

Candidate Profile Form—District Committee Election

Candidate Name: Daniel Hughes

Title: Complex Manager

Firm: Morgan Stanley

Candidate Biography and Personal Statement

I am an Executive Director and the Complex Manager of the Central Texas complex for Morgan Stanley. The complex is comprised of 8 branches that have a total of 127 financial advisors that manage over \$15 billion in assets.

I have been with the firm over 30 years starting in August of 1985 as a trainee. I was a Financial Advisor until 1999 when I became a producing manager at a small branch in San Antonio, TX. In 2001, I was promoted to Branch Manager in San Antonio. In 2007, I was promoted to Complex Manager which consisted of San Antonio, Austin, Kerrville, and Temple. In 2009, after the joint venture with Smith Barney, I was given expanded responsibilities to include San Antonio, Austin, Kerrville, Temple, College Station, Corpus Christi, Rockport and McAllen. In addition to serving as a Complex Manager, I have represented the interests of my colleagues by serving on the Branch Manager Advisory Council where I served from 2013-2015.

I have been with the same firm in the same city for over 30 years in various roles. During, my 30 years I have built a culture that takes care of the client first by focusing on their goals and protecting their interests. As a Complex Manager I am responsible for delivering the Firm culture in everything we do within my Complex. This includes surrounding myself with a team of managers that have been with me for many years which creates the stability essential to building a strong compliance and risk culture within our branches.

I am interested in serving and would be honored to serve on FINRA's District Committee. I feel that my experiences as a Manager and a Financial Advisor would bring the committee industry knowledge so that I can provide feedback when appropriate on issues affecting our business. I understand this is a commitment to FINRA and our industry and I am willing to accept the responsibility.

Optional Links:

Link to personal website, resume or CV:

Link to YouTube video:

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Candidate Name: Kelly Welker

Title: LPL Financial Branch Manager

Firm: LPL Financial

Candidate Biography and Personal Statement

As an 18 yr experienced large firm independent producing branch manager serving the retail client, I have the unique perspective of holding a CRCP designation from the FINRA Institute at Wharton. My experience covers brokerage and advisory clients. I served on the District 6 committee from 2009-2012 while also serving in the disciplinary action hearing pool. My educational background includes an MBA in Marketing and a Chartered Retirement Planning Counselor's designation. I've served on various industry boards and committees as well as local political boards in my community including the Financial Services Institute.

The committee is lacking participation from producing branch managers and there should be more representation from this group. We offer a unique perspective that is different from the compliance members and executive members as we are closest to the clients (the very group of people we are here to protect). We have direct insight into how rules actually affect the practice of doing business with the clients.

While serving on the committee I was able to give valuable insight as to how rule changes not only affect the firm, but also how they affect the client either negatively or positively. While serving on the disciplinary action hearing as a panalist, I realized that having producing branch managers can be a valuable resource for a unique perspective on real world applications during hearings. There needs to be more representation from this group and one must serve on a committee to be able to serve on the hearing panel. Being able to discuss regulation changes from this perspective can be challenging but the exposure to such discussions helps a producing branch manager understand the regulatory side of issues as well as the retail side. Understanding these issues helps me to be a better advisor to my clients and advisors I manage as well as a better advisor for the firm.

I am seeking re-election to further my community service for my industry. I believe that by having a more diverse representation from the firms other than compliance professionals and firm executives, our industry is better represented as a whole; most especially those of us representing large firms with many different types of registered individuals both in the back office and the branches. Should I be re-elected, I will represent my firm, my industry, my clients and my advisors to the best of my ability to make our industry a better place to do business.

Optional Links:

Link to personal website, resume or CV: <https://www.kellywelker.com>

Link to YouTube video: