

SAN DIEGO
BUSINESS JOURNAL

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THE BOOK OF INFLUENTIAL BUSINESS LEADERS

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J. CHRIS MARSH

MANAGING DIRECTOR,
UBS FINANCIAL SERVICES

J. Chris Marsh has been involved in many aspects of the financial services industry, starting as a tech analyst for banks and thrifts at SNL Securities in Virginia. He worked as a technology analyst and technology manager until he joined UBS in 2002, where he has focused on areas such as family governance, financial planning and technology, both here and abroad. He oversees the San Diego office, which has about \$12.5 billion in assets under management and more than 500 household clients.

ALMA MATER University of Virginia

FUN FACT Granted a patent for developing a messaging system in a networked computer system while working with a team at UBS



JOE MILLER

CEO/MANAGING DIRECTOR,
INDEPENDENT FINANCIAL GROUP

Joe H. Miller has been in financial services since 1982 and became a certified financial planner in 1987. In 1988, he co-founded United Pacific Securities, which he grew to over 175 representatives and annual revenue in excess of \$18 million. His success drew the attention of Independent Financial Group, which brought him on in 2003 as a partner. He also worked in the Carlsbad office of Sentra Securities Corp. while he built a financial planning practice.

ALMA MATER UC San Diego

MICHELLE OROSHAKOFF

MANAGING DIRECTOR & CHIEF RISK OFFICER,
LPL FINANCIAL

Michelle Oroschakoff is the chief risk officer for LPL Financial and chairwoman of the Risk Oversight Committee. She is responsible for companywide risk management controls, manages compliance and governance, and has a leading role in the company's efforts to enhance its risk profile. She has more than 20 years of financial services experience. She came to LPL from Morgan Stanley, where she served as managing director and global chief risk officer. Before that, she spent 11 years in a variety of legal and compliance roles, including associate general counsel.



TOUGHEST CHALLENGE Keeping an eye on today's and tomorrow's challenges in a fast-changing industry.

BEST ADVICE Regardless of your position, act like an owner in everything you do.

BUCKET LIST Visit all the Major League Baseball parks.

VALORIE SEYFERT

CEO, CUSO FINANCIAL SERVICES

Valorie Seyfert has been in the finance industry since 1989, when she worked independently as a legal consultant in San Diego. In 1996, she and Amy Beattie founded CUSO Financial Services and later launched sister company Sorrento Pacific Financial LLC, full-service broker dealers that focus on a wide array of investment and insurance solutions. CFS partners with credit unions, helping them to add revenue to the bottom line and better serve members with complete financial services. She is a member of the California State Bar Association and ran her own law practice. In 2008, she won the Ernst and Young Entrepreneur Award in Business Services for San Diego County.



ALMA MATER University of Southern California

CAR YOU DRIVE Tesla

FAVORITE GET-AWAY Italy and France



PAUL THIEL

REGIONAL MANAGING DIRECTOR,
BNY MELLON WEALTH MANAGEMENT

As managing director for BNY Mellon Wealth Management, Paul Thiel leads a team of a dozen professionals in investment management, fiduciary services and private banking for about 90 families who collectively represent about \$1.5 billion in assets. Before he joined the financial services industry, he was a journalist whose work appeared in the Washington Post, The New York Times and Business Week. He now works primarily with business owners and with clients whose divorce means they must divide assets of more than \$15 million. He is chairman of the Chairman's Roundtable, a group of 35 former CEOs who consult for many of San Diego's most promising companies. He serves on numerous boards, including the Rancho Santa Fe Foundation.

ALMA MATER University of Connecticut; University of Virginia; Stanford University

FUN FACT I was a news editor and reporter for more than a decade.



DALE YAHNKE

CEO, DOWLING & YAHNKE LLC

Dale Yahnke is a founding partner at Dowling & Yahnke, an independent, fee-only, registered investment advisory firm that provides comprehensive portfolio management and retirement planning. The firm currently manages \$3 billion for more than 1,000 individuals, families, foundations and endowments. He is a chartered financial analyst and a certified financial planner. Before he co-founded the firm, he worked as a financial analyst for the law firm of Gray Cary Ware & Freidenrich. He has served as an expert witness in investment and securities-related matters. He has been recognized by Barron's as one of its Top 100 independent financial advisors nationwide for nine consecutive years. He is active on nonprofit boards including Voices for Children and the Junior Seau Foundation.

BEST ADVICE Always put the client first and build the best team of people you can recruit.

FUN FACT That this short, stumpy guy used to play college basketball.