San Fernando Valley Business Journal

Trusted Advisors Awards
2015 Nomination Form -
Top Wealth Managers

The **San Fernando Valley Business Journal** is proud to announce the **2015 Trusted Advisors Awards.** This event honors the important work of accountants, bankers, attorneys, insurance professionals and wealth managers in the greater San Fernando Valley region. We will be honoring the area's top Trusted Advisors in each discipline and will also announce winners in four specialty categories listed below.

2015 SPECIALTY AWARD CATEGORIES

– Client Services Award
– Trailblazer Award
– Community Service Award
– Innovation Leadership Award

General Awards Criteria:

1. This awards program is open to financial advisors and wealth managers, only. Nominees may be partners and/or employees of a company and or firm or may be solo practitioners. You must be working full time as a financial advisor or wealth management professional.
2. Nominees must have a minimum of $25M of Assets Under Management (AUM).
3. Nominees must have at least ten years of experience in their profession.
4. Nominees must spend 90% of their time working in the greater San Fernando Valley region, which includes the geographic boundaries of Glendale to the East; Lancaster to the North; Santa Monica Mountain Range to the South; and through the city of Camarillo. Nominees may live outside the region but must work inside the region.

NOMINATION PROCESS:

We want to hear from you! Nomination forms (along with a high resolution headshot) must be completed and emailed by **Wednesday, June 24th** by 5:00PM to be considered. ALL sections of the form must be completed and the Nominee must be located within San Fernando Valley region for consideration by the selection committee. Please submit your nomination via email to Jennifer Hakim at jhakim@socalbusinessjournals.com. Submissions **MUST BE IN WORD FORMAT.**

THE AWARDS RECEPTION:

All nominees will be notified approximately three weeks prior to the awards reception. Winners will be announced at the 2015 Trusted Advisors Awards in August. The *San Fernando Valley Business Journal* will publish a special supplement highlighting the honorees within the August 24, 2015 edition.

NOMINATION DEADLINE:
WEDNESDAY, JUNE 24, 2015

SAN FERNANDO VALLEY BUSINESS JOURNAL

Trusted Advisors Awards 2016 Nomination Form – Top Wealth Managers

SECTION I: GENERAL INFORMATION **ALL FIELDS MUST BE COMPLETED**

Please provide us with the follow contact information so that we may reach you with any questions and/or to discuss the nominee.

NOMINATOR NAME (YOUR NAME)	Danielle Mansur
COMPANY	Steel Peak Wealth Management
TITLE	Business Development Manager
COMPANY ADDRESS	21550 Oxnard Street, Suite 430
CITY, STATE, ZIP	Woodland Hills, CA 91367
PHONE	818-835-8720
EMAIL ADDRESS	Danielle.mansur@spwm.com
COMPANY WEBSITE	www.spwm.com

WHO ARE YOU NOMINATING? **ALL FIELDS MUST BE COMPLETED**

NOMINEE NAME	Ali Zamani
COMPANY	Steel Peak Wealth Management
TITLE	Senior Partner- Wealth Management
COMPANY ADDRESS	21550 Oxnard Street, Suite 430
CITY, STATE, ZIP	Woodland Hills, CA 91367
PHONE	818-835-8720
EMAIL ADDRESS	Ali.zamani@spwm.com
COMPANY WEBSITE	www.spwm.com
COMPANY INDUSTRY	Wealth Management
YEARS IN ROLE WITH COMPANY	3
WHAT COLLEGE/UNIVERSITY DID THE NOMINEE GRADUATE FROM?	UCSB
WHAT DEGREE(S) DID THEY EARN?	Bachelors in Business Economics

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SECTION II: PROFESSIONAL/COMMUNITY REFERENCES

Please provide us with the following professional references that would recommend the nominee for this award. *This section is not mandatory but is recommended.*

ACCOUNTING FIRM	Katz Cassidy
CONTACT	Mark Chapman
TITLE	CPA
PHONE	310-696-2929
EMAIL ADDRESS	Mark.chapman@katzcassidy.com

BANK	Dan Lykken
CONTACT	US Bank
TITLE	Investment Banker
PHONE	818-817-7236
EMAIL ADDRESS	

LAW FIRM	Perkins Coie LLP
CONTACT	David Katz
TITLE	Attorney
PHONE	310-788-3268
EMAIL ADDRESS	dkatz@perkinscoie.com

INSURANCE AGENCY/BROKER	Purshe Kaplan Sterling
CONTACT	Brenda Evans
TITLE	Operations Manager
PHONE	800-801-6851 x1864
EMAIL ADDRESS	bevans@pksinvest.com

MAJOR VENDOR OR CLIENT	Client
CONTACT	Marc Behrman
TITLE	Sales
PHONE	818-438-5752
EMAIL ADDRESS	marc@sportcourtla.com

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SECTION III: COMPANY INFORMATION ALL FIELDS MUST BE COMPLETED

WHERE IS THE COMPANY HEADQUARTERED?	Woodland Hills
WHAT YEAR WAS THE COMPANY ESTABLISHED?	2012
HOW MANY OFFICES DOES THE COMPANY HAVE? LOCATIONS?	1- Woodland Hills, CA
TOTAL # OF COMPANY EMPLOYEES?	23
# OF EMPLOYEES IN SAN FERNANDO VALLEY?	20
PRIMARY SERVICES OFFERED?	Wealth Management
TOTAL MINIMUM ANNUAL FEES FOR CLIENTS 2014?	$5000
TOTAL MINIMUM AUM FOR CLIENTS IN 2014?	$500,000
NOMINEE'S NUMBER OF CLIENTS MANAGED 2014?	776 Households

Total Annual Firm/Agency Revenue *(incl. fees & retainers)* (please check one):

___$25 M or less ___$25.1 M - $75 M ___$75.1 M - $150 M ___$150.1 M - $250 M
___$250.1 M - $350 M _X $350.1 M - $450 M ___$450.1 M - $550 M ___$550.1 M - $650 M
___$650.1 M - $750 M ___$750.1 M - $850 M ___$850.1 M - $950 M ___$950.1 M - $1 B
___$1 B - $2 B ___$2 B - $3 B ___More than $3 B

SECTION IV: SPECIALTY AWARD CATEGORIES in addition to honoring the area's top Trusted Advisors in each discipline, we will also announce winners in four specialty categories listed below.

✓ **Please choose only ONE category for consideration**.

X	**Client Services Award** – goes to a nominee who provides excellent client service (Nominee should be nominated by a client).
	Community Service Award – goes to a nominee who is an executive with his/her firm and/or practice and is making a difference in the community. This honoree would be a full time professional where community service is over and beyond routine professional responsibilities.
	Innovation Leadership Award – goes to a nominee who is an innovator in developing and/or managing processes, people, programs and/or projects.
	Trailblazer Award – goes to a nominee who started a new enterprise, was the first to try something new and/or who let the industry or profession forward.

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SECTION V: ABOUT THE NOMINEE – BIO & PROFESSIONAL EXPERIENCE

MUST BE COMPLETED
Please use the space provided below to provide a brief bio on the nominee.
(Minimum of 200 words required)

Ali Zamani
Chief Financial Officer, Founding Partner
Wealth Advisor

Ali takes pride in helping advisory clients accomplish their most important life goals, and in helping ensure that Steel Peak remains a strong business as it grows.

Ali began his career at Northwestern Mutual, in Los Angeles, where he focused on estate- and wealth-transfer planning. He then joined UBS as a Financial Analyst. Later he was a Vice President of Investments and a Portfolio Management Director at Smith Barney, which merged with Morgan Stanley.

He holds a bachelor's degree in business economics from the University of California at Santa Barbara, the Certified Fund Specialist (CFS®) designation and the Certified Annuity Specialist (CAS®) designation from the Institute of Business & Finance. Ali is currently earning certification as a Chartered Retirement Planning Counselor from the College of Financial Planning.

Ali has served on the board of trustees of the Northridge Hospital Foundation. He and his wife, Ferrah, live in Bel Air.

SECTION VI: SUMMARY OF QUALIFICATIONS – TELL US THEIR STORY!

Why should the nominee be considered for this award? Please identify and provide details about their role as a trusted advisor, and the impact that they've made on their clients. How has the nominee affected their client's businesses? This is an opportunity for you to tell their story! **A minimum of 300 words is required in order for the Nominee to be considered. Please feel free to attach a separate word document if you can not fit all text within the box provided.**

I have worked with Ali Zamani for over 8 years, and, in my view, he stands out as a superb wealth advisor and, more importantly, a highly trusted advisor. Thus, I am highly honored to nominate him for the "Trusted Advisors Award".

The best judge of a wealth advisor's impact on its clients is none other than the clients themselves. Ali Zamani's clients have consistently chosen Ali as their top and only advisor, not just for the competent advice he has to offer but also for his deep interest in their personal lives. A few years back, Ali received a call from the wife of one of his clients who told him in a broken voice that her husband had passed away. The widow asked for his assistance in organizing his remaining assets, declaring, her husband "would've wanted us to continue working with you." Just a little while later, the wife also passed away, and, in the weeks that followed, their children contacted Zamani and told him they each wished to create a new financial plan portfolio with his help. Ali had worked with their father since the start of the 21st century when together they created a multi-generational plan, one that would continue to benefit the widow's children and grandchildren after them. Throughout his years of working together with the husband and his wife, Ali earned the trust of the family as an advisor and a family friend, always ready to invest his time and energy into assuring that they received the best financial help he could offer. This is just one example of why Ali's clients have chosen Steel Peak over other wealth advisors for the person-to-person relationship that he offers them. Going beyond the role of a mere paid advisor, Ali seeks to become a lifelong partner for each of his individual clients, often conversing with them on their daily lives, their personal problems or circumstances, in an effort to better understand their situation and give them the advice that best fits their needs.

Another example is the family who, after allocating their assets from firm to firm multiple times, finally settled upon Ali because they witnessed his willingness to become, not just a wealth advisor, but a family advisor. The families call upon him for assistance in home investments and business strategy, as well as for personal views regarding car dealership recommendations and home remodeling consultations. Thanks to his consideration of their finances and their personal lives, clients feel reassured by the presence of Ali, to whom they can turn to in times of need. This complete trust that is established between Ali and every single one of his clients has, more than anything else, changed their lives for the better, and identifies him as a competent and worthy advisor.

This is why I nominate Ali Zamani for the Trusted Advisors Awards.

SECTION VII: INDUSTRY AND COMMUNITY INVOLVEMENT

Does the nominee actively participate in industry associations or other groups (FEI, Society of CPAs, ACG, Bankers Association, Bar Association, etc.)? Is the nominee actively involved in any community organizations outside of his/her industry?

Ali has served on the board of trustees of the Northridge Hospital Foundation, a nonprofit that works to ensure that Northridge Hospital Medical Center is always there to provide you and your loved ones with an excellent healthcare. Ali holds a bachelor's degree in business economics from the University of California at Santa Barbara, the Certified Fund Specialist (CFS®) designation and the Certified Annuity Specialist (CAS®) designation from the Institute of Business & Finance. He is currently earning certification as a Chartered Retirement Planning Counselor from the College of Financial Planning.