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Golden Gate Wealth Management Insider

A Semi-Annual Publication for the Golden Gate Wealth Management Family

IN THIS ISSUE

Abu Farukh in 1979 at Dean Witter San Francisco

Celebrating 35 Years of Wealth Management

Abu Farukh is originally from Dhaka, Bangladesh, a country you may best remember because it was made famous by George Harrison of the Beatles with his concert for Bangladesh at Madison Square Garden in 1971. More recently it was in the news when Dr. Muhammad Yunus of Bangladesh was awarded the Noble Peace Prize for his work in microfinance. In 1970 Abu decided to leave his tropical homeland and move to San Francisco to attend the University of San Francisco in pursuit of his dream – a degree in finance and international business. This year Abu celebrates his 35th year as a financial advisor. He has been driven by his passion for helping others and his love of sharing the wisdom and insight he has gained during his long career. To him, being a financial advisor is about helping make wealth last. Abu knows that choosing a financial advisor to help you make decisions about your finances is a very important and personal decision. Abu attributes his successful 35 years in the industry to his clients' confidence and trust. Clients know that Abu will be the one person outside of their family that will stay intently focused on their financial success.

Abu began his wealth management career as a financial advisor at Dean Witter in 1979 and went on to serve as Senior Vice President. In 2001, Abu was awarded one of the most prestigious and highest awards to attain at Morgan Stanley when he was recognized as a member of the Morgan Stanley Chairman's Club*, a designation which is exclusively reserved for the firm's top 150 most accomplished financial advisors.

After spending 25 years Morgan Stanley, Abu decided to continue his career at Smith Barney in 2005. In 2012, Abu moved his team to Raymond James where he was attracted to the firm's culture of independence and extensive resources offered.

Abu earned a Bachelor's degree in Finance and International Business from the University of San Francisco and completed the Senior Financial Advisors certification at the Wharton School of Business. Active in the community, Abu has been a member of the Commonwealth Club of California and World Affairs Council since 1987. He also is an avid member of SF Jazz.

** Top 150 financial advisors among 8,000 at the firm for three consecutive years, based on assets under management and fiscal year production.*

Golden Gate Wealth Management

Inspired by her father's successful career, Misty Farukh joined Abu to form Golden Gate Wealth Management. Abu and Misty take pride in their multigenerational wealth management team offering clients cumulative financial wisdom, a unique family feeling, and a blended perspective they believe is necessary to help clients and their families manage the wealth they have worked so hard to create.

The team works with individuals in all stages of their lives addressing the most important priorities for their clients' families. Whether it's helping young professionals begin saving for their future, guiding individuals while adapting to changes in their lives or showing retirees how they can maintain their lifestyles; Abu and Misty are there to guide clients along their journey.

Golden Gate Wealth Management looks forward to continuing to provide current and new clients with the preservation of wealth and financial guidance Abu has given his clients for the past 35 years. The team focuses on this warm legacy that Abu has built and ensures every client gets the same devotion and trust they've become familiar with over the years.

Abu Farukh
Senior Vice President, Investments
Financial Advisor
Wealth Management Specialist

Headline News: Celebrating My 35 Years on Wall Street

35 years and counting…I began my career in 1979 not truly knowing what to expect. Over the last 35 years I no longer consider this work a career, but more of a calling. Over the years it has been an honor to work with so many wonderful families and to form such close bonds with my clients and colleagues. I truly consider this a noble profession. Physicians are dedicated to taking care of the body; pastors are concerned with spiritual well-being. Likewise, I am committed to helping people take care of their finances and making wise decisions throughout their lives to guide them to financial success. This is a tremendous responsibility, one I take very seriously. Having my daughter Misty following in my footsteps makes me very proud. I'm grateful for my clients. Without their trust, celebrating 35 years would not be as special as it is today. I have had the pleasure of working with most clients for over 30 years, and now their children and grandchildren! What better way to measure my success!

Growing up in Bangladesh was not easy. My father was a Civil Servant and my mother and father also owned a small printing press business. When I was a young boy, I looked forward to the holiday season every year in hopes of collecting about twenty dollars. Then on that special day I would eagerly spend the twenty dollars on an American movie and catch a bus to the airport with my friends. Every holiday my friends and I would stand on the airport viewing balcony watching plane's take-off and land. I would ask myself, "Where are these people going? What is life like outside of Bangladesh?" I would dream of becoming a pilot and of my adventures traveling all around the world. In my younger years, I attended St. Gregory's Catholic school and had the great fortune of an education by the Holy Cross Brothers. My mentor in school was Brother Hobart from New Jersey. Most students chose to continue their higher education in England, but Brother Hobart convinced me to take a different journey. Brother Hobart told me all about iconic San Francisco and encouraged me to attend University of San Francisco.

In 1970, a year before the civil war broke out in Bangladesh, my father's guidance inspired my decision to leave Bangladesh and everything I loved – my parents, family and friends. I knew that in order to reach my dreams and escape the intensifying political landscape that was taking hold of our country, I needed to take a leap of faith and get on one of those planes I used to watch take-off so mesmerized... San Francisco, here I come!

Six months after arriving in San Francisco, civil war erupted in my home country. For the next three months there was no way to communicate with family or friends and no assurance of their safety. It was then that I decided I would do everything possible to ensure my siblings had the same opportunity I had to come to America. Being the eldest of eight (yes eight!) brothers and sisters, I have always had a natural instinct to protect and take care of people. This instinct has made advising clients on their wealth second nature, as I consider my clients family and my responsibility is always to look after them. Thankfully, after nine months, the civil war ended and my family was safe.

After graduating from University of San Francisco, I started as a management trainee at the Sheraton Palace Hotel in downtown San Francisco. I completed management training and became the Room Division Manager. At the hotel I learned many of my professional leadership and people skills. I was then asked to be a part of the executive management team and spent four years in senior management. This is also the place where I met my charming Irish American wife Patricia from Cleveland. In my ninth year in the hospitality industry I was promoted to the Resident Manager of Sheraton Princess-Kaiulani in Honolulu. It was then I realized that I did not want to leave San Francisco to relocate to Hawaii and no longer wanted to work in the hospitality industry. When considering my next career move I had decided it was time that I look into my love of finance and Wall Street, which also happened to be my major while at University of San Francisco.

"I refuse to retire, my work is my passion in life."
-Abu Farukh

In 1979 I joined Dean Witter. This was a wonderful Bay Area regional firm with a culture that made advisors feel at home. My training began in San Francisco and within the first year I had the opportunity to move to Fremont to open the Dean Witter office there. During that time I had a few major milestones; our beautiful daughters, Misty and Yasmeen, were born, I became a United States Citizen, and I was able to bring over all of my seven siblings and their spouses from Bangladesh. I am so proud to say that today they are all U.S Citizens including four doctors, a lawyer, and three engineers. Now my nephews and nieces have graduated from schools like Harvard, Wharton, Syracuse, TCU, and Vanderbilt. My own daughters graduated from the University of San Diego and University of California Santa Barbara.

By 1997 Dean Witter merged with Morgan Stanley. In 2001 I had reached the exclusive Morgan Stanley Chairman's Club – my biggest professional achievement. When I first started my career, reaching a milestone like Chairman's Club was only a dream. For a boy from Bangladesh this recognition is something I will always cherish and be very proud to have achieved.

Today, I look back 35 years and cherish how far I have come. People often ask me how I have overcome the many obstacles I faced from civil war, leaving everything I once knew behind to adapting to a new way of life and meeting American expectations. My advice is always the same – have confidence in yourself, stay positive, surround yourself with good people and love what you do. This love I have come to know for the last 35 years is one that I will never let go. I will always be the first to say, "I refuse to retire, my work is my passion in life!" My calling to become a financial advisor had an interesting and long journey. I am back in San Francisco and have one of the best views of downtown from our office's 39th floor. When I see planes fly by, I no longer wonder where they are going - instead it's a reminder of where I come from, where I am, my family, my business, my clients, and the Bay Area that is now my home. Most of you have been with me for many years, some even for the entire 35 years, and together we have been through many up and down markets. Who remembers "Black Monday"" of 1987? Iraq War in 1991? The dot-com bust in 2000? September 11, 2001? Iraq War in 2003? Let's not forget the mother of all crashes…the Great Recession of 2008 and 2009. We survived all of those headlines and today my headline is: Celebrating My 35 Years on Wall Street. My mantra all these years has always been, "The glass is half full…never half empty." I am an eternal optimist and always will be. With that, I want to thank you all from the bottom of my heart for your trust, love and most of all your friendship. Let's look forward to our next 35 years for a continued great life and peaceful world.

Thank you. Thank you. Thank you.

Golden Gate Wealth Management San Francisco office

A Message from Nathan Clakley

Nathan Clakley is the Northern California Complex Manager for the Walnut Creek, San Francisco, Modesto and San Jose offices

Nathan Clakley
Senior Vice President, Investments
Northern California Complex Manager

On behalf of Raymond James and our 13,000 employees around globe, it is my pleasure to congratulate Abu Farukh for his 35 years of industry service. We are honored to have Abu and the entire Golden Gate Wealth Management team associated with our San Francisco office.

Of course, it is you, our valued client that makes all this possible so I would be remiss if I didn't also express my appreciation to you for being a part of our great firm.

As a client, you have a front-row seat to our culture of service. This emphasis on putting the needs of those we serve first is attracting increasing attention. Advisors from around Wall Street are evaluating their alternatives and choosing to join Raymond James. Particularly in the Western United States, our firm is experiencing rapid growth, a trend which I believe strongly will continue.

Abu and his team at Golden Gate Wealth Management epitomize our culture. Their dedication to service and to delivering superior investment advice is paying dividends to their clients. In turn, their practice is experiencing the growth they rightly deserve.

Congratulations again to Abu Farukh for 35 years of service. Best wishes for many more!

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