under Management in 2017: $80 million

Ara Oghoorian is the founder and president of ACap Asset Management, Inc. (ACap), a fee-only financial advisory and tax firm with a unique focus on helping exclusively with healthcare professionals. What makes Oghoorian stand out is his background, level of expertise, and involvement in the community. He has spent his entire career in finance beginning as a foreign bank examiner with the Federal Reserve Bank of San Francisco, an advisor to the Ministry of Finance in the Republic of Armenia with the U.S. Treasury as a U.S. diplomat, and most recently as the founder of ACap.

Oghoorian is a Certified Financial Planner (CFP), Certified Public Accountant (CPA), and a Chartered Financial Analyst (CFA). He also serves on the board of directors of Mission Valley Bank. Actively involved in his local community, Oghoorian is on the board of the Water Buffalo Club as well as the Children’s Music Fund; both non-profits focus on helping underprivileged kids in Los Angeles.

JASON OZUR
President and Senior Managing Director
Lido Advisors, LLC
Years in Practice: 15
Years with Current Firm: 9
Assets Under Management in 2017: $2.7 billion

Since being founded in 1999 Lido Advisors, LLC has seen continuous growth, and Jason Ozur has been an integral part of Lido’s most recent success. In the past eighteen months, Ozur was appointed as President of the company. Ozur joined Lido Advisors in 2009 and the firm has seen a considerable increase, from approximately $280 million assets under management to about $2.7 billion assets under management.

Ozur has an innovative mindset geared towards discovering cutting edge investments for his clients. He has helped fuel Lido’s growth by concentrating on strategies in leveraging technology and identifying top talent. He has been a driving force behind expanding Lido’s development, utilizing technology and cutting-edge software. The firm’s mantra, “thinking outside the style box” fits nicely with Ozur’s approach at Lido Advisors.

Lido is leading a charge to reshape the wealth management industry from its headquarters in Glendale, CA. Ozur joined Lido in 2009 and has been a driving force behind developing the firm’s mantra, “thinking outside the box.” Ozur’s leadership has led Lido to become a client-first, highly personalized independent wealth management firm that has figured out how to “scale personal” by investing in technology, processes, and developing a partnership with long-term investors that believe in this vision. Along with his management role in which he steers the firm through its acquisition strategy, Ozur also personally oversees more than $650 million of EP Wealth’s $4 billion in client assets.

BRIAN PARKER
Managing Director and Co-founder
EP Wealth Advisors
Years in Practice: 22
Years with Current Firm: 19
Assets Under Management in 2017: $561 million

Brian Parker, CFP, is the Managing Director and Co-founder of EP Wealth Advisors. He received a Bachelor of Arts degree in Business Economics from UC Santa Barbara in 1995. He has been a highly successful wealth manager for 22 years, specializing in comprehensive investment, tax, estate and retirement strategies for his clients. Brian has been a featured speaker at universities, corporations, and to affluent individuals throughout California. Parker has served as a member of advisory boards for TD Ameritrade and Charles Schwab.

Parker, along with co-founder Derek Holman and CEO Patrick Goshtigian, is leading a charge to reshape the wealth management industry from its headquarters local to Los Angeles. Started as a fiduciary from the beginning, Parker has helped shape EP Wealth Advisors into a client-first, highly personalized independent wealth management firm that has figured out how to “scale personal” by investing in technology, processes, and developing a partnership with long-term investors that believe in this vision. Along with his management role in which he steers the firm through its acquisition strategy, Parker also personally oversees more than $650 million of EP Wealth’s $4 billion in client assets.

Covington Capital Management congratulates our colleague Rebecca Dutka, Managing Director and Portfolio Manager, on being named one of the Most Influential Wealth Managers in L.A. by the Los Angeles Business Journal.

Trusted Investing for a Lifetime

601 S. Figueroa Street, Ste. 2000 Los Angeles, CA 90017 Tel. (213) 629-7500 www.covingtoncapitalmanagement.com

23-34_wealth_management_supplement.indd   29
8/15/18   5:19 PM
MATT WOLFE PERON
Chief Investment Officer, Senior Managing Director
City National Rochdale

Years in Practice: 30
Years with Current Firm: 1
Assets Under Management in 2017: $538 billion

Matthew Peron is the leading wealth manager at City National, heading the investment strategy at the City National Rochdale, an asset management firm, and manages $38 billion in assets. With nearly 30 years of extensive financial services experience, he shapes the firm’s investment philosophy, processes and policies, manages all investment teams, leads the firm’s asset allocation committee, and develops research and strategies to support asset allocation decisions.

Peron is adept at leveraging his background investing for pension funds and other large institutions and applying it to the world of high-net worth individuals, giving them the access to unique sources of returns and other asset classes typically only available to pension funds and other large institutional investors. Prior to joining the firm, Peron served as an Executive Vice President and Managing Director of Global Equity at Northern Trust in Chicago and a member of the investment strategy committee.

He began his career as a financial advisor in 1987 at Bear Stearns. She spent ten years with Deutsche Bank Alex Brown and thirteen years with Morgan Stanley Private Wealth Management (formerly Smith Barney) before joining Merrill Lynch. As a Managing Director in the Private Banking and Investment Group, Rathstein focuses on wealth management, tax minimization, and estate planning strategies for affluent clients. She also works with corporate officers, devising liquidity and diversification strategies for concentrated positions.

Rathstein is also very active in the community. She is a board member of the Early Childhood Partial Hospitalization Program (ECPHP) at UCLA, which helps children who have been diagnosed with autism, developmental disabilities, and behavior disorders and is a former board member of K9 Connection, a project of the Ocean Park Community Center (OPCC) that mentors at-risk teens. She is also a board member of the UCLA Health System.

Rebecca Rothstein

Managing Director - Wealth Management
Merrill Lynch Bank of America

Years in Practice: 31
Years with Current Firm: 5
Assets Under Management in 2017: $4.5 billion

Rebecca Rothstein works with high-net-worth individuals, families, and institutions, helping them advance their wealth management goals. She began her career as a financial advisor in 1987 at Bear Stearns. She spent ten years with Deutsche Bank Alex Brown and thirteen years with Morgan Stanley Private Wealth Management (formerly Smith Barney) before joining Merrill Lynch. As a Managing Director in the Private Banking and Investment Group, Rathstein focuses on wealth management, tax minimization, and estate planning strategies for affluent clients. She also works with corporate officers, devising liquidity and diversification strategies for concentrated positions.

Rothstein is also very active in the community. She is a board member of the Early Childhood Partial Hospitalization Program (ECPHP) at UCLA, which helps children who have been diagnosed with autism, developmental disabilities, and behavior disorders and is a former board member of K9 Connection, a project of the Ocean Park Community Center (OPCC) that mentors at-risk teens. She is also a board member of the UCLA Health System.

DONALD L. SCHWARZ
Senior Vice President - Financial Advisor
RBC Wealth Management

Years in Practice: 50
Years with Current Firm: 9
Assets Under Management in 2017: $495 million

Donald L. Schwarz has over 45 years of experience in the securities and investment industry. In 1967 after graduating from Cal Poly San Luis Obispo, he joined Salomon Brothers and went on to work for Sutro and Co., a California-based investment banking and brokerage firm, starting as a floor trader on the Pacific Coast Stock Exchange. After a brief stint in the military, Don became a broker and financial advisor to private clients. In 1990, Schwartz joined the firm of Schroders PLC, a 200-year-old British investment and merchant bank. In 2000, Citigroup acquired Schroders PLC and the North American arm became Smith Barney. In 2009, he joined RBC Wealth Management as a senior portfolio manager in the Portland Focused program.

In addition to his portfolio management responsibilities, Schwartz also directs the research effort of The Tailored Portfolio Management Group. An active participant in the community, Schwartz sits on the boards of several community-focused organizations.

RYAN SERRECCHIA
Executive Vice President/Partner
EP Wealth Advisors

Years in Practice: 19
Years with Current Firm: 10
Assets Under Management in 2017: $424 million

Ryan Serrecchia, CFP®, is an Executive Vice President and Partner with EP Wealth Advisors. He received a degree in International Business from the Johnson and Wales University in Rhode Island. He is a highly successful wealth manager for EP Wealth Advisors, specializing in comprehensive investment, tax, estate and business planning, and retirement strategies for his clients. He was recently elevated to be primarily responsible for advisor development at EP Wealth.

Serrecchia is passionate about helping clients and developing his craft. He’s known for his relentless approach to finding answers for his clients, and his organizational fastidiousness. He has seen the fruits of his success by managing more than $450 million of EP Wealth’s $4 billion in client assets, and additionally has played a pivotal role in defining the delivery of EP Wealth Advisors services and training of new advisors. A passionate and demanding leader, he is hard working and strives to deliver a high level of service to his clients, other advisors, and the employees within the firm.

Congratulations
Stasia Washington
on being named one of LA’s most influential wealth managers

Ms. Washington is an accomplished private sector and community conscious trail blazer with over 25 years’ experience in the financial services industry. We are very proud to have her on our team.

First Foundation Advisors

firstfoundationinc.com
Creating Opportunities to Grow Your Investments

At BBVA Compass, we work hard to create opportunities for your financial future. Our experienced portfolio managers have a clear understanding of global markets and provide award-winning customer service. They work strategically to protect and grow our clients’ assets, carefully considering external forces that affect the markets, as well as each portfolio’s risk-return ratio.

Our advisors will work closely with you to develop a custom, discretionary asset management strategy. Using our industry-leading SmartPath Investment platform, they will assess your risk tolerance, tax concerns, existing holdings, personal preferences, and any other restriction or conditions that could affect your holdings.

Creating Opportunities

Securities Products:
- Are NOT Deposits
- Are NOT FDIC Insured
- Are NOT Bank Guaranteed
- May LOSS Value
- Are NOT Insured By Any Federal Government Agency

Neither BBVA Compass, nor any of its affiliates, are offering tax, legal or accounting advice. Please consult your tax, legal or accounting professional for advice relating to your personal circumstances. BBVA Compass is a trade name of Compass Bank, a member of the BBVA Group. Compass Bank, Member FDIC. Rev. 07/2018 / #615419
MOST INFLUENTIAL WEALTH MANAGERS

STASIA WASHINGTON
Managing Director
First Foundation Advisors
Years in Practice: 25+
Years with Current Firm: 5
Assets Under Management in 2017: $526.9 million

S tasia Washington has served as a Senior Vice President and Managing Director for First Foundation Advisors since January 2013. She works directly with high net worth individuals and families to establish road maps to protect and grow wealth across multiple generations. She is dedicated to making a difference in the community. She has an affinity for helping women, nonprofits, family foundations and exempt organizations realize short and long-term financial objectives. As a trailblazer, Washington helped build out First Foundation’s market presence in new offices including West Los Angeles, Oakland, Las Vegas and via a new acquisition of offices in Palm Verdes and Rolling Hills Estates.

In 2017, 2016 and 2015, Washington was recognized as a Top Revenue Producer by First Foundation with the Circle of Excellence Award. It is noteworthy to mention in 2017, she was ranked number one.

KEITH WEBSTER
Managing Director and Wealth Manager
First Republic Investment Management
Years in Practice: 25
Years with Current Firm: 3
Assets Under Management in 2017: $51.5 billion

Keith Webster is a Managing Director and Wealth Manager at First Republic Investment Management. Webster has focused his entire career on advising high net worth families and family offices. He feels strongly that by focusing on the unique issues that his clients face day-in and day-out (e.g. tax minimization, anonymity, risk management, etc.) his team can deliver a superior level of service.

For over 25 years, Webster has built a team and network of advisors that can provide a custom solution and level of due diligence that clients have claimed is unparalleled in the industry. Prior to joining First Republic, Webster was a Director at Credit Suisse Private Bank USA, where he helped build out Credit Suisse’s presence in the southwest U.S. Webster has also held senior investment advisory positions at Lehman Brothers, Morgan Stanley and US Trust Company. Webster and his team are unique in that their client base and subsequent experience has been entirely focused on ultra-high net worth families for over 27 years.

ALYSSA WEINBERGER
Senior Managing Director
Lido Advisors, LLC
Years in Practice: 14
Years with Current Firm: 14
Assets Under Management in 2017: $2.7 billion

A lyssa Weinberger has been at Lido Advisors, LLC for 14 plus years and has excelled in a male dominated industry. She successfully ran the Operations and Marketing team, which led to her current role as Senior Managing Director and the sole female partner of a fast-growing firm.

Weinberger is a networking guru, locally and nationally. She is truly passionate when it comes to curating relationships and connecting the right people. She created the Annual Family Office Investment Symposium in 2005, which exemplifies her ability to bring like-minded ultra-high net worth families to share best practices. Alyssa believes in consistent communication as a client coverage model. She strives to meet with clients quarterly to hear about changes in their life that could affect their investment portfolio and financial plans. During these meetings, she makes sure to address how different investments can lead to different outcomes. Her objective is not only to help her client’s meet their goals, but to do so with a transparent, collaborative, process-driven approach.

STEVE WEINBERGER
Senior Managing Director
HCR Wealth Advisors
Years in Practice: 20
Years with Current Firm: 20
Assets Under Management in 2017: $175 million

A fter graduating with his MBA from Pepperdine with an emphasis in finance, Steve Weinberger joined HCR Wealth Advisors in 1998. While initially a boutique firm, HCR has grown to over $1 billion in assets under management largely in part due to Weinberger’s leadership and efforts. He specializes in helping clients develop personalized investment portfolio strategies that are continuously monitored and geared toward navigating the market. Because we do not live in a “one size fits all” world, each plan and strategy that Weinberger presents is unique to each client’s needs at a particular time in their life. HCR Wealth Advisors has employed this strategy since its inception, and it works.

Weinberger is particularly skilled at working with clients who are navigating life transitions such as retirement, selling a business and widowhood. After spending time with each client to develop their strategy, he points out financial risk and exposure and ensures that clients are prepared for any unexpected curveballs based on their upcoming circumstances.

Nominate Influential Family-Owned Businesses in Los Angeles

The Los Angeles Business Journal is proud to announce the upcoming Most Influential Family-Owned Businesses Supplement.

This dedicated section will showcase and acknowledge family-owned businesses that have distinguished themselves in Los Angeles through their business accomplishments and contributions to the local community.

WE ARE INVITING THE BUSINESS COMMUNITY TO NOMINATE DESERVING COMPANIES!

For more information, please contact Naz Bayazit via email at nbayazit@labusinessjournal.com

Nomination Deadline
FRIDAY, SEPTEMBER 21, 2018

Publishing Date
Monday, November 26, 2018

LOS ANGELES BUSINESS JOURNAL
BRIAN KEITH WERDESHEIM
Managing Director
Oppenheimer & Co. Inc.

Years in Practice: 25
Years with Current Firm: 25

Assets Under Management in 2017: $1.5 billion

AUGUST 6, 2018

Wealth Management Trends Survey Finds Investor Confidence on the Rise

Trend reflects expectations of continued economic improvement, strong equity and real estate markets

BRIAN KEITH Werdesheim is a founding member of The Summa Group, a financial advisor team providing wealth management services at Oppenheimer & Co. Inc. He has spent the past 25 years with Oppenheimer advising affluent individuals and families including owners and executives of private and public companies, family estates, charitable entities and the top tax and legal professionals who serve the business, athletic and entertainment community.

During his professional career, Werdesheim has been a steadfast advocate for the most pressing and mission critical needs of his clients. Unique to his skill set, leadership and influence, is his total dedication to securing his clients’ future and enhancing the quality of their lives, which extends far beyond conventional financial advisory advice. His ability to develop a financial audit process will save you time & money.

Our deep experience in managing the financial audit process will save you time & money.

- TECHNICAL RESEARCH
- FINANCIAL STATEMENT PREPARATION
- ACCOUNT RECONCILIATION
- SEC/AICPA CONSULTING

(323) 983-8950
auditprep.com

Save money on audit fees with well organized financial records.

HARDWORKING. COMMITTED. CREATIVE.

René Nourse, CFP®
Managing Director of URBAN WEALTH MANAGEMENT GROUP, LLC is pleased to be recognized as one of the Most Influential Wealth Managers in Los Angeles.

URBAN WEALTH MANAGEMENT
(424) 277-2260
Follow on Facebook, Twitter and LinkedIn or visit www.urbanwm.com

This opti...
BANK OF SOUTHERN CALIFORNIA COMPLETES ACQUISITION OF AMERICAS UNITED BANK

On August 1, Bank of Southern California, N.A., San Diego, California (OTC Pink: BCAL) announced the completion of its acquisition of Americas United Bank, Glendale, California (OTC Pink: AUNB). Americas United Bank had total assets of approximately $231 million as of June 30, 2018.

Americas United Bank branches will begin operating as Bank of Southern California branches on August 1, 2018, with systems conversion scheduled in October 2018.

The acquisition of Americas United Bank provides Bank of Southern California with an entry into the vibrant Los Angeles market as the Bank continues its strategic expansion in the Southern California region. With the completion of the acquisition, the combined bank will have assets of approximately $720 million, and increases the number of Southern California branch locations to eleven.

"Our long-term goal is to build a community business bank in Southern California that supports the economic growth of businesses and the communities we serve."

Nathan Rogge, President | CEO
Bank of Southern California

"We are pleased to welcome Americas United Bank customers, employees, and shareholders to Bank of Southern California," commented Nathan Rogge, President and Chief Executive Officer of Bank of Southern California. "This strategic acquisition provides us with a presence in Los Angeles County and a footprint that allows us to now serve four major metropolitan Southern California markets. Our long-term goal is to build a community business bank in Southern California that supports the economic growth of businesses and the communities we serve," concluded Rogge.

Bank of Southern California also announced that its Board of Directors appointed Adriana M. Boeka as a non-executive director. Mrs. Boeka previously served as President and Chief Executive Officer of Americas United Bank.

"Adriana's broad experience leading successful banking organizations in Southern California add a valuable perspective to our Board of Directors," said John Farkash, Chairman of the Board. "We appreciate her willingness to serve as a director and look forward to her contributions and guidance."

Additionally, Bank of Southern California recently hired Gaylin Anderson, as Executive Vice President, Market Executive to lead the Bank’s expansion into Los Angeles County. Mr. Anderson most recently served as Managing Director of Community Banking for Banc of California.