

















## THE LIST

## SECURITIES BROKERAGE FIRMS

Ranked by number of securities brokers in LA County

## ► NEXT WEEK

Minority-Owned Businesses

Rank		Brokerage • name • address • website	L.A. County Employment • securities brokers • total employees	Services Offered (partial list)	Profile • headquarters • offices (L.A./total)	Top Local Executive • name • title • phone	
1		<b>Morgan Stanley Wealth Management</b> 1999 Ave. Of The Stars, Suite 2400 Los Angeles 90067; advisor.morganstanley.com	620' NA	brokerage and investment advisory, financial and wealth planning	New York 16 / NA	Devon Baranski Managing Director (310) 788-2000	
2		<b>Merrill Lynch</b> 2049 Century Parkway E. Los Angeles 90067; ml.com	500 1,600	brokerage, investment advisory, banking, trust and other financial services and products	Charlotte, N.C. 228 / 4,300	Brian Ludwick Division Executive, Managing Director (310) 858-4623	
3		<b>Wells Fargo Advisors</b> 1999 Ave. of the Stars, Suite 2200 Los Angeles 90067; wellsfargoadvisors.com	400' 800	financial advisory, brokerage, asset management, retirement planning	St. Louis 114 / 3,219	Paul J. Vannuki LA Market Leader (310) 552-3535	
4		<b>UBS Financial Services Inc.</b> 2000 Avenue of the Stars, 7th Floor Los Angeles 90067; ubs.com	340' NA	brokerage, wealth management, retirement planning, insurance, investments, lending services, investment banking	Zurich & Basel 14 / 350	Justin Frame Market Executive (213) 972-1511	
5		<b>J.P. Morgan Securities</b> 601 S. Figueroa St., Suite 3550 Los Angeles 90017; chase.com	280' NA	wealth management, retirement planning, portfolio management, banking, lending, global research	New York 2 / NA	Michael Rogers Regional Director (213) 553-7442	
6		<b>Northwestern Mutual Investment Services</b> 515 S. Flower St., 34th Floor Los Angeles 90071; northwesternmutual.com	250' 1,150	wealth management, advisory, brokerage, private client services, life insurance, long-term care, disability, retirement, investments, planned giving	Milwaukee 3 / 200	Craig Quinlan Managing Director (213) 243-7000	
7		<b>Farmers Financial Solutions</b> 31051 Agoura Rd. Westlake Village 91361; farmersinsurance.com	230' 6,700	mutual funds, 529 college savings plans, retirement plans, qualified tax saving investment plans, variable life insurance, annuities	Westlake Village 230 / 3,271	Kris Wood Financial Services Director (866) 888-9739	
8		<b>Fidelity Investments</b> 2000 Avenue of the Stars, Suite A-50 Los Angeles 90067; fidelity.com	200' NA	wealth management, brokerage, investment guidance and planning, income products and annuities, active trader services, IRAs, charitable giving	Boston 11 / 200	Linda Park Market Leader (800) 544-5853	
9		<b>Atria Wealth Solutions<sup>2</sup></b> 70 S. Lake Ave., Seventh Floor Pasadena 91101; wisdirect.com	160' NA	wealth management solutions holding company; fee-based asset management, financial planning, investment adviser services offered through Atria registered B-D and RIA subsidiaries	Pasadena 14 / 134	William Morrissey Managing Director and Head of the Independent Channel (888) 793-7717	

<sup>1</sup> Business Journal estimate.<sup>2</sup> Previously listed as Western International Securities Inc.
















NA - Not Available Note: The information on this list was provided by representatives of the companies. Brokerages are ranked by the number of registered, full-time securities brokers in L.A. County offices. To the best of our knowledge, this

information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to the Research Department at dbatra@labusinessjournal.com. ©2025 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

Researched by Deepanjali Batra

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## SECURITIES BROKERAGE FIRMS *Continued from page 25*

Rank		<b>Brokerage</b> • name • address • website	<b>L.A. County Employment</b> • securities brokers • total employees	<b>Services Offered (partial list)</b>	<b>Profile</b> • headquarters • offices (L.A./total)	<b>Top Local Executive</b> • name • title • phone	
10		<b>New York Life</b> 6300 Wilshire Blvd., Suite 2200 Los Angeles 90048; losangeles.nyloffices.com	<b>150'</b> 2,200	life, long-term care, retirement, investments	New York 1 / NA	Kyle Jahng Managing Partner (323) 782-3000	
		<b>Wedbush Securities</b> 1000 Wilshire Blvd. Los Angeles 90017; wedbush.com	<b>150'</b> 380	brokerage, investment advisory, wealth management, retirement planning, investment banking, equity research, correspondent clearing	Los Angeles 18 / 100	Gary Wedbush President (213) 688-8000	
12		<b>Charles Schwab</b> 1900 Avenue of the Stars, Suite 101 Los Angeles 90067; schwab.com	<b>125'</b> 130	investment advisory services, personal financial planning, active trader services, banking services, estate planning	Westlake, TX NA / NA	Chad Shultz Managing Director - Regional Market Executive (800) 435-4000	
13		<b>City National Securities Inc.</b> 555 S. Flower St., 11th Floor Los Angeles 90071; cnb.com	<b>120'</b> 3,400	managed accounts, advisory services for municipal securities, treasury and agency securities, corporate bonds, preferred securities, comprehensive structured note platform, brokered CDs, mutual funds, UITs, ETFs, 529 plans	Los Angeles 15 / 26	Howard Hammond President (800) 280-1464	
14		<b>RBC Wealth Management</b> 555 S. Flower St, 22nd Floor Los Angeles 90071; us.rbcwealthmanagement.com	<b>85'</b> 100	brokerage and investment advisory, financial and wealth planning	Minneapolis <sup>2</sup> NA / NA	Michael Melton Director, Southern California (213) 266-4603	
15		<b>Edward Jones</b> 2615 Pacific Coast Highway, Suite 223 Hermosa Beach 90254; edwardjones.com	<b>80'</b> 500	financial services, retirement planning, life insurance, college savings plans	St. Louis NA / NA	Nicholas Pennino Regional Leader (310) 376-0504	
16		<b>Stifel Financial Corp.</b> 2121 Avenue of the Stars, Suite 2150 Los Angeles 90067; stifel.com	<b>60'</b> 75	taxable and tax-exempt fixed income, investment banking, high-net-worth retail asset management, wealth management, retirement and estate planning, managed accounts, financial planning	St. Louis 2 / 456	Sara Oberlies Brown John Kim Robert Barna Managing Directors (213) 443-5000	
17		<b>D.A. Davidson &amp; Co.</b> 301 N Lake Ave., Suite 800 Pasadena 91101; dadavidson.com	<b>48'</b> 57	personal financial planning, investment advisory services, customized life stage and retirement strategies, managed accounts, tax-advantaged investments, trust services	Great Falls, Montana 6 / 112	Andrew Crowell Vice Chairman, Wealth Management (626) 449-0330	

<sup>1</sup> Business Journal estimate.<sup>2</sup> U.S. headquarters.

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