

## Candidate Profile Form—District Committee Election

Candidate Name: Andrew Black

Title: Complex Manager

Firm: Morgan Stanley

### Candidate Biography and Personal Statement

I am a Managing Director and the Complex Manager of the New Orleans complex for Morgan Stanley. The complex is comprised of 10 branches that have a total of 180 Financial Advisors that manage over \$21 billion in assets.

#### Biography:

1986-1988: First Commerce Corp. NOLA

1988-1996: Hibernia Investments Securities NOLA (FA and then was promoted to Sales Manager)

1996-1998: Sales Manager - Smith Barney NOLA

1998-2009: Non-producing Branch Manager Lafayette/Lake Charles

2009-present: Complex Manager Morgan Stanley Wealth Management

2014-2015: Served on National Branch Manager Council

I would consider this a great opportunity to represent Morgan Stanley and to give back to our industry so I can help mold the future of our industry. I feel that my industry experience and working for a firm that has an excellent risk and compliance structure would permit me to be a valuable contributor. As a manager of a large complex, I have exposure to many aspects of our business and work with some of the most seasoned Financial Advisors in the business. I also interact with many of our clients on a regular basis and understand our "client or consumer".

Thank you for the opportunity.

### Optional Links:

Link to personal website, resume or CV:

Link to YouTube video:

## Candidate Profile Form—District Committee Election

Candidate Name: Steve Youhn

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Title: CCO

Firm: ProEquities

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### Candidate Biography and Personal Statement

My background includes experience as a registered rep, a CCO for independent and/or insurance affiliated BDs, a securities attorney for the SEC, and in-house counsel at the CBOE. Having worked for the SEC, I developed an understanding of the regulatory rule making process and as a CCO I've experienced first hand the impact when those rules have a negative effect on independent BDs. My goal in running for the District 5 large firm seat is to represent in a respectful manner the perspectives of all independent and insurance affiliated BDs at all FINRA meetings. An additional goal is to coordinate with FSI so as to properly and completely understand their positions on industry initiatives.

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Link to personal website, resume or CV:

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Link to YouTube video:

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