

Candidate Profile — District Committee Election

Candidate Name: Richard B. Folmar

Title: Complex Manager

Firm: Wells Fargo Advisors

Candidate Biography and Personal Statement

I started as Financial Advisor with Morgan Stanley Dean Witter in 1998 and transferred to Wells Fargo Advisors in 2001. After acting as a producing manager from 2002- 2010, I was promoted to a non-producing role as the Wells Fargo Advisors Complex Manager for the state of Oklahoma. My current role covers our 10 offices in the state and 5 in NW Arkansas. I still manage the downtown Oklahoma City branch every day. It is comprised of 17 Advisors who collectively manage over \$2 billion in client assets. In my role as Complex Manager, I am responsible for 125+ Advisors, who collectively manage over \$12 billion in client assets. In that role, I lead the team that is responsible for all operational, administrative, compliance, risk, and business matters for the territory. I have served on Advisory councils at the firm retooling our financial advisors and branch manager training programs.

Personally, I have always been heavily involved in the community through volunteering and serving on the board of Junior Achievement in the past. I am the current President of the school board for St. Mary's Episcopal School of Edmond, Oklahoma. I am an active member of the Rotary and have led local volunteer efforts for tornado relief.

I would like to be considered for the FINRA District 5 Committee because I know that I can make a difference. As a younger manager, I can bring an unique insight and energy, as well as an adept understanding of issues facing our industry and clients today. I am passionate about doing business the right way, developed by listening to the client's needs and then offering comprehensive wealth management solutions that are unbiased and are tailored to the client's situation. I am a huge proponent of perpetual education and professional development; we cannot dispense good advice unless we know what constitutes good advice.

I believe that industry rules are designed to protect clients and the integrity of our industry. I believe that the best way to promote the health of our industry is to engage in regular, meaningful dialogue with all of our constituents: clients, local and home office staff, regulators, and product partners, as well as with our peers.

And finally, I would like to be considered for this role because of what I would learn. The insights that I would gain, I could use to shape the discourse and direction of the Advisors with whom I work every day, as well as with my peers. I could use those ideas to bridge the gap between producers and regulators; to help advisors understand how the rules shape the business, and when appropriate, to challenge the rules that I believe could threaten our business. Ultimately, I want to encourage advisors to embrace the future, and to reassure them that they have a voice in shaping our future together.

Optional Links:

Link to personal website, resume or CV: _____

Link to YouTube video: _____

Candidate Profile — District Committee Election

Candidate Name: Gregory Gangas

Title: Complex Manager

Firm: Morgan Stanley

Candidate Biography and Personal Statement

Greg Gangas is the Complex Manager in Oklahoma for Morgan Stanley since 2009. The Complex is comprised of 11 offices with 130 of Financial Advisors with approximately \$14 billion in assets under management. Greg has served on internal councils for Morgan Stanley and is very interested in serving on FINRA's District Committee. Please find for your review a list of other positions held in the industry.

Financial Advisor Dallas, TX 1988-1992

Sales Manager Dallas, TX 1992-1994

Branch Manager Beaumont, TX 1994-1996

Branch Manager Tulsa, OK 1996-2009

Morgan Stanley Branch Manager Council Member 2009-2011

After being in the industry for 27 years I would consider it an honor to work with FINRA and the District Committee to help guide our future.

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Link to YouTube video: _____