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As a Vice President of Investments and Financial Consultant with Oppenheimer & Co. Inc., I am currently employed at the Seattle office. With over 18 years of experience in the financial services industry, I specialize in portfolio design and construction using a combination of both fundamental and technical analysis. Prior to entering the financial industry, I was the President and CEO of two privately held companies, giving me a unique background in management and decision-making.

Mission

My mission is to provide sound financial advice and value-added services to my clients while always striving to build long-term relationships based on mutual trust and respect. I listen to my clients and with them determine their financial objectives. Oppenheimer & Co. Inc. and I believe investors are best-served when their financial consultants have one agenda – their client's.

Experience

I have been in the financial services industry since 1991 and am trained, certified, and licensed in many areas, including: equity and debt investments, retirement planning, and insurance and estate planning.
My experience in the area of asset management includes:

- Private money managers
- Mutual funds
- Strategic asset allocation
- Alternative investments for qualified investors.

In order to offer my clients the best professional advice possible, I am committed to the continued study of various strategies and products in order to stay atop the investment market and make well-researched, balanced decisions.

Philosophy

I believe that long-term strategies, well-derived and managed, are keys to building, maintaining, and managing wealth. One's financial objectives, financial structure, and other personal matters should dictate the appropriate strategies and products to be recommended. In order to tailor investment strategies to each client's particular needs, the suitability of financial decisions is my primary concern.

I take a "team approach" to client relationships with me as the gateway to a very broad team of people, consultants, and home office experts dedicated to client service as well as an endless array of company resources.

Investment Process

1. INITIAL CONSULTATION

We will engage in a detailed discussion concerning your personal objectives:

- Risk tolerance
- Income needs
- Tax consequences
- Expected rate of return

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2. DATA EVALUATION

I will analyze your current financial situation and then assist you in developing investment strategies tailored to your particular goals.

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3. ONGOING REVIEWS

I conduct regular reviews with each client on a consistent basis where we:

- Review account performance
- Review stated goals and objectives
- Discuss current economic and market conditions